MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
JUNE 2, 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 Mayor Art Woodruff, City Liaison
ABSENT:	Commissioner Andria Herr, County Liaison
STAFF PRESENT:	Nicole Martz, President & CEO George Speake, Executive Vice President & Deputy CEO Shelly Allen, Director of Communications Natalia Baiz, Human Resources Manager Shani Beach, Director of Properties & Exec. Initiatives Admin. 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 Luangel Loader, Procurement Analyst Brett Martin, ARFF Operations Training Battalion Chief Katee Mathis, Director of Finance/Deputy CFO Bryon Morgan, SMS Director Eze Nnadi, Nadic Engineering Jeremy Owens, Vice President & Chief Development Officer Esteban Saldarriaga, Seminole County Julie Sawyer, Executive Assistant Tina Scott, Police Support Services Coordinator 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: **Mirian Aterhortua, CERM**
Bob Begley, CE Avionics
Gui Cunha, Seminole County
Tricia Feliu, Sanford Chamber
Tracy Garcia, OEP
Joe Jerkins, FDOT
Brady Lessard, City of Sanford
Riley Martin, Shutts & Bowen
Genean McKinnon
Eze Nradi, NADIC
Paul Partyka, NAI Realvest
Doug Saunders, C&S Companies
Kelly Shafor, Duct Dynasty
Matthew Shelton, McKee Construction
Lauren Shontz, Shutts & Bowen
Brian Smith, Air Boss
Craig Sucich, RS&H
Nate Troyer, Allegiant
David Utsey, ZHA
Jaja Wade, Ace Construction
Max Wright, Air Boss

1. CALL TO ORDER, PLEDGE OF ALLEGIANCE

2. ADVERTISEMENT OF MONTHLY MEETING

   Copies attached.

3. APPROVAL OF MINUTES OF THE REGULAR MEETING HELD (MAY 5, 2026) AND MINUTES OF THE SPECIAL SET MEETING HELD ON (MAY 15, 2026)

Motion by Board Director Smith, seconded by Board Director Dane, to approve the minutes of the Regular Meeting held on May 5, 2026, and the minutes of the Special Set Meeting held on May 15, 2026. Vote was taken, none opposed. Motion passed unanimously.

4. LIAISON REPORTS

   A. City of Sanford

Mayor Woodruff provided updates on various ongoing City initiatives:

- **Municipal Elections:** The upcoming election cycle is underway. Commissioners Britton and Wiggins have both been re-elected unopposed. The mayoral race currently has four qualifying candidates: Justin Bynum, Charles David, Christina

Hollerbach, and Chandler Robinson. Final verification is pending regarding questioned paperwork for one of the candidates.

- **Infrastructure & Funding Agreements:** The City approved a Joint Funding Agreement with the County to support the State Road 417 Connector project, utilizing additional gas tax revenue for a commitment of up to ten years. The City maintains that this is a vital regional project, though officials hope to secure supplementary funding to mitigate the impact on municipal reserves.

- **Legislative Concerns:** The City is closely monitoring potential property tax reform discussions in Tallahassee, noting that proposed changes could significantly impact municipal revenues and necessitate major budgetary adjustments.

- **Labor Relations:** The City appears to be reaching an impasse with the Firefighters Union regarding a contract that is already halfway through its term. While both parties are close on baseline wages, a $1 million gap remains regarding structural allocation: the Union requests funds be directed toward the top of the pay scale, whereas the City proposes raising the entire scale, including starting wages. If upcoming mediation fails, the matter will proceed to a formal public hearing.

- **Commercial Development:** Industrial, manufacturing, and warehouse sectors remain strong within the City. A proposal from developer Tom Ball for a warehouse project of several hundred thousand square feet is scheduled for review at the next meeting. The development is situated behind Central Baptist Church, bounded by Martin Luther King Jr. Boulevard, 5th Street, and 9th Street, and will include associated roadway improvements.

In response to an inquiry from Chairman Bentley regarding active construction at Fort Mellon Park, Mayor Woodruff clarified that current operations represent the second and final phase of a master park project originally initiated in 2008. The project includes extending pedestrian sidewalks to Sanford Avenue, installing a protective seawall around Lake Carolla to mitigate shoreline encroachment toward the museum, and constructing a permanent performance stage equipped with integrated audio-visual infrastructure and park-wide speaker systems.

B. Seminole County

Commissioner Herr was not in attendance.

5. COMMENTS FROM THE PUBLIC

None.

President Martz introduced the newest member of the Airport Operations team: K9 Zulu, a two-year-old female Golden Retriever, and her handler, Officer Melissa Anderson. Police Chief Marc Gilotti expressed his appreciation to the Sanford Airport Authority and the Board of Directors for approving the acquisition, noting that this milestone marks the Authority's transition from a TSA-owned K9 model to an independent, internal law enforcement K9 program. Chief Gilotti emphasized that the team will significantly enhance terminal safety for passengers. The unit currently stands as the only single-service Explosive Ordnance Detection (EOD) K9 team in Seminole County and, in addition to primary terminal security deployment, will remain available to assist municipal and county law enforcement partners during special events, or high-priority mutual-aid calls.

6. CONSENT AGENDA

A. Consider approval of Addendum A to Lease No. 2025-054 for the Orlando Sanford Flying Club, Building #413 located at 1910 E. Airport Blvd. Sanford, FL 32773.
B. Consider and authorize the disposal of surplus equipment, miscellaneous items, and Lost/Abandoned items in Attachments A, B, and C.
C. Consider approval of Lease No. 2026-111 for Concurrent Group, LLC, Building #141 located at 2774 Carrier Ave., Sanford, FL 32773.
D. Consider approval of Lease No. 2026-101 for Oviedo Cat Advocates, LLC., Building #440 located at 1701 E. Airport Blvd. Sanford, FL 32773.
E. Approval and authorization for the President to execute the Commercial Lease Agreement T2026-08 with VMD Corporation.
F. Consider Approval of First Amendment to Ground Lease No. 2025-075 and Authorize Airport to proceed with execution of same.

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

7. PRESIDENT'S REPORT

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

- Taxiway A Extension: Received bids, awaiting grants. Est. July;
- Remote Parking Lot: Working through City review comments;
- Stormwater Pond Improvements: Award anticipated at July Board Meeting;
- Midfield Water & Sewer Project: Out to bid;
- ARFF Truck 1,500 Gallon – (2) – FAA funded) 9/2026 ETA; FDOT funded 7/2026 ETA; and.
- ALP Update with Narrative – FAA Approval on forecast section with and Q3/Q4 est completion.

The Board engaged in a discussion regarding development of the new remote parking lot, situated at the intersection of Marquette Avenue and Sipes Avenue. With capacity for 800 vehicles, the newly constructed lot is designed to significantly alleviate peak weekend overflow during the high-volume travel window spanning May through October, reducing the historical reliance on unpaved grass lots. While the current fee for temporary grass lot overflow parking is set at $12, a final rate for the remote lot remains under review and definitive parking fees will be established upon construction completion, with the implementation of a dynamic pricing model currently being evaluated.

Terminal Projects:

- Generator Replacement (Admin/PBB) – Generator Onsite- Final connections remain;
- Terminal Entry Painting – Kickoff meeting today; and
- Column Inspection/Repair – Wrapping up.

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.

Jennifer Taylor, Vice President & Chief Commercial Officer, informed the Board, that installation work has commenced on the Airport's first terminal mural, located in the East Terminal adjacent to the newly opened children's playground. She referenced design renderings included in the PowerPoint presentation and noted that the Board of Directors will be formally invited to a viewing once the installation is finalized. President Martz emphasized that the artwork is intended to enhance the terminal's passenger amenities, and support ongoing terminal revitalization efforts. Ms. Taylor has been coordinating with multiple regional artists as part of a concerted effort to elevate the overall terminal environment; and dedicated capital funding is slated for inclusion in the upcoming FY27 Budget to further improve the passenger experience.

Development:

Paul Partyka of NAI Realvest provided an update to the Board regarding ongoing commercial development and real estate activity, referencing his Development Activity Report incorporated herein. Mr. Partyka highlighted the considerable momentum of the University of Central Florida (UCF) project, noting that preliminary discussions are already underway to expand its footprint into the remainder of Building 310's first floor as well as the second floor. Additionally, the Siemens initiative continues to progress smoothly. Mr. Partyka emphasized that these two anchor projects significantly elevate the Airport's reputation as a hub for cutting-edge corporate and educational programs.

Regarding the broader development pipeline, Mr. Partyka reported that several major tenant projects are currently moving through the City of Sanford's formal permitting process. Once fully approved, these initiatives are projected to generate a collective capital expenditure exceeding $100 million. Underscoring this sustained market interest, the Authority recently received a formal proposal from a prominent development firm well-versed in FAA regulatory compliance and non-aviation airport real estate to develop three distinct parcels, representing an estimated $50 million in new project valuation. While these discussions remain in the preliminary stages, they reflect the Airport's expanding footprint. Mr. Partyka credited these successes to the collaborative, proactive outreach efforts of Robert Utsey of ZHA and Airport staff at the recent MRO Americas conference.

Turning to recent leasing activity, Mr. Partyka highlighted two notable agreements previously approved on today's agenda. First, long-term tenant Concurrent has committed to an extended five-year lease term. Second, the Airport has finalized a lease with Happy Cat Hotel & Spa, a premier national pet-care franchise with 18 locations operating across the United States. Combined, these two lease agreements represent over $500,000 in value during their primary terms. In closing, Mr. Partyka noted that the Airport's commercial portfolio is effectively at maximum capacity, with the incubator building reporting a mere 1,500 square feet of remaining vacancy. All other managed inventory is fully leased, with substantial growth expected as outstanding permits clear. The floor was then yielded to Robert Utsey.

Robert Utsey of ZHA opened his remarks by congratulating Mr. Partyka on receiving a major industry honor from the Regional Commercial Real Estate Association. Mr. Utsey highlighted the commercial momentum generated from the Airport's participation in the MRO Americas conference, noting that this marked the Authority's third consecutive year exhibiting at the event. He stated that this proactive industry outreach has driven high-value activity over the past several weeks, successfully bridging specialized development groups with prospective airport tenants. To advance these opportunities, President Martz, Mr. Speake, and the broader leadership team have actively engaged in a series of meetings, site visits, and physical property tours with multiple interested parties. Mr. Utsey emphasized that these developers possess extensive, specialized airport and aviation experience, demonstrating a thorough and refreshing understanding of the upfront capital commitments, rigorous due diligence, and substantial soft costs required to properly develop airport parcels. He reported on recent discussions focused on advancing the Airport's long-term cargo aspirations, acknowledging that entering the cargo market remains a highly complex, multi-phased endeavor, but the Authority is now successfully engaging with industry professionals who possess the operational expertise required to activate these programs. Finally, Mr. Utsey reported that since the Seminole County Indoor Sports Complex has been officially approved and has advanced to the architectural and contractor selection phase, commercial interest along the East Lake Mary Boulevard corridor has surged dramatically, prompting staff to look at ways to accelerate deal timelines to capture this momentum.

Board Director Sweat requested clarification regarding the lease for the cat spa facility previously referenced in the commercial real estate report. President Martz explained that the lease pertains to an existing Authority-owned building on Airport Boulevard that historically housed a Department of Motor Vehicles office and a veterinary clinic, but has remained vacant for some time. Vice Chairman Bentley and Board Director Smith noted the building's specific location on Airport Boulevard, situated just past the Supervisor of Elections building. In response to Board Director Sweat's observation regarding the age of the structure, President Martz clarified that the building is in good physical condition and that the incoming tenant intends to invest in a comprehensive interior renovation to repurpose the space. She emphasized that specialized pet boarding represents a distinct travel convenience for passengers. Board Director Dane noted that the agreement aligns with the Authority's revenue generation goals.

Chief Financial Officer

Nicholas Guido, Vice President of Finance & CFO, presented the April 2026 financial dashboard. He reported that April passenger traffic totaled 247,000, representing a 7.1% decrease compared to April of Fiscal Year 2025. A corresponding trend was observed in Air Traffic Movements (ATMs), which declined 7.9% year-over-year to 1,731 movements for the month. Staff noted that this contraction appears to be driven by broader macroeconomic conditions rather than airport-specific issues, and staff will closely monitor these patterns as the peak summer travel season approaches. Despite the single-month dip, year-to-date (YTD) performance remains robust; total passenger volume for the fiscal period reached 1.8 million passengers compared to 1.74 million in the prior fiscal year a 4% increase while YTD ATMs outpaced the same period in FY25 by 3.2%. In response to an inquiry from Board Director Dane regarding potential flight reductions by Allegiant Air, President Martz confirmed that industry-wide fuel pressures and shifting demand dynamics have resulted in scaled-back schedules across the aviation sector.

Turning to the operating statement, Mr. Guido reported YTD operating revenues of $24.2 million, outperforming the amended budget by 3.8% and tracking significantly ahead of the $20.4 million recorded at the same juncture last fiscal year. The overall revenue mix remained stable, with terminal-related activities generating 73% of total revenue, while parking and rental car operations combined to drive approximately 46% of overall performance. On the expense side, YTD operating expenditures totaled $20.1 million, sitting 7.9% below the amended budget due to lower-than-anticipated spending on professional contractual services early in the fiscal year. Office and administrative lines slightly exceeded budget thresholds by 4% due to non-recurring talent recruitment costs, though these figures are projected to normalize as the fiscal year progresses.

Operating revenues exceeded operating expenses by $4.1 million through April. Comparatively, revenues expanded by 18.6% (an increase of $3.1 million) year-over-year, while operating expenses rose by only 1.3% (an increase of $261,000), indicating that revenue growth continues to outpace expenditure growth. The current operating income of $4.1 million marks a substantial increase over the $577,000 recorded at this time last year. On the non-operating side, YTD investment income decreased to $527,000 from $678,000 in the prior year, a direct result of softening market interest rates, which fell from 4.45% in April 2025 to approximately 3.5% in April 2026. Total Net

Income through April reached $4.6 million, up from $1.25 million during the same period in FY25.

In response to an inquiry from Board Director Ioppolo regarding the factors driving the positive $3.0 million-plus net income variance, Mr. Guido identified increased passenger concession spending, strong rental car performance, and new international jet fuel sales as primary catalysts, promising to distribute detailed line-item reconciliations to the Board. Board Director Sweat commended staff for the performance, noting that a multi-year metric comparison would illustrate what has been an extraordinary operational turnaround for the Authority. Board Director Ioppolo agreed, observing that the organization has successfully matured from a transitional phase of operational assimilation three years ago to a period of definitive fiscal command.

Regarding Key Performance Indicators (KPIs), President Martz stated that the staff continues to refine its data center modeling to aggregate historically unavailable expenditure metrics. Mr. Speake offered a cautious long-term outlook, reminding the Board that substantial ongoing facility repairs and high deferred maintenance costs continue to place pressure on upcoming budget cycles. President Martz and Mr. Guido concurred, emphasizing that while the $4.6 million net income figure is encouraging, these operating surpluses are entirely consumed by the Airport's critical capital improvement program and extensive deferred maintenance liabilities. Board briefings and a comprehensive workshop later this month will further detail these capital challenges.

Procurement Dashboard:

- Board Notifications: Public Address (PA) System Upgrade – Request for Information, June.
- Solicitation Responses Due: Insurance Coverages including Property, Liability, and Workers' Compensation – Request for Proposal, June. SFB Midfield Utility Infrastructure Project – S. Beardall Ave. and Moores Station Rd. – Invitation to Bid, June.
- New Solicitations: 400 Ton Chiller – Piggyback Lake County Schools – Invitation to Bid-#25-0219-ITB-K949, June.

<u>Marketing and Communications</u>

Shelly Allen, Director of Communications, provided the marketing report highlighting shifting regional passenger demographics, evolving traveler personas, and key promotional activations. Staff noted that the Airport is increasingly welcoming new, diverse audiences as a direct reflection of Central Florida's evolution into a premier hub for corporate business, technology, and high-end tourism.

According to recent tourism data released by Visit Orlando in its 2025 Tourism Statistics, the region has been ranked the number-one destination for events and technology by Cvent, driving a notable influx of large-scale tech conferences and professional corporate events. This regional growth is further underscored by the local culinary landscape; between 2022 and 2025, the number of Orlando-area restaurants recognized by the Michelin Guide expanded from 33 to 59, with an additional two establishments having been added since that posting. Highlighting this growing institutional draw, Orlando was also selected as the host city for the Q2 Qualifiers on the road to the 2028 Summer Olympics.

In conjunction with these regional trends, staff briefed the Board in the following strategic initiatives, domestic route expansions, and terminal community events:

- **Major Taylor International Cycling Alliance Partnership:** SFB has been named the Official Airport of the Major Taylor International Cycling Alliance for its upcoming international event scheduled from June 2 to June 6, 2027, tapping into a robust network of over 6,000 members.

- **"Ambassadors Abroad" Initiative:** On the international front, staff continues to strengthen the Airport's Latin American (LATAM) presence, targeting key incoming passenger origins in Colombia, the Dominican Republic, Brazil, and Mexico.

- **Domestic Air Service Expansion:** Domestically, Allegiant Air has expanded its service footprint from SFB by introducing four new routes & promotion including Flight 925 Knoxville, destination Dollywood, Tennessee; La Crosse, Wisconsin; Trenton, New Jersey; and Columbia, Missouri.

- **Aviation Industry Shifts:** This local expansion arrives amid massive industry movements, including the strategic merger of Sun Country Airlines and Allegiant, alongside recent industry reports indicating that Allegiant has officially surpassed Delta Air Lines as the sector's number-one most reliable carrier.

- **Terminal Public Relations Activations:** Recent terminal passenger engagement initiatives reported exceptional participation metrics. A custom Mother's Day flower cart bouquet-building station successfully welcomed over 350 guests. Additionally, the month's second Veteran Honor Flight drew a crowd of more than 300 community supporters to the terminal to welcome returning military heroes.

Board Director Green commended staff and the Airport Police department on the exceptional coordination of the recent Ride to Freedom cycling event, which the Midway community co-hosted on Airport property. The event drew well over 200 cyclists from across Florida including Major Taylor chapters from Tampa, Jacksonville, Orlando, Miami, and regional hubs as well as out-of-state participants from Georgia, Alabama, and North Carolina. Board Director Green noted that these collaborative efforts amplify the Airport's brand and broaden its target audience, thanking City, County, and Airport police personnel for ensuring route safety.

Ms. Allen added that a follow-up meeting with the Major Taylor International Cycling Alliance representative confirmed that the decision to bring their full conference to the airport corridor was driven entirely by the unmatched hospitality and camaraderie felt during the event. She further noted that the representative verified SFB's active route network directly aligns with and feeds into the hometown origins of their traveling members, creating a seamless connection for their participants.

FY27 Budget Planning & Capital Workshop
President Martz provided an administrative update on the Fiscal Year 2027 budget preparation process, noting that balancing the Airport's substantial capital improvement needs with operational realities has made this cycle uniquely challenging. She stated that Executive Assistant Lori Hunt and Mr. Guido are currently coordinating with the Board to get individual member briefings scheduled.

To formalize the review, a comprehensive Budget Workshop was scheduled for Thursday, June 25. Upon a call for consensus by President Martz, the Board agreed to convene the workshop at 8:30 A.M. in the Boardroom. It was noted that all Board Directors would be in attendance with the exception of Board Director Smith, who will be out of the country in Canada. Ms. Hunt will distribute formal calendar invites to the Board. General Counsel Brett Renton advised that he will be unable to attend the workshop due to an active legal appearance in Duval County regarding the ongoing OSI public records litigation.

Staff Development & Recognition
Mr. Speake highlighted the organization's ongoing commitment to professional development and internal advancement, noting that President Martz has strongly encouraged staff to pursue personal and credentialed growth since becoming President. He recognized an exceptional talent in the Operations department, Dylan Senior, who recently earned his Certified Member designation through the American Association of Airport Executives (AAAE). Mr. Speake noted that Mr. Senior was unable to attend the morning meeting as he works the night shift, commencing his duties daily at 2:00 P.M.

VP of Operations & COO Rick Shea added that Mr. Senior joined the Authority approximately two and a half years ago from Orlando Executive Airport, where he had filled various operational capacities while completing his higher education, ultimately graduating with both his Associate and Bachelor's degrees. He emphasized that achieving the rigorous AAAE credentials within a single year of employment is highly commendable for a relatively new employee.

Mr. Speake noted that in his current role, Mr. Senior is responsible for safety inspections on the airfield. Mr. Speake noted that whenever Mr. Senior completes an airfield inspection, the maintenance work order tracking list increases considerably, proving his meticulous eye for detail and commitment to maintaining strict airfield safety.

President Martz commended Mr. Senior and noted he represents a great example of a growing cohort of dedicated airport employees who have achieved these identical credentials. She emphasized that these individuals are investing their personal, off-the-clock time into strengthening their skills and professional credentials. President Martz stated that this self-driven commitment ultimately builds a better, safer airport, and expressed the Authority's collective pride in their achievements.

8. COUNSEL'S REPORT

Mr. Renton provided an update on several ongoing legal matters currently affecting the Authority.

- **Public Records Litigation:** Oral arguments for the Public Records Appeal are formally scheduled for Thursday, June 25th at 9:00 A.M. before the Appellate Court in Jacksonville.

- **GOAA Litigation Status:** Mr. Renton reported that active settlement discussions continue with the Greater Orlando Aviation Authority (GOAA), guided by the parameters previously established by the SAA Board. While a definitive agreement has not yet been finalized, Mr. Renton expressed confidence in the current trajectory of negotiations. A formal pre-trial hearing is scheduled for June 15th, with the trial set to commence on June 22nd. Mr. Renton emphasized that opposing counsel remains fully aware of the Board's firm positioning and the Authority's readiness to proceed to trial should settlement terms fall short.

- **OSI Document Discovery Production:** Turning to the extensive discovery process in the OSI matter, Mr. Renton announced that the Authority successfully completed and produced the bulk of its responsive documents as of last Friday. To provide structural context regarding the immense scale of the ongoing document review, Mr. Renton noted that the Authority has produced 214,053 pages of discovery material to date, while OSI has produced 135,750 pages to the Authority. Document review pipelines remain open, as both parties have outstanding rolling productions to complete.

- **Introduction of Summer Associates:**
  Mr. Renton introduced the firm's two incoming summer legal associates, Riley Martin and Lauren Shontz, who are interning with the legal team for the summer term. Board Director Ioppolo inquired if the associates would be restricted to document production for the entirety of the summer, to which Mr. Renton replied that their broader assignment portfolio would remain diverse and well-rounded.

9. CHAIRMAN'S REPORT

Chairman Bentley opened his report by requesting final confirmation regarding the upcoming multi-agency tour and joint work session scheduled for June 17th. President Martz confirmed the arrangements, noting that after several scheduling delays, the workshop has been finalized to provide an in-depth, internal overview of airport operations for the Seminole County Commission, the Sanford City Commission, and the

Mayors & Managers Group. President Martz extended an invitation to all SAA Board Directors to attend and interface directly with local officials, noting that the program has been structured into distinct, manageable segments to accommodate the attendees' schedules.

President Martz then presented a legislative update regarding the Authority's recent state funding requests, announcing that during the Florida Legislature's special session in May, the Airport's request for a $1.2 million appropriation to develop a Digital Twin technology platform was successfully included in the final state budget. President Martz credited State Representative Rachel Plakon for championing the appropriation in the House, State Senator Jason Brodeur for his aggressive advocacy in steering the funding through the Senate, and the consulting firm Southern Strategy Group for its vital role in advancing the ask. While the funding is successfully secured within the legislative budget, it remains subject to final approval and potential line-item veto by the Governor. President Martz reported that she spoke directly with Senator Brodeur, who confirmed he has already met with the Governor's office to emphasize the critical importance of retaining this project. She requested that Board members extend formal expressions of gratitude to Senator Brodeur and Representative Plakon for their efforts on behalf of the Authority, as the grant will allow the Airport to transition into advanced facility management technology that would otherwise be unattainable.

10. <u>DISCUSSION AGENDA</u>

A. Consider Approval of Resolution 2026-07 for FDOT Public Transportation Grant Amendment FM#455272-2-94-01 for the Terminal Connector Corridor.

President Martz introduced the first item for consideration: a Public Transportation Grant Agreement with the Florida Department of Transportation (FDOT) in the amount of $1.5 million to support the Terminal Connector project. She emphasized the critical operational importance of this project, explaining that the Airport's existing arrival facilities are currently fragmented because the newer baggage claim and arrival zones are physically separated from the older arrivals area by the underlying U.S. Customs and Border Protection facility. The proposed project will construct a dedicated internal secure corridor, allowing passengers to walk uninterrupted from one end of the terminal to the other without having to exit the building. President Martz noted that the total $3.0 million project leverages a multi-layered funding strategy: this specific agenda item captures the $1.5 million FDOT grant match, which is coupled with a $1.0 million federal congressional earmark secured by U.S. Congressman Cory Mills and administered through the Federal Aviation Administration and a $500,000 local matching contribution. President Martz requested approval of the resolution authorizing the execution of the FDOT grant agreement.

Motion by Board Director Dane, seconded by Board Director Smith to Approve Resolution 2026-07 and authorize the President to execute PTGA FM#455272-2-94-01 for the Terminal Connector Corridor. Vote was taken, none opposed. Motion passed unanimously.

B. Consider Approval of Resolution 2026-08 for FDOT Public Transportation Amendment of FM#456492-1-94-01 for the Deferred Maintenance Terminal Improvements.

President Martz introduced the next item, which is a formal amendment to an existing FDOT grant. She noted that the Airport's state partners are actively funding a portion of the Airport's extensive deferred maintenance, and this specific amendment incorporates an additional project into the program to modernize Elevator 5, which is located adjacent to the terminal security checkpoint escalators. President Martz explained that the modernization of this specific elevator was originally an obligation under Orlando Sanford International (OSI); however, despite assurances that the work would be completed at the conclusion of the terminal expansion project, the effort was never executed. This represents the final terminal elevator requiring modernization. The amendment adds matching funds under a 50/50 cost-share structure, with the total modernization cost projected at $220,000, of which $110,000 will be funded by the FDOT grant.

In response to an inquiry from Board Director Smith regarding the elevator's location relative to the units updated during prior terminal renovations, Mr. Owens confirmed that Elevator 5 is situated on the opposite side of the terminal facility. Board Director Dane asked Mr. Renton whether accepting these state grant funds would negatively impact the Authority's ability to recover damages for outstanding deferred maintenance within the active OSI lawsuit. Mr. Renton recommended that the Authority secure the matching funds, noting that the underlying agreement carries explicit contractual obligations to pursue outside grant funding where available. He added that he would confer with President Martz to review whether these funds constitute discretionary allocations or formal entitlements, which could affect the final calculation of damages. President Martz clarified that these grant dollars are fungible and could have been reallocated to other critical airport infrastructure needs if they were not being redirected to absorb this outstanding OSI obligation. Board Director Dane then called for a vote on the item.

Motion by Board Director Gregg, seconded by Board Director Crosby to Approve Resolution 2026-08 for FDOT PTGA Amendment to PTGA FM#456492-1-94-01 for the Deferred Maintenance Terminal Improvements. Vote was taken, none opposed. Motion passed unanimously.

C. Approval of Resolution 2026-09 for the Amendment of Public Transportation Grant Agreement #44443-2-94-01 and C&S Engineers Task Order No. 2026-15 associated with the construction of Taxiway Alpha Extension.

President Martz introduced the next item, which represents a subsequent amendment to an existing FDOT grant related to the Taxiway Alpha reconstruction project. Referencing the earlier operational update provided by Mr. Owens, President Martz explained that this amendment incorporates additional state funding to help underwrite the overall construction costs. The comprehensive airfield initiative is a $13.0 million project primarily funded through federal grants; this supplemental FDOT contribution will offset the Authority's required local matching portion. President Martz noted that there is an accompanying engineering task order tied to this item to govern mandatory post-construction activities. Consequently, staff requested that the Board approve two distinct actions: the formal FDOT grant amendment and the associated engineering task order.

Motion by Board Director Dane, seconded by Board Director Gregg to 1) Approve Resolution 2026-09; and 2) Authorize the President to execute the Amendment to PTGA FM#44443-2-94-01 and the C&S Engineers Task Order No. 9 for the Construction of Taxiway Alpha Extension. Vote was taken, none opposed. Motion passed unanimously.

D. Consider approval of the Airline Use Agreement with Allegiant Airlines.

President Martz introduced the next four interrelated agenda items regarding the Authority's relationship with Allegiant Air. She introduced Item D, the comprehensive Airline Use and Lease Agreement between the Authority and Allegiant Air, and recognized Mr. Speake for leading the extensive negotiation process.

Mr. Speake provided historical context, recalling that while Allegiant Air established full-time hub operations at the Airport in 2005, this agreement represents the first true, industry-aligned airline use framework in the Authority's history. The document functions as a master agreement, consolidating multiple disparate airport-wide contracts by incorporating through reference all active terminal leases, off-terminal real estate leases, and primary operating agreements. Crucially, the agreement codifies the Airport's new standardized terminal common-use policies and a comprehensive baggage hygiene policy, which regulates equipment utilization to mitigate physical system wear and maximize operational uptime. Mr. Speake noted that this structural format will serve as the regulatory baseline for all air carriers operating at the Airport; while international carrier Arajet has already been successfully onboarded under these terms, finalizing the framework with Allegiant Air as the Airport's signatory tenant represents a massive administrative milestone. The agreement is contractually retroactive to December 1st, aligning with the implementation of the Authority's updated and amended rates and charges structures.

Board Director Ioppolo requested clarification on whether the contract constituted a formal renewal of a prior five-year agreement or an entirely new agreement. Mr. Speake clarified that this is a completely unprecedented agreement rather than a renewal, prompting Board Director Ioppolo to observe that this represents the critical regulatory baseline the Board has eagerly anticipated. Noting that the contract carries a three-year term and that the Authority is effectively six months into that duration due to the retroactive start date, Board Director Ioppolo questioned how staff intends to handle subsequent renewals to prevent future negotiation cycles from stalling for five or six years.

President Martz explained that the core administrative objective was to establish a standardized template mirroring modern aviation industry best practices. Under this model, the underlying contractual language remains permanent, meaning subsequent negotiations will strictly center on periodically adjusted rates and charges. The contract runs concurrently with the multi-year Rates and Charges Resolution adopted by the Board in December, which is built upon a standard three-year modeling cycle. President Martz noted that the framework features two operational variations, a signatory and a non-signatory version with Allegiant Air holding signatory status due to its high flight frequency. A major benefit of the standardized framework is the inclusion of mandatory equipment-use standards, which the Airport previously lacked. While operational integration may yield minor technical adjustments over the next few years, President Martz emphasized that isolating the rates and charges schedules streamlines future administration, adding that the prior contract was vastly inconsistent with standard aviation industry practices. Mr. Renton agreed, noting that the new baseline successfully disentangles and uncomplicates the Airport's real estate portfolio.

President Martz and Director Ioppolo commended Allegiant Air for acting as an exceptional partner throughout the collaborative process, noting that negotiating with a single primary hub carrier allowed staff to meticulously smooth out operational wrinkles. To address Board Director Ioppolo's procedural question regarding future fee adjustments, Mr. Renton explained that because the lease explicitly binds the carrier to the Board's active Rates and Charges Resolution, any subsequent amendments made to the published rate schedule by the Board will automatically apply to the contract. This design ensures absolute fee parity across all airlines while preserving the stability of the primary three-year term. Mr. Speake concluded by stating that formal renewal conversations will commence in roughly two years, but because a permanent framework is now established, future cycles will require only minor updates rather than an overhaul of the entire agreement.

Motion by Board Director Dane, seconded by Board Director Green to Approve and Authorize the President or her designee to execute the Airline Use Agreement with Allegiant Airlines. Vote was taken, none opposed. Motion passed unanimously.

E. Approval of the First Amendment to Lease #T2023-01 with Allegiant Air for Terminal Office and Storage Space.

President Martz introduced the next three agenda items, explaining that they represent real estate leases held by Allegiant Air for the use of various airport properties. The first item in this sequence is an amendment to the airline's existing terminal space lease. President Martz noted that since the execution of the original lease, the carrier has reconfigured its logistical footprint, specifically relocating its commissary operations out of the passenger terminal and into a section of the cargo building. This amendment updates the terminal lease boundaries to reflect these space modifications, incorporates the Authority's standardized terminal facility legal language, and establishes included janitorial service parameters. The lease amendment is structured to run co-terminus with the newly approved master Airline Use and Lease Agreement, and staff recommended its approval.

In response to a clarification request from Board Director Dane regarding ground handling responsibilities, President Martz confirmed that Allegiant Air manages its own ground handling operations through a private contractor rather than utilizing Authority staff. Mr. Speake added that while Allegiant Air handles its ground handling operations, the Authority continues to provide ground handling services for the Airport's other air carriers.

Motion by Board Director Dane, seconded by Board Director Green to Approve the First Amendment to Lease T2023-01 with Allegiant Air for Terminal Office and Storage Space. Vote was taken, none opposed. Motion passed unanimously.

F. Consider approval of Lease No. 2026-095 for Allegiant Air LLC – Building 146 located at 1682 Hangar Road; Building 147 located at 1722 Hangar Road; Ramp Space 145 located at 1642 Hangar Road; and Buildings 505-2, 502-3, 502-4; 502-5 502-6 and 502-9 located at 2901, 2903, 2909, 2915, and 2919 Carrier Avenue; Sanford, FL 32773.

President Martz introduced the final two items in the sequence, which relate to non-terminal real estate leases utilized by Allegiant Air to support its extensive hub infrastructure, aircraft basing, maintenance operations, and commissary. President Martz noted that following the recent Sun Country merger, the Airport now stands as Allegiant's second-largest operational base, with staff actively focused on reclaiming the top ranking. To resolve historical irregularities where various commercial real estate parcels were oddly embedded directly within the prior Operational Airline Agreement, staff successfully moved these properties into standard commercial real estate leases.

Both Item F (the master non-terminal lease) and Item G (the lease for Building 126) feature five-year terms, providing a longer real estate term than the three-year master Airline Agreement. President Martz explained that while these real estate agreements remain contractually linked to Allegiant's continued operational presence as an air carrier, the five-year duration establishes standard, stable commercial real estate parameters. The master lease under Item F encompasses the vast majority of the carrier's non-terminal footprint, including Building 147. Allegiant is currently executing renovations in Building 147 to centralize its operations and facilitate the relocation of materials currently stored in Building 126. Because of this planned consolidation, Item G features an early termination clause that allows Allegiant to vacate Building 126 once renovations at Building 147 are complete, a provision absent from the primary master lease. Staff recommended the concurrent approval of both Items F and G, noting that all rental rates are detailed within the board packets and conform to the Authority's standardized lease format.

In response to an inquiry from Board Director Dane regarding the marketability of Building 126, President Martz described the building as highly marketable. Mr. Speake further clarified that backfill planning is already complete, confirming that the Authority has an active tenant prepared to occupy the warehouse immediately upon Allegiant's transition.

Mr. Speake concluded by confirming that the incoming tenant will assume the space at an increased lease rate resulting in additional revenue for the Authority.

Motion by Board Director Smith, seconded by Board Director Crosby to 1) Approve Lease No. 2026-095 with Allegiant Air, LLC, for Building 146 located at 1682 Hangar Road; Building 147 located at 1722 Hangar Road; Ramp Space 145 located at 1642 Hangar Road; and Buildings 502-2, 502-3, 502-4, 502-5, 502-6 and 502-9 located at 2901, 2903, 2909, 2915, and 2919 Carrier Avenue, Sanford, Florida 32773; and 2) Authorize the SAA President to execute the necessary documents. Vote was taken, none opposed. Motion passed unanimously.

G. Consider approval of Lease No. 2026-112 for Allegiant Air LLC – Building #126 located at 2854 Flightline Avenue, Sanford, FL 32773.

Motion by Board Director Smith, seconded by Board Director Green to 1) Approve Lease No. 2026-112 with Allegiant Air, LLC, Building #126, 2854 Flightline Avenue; and 2) Authorize SAA President to execute the necessary documents. . Vote was taken, none opposed. Motion passed unanimously.

H. Consider approval of Florida Public Utilities Company Easement and Right of Way Agreement (Business) for Building #452, 100 Star Port Way, Sanford, FL 32773.

President Martz introduced the final item for consideration: a request for approval of a natural gas pipeline easement for Flexjet. She explained that the project involves transitioning the tenant's facilities from standalone propane tanks to a direct, permanent gas utility line. Because the Authority retains ownership of the land, formal execution of the easement is required. President Martz noted that while the technical concepts are illustrated via the exhibit attached to the Board packet, certain legal parameters within the agreement remain under review. To avoid delaying the project's timeline, staff requested that the Board approve the easement subject to final administrative and legal approval by the President and General Counsel.

Board Director Smith raised a question regarding the visual diagrams in Exhibit A, pointing out discrepancies between two different layout formats that illustrated a utility loop feeding into the same facility structure. Mr. Owens clarified that the visual confusion stemmed from an estimated property boundary line sourced from the county Property Appraiser's database, which erroneously bisected the building on the diagram and did not accurately reflect the actual lease line. Mr. Owens explained that the true easement sits to the west of the building's structural bump-out and loops back around. He further detailed that the project actually necessitates two separate easements because the northern portion of the pipeline alignment runs outside of Flexjet's current leasehold boundaries, while the southern portion rests entirely within its leased footprint, requiring distinct legal descriptions for each section. Board Director Smith expressed satisfaction with the clarification.

Motion by Board Director Miller, seconded by Board Director Gregg to 1) Approve Florida Public Utilities Company Easement and Right of Way Agreement (Business) for Building #452, 100 Star Port Way, Sanford, FL 32773, subject to joint approval of the terms by Legal Counsel & the President; and 2) Authorize SAA President to execute necessary documents upon final joint approval by Legal Counsel & the President. Vote was taken, none opposed. Motion passed unanimously.

11. OTHER BUSINESS

Board Director Dane requested an update regarding the current status of the front property parcel previously held by Allegiant/OSI, which Board Director Smith and Director Ioppolo confirmed is actively listed for sale. President Martz concurred, noting that the property remains on the market and that the current owners hold a high valuation of the building. Following this, Chairman Bentley recognized Gui Cunha, Seminole County Tourism Director, who highlighted the immense economic energy surrounding the Major Taylor International Cycling Alliance and requested that everyone maintain confidentiality regarding the event until the formal press release is released on June 5th at 7:00 P.M. Turning to other items, Mr. Cunha reported that Seminole County continues to secure numerous regional titles and will present formal recognitions at the upcoming Board of County Commissioners meeting in August to honor the Hagerty High School and Winter Springs High School girls' softball championship teams, the Lake Howell High School boys' volleyball team, and the local girls' water polo champions. Furthermore, following a successful Board of County Commissioners vote on May 12th approving the architectural and engineering specificities for the Seminole County Indoor Sports Complex, the formal Request for Proposals (RFP) for construction and the Construction Manager at Risk are currently active on the market and scheduled to close in mid-June. While Mr. Cunha clarified that he is not serving on the selection committee, he confirmed that the County has already received inquiries from national and international event organizers based on the project renderings. He also noted that the naming rights agreement for the existing Boombah Sports Complex is slated to expire next summer, prompting the County to prepare a comprehensive asset RFP that will aggregate naming rights for Boombah, the new indoor sports complex, and various other county-owned properties. Addressing commercial growth along East Lake Mary Boulevard, Mr. Cunha explained that his office routinely shares all developer inquiries with the Airport team, noting that because the Authority owns the vast majority of continuous acreage along the corridor compared to the County's isolated acreage, developers are increasingly favoring airport parcels.

Chairman Bentley then welcomed Sanford Economic Development Director Brady Lessard to present an update on municipal projects. Mr. Lessard commended the Airport staff for their collaborative approach and expressed strong optimism for upcoming development prospects along the East Lake Mary corridor. In response to a query from Chairman Bentley regarding the current status of the historic former New Tribes Mission building situated across from the County Services Building, Mr. Lessard identified the structure as a beautiful, historic lakefront hotel property currently owned by a California-based college, which creates complex navigational hurdles for redevelopment. He noted that the City strongly desires to see the site repurposed back into a signature hotel, sharing a vision akin to the successful historic restoration of the Fenway Hotel in Dunedin, Florida, which shares the same original architect. Chairman Bentley also requested additional details regarding developments referenced during a recent City Commission workshop. Mr. Lessard reported that the major new logistics development located on McCracken Road represents a $22 million capital investment, marking the most significant economic injection into the historic Goldsboro community since Amtrak established its Auto Train terminal. The newly completed 180,000-square-foot tilt-wall facility was fully leased upon opening, and the City is in active negotiations with Chobani to place an artisan creamery within the corridor, alongside a separate $2 million revitalization project at the historic Kirchoff building located at the intersection of Maple Avenue and Historic Goldsboro Boulevard. The City anticipates debuting the "Goldsboro Hybrid" regulatory framework at the next City Commission meeting, pending final approval from the City Attorney. In response to an inquiry from Board Director Smith regarding the status of the local mall redevelopment, Mr. Lessard confirmed that demolition of the vacant former Macy's anchor building is scheduled to begin between late June and early July, with Costco advancing its construction plans for an anticipated grand opening targeted for the first or second quarter. Finally, Chairman Bentley requested an update from Sanford Mayor Art Woodruff regarding the City's upcoming July 4th event programming. Mayor Woodruff announced that the City plans to expand its traditional fireworks display over a longer duration, utilizing unspent funds rolled over from the prior fiscal year to enhance the show, and intends to transition back to its traditional park-centered event model provided construction on the permanent performance stage is finalized in time for the celebration. In response to a closing query from Board Director Dane regarding the Authority's sponsorship of the event, President Martz indicated that the Airport anticipates maintaining its historical event sponsorship.

12. <u>NEXT MEETING REGULAR BOARD MEETING (JULY 7, 2026)</u>

13. <u>ADJOURNMENT</u>

There being no further business, the meeting was adjourned at 9:53 a.m.

Respectfully submitted,

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

President’s Report

Sanford Airport Authority
Board Meeting June 2, 2026

Projects - Planning/Bid/Construction

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

Remote Parking Lot – Working through City review comments.

Stormwater Pond Improvements – Award anticipated at July Board Meeting

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) – Generator Onsite – Final connections remain.

Terminal Entry Painting – Kickoff meeting today.

Column Inspection/Repair – Wrapping up.

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
5/28/26

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. SAA and Siemens have reviewed the ground lease agreement. Expected lease commencement is July/August 2026. This project is a " high-priority project" for Siemens and UCF's turbo-energy (CAPE-see below) project. Siemens is re-confirming their own plans and timing before final lease submittal by them; $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 started. The renovations are being handled by SAA for a turnkey handoff to UCF (former dorm building) for a planned lease commencement in July 2026 (partial May1). The renovations are going very well. 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 Phase; $45 million project. Going through permitting.

AEROMECH (formerly AMI Aviation Services) – current tenant; and they are moving forward with a 38,000 SF hanger/office for their Starlink project and their office, manufacturing, storage facility. The planned location will be on the northern side of the airport (Rt 46). Aeromech is expecting to have their project complete by the 4th quarter of 2027. Aeromech's estimated cost of construction; $5.6 million.

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

Synergy Wood – current tenant; working on a transition plan to take over the Architectural Effects space (13,162 SF). This represents an additional 10 years of lease term and over $2.5 million of confirmed lease revenue!

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/permit applications have been sent to the FAA and city of Sanford. Waiting.

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, State of Florida infrastructure funds and completing the application process for EB5 Visa financing. Their LOI goes thru November 2026.

Cargo Space - We have an interest in the 20,000 SF space. We have provided a preliminary Letter Of Intent (LOI). We are waiting for a final decision on next steps. Lease value - 10 years, over $3 million.

Development - A well-financed development company with experience working with airports and the FAA. They have provided 3 LOI's on three different parcels totaling over 45 acres and representing over $90 million of investment capital on 50-year ground leases.

Tenants - Concurrent Group (current) and Happy Cat Hotel (new) represent over $550,000 of confirmed lease revenue for their 5-year terms. This continues our strategy of improving/extending lease term to stabilize/increase our lease revenue.

Total L.O.I.'s for potential development: 311 ACRES

SHOWN INTEREST:

Hotel 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 received feedback that our site is in the mix to be an eventual network location.