

**MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
MAY 5, 2026
8:30 A.M.**

PRESENT: Kenneth Bentley, Chairman
Chick Gregg, Sr., Vice Chairman
Stephen P. Smith, Secretary/Treasurer
Benny Crosby
Jennifer T. Dane (appeared telephonically)
Emory Green, Jr.
Frank Ioppolo, Jr.
William R. Miller
Brett Renton, Airport General Counsel
Commissioner Andria Herr, County Liaison

ABSENT: Richard Sweat
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.
Thomas Clem, SAAPD
Judy Desrosiers, Commercial Development Mgr.
Anthony Eger, SAAPD Sergeant
Stacy Entwistle, Sr., Director of Airline Services
Stephen Fussell, VP & Chief Strategy Officer
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, ARFF Battalion Chief
Katee Mathis, Director of Finance/Deputy CFO
Chris Metro, Financial Operations Manager
Bryon Morgan, SMS Director
Jeremy Owens, Vice President & Chief Development Officer
Roberta Stanton, Director of Procurement
Shane Stewart, SAAPD Corporal
Jennifer Taylor, Vice President & Chief Commercial Officer
Raul Veizaga, Marketing Manager

OTHERS PRESENT: Ashley Baker, True Health
Sonya Brauer, MillionAir

Gui Cunha, Seminole County
Janelle Dunn, True Health
Tricia Feliu, Sanford Chamber
Tracy Garcia, OEP
Czarina Harris
Thomas Jewsbury
Paul Lisette, Conner Machovina
Hunter Machovina, Conner Machovina
Kristen Mathison
Allison McCuddy, FDOT
Genean McKinnon
Eze Nradi, NADIC
Luis Olivero
Paul Partyka, NAI Realvest
Kelly Shafor
Brian Smith
Scott Sturgill
Robert Utsey, ZHA

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

Copies attached.

3. PRESENTATION FROM TRUE HEALTH

Janelle Dunn, CEO of True Health, and Ashley Baker, Director of Community Engagement and Brand Strategy, presented a plaque to the Sanford Airport Authority to express its gratitude for the Airport's sponsorship of its annual 5K, which was hosted in September 2025. Ms. Dunn shared that True Health is a federally qualified health center that has been serving Central Florida since 1977, offering primary care for adults and children along with specialized services including OBGYN, podiatry, behavioral health, radiology, dentistry, and onsite pharmacies and laboratories.

The annual 5K supports the organization's True Compassion Program, which provides patients with vital access to medications, screenings, and preventative medicine. Ms. Dunn thanked the Airport for its hospitality, noting that the 2025 race achieved the highest runner participation in the event's history, reflecting an outstanding community partnership. She announced that the 2026 True Health 5K is scheduled to take place at the Airport on September 19th. On a personal note, Ms. Dunn proudly shared that her son, Anthony Dunn Jr. a standout defensive end from the 2020

Seminole High School Championship team recently signed with the Kansas City Chiefs.

4. SCHOLARSHIP PRESENTATIONS

George Speake presented a \$2,500 scholarship check to Hunter Machovina, a Lake Brantley High School student who is already enrolled in the Acron Aviation Academy. Hunter is graduating Magna Cum Laude with a 4.11 GPA and has completed 24 college credit hours through dual enrollment. Remarkably, during his senior year of high school, he earned his FAA drone pilot license, private pilot license, and instrument pilot rating. Recognizing his leadership, Acron selected him as a Student Ambassador and Peer Mentor.

Beyond his aviation achievements, Hunter is an entrepreneur who founded a landscaping business in the 10th grade that he still operates today. He is also an avid angler, having spent the last three years as a member of the Seminole County Teen Sport Fishing Association, which included invitations to compete in the state championship for the past two years. Mr. Speake noted that Hunter is the first student to receive what the Authority designates as a vocational scholarship. He congratulated Hunter on his outstanding accomplishments, wished him success, and applauded his ultimate goal of becoming a commercial airline pilot.

George Speake presented a \$2,500 scholarship check to Zachary Griffin, an Oviedo High School student who will be attending Embry-Riddle Aeronautical University. Zachary boasts a 4.22 GPA and holds multiple leadership roles, including Student Body President, National Beta Club Leadership Representative, and Beta Club President.

In addition to his academic achievements, Zachary completed an internship with the Florida Restaurant and Lodging Association, which led to a position with the IHRMC Hospitality Management Company where he assisted in organizing LendingCon 2026. His extensive involvement in the hospitality and tourism sectors also recently earned him a scholarship from the Florida Restaurant & Lodging Association Educational Foundation. Zachary's ultimate goal is to become a commercial airline pilot while expanding his expertise in aviation business and hospitality investment.

Mr. Speake recognized the members of the Sanford Airport Authority (SAA) Law Enforcement Department in attendance, noting that with Police Week approaching from May 10th through May 16th, it was fitting to have the on-duty officers present to be honored by the Board. Mr. Speake commended the police department, highlighting that despite its small size, it possesses more collective experience than any other agency in the county. He noted that many officers joined SAA after retiring from other agencies, bringing specialized skills from backgrounds in SWAT and hostage negotiation. He

also shared that the department will soon house the only bomb-sniffing dog in the county, with Officer Melissa Anderson serving as the handler for the new K9 currently in training.

Chief Marc Gilotti was invited to speak and provided additional details, explaining that Officer Anderson is spending the month attending a specialized training academy with the new explosives detection K9, named Zulu. President Martz noted that once training is complete, Officer Anderson will bring Zulu to a future meeting to introduce the K9 to the Board. Chief Gilotti further elaborated on the Department's unique expertise, mentioning that their hostage negotiator serves on the County's Crisis Negotiation Team (CNT), responding to calls across both county and municipal jurisdictions. He also highlighted Officer Tom Clem, a retired bomb technician whose background greatly benefits the agency, emphasizing that the department benefits from an exceptionally diverse wealth of experience and knowledge.

Board Director Crosby noted that while celebrating the department's outstanding police officers, he also wanted to highlight two other milestones mentioned in the police department report. He extended his congratulations to dispatcher Soledad Hirst, who celebrated her 5th anniversary with the Sanford Airport Authority on May 1st, and dispatcher Lauren Weimer, who marked her 16th anniversary on May 16th, thanking them both for their dedication behind the scenes.

5. APPROVAL OF MINUTES OF THE REGULAR MEETING HELD (APRIL 7, 2026)

Motion by Board Director Smith, seconded by Board Director Green, to approve the minutes of the Regular Meeting held on April 7, 2026. Vote was taken, none opposed. Motion passed unanimously.

6. LIAISON REPORTS

A. City of Sanford

Mayor Woodruff was not in attendance.

B. Seminole County

Commissioner Herr provided an economic development update, highlighting a recent Orlando Economic Partnership (OEP) victory with Project Native Vanilla. This project is bringing 20 new jobs and \$1.25 million in capital investment to a new 3,500-square-foot warehouse built by HLI Partners at the intersection of West Airport Boulevard and McCracken Road. She also celebrated a success for the tourism team, which won two national awards at

the 2026 ETS Live Awards for Best Paid Search Campaign and Best Implementation of Reels in a Marketing Campaign.

Additionally, Commissioner Herr noted two upcoming pre-application development projects near the Airport: a warehouse facility proposed on approximately 1.1 acres at Fulcrum and State Road 46 (on the north side of East State Road 46 and East Lake Mary Boulevard), and an engineered site plan under review for a 6.10-acre warehouse storage project located west of Beardall Avenue and north of Moores Station Road. Finally, addressing a request made by Board Director Ioppolo at the previous meeting, Commissioner Herr distributed sample Key Performance Indicator (KPI) documentation from the Central Florida Expressway Authority, where she also serves as a board member.

Chairman Bentley followed up with Commissioner Herr regarding the building she had previously mentioned in the Goldsboro community, noting he discovered that the facility serves as a headquarters associated with Pokémon Cards and Cabbage Patch Dolls.

7. COMMENTS FROM THE PUBLIC

None.

8. CONSENT AGENDA

- A. Approval of Addendum A to Lease No. 2023-064 Seminole County Supervisor Of Elections located at 1500 E. Airport Blvd., Sanford, FL 32773.
- B. Consider approval of Lease #2026-110 for the Zipsimons Visionworks Inc. Building 407 located at 1211 E. 26th Place, Sanford, FL 32773.
- C. Consider Approval of Amendment No. 1 for FDEP Grant Agreement LPA0678 for Construction of a Stormwater Management System.
- D. Approval for the Non-Concessionaire Off-Airport Rental Car Agreement with OC Car Rental, DBA as Addcar and Routes Car Rental.
- E. Approval of the Space Use/Operating Permit with Prepango LLC.
- F. Approval of Space Use/Operating Permit with Opticwash.
- G. Consider approval of Lease No. 2026-102 for American Environmental Aviation, Inc., Building 567 located at 3978 Aviation Loop; Building 566 located at 3977 Aviation Loop; and Building 569 located at 3986 Aviation Loop and associated land, Sanford, FL 32773.
- H. Consider approval of Second Amendment to Lease No. 2024-117 between PPK Aviation SFB Alpha LLC and Sanford Airport Authority.
 - I. Consider approval of the Termination and Release of Guaranty between the Sanford Airport Authority and L3Harris Technologies, Inc., and the acceptance of a Replacement Guaranty from Horizon CTS Corp.
- J. Consider approval Florida Power & Light Company Utility Underground Easement (Business) for Building #310.

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

9. PRESIDENT'S REPORT

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

- Taxiway A Extension: Received bids, awaiting grants. Est. July;
- Remote Parking Lot: Base install ongoing;
- Stormwater Pond Improvements: Out to bid;
- Midfield Water & Sewer Project: Out to bid;
- ARFF Truck 1,500 Gallon – (2) - FAA) 9/2026 ETA; FL 7/2026 ETA; Discussion of early delivery; and
- ALP Update with Narrative – FAA Approval on forecast section. Q3/Q4 est. completion.

Terminal Projects:

- Generator Replacement (Admin/PBB) – Field work underway;
- Terminal Entry Painting – Hoping to start this month; and
- Column Inspection/Repair – Rear columns are substantially complete, front columns continue. Concrete base work this week.

Board Director Ioppolo inquired whether the column repairs currently underway were the same ones related to the deferred maintenance items neglected by OSI.

Mr. Owens confirmed that they were, explaining that an additional inspection had revealed these columns to be in a similar condition to others found during the initial review.

Board Director Smith then asked about the safety procedures implemented around the active work zones.

Mr. Owens noted that following a suggestion from Board Director Smith on the first day the screening was erected, staff evaluated the site from a passenger perspective to ensure pedestrian safety was fully secure. He added that whenever the contractor is actively working in that area, traffic cones are placed in the left-hand lane to protect the site.

Other:

- Building 310 Transformer – Permit issued. Installation work continues. July power per FPL; and
- Building 310 Renovation/Remediation – Permit issued. Work continues. Interiors will be done this month awaiting final power.

Development:

Paul Partyka of NAI Realvest provided the Board with an update on real estate and development activity, consistent with his full Development Activity Report attached to the minutes. During his presentation, Mr. Partyka displayed a plaque from the 40th Anniversary of the Winter Springs Rotary Golf Tournament, acknowledging the Airport's participation as a corporate sponsor.

President Martz then announced to the Board that the Central Florida Commercial Association of Realtors (CFCAR) is honoring Mr. Partyka with the 2026 CFCAR Hallmark Lifetime Achievement Award, with a celebratory event scheduled for June 3rd. Mr. Partyka expressed his gratitude to Steve Fussell for his recent presentation to the Winter Springs Rotary, congratulated Board Director Richard Sweat for being recognized by the Orlando Business Journal as a key regional technology leader, and commended Jeremy Owens for his exceptional efforts on upcoming Airport projects.

Board Director Ioppolo raised a question regarding previous discussions with Mr. Partyka and Mr. Utsey about the critical demand for move-in-ready industrial space, asking if that need still exists and if potential speculative ("spec") building projects should be directed to them. Mr. Partyka confirmed that spec space remains the most lucrative opportunity for the Airport, noting that while funding has been a consideration since they first discussed the concept six to seven years ago, it would be an ideal project for anyone looking to move forward.

President Martz explained that while there is strong private sector interest in developing speculative industrial space, the primary challenge remains the restriction on lease terms, an issue that staff is actively working to address. Board Director Ioppolo clarified whether the goal is to secure longer agreements, such as a 99-year lease rather than a standard 30-year term.

President Martz confirmed this, stating that the Authority is seeking to transition to market-driven, business-case-based terms rather than the arbitrary 50-year limit currently advanced by the FAA. She noted that while progress is being made, this limitation remains a major impediment, as two significant institutional developers recently walked away because the financials did not pencil out under a 50-year restriction. Mr. Partyka echoed these concerns, adding that they had just received a new proposal from a major

South Florida developer targeting three substantial parcels, but the project is facing the exact same lease-term hurdles despite strong market interest.

Robert Utsey of ZHA invited Shani Beach, Director of Properties, to join him as he highlighted a real estate display created for the recent MRO Americas Conference at the Orange County Convention Center in Orlando. The event drew 17,000 attendees and 1,000 exhibitors, providing an excellent platform for exposure. Mr. Utsey described their strategic booth location and layout, noting that they experienced high traffic, including visits from developers they have been courting over the past year. In addition to staffing the booth, team members walked the exhibition floor to pitch the Airport's opportunities directly to various MRO exhibitors.

Mr. Utsey explained that, in keeping with recommendations from Burns & McDonnell the consultants for the Airport's joint program with OEP, a new marketing prospectus was developed in an effort to adopt a more laser-focused approach to promoting the Airport's available sites.

He noted that in total, the team made approximately 50 meaningful contacts through a mix of booth traffic and floor outreach, several of which have already led to follow-up discussions. Specifically, Mr. Utsey and Mr. Speake held a deeper-dive conference call the previous day with a highly reputable, well-capitalized MRO developer based out of New York and Miami. The group had initial talks months ago, re-engaged at the conference booth, and promptly followed up via email.

Ms. Beach explained that prior to the event, staff sent out 271 direct messages to other exhibitors, which significantly boosted engagement. This targeted outreach resulted in several exhibitors visiting the booth and leaving their contact information. She credited the high traffic and increased profile views to a combination of these direct messages and the booth's prime location.

Mr. Utsey added that the Airport maintained a strong presence with a second display positioned in a main corridor to further raise awareness, noting it provided an opportunity to connect with prospects.

Mr. Owens emphasized that the conference was a true group effort, noting that several current airport tenants, such as Avocet, were in attendance and engaged in cross-pollination by trading referrals with the Airport team. He added that Select Florida and OEP also hosted booths and collaborated closely with Airport staff throughout the event. Reflecting on past years, Mr. Speake observed that the team received significantly more interest this year than in previous years. He attributed this success to a simplified booth design that focused on the basics, a superior location, and growing brand recognition from the Airport's consistent, multi-year attendance.

Mr. Utsey noted that the team plans to systematically follow up with all 50 prospects gathered at the event. Mr. Utsey added that, in line with the strategic focus developed through the OEP program, the team distributed the targeted marketing prospectuses for specific sites.

President Martz attributed this year's exceptional feedback to transitioning toward the focused "four quarters instead of 100 pennies" marketing strategy recommended by Burns & McDonnell. She reminded the Board that the recently approved budget allocated additional funding for Burns & McDonnell to expand on this work, with further funds budgeted for Phase I in the upcoming fiscal year.

Mr. Utsey reminded the Board of the consultants' emphasis on identifying the specific requirements to make each site "shovel-ready," noting that this readiness is critical to closing deals. To address this, Mr. Owens is compiling a chronological list of necessary development steps for each location. Once completed, the team will engage Burns & McDonnell to review these plans and determine the most strategic investment steps to optimize the positioning of the Airport's available sites.

Board Director Ioppolo clarified that even if the Authority lacks the funds or chooses not to invest in making those shovel-ready improvements upfront, having a pre-established list and cost estimate will allow prospective developers to factor those expenses into their pro-formas to see if the investment fits their business model.

Board Director Ioppolo further expressed his approval, noting that this directly addresses feedback the Authority has received on past projects.

President Martz agreed, stating that the exercise with the consultants has been highly valuable. She highlighted that during the original OEP initiative, the consultants focused heavily on the 65-acre site, which feedback indicated is exceptionally well-situated from a site-preparation standpoint. She noted that the only real concern raised was how to handle a wooded area at the top of the property. Staff met during the week to discuss mitigation strategies and believe there is funding available to address the issue. President Martz emphasized that the discussions have yielded real, actionable items, making it a very successful collaboration with OEP that the Airport will continue to build upon.

Mr. Utsey added that during an OEP panel discussion the previous week, a senior leader from Burns & McDonnell publicly recognized and congratulated the Airport for taking such rapid action on their recommendations, and he thanked Tracy Garcia for her contributions to that effort.

Chief Financial Officer

Nick Guido, Vice President of Finance and CFO, presented the financial dashboard for March 2026. He noted that both passenger traffic and air traffic movements were down slightly compared to the previous year, decreasing by 6.6% and 4.7% respectively. Mr. Guido explained that this downturn is driven by broader market conditions rather than factors specific to SFB, as airlines are currently flexing their capacity in response to shifting demand, fuel prices, and general operating conditions. He noted that this trend became apparent during the peak period and is something the team will continue to monitor closely.

Board Director Ioppolo asked whether Spirit Airlines' bankruptcy would drive a boost in Allegiant's passenger traffic or if it would impact the Airport through any trickle-down effects.

Mr. Speake replied that while major airlines have publicly stepped in to offer assistance to affected travelers, media coverage has largely left Allegiant off the list. However, because Allegiant shares some overlapping destinations with Spirit, he anticipated they would see a modest boost in passenger loads. President Martz noted that any real impact depends on the exact amount of route crossover between the two carriers.

Board Director Smith then inquired whether rising fuel costs were currently causing a decrease in passenger traffic. President Martz & Mr. Speake noted that Allegiant had canceled what staff believed to be roughly 25 flights.

She stated that while the financial impact is not at a concerning level, any decrease is undesirable when the goal is growth. She noted that the team has already figured out how to absorb the variance but emphasized that the greater unknown especially as the Authority navigates the current budgeting process is how the fall schedule will be affected.

Mr. Guido then reported that year-to-date operating revenues reached \$20.7 million, outperforming the budget by 2.2%. He noted that this 2.2% increase holds true against both the amended budget and the previous year's performance of \$17.3 million, indicating positive trends across both metrics. Finally, he shared that March's revenue composition remained consistent, with terminal-related revenues accounting for approximately 73% of total performance, while parking and rental car activities continued to drive a major share at 47%.

President Martz highlighted that these figures are based on the amended budget, reminding the Board that the Authority had significantly increased its revenue forecasting in that amendment. Consequently, exceeding those higher projections is excellent news. She noted that despite the shortfall in passenger traffic, revenues are still outperforming expectations, which serves

as positive validation for the recent investments made in the concessions program. This indicates that per-passenger spending levels remain strong and healthy.

Board Director Ioppolo clarified that while the passenger and operational decreases of 4% to 6% discussed last month were on a monthly basis, the financial figures presented by Mr. Guido reflected year-to-date performance.

Mr. Guido confirmed that the financial metrics were year-to-date, whereas the passenger traffic and air traffic movements (ATMs) were strictly monthly data.

Board Director Ioppolo then asked whether the 2.2% buffer over the amended budget was a result of strong performance accumulated in previous months that cushioned the recent dip. Looking ahead to the next month, he inquired whether the continuing traffic trends would chew into that 2.2% surplus and cause it to decline, or if the Airport would be able to maintain or increase its financial position.

Mr. Guido explained that despite the minor dip in passenger traffic, March was actually a strong month financially; the Airport brought in \$3.77 million compared to its monthly average of \$3.5 million. Board Director Ioppolo asked if this performance was tied to the concession investments previously mentioned by President Martz. Mr. Guido confirmed that those investments played a role, alongside revenue generated from the commerce park and other streams.

Mr. Guido then addressed Board Director Ioppolo's earlier point, clarifying that despite the minor volume dips in February and March, year-to-date metrics for both passenger traffic and air traffic movements remain ahead of both the forecast and fiscal year 2025 performance. Board Director Ioppolo noted that while these were just minor, short-term dips, his ultimate goal is to see consistent growth. President Martz concluded by sharing that the Authority is continuing to enhance its concessions program, highlighting the upcoming arrivals of Kelly's Homemade Ice Cream and Foxtail Coffee, and noting that the recently added pinball machines have unexpectedly become a major attraction.

Commissioner Herr clarified whether she understood the numbers correctly, asking if year-to-date revenue had increased from \$15 million last year to roughly \$20 million this year. Mr. Guido corrected the prior year-to-date figure, noting it was actually \$17.3 million, compared to the current \$20.7 million.

Commissioner Herr pointed out that even with the revised baseline, jumping more than \$3 million over last year's performance is a major achievement, representing a significant percentage increase that is particularly impressive given that the budget had already been adjusted upward. Board Director

Ioppolo agreed but emphasized the need to keep pushing for continued growth, to which Commissioner Herr responded that the current trajectory is excellent news.

Mr. Guido moved on to expenses, reporting that year-to-date operating expenses stood at \$17,106,000, which is 8.4% below budget. He noted that expenses will trend upward in the coming months as the Authority begins executing on the initiatives approved in the budget amendment.

He explained that the current savings are primarily due to professional and contractual services coming in lower than projected for the fiscal year. He pointed out that while the financial packet shows office and administrative expenses running 10.6% over budget due to recent recruiting costs, this category will normalize as the year progresses. Currently, the Airport is averaging \$2.9 million in monthly expenses.

In a direct comparison of revenues and expenses, Mr. Guido highlighted that year-to-date revenues exceed expenses by \$3.6 million, representing a very strong operating position. Furthermore, fiscal year 2026 revenues are \$3.4 million higher than the same period last year, while expenses have remained relatively flat coming in at \$17,106,000 this year compared to \$17,136,000 last year. He reiterated that this expense baseline will shift once the budget amendment expenditures kick in.

Board Director Ioppolo asked President Martz for her perspective on the upcoming transition, noting that the Authority is now just two years away from assimilating all Airport operations under one roof. He inquired how she feels about the progress and whether she anticipates any significant hurdles stemming from deferred maintenance.

President Martz replied that while the Airport is performing exceptionally well on the operational front, managing capital needs remains a primary challenge. She emphasized that the team is still actively working to dig out of a substantial hole regarding deferred maintenance. While reassuring the Board that operational management is firmly under control, she stressed that balancing these critical capital and infrastructure needs represents one of the biggest challenges of this year's budgeting process.

Mr. Guido continued his report, highlighting that overall year-to-date net operating income reached \$3.6 million. This marks a substantial year-over-year improvement compared to the approximately \$183,000 recorded during the same period last year. He noted that non-operating interest income totaled \$454,000 through March; while this is down from last year, the decline is due to a shift in market interest rates. Because the Airport's portfolio tracks the market, yields adjusted from nearly 4.5% last year down to 3.66% this year, which he noted remains a relatively strong return for this type of portfolio. In

total, net income through the end of March reached \$4 million, compared to \$780,779 during the same period last year. Mr. Guido concluded that the Airport's overall operational performance is moving decisively in the right direction, though he reiterated that expenses will see an uptick in the coming months as budget amendment initiatives are implemented.

- **Procurement Dashboard:** The Board was updated (Solicitation Responses Due-ITB), Kidney Pond-Construction Capital – ITB; (New Solicitations-RFP) Insurance Coverages, including Property, Liability, and Workers' Compensation.

Marketing and Communications

Shelly Allen, Director of Communications, provided the marketing report.

- Digital Strategy: Focusing on Awareness, Demand, Creation & Traveler Intent
- Impressions, Meta 665.4K; Google Ads 71,178
- Terminal Refresh & Stock Photography Photo Shoot
- SFB Hosted Two Honor Flights in April. On 4.26.26, over 300 guests welcomed the veterans upon return to SFB.
- Ride to Freedom Sponsorship.
- SFB + Allegiant co-branded Mother's Day activation engaged with 350 passengers, inviting them to create their own flower bouquet.

Board Director Green inquired of Ms. Allen regarding the new creative techniques being utilized to engage with customers and draw them into an immersive experience. He asked if she was seeing a high level of engagement from the public by using this specific marketing style.

Ms. Allen replied that these initiatives are executed through a partnership with a highly creative digital firm. She explained that her team collaborates with the firm on a weekly basis to test various creative assets and monitor performance. Through this testing, they have found that eye-catching photography is the most effective tool.

Furthermore, she pointed out that the small size of the branding is intentional, explaining that the moment an advertisement becomes overtly about the brand, it loses its emotional capture. Instead, the strategy leans heavily into lifestyle and aesthetics to first capture the audience's attention, with brand retention focused on as a secondary step.

Mr. Fussell announced that the next Honor Flight is scheduled for May 27th with The Villages, and noted he would be sending out more information soon.

Board Director Crosby then inquired whether the Airport has data regarding the origin of passengers utilizing SFB's international airlines, specifically looking for a breakdown from counties such as Seminole, Orange, or Volusia.

Ms. Allen replied that the marketing team is currently developing a data-mining system to capture that information. While it is not yet ready to be formally presented, she emphasized that marketing is working diligently to transition toward data-empowered decision-making. She noted, however, that there are limitations to what can be captured because airlines typically do not share their proprietary passenger data, prompting the team to find creative workarounds.

Ms. Allen gave a special shout-out to Perla Crosby for the publication, My Sanford Magazine, highlighting that this month's issue features an article on Sanford's direct flights to Punta Cana, paired with an advertisement on the back cover.

Board Director Ioppolo inquired whether data sharing could be integrated into future airline contracts or renewals, suggesting that the Authority explicitly ask for this information during negotiations.

President Martz replied that while the Airport can certainly ask, airlines are traditionally very protective of that information due to passenger privacy regulations. However, she reassured the Board that staff has an alternative plan in place to successfully capture that data.

Board Director Ioppolo noted that there is always a workaround, clarifying that the Authority is not seeking Personally Identifiable Information (PII) but rather basic geographic data like zip codes, which should be obtainable. Ms. Allen confirmed that the team is launching an internal initiative within the next couple of weeks to start gathering that information independently, allowing them to build a clearer traveler persona and consumer profile.

Board Director Ioppolo reiterated that since the airlines already possess this data, the Authority should still attempt to write data-sharing requirements into future contracts rather than relying solely on circumvention. He reasoned that while the airlines might say no, asking puts the Airport in no worse position, and carriers should reasonably be open to sharing non-sensitive, aggregated demographic data such as zip codes and gender without any privacy concerns.

President Martz explained that part of the airlines' hesitation stems from the Airport's status as a public agency; if they provide that data to the Authority, it could potentially become subject to public records requests, which might expose proprietary information to competing airlines.

Board Director Ioppolo acknowledged that point but reiterated his strong interest in obtaining the data. President Martz agreed that there is no harm in trying to negotiate for it.

Mr. Speake congratulated Allegiant Airlines, sharing that the carrier had recently been named the most reliable airline in the United States, unseating Delta Air Lines from the top spot it had held for five consecutive years. He noted that Delta dropped to sixth place in the reliability metrics, and emphasized that Allegiant's achievement is excellent news for SFB given their strong partnership.

Turning to operational data, Mr. Speake recalled his report from the previous month, which highlighted that SFB finished 2025 as the 19th busiest airport in the country for general operations, landings, and takeoffs. He announced that year-to-date through March, SFB has climbed to become the 14th busiest airport in the nation. This milestone was driven by back-to-back record-breaking traffic, with March recording 40,554 movements and April following closely at 40,110 marking the two busiest months in the Airport's history.

Board Director Ioppolo inquired about the cause of this record-breaking traffic, asking if the surge in operational movements could be attributed to the activity at the flight school.

Mr. Speake explained that the activity is driven by both the local flight school and outside general aviation traffic. He noted that because SFB falls under Class B airspace, it attracts pilots from various outside flight schools looking for an advanced operational challenge compared to quieter fields like New Smyrna Beach (NSB). While the local flight school generates a large portion of that volume, he highlighted April 16th as a standout example, marking it as the fifth busiest day in the Airport's history. On that day, while the control tower was open, SFB averaged 110.5 operations per hour, making it the second busiest airport in the country on a per-hour basis, trailing only Chicago.

Mr. Speake observed that while this high volume is positive because it puts SFB on the map, it also means that tenants like Allegiant and other users are dealing with heavily congested airspace. He concluded by noting that management will be exploring ways to address this, particularly since this high volume of general aviation traffic does not generate revenue for the Airport.

President Martz reiterated that while general aviation (GA) traffic does not generate revenue, the Airport must still fund airfield maintenance, noting that the congestion impacts paying tenants like Acron. Mr. Speake stated that there are strategies available to monetize this activity, to which Board Director Ioppolo noted that the high volume is likely accelerating wear and tear on the runways a point both President Martz and Mr. Speake confirmed. Mr. Speake explained that exploring monetization methods could simultaneously regulate

the volume, which would benefit the airfield by ensuring tenant users maintain reliable access to the runway.

Board Director Smith asked if the high traffic volume helps generate Federal Aviation Administration (FAA) funding due to the increased tower activity. Mr. Speake clarified that it does not provide direct financial allocations, but it does justify increased staffing levels at the control tower. He noted this is a positive outcome from a safety perspective, as having more controllers on shift allows them to better serve users. President Martz added that these high operational metrics can also be leveraged to influence and justify future capital funding requests, though Mr. Speake reaffirmed that no direct funding is automatically triggered by the volume itself.

Board Director Dane inquired about the air traffic control tower, asking if the project to relocate and fund a new tower had ever been approved.

Mr. Speake answered that it had not. He explained that during the initial evaluation process, the FAA discovered flaws in its own analysis.

He also expressed his frustration that the FAA failed to get the analysis right the first time and subsequently pulled the funding, leaving the Airport to attempt to secure a new tower on a third try. He noted that the FAA's current national focus has shifted away from building new towers, prioritizing instead the modernization of existing equipment within current facilities.

Board Director Dane thanked Mr. Speake, noting that equipment modernization is still a positive step. Mr. Speake mentioned that he would keep track of both the turf and tower issues. Board Director Dane then highlighted a major success, thanking him for delivering on the family restroom project.

Mr. Speake credited Jennifer Taylor for securing that improvement.

Board Director Miller asked for an update regarding Allegiant Airlines' flight distribution throughout the week, inquiring if progress is being made on scattering the passenger load factor and increasing flights on traditionally "dead days" to help balance the operational strain on the Airport.

Mr. Speake responded that flight activity on those days will increase with the arrival of the summer season in a couple of weeks, noting that Tuesday, Wednesday, and Saturday schedules will fill in.

President Martz clarified that while mid-week traffic will increase, the relative spread across the week will likely remain the same because Allegiant will simultaneously increase flights on their peak days. She explained that due to the inherent nature of Allegiant's leisure-travel business model, the peak days

will always experience the heaviest volume, and mid-week days naturally will not sustain that same level of density.

Board Director Miller acknowledged the operational hurdles this concentration creates, highlighting the challenges surrounding the total cost of operations, scheduling, and logistics. President Martz replied that the team handles this by pivoting their internal schedules to match the airline's traffic waves, which Board Director Miller commended, noting that staff has become very adept at managing those adjustments.

Mr. Speake provided an update on Allegiant Airlines, noting that its shareholders were scheduled to vote on the Sun Country merger on May 8th. He expressed confidence that the vote would succeed. He announced that the merger is slated to close on May 13th. While the two airlines will continue to operate under separate operating certificates for approximately a year, he noted that the process has moved much faster than originally anticipated, suggesting the integration timeline might also beat expectations.

Additionally, Mr. Speake shared that following their recent investor calls Allegiant recorded the best first quarter in its history, leaving the company with a healthy cash reserve. He expressed optimism that the merger will go smoothly and eventually bring new flights to SFB, though he cautioned that nothing is guaranteed and successful outcomes remain subject to fluctuating fuel prices.

Board Director Miller asked if this timeline meant the airlines had successfully cleared all federal government and regulatory hurdles. Mr. Speake confirmed that the government review process was complete.

Board Director Smith asked Mr. Speake for an update on the upcoming Orlando Sanford Air Show, requesting details regarding the event timeline and the scheduled performance lineup.

Mr. Speake responded that the air show is scheduled for September 26th and 27th. He noted that the major military demonstration teams, such as the Blue Angels and the Thunderbirds, will not be performing this year as they rotate their events nationally. However, he confirmed that the F-22, F-18, and F-16 tactical demonstration teams are locked in as definite performers.

Tickets are slated to go on sale over Memorial Day weekend, which Mr. Speake observed fits the event organizer's preferred marketing model of launching sales on major holiday weekends. While overall attendance is anticipated to be slightly lower due to the absence of a primary jet team, he noted that the Thunderbirds are already slated to return to SFB for the 2027 show.

Board Director Ioppolo then inquired if the event organizer, Bryan Lilley, had reached a compromise with the City of Sanford regarding the air show's logistics. Mr. Speake confirmed that negotiations are nearly finalized, stating they are 99.9% of the way to a full agreement.

Board Director Smith inquired if the Airport has any plans or initiatives in the works to commemorate the 250th Anniversary of the United States.

Mr. Speake responded that the Airport has produced new commemorative challenge coins featuring the 250th Anniversary branding, which he noted he would bring to a future meeting to distribute to the Board. He added that the event organizer, Mr. Lilley, is centering his entire year of air shows around the nation's semiquincentennial celebrations.

President Martz noted that the Airport intends to seamlessly integrate its own marketing and promotional efforts under that overarching 250th Anniversary theme. Mr. Speake concluded by mentioning that he had previously highlighted this tie-in during Aviation Day, though it seemingly went unnoticed at the time.

President Martz provided an update on the Authority's ongoing federal initiatives, noting that staff continues to work through outstanding issues with both the FAA and U.S. Customs and Border Protection (CBP). While expressing optimism over progress on the FAA side, she highlighted a key leadership change within CBP, announcing that a new Area Port Director has been assigned to the Airport. Although the new director has not yet arrived on-site, President Martz shared that staff recently held a productive virtual meeting with him. She expressed hope that he will be collaborative, open-minded, and understanding of the Airport's specific operational needs. In the meantime, she assured the Board that leadership continues to coordinate directly with officials in Washington, D.C., to secure a formally articulated position on these matters.

Board Director Gregg then clarified if the new CBP Port Director had arrived on-site yet. President Martz responded that he is not here yet, noting she expects him to arrive in June.

President Martz informed the Board that the Florida Legislature is convening for a special session on the budget next week. She reminded the Board that the Airport has an active appropriation request on the table and stated that staff will be monitoring the session closely.

Board Director Ioppolo turned to guest Scott Sturgill, acknowledging his ongoing assistance with the Airport's federal initiatives. Board Director Ioppolo noted he had heard that because the Airport avoided any Department of Homeland Security (DHS) operational shutdowns by utilizing a private

contractor for security, and because SFB was at the forefront of resolving that issue, there is now national discussion regarding the privatization of those services. He expressed hope that this momentum might extend to CBP operations, and asked Mr. Sturgill if he had any insights to share.

Mr. Sturgill clarified that while TSA security and CBP are two separate issues, the President did explicitly indicate support for the concept of privatizing TSA screening functions in his latest budget proposal a detail President Martz confirmed was included in the administration's budget plan.

Board Director Ioppolo asked if this privatization push could realistically cross over to benefit CBP operations, or if he was simply dreaming. President Martz replied that it was likely a bit of a dream, though she emphasized that staff is still aggressively pushing the issue.

Mr. Sturgill then shared a positive piece of news, informing the Board that Ronald Vitiello with whom he and President Martz had previously conferred with has been promoted to the number two position at CBP.

Board Director Gregg asked for clarification on the current number of airports utilizing private screening. Mr. Speake reported that there are currently 20 participating airports nationwide, with 3 located in the state of Florida. Board Director Smith recalled that there was an original group of seven airports before SFB joined the program. Mr. Speake corrected the figure, clarifying that the initial pilot program launched with exactly five airports: Jackson Hole, San Francisco, Rochester, Tupelo, and Kansas City.

COUNSEL'S REPORT

General Counsel, Brett Renton updated the Board regarding the ongoing Greater Orlando Aviation Authority (GOAA) litigation, noting that he had sent out a formal update and that the trial is officially scheduled to begin on June 22nd. Ahead of the trial, the court has set a pre-trial conference for May 19th, and a closed Shade Session will be held at the Airport on May 15th at 9:00 a.m. Mr. Renton emphasized that he expects all Board members to attend, save for one who has an excused absence, and stressed that this session will be a highly interactive discussion where he will be seeking individual feedback and strategic thoughts from each Director.

Simultaneously, the legal team is managing a multi-front battle regarding the public records lawsuit against Orlando Sanford International (OSI). Oral arguments for the appeal are scheduled before the 5th District Court of Appeal (DCA) on June 25th, which falls during the exact same week as the GOAA trial. Meanwhile, in the primary OSI case, the team is aggressively engaged in the discovery process. Mr. Renton noted that reviewing massive volumes of produced emails is incredibly tedious and driving significant billable hours,

which accounts for the high legal expenditures, though he anticipates the Airport will eventually catch up in revenue.

Mr. Renton also briefed the Board on House Bill 1019, a newly signed Florida law addressing PFAS-containing Aqueous Film-Forming Foam (AFFF). The legislation introduces a strict state phase-out timeline aimed at preventing human exposure before establishing cleanup protocols, mirroring federal efforts focused on water providers. Under the new law, any entity in possession of the product must report it to the Florida Department of Environmental Protection (FDEP) by July 1, 2026. This will be followed by an outright ban on purchasing the product in Florida by July 1, 2027, and a total ban on possession by July 1, 2029, though a narrow operational exemption exists for airports and fire departments.

The clear takeaway is that PFAS foam is obsolete and airports must transition their Aircraft Rescue and Firefighting (ARFF) trucks immediately. Mr. Renton commended the Airport for being proactive and well ahead of the curve, as their replacement trucks are already being delivered. He noted that Naples Airport is currently the only facility in the state to have fully decontaminated its fire apparatus and transitioned off the product, at a significant cost. He warned that because every municipality and county must eventually clean and convert their equipment, any agency that fails to budget for it this year will miss the window; once the purchase ban takes effect next July, everyone will be competing for the same limited decontamination resources.

Board Director Smith asked whether a viable replacement chemical is readily available on the market. Airport Attorney Brett Renton confirmed that multiple approved replacement products exist, and Mr. Speake added that there are currently three fluorine-free foam alternatives that meet federal specifications. Mr. Speake further explained that the Airport has already purchased its supply of the replacement foam and placed it in storage. He noted that while the cleaning, vehicle conversion, and transition costs are built into the current budget planning, the ultimate disposal costs for the legacy foam have not yet been factored in.

Board Director Smith inquired whether any state or federal programs have allocated grant funds or subsidies to help airports offset these substantial compliance costs.

Mr. Renton clarified that while House Bill 1019 does not explicitly earmark a specific, pre-funded pot of money, it does officially authorize the Florida Department of Environmental Protection (FDEP) to establish and administer a grant program to assist local fire departments and airports with the transition. He noted that the ultimate rollout remains to be seen depending on how the state budget process unfolds, but emphasized that the signed legislation

formally mandates the agency to dole out funds once a state appropriation is secured.

Mr. Speake noted that the existing federal funding pool for this issue is incredibly small. He estimated that the total federal allocation currently available would only be enough to cover the transition costs for about three large hub airports in the entire state of Florida.

Mr. Renton noted that the Environmental Protection Agency (EPA) has significantly ramped up its enforcement and oversight over the past 15 days. He highlighted the launch of the EPA's new "PFAS OUT" outreach program on April 14th, which focuses directly on helping local communities and water providers reduce toxic chemical exposure. Mr. Renton noted that this program includes a newly allocated \$950 million funding pool designed to help cities and counties upgrade their water treatment facilities to effectively screen out PFAS toxins. He clarified that this federal grant money is separate from and in addition to the major nationwide legal settlements that water utilities have previously secured for infrastructure remediation. Mr. Renton then addressed the complex issue of chemical disposal, noting that the EPA recently updated its guidance to outline three primary commercial methods for handling PFAS waste: landfilling, underground injection, and thermal treatment. He explained that the EPA newly highlighted advanced thermal incineration as an acceptable method. However, he emphasized that this method requires a specialized hazardous waste facility capable of burning the material at such an extreme temperature that it completely vaporizes the chemical bonds, meaning very few facilities are currently equipped to handle it. Given the ongoing logistical and scientific uncertainties surrounding the best way to permanently eliminate the chemical, Mr. Renton recommended that the Airport focus entirely on the vehicle conversion process and hold off on final disposal until the technology matures. To illustrate how other agencies are navigating the issue, he shared that Naples Airport chose to bypass thermal treatment entirely, electing instead to utilize deep-well injection to pump their legacy foam deep underground where it will remain contained indefinitely.

Board Director Smith expressed surprise that the legacy foam was simply being pumped into the ground. Mr. Renton confirmed that underground injection was the most economical choice available, and Mr. Speake noted that because the material is injected below the aquifer, it is theoretically considered safe. President Martz clarified that the Airport has time to wait before deciding on a final disposal strategy. She noted that the Authority can safely store the waste for now.

Board Director Smith then asked about the total volume of material requiring disposal. Mr. Speake explained that the volume is substantial because every truck decontamination requires a large amount of specialized rinse aid in addition to the legacy foam itself. While he did not have the exact gallon count

on hand, he noted that the new state reporting law requires those precise figures shortly, and he promised to share the completed inventory at the next monthly meeting. Board Director Smith followed up by asking if the waste would be stored in 55-gallon drums. Mr. Speake answered that while some of the original foam remains in its initial 55-gallon manufacturing drums and other portions are held in 250-gallon industrial totes, the generated rinse aid actually requires massive 5,000-gallon storage tanks. He explained that the Airport will likely need to acquire one or two additional 5,000-gallon tanks at the ARFF station to contain the massive volume of wastewater generated during the upcoming fleet washouts.

Mr. Speake then brought up Supercritical Water Oxidation (SCWO) as an emerging alternative, noting it is currently the most expensive disposal method. He expressed hope that the technology will continue to be refined, explaining that the process uses high temperature and pressure to break the chemical bonds entirely apart, reducing the foam back down to its original molecules and ingredients. Mr. Renton agreed that there are a lot of emerging technologies in this area attempting to solve the issue. He mentioned that he receives a daily legal feed containing at least 25 new PFAS articles, describing the volume of industry information as overwhelming.

Board Director Smith reiterated his disbelief that any agency is permitted to inject these chemicals back into the ground. President Martz quickly clarified that the Airport is not utilizing that method. Mr. Speake explained that deep-well injection is already widely used to manage contaminated leachate plumes pumping out of public landfills, noting that industry insiders privately argue that worse contaminants are already being sent down there. President Martz and Mr. Speake both emphasized that this was merely the current industry landscape and not a philosophy endorsed by the Airport.

Mr. Renton noted that the legal team is monitoring the ongoing Kidde-Fenwal, Inc. bankruptcy proceedings, hoping an airport-specific settlement framework will eventually shake loose, though recent movement has been limited to formal correspondence sent to the federal judge. President Martz stressed that regardless of what state or federal grant money might eventually materialize, the Airport must fund and execute the truck conversions immediately to prepare for the new fleet arrivals. Board Director Smith agreed that moving forward without waiting for subsidies was the right business decision.

Board Director Smith then asked if the Airport has legacy PFAS foam stored anywhere else on-site, such as in building fire suppression systems. Mr. Speake confirmed that staff is actively auditing and addressing those systems. Mr. Renton strongly cautioned that outside of the public airport sector, the new law is incredibly severe: any private hangar owner or commercial entity utilizing an un-converted AFFF fire system after the deadline faces a \$10,000 daily fine and potential criminal penalties. He reminded the Board that the

2029 operational exemption applies strictly to municipal airports and fire departments.

Mr. Renton and President Martz reassured the room that the Airport is in excellent legal standing. Mr. Renton emphasized that as long as the Authority does not purchase any new product after the July 2027 ban, they remain fully compliant. Board Director Smith asked for final confirmation that leadership has a firm handle on all chemical locations across the property, which Mr. Speake confirmed, stating they know where every drop is within the Airport's boundaries.

In closing, Mr. Speake commended Mr. Renton, highlighting that he has become a highly sought-after legal expert on PFAS regulations and is regularly invited to speak at major industry conferences, making it a distinct advantage to have him leading the Airport's legal strategy. Board Director Smith thanked Mr. Renton for the comprehensive report, and the legal update concluded.

10. CHAIRMAN'S REPORT

Chairman Bentley thanked the Airport staff for providing such a thorough and informative update during a busy morning, specifically complimenting a fantastic display and promising to attend the next conference to see it firsthand. He also thanked Perla Crosby, the wife of Board Director Crosby, for providing copies of My Sanford Magazine, noting that the back cover featured a prominent feature on Punta Cana. Chairman Bentley then expressed his gratitude to everyone in attendance for taking time out of their schedules to be there.

Chairman Bentley then highlighted Shelly Allen's earlier presentation regarding the upcoming Freedom Ride. He shared that in his role with Historic Goldsboro Main Street; he will be participating in the event by presenting the history of both Goldsboro and Crooms Academy when the cyclists arrive. He described the event as a literal civil rights ride that traces a route through four historic African American communities in Florida, starting in Georgetown before moving through Goldsboro, Bookertown, and concluding in Eatonville.

Because the participating riders travel from all over the State of Florida, Chairman Bentley noted that local tourism officials should be pleased; the influx of visitors means overnight stays and economic activity that will directly boost Tourist Development Tax revenues while showcasing the hospitality of Sanford. He concluded by stating that under the "Other Business" portion of the agenda, he would call on Board Director Green to speak on an upcoming weekend event that will further drive local tourism dollars.

11. DISCUSSION AGENDA

A. Consider Approval of Resolution No. 2026-05 for FDOT PTGA Amendment of FM#455305-1-94-01 for the Replacement of the 3rd Terminal 400-ton Chiller.

President Martz introduced the next agenda item, noting that it concerns a grant amendment for another chiller replacement, and turned the floor over to Jeremy Owens to present the details.

Mr. Owens explained that the amendment addresses the last of the three legacy 2008 chillers that were originally maintained by OSI. This specific unit is located on the east side of the terminal. He noted that the Airport has already successfully replaced the other two units, and this grant amendment consolidates all three chiller replacements into a single grant, bringing the total expense to \$440,000. He expressed his gratitude to the Florida Department of Transportation (FDOT) for providing a 50% matching grant to support the project.

President Martz noted that this project addresses a significant deferred maintenance issue, which Mr. Owens confirmed had been explicitly budgeted for in the current fiscal year as a deferred maintenance line item. Board Director Smith asked for confirmation that this project means the majority of the Airport's main chillers have now been replaced. Mr. Owens confirmed that this final unit represents the very last one requiring replacement.

Motion by Board Director Gregg, seconded by Board Director Smith to Approve Resolution No. 2026-05 for FDOT PTGA Amendment of FM#455305-1-94-01 for the Replacement of the 3rd Terminal 400-ton Chiller. Vote was taken, none opposed. Motion passed unanimously.

B. Consider and Approve Invitation to Bid (ITB) #2026-012-ITB-Janitorial Supplies – Contract Award to: Cypress Supply, Dade Paper & Bag, DBA Imperial Dade, and WB Mason.

President Martz introduced the final agenda item, which was an invitation to bid for the procurement of janitorial supplies.

Roberta Stanton, Director of Procurement, explained that following the transition from OSI to the Airport Authority taking over terminal operations, the Airport had been piggybacking on an existing agreement with Melbourne International Airport through Janitorial Depot. With that contract expiring at the end of the month, the procurement team went out for public bid to secure the best possible pricing and service. The solicitation attracted nine bidders, and staff recommended dividing the award among three primary contractors to optimize savings: Cypress Supply for gloves; Dade Paper for miscellaneous janitorial items; WB Mason (Maston) for paper products.

Ms. Stanton requested that the Board approve the recommended multi-vendor award, noting that going out to public bid successfully reduced the Airport's overall operating costs for these supplies by 15% to 20%.

Board Director Ioppolo clarified that this specific bid was exclusively for the physical products and materials. Ms. Stanton confirmed that it covers supplies only. Board Director Ioppolo then inquired if management was evaluating contracted services as well, or if maintaining janitorial operations in-house remained the most cost-effective option. Ms. Stanton replied that janitorial services are currently handled strictly by in-house staff. President Martz firmly reiterated this point for the record, noting that the Airport has no current plans to outsource its janitorial workforce.

Motion by Board Director Smith, seconded by Board Director Green to (1) Accept Staff's recommendation to award Cypress Supply, Inc., Dade Paper & Bag DBA Imperial Dade, and WB Mason for janitorial Supplies as delineated in Table 2 of the Agenda Memorandum; and (2) Authorize the President/CEO to execute agreements with each firm for a term of three (3) years to begin on May 6, 2026, and ending on May 5 2029, with two (2) optional one (1) year renewal periods. Vote taken, none opposed. Motion passed unanimously.

12. OTHER BUSINESS

Board Director Green informed the Board that this coming Saturday of Mother's Day weekend which aligns with National BBQ Month the Midway Coalition will host its fourth annual Sanford Riverwalk BBQ Fest. The event takes place along the Sanford Riverwalk, which he described as the most majestic riverwalk in the region, and is completely free for the public to attend.

This year, the festival has secured Florida Blue as its Gateway Sponsor. Additionally, the Orlando Sanford International Airport is carrying over its support from the Midway 5K; the Airport's sponsorship specifically allowed senior citizens who participated in the 5K to enjoy complimentary brisket and bagels, a sampling that will continue at the BBQ Fest. The competition will feature over 16 local competitive pitmasters cooking and competing, alongside live musical entertainment for all attendees.

As the flagship beneficiary event for the Midway Coalition, the festival also supports three other local charities of choice, with 30% of the net proceeds being distributed to: Meals on Wheels of Seminole County; Ladies 327 (partnered with The Learning Movement); and The Pearlle Mae Ford Community Service Organization.

Board Director Green noted that it costs \$30,000 to stage the festival, which is billed as a premier destination experience. This year, the event has also garnered the organizational support of both Historic Goldsboro Main Street and Sanford Main Street, with the collective goal of showcasing the incredible offerings of Seminole County.

He encouraged everyone to come out, celebrate Mother's Day weekend, and enjoy the festivities with family and friends. He highlighted that local favorite Wondermade will be on-site handing out complimentary marshmallow samples, noting that they have just released

a unique pickle-flavored marshmallow. For more details, he directed everyone to visit sanfordbbqfest.com.

13. NEXT MEETING SPECIAL SET BOARD MEETING & EXECUTIVE SESSION
(MAY 15, 2026) AND REGULAR BOARD MEETING (JUNE 2, 2026)

14. ADJOURNMENT

There being no further business, the meeting was adjourned at 10:07 a.m.

Respectfully submitted,


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

Projects - Planning/Bid/Construction

Taxiway A Extension – Received bids, awaiting grants. Est July.

Remote Parking Lot – Base install ongoing.

Stormwater Pond Improvements – Out to bid.

Midfield Water & Sewer Project – Out to bid.

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

ALP Update with Narrative – FAA Approval on forecast section. Q3/Q4 est completion.

Terminal Projects - Planning/Bid/Construction

Generator Replacement (Admin/PBB) – Field underway.

Terminal Entry Painting – Hoping to start this month.

Column Inspection/Repair – Rear columns are substantially complete, front columns continue. Concrete base work this week.

Other:

Building 310 Transformer – Permit issued. Installation work continues. July power per FPL.

Building 310 Renovation/Remediation – Permit issued. Work continues. Interiors will be done this month awaiting final power.

**SANFORD AIRPORT AUTHORITY (SAA)
DEVELOPMENT & LEASING ACTIVITY REPORT
4/28/26**

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. We are close to finalizing the last few lease points. Expected lease commencement is July, 2026. This project is a "high-priority project" for Siemens and UCF's turbo-energy (CAPE-see below) project. \$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 renovations are being handled by SAA for a turnkey handoff to UCF (former dorm building) for a planned full lease commencement on July, 2026. There is a possibility for a partial lease start as early as May, 2026. This is a 5-year lease worth over \$600,000 in lease value, 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 and permitting Phase; \$45 million project.

MRO Facility – Talked to VP, New Business Development, and they are moving forward with a 38,000 SF hanger/office for their project. They are in the process of choosing their development partner. The estimated 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 submittal/permit applications are being processed by the city of Sanford.

Cargo Space - we have a proposal for the 20,000 SF space from a logistics company. Their company has visited the facility three times. We are waiting for financials and a completed tenant application. Lease value - 10 years, over \$3 million.

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

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 said that a LOI will be coming soon; \$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.