

Space Florida
Total Compiled Statement of Revenues and Expenses
The Period Ending September 30, 2018
Unaudited
In 000's

	Total budget
Operations Revenues	
State Appropriated Revenue - OPS	\$ 11,500
Other Revenue	3,254
Total Operations Revenues	\$ 14,754
 Operations Expenses	
Salaries & Other Related Costs	\$ 6,689
Contract & Subcontract Services	3,531
Operating, General & Administrative	1,815
Utilities & Maintenance	1,320
Business Recruitment/Investment	1,096
Travel & Entertainment	303
Total Operations Expenses (Excluding Depreciation)	\$ 14,754
 Change in Net Assets due to Operations	\$ 0

Space Florida
Fiscal Year 2017 and 2018 Budget Comparison
Unaudited
In 000's

	FY 17 Budget June 30	FY 17 Total Actual & Commitments June 30	FY 17 Budget to FY 17 Actual & Commitments Variance	FY 18 Budget September 30	FY 18 to FY 17 Budget Variance
Operations Revenues					
State Appropriated Revenue, Ops	\$ 10,000	\$ 10,000	\$ -	\$ 11,500	\$ (1,500)
Other Revenue	3,176	3,416	(240)	3,254	(78)
Total Operations Revenues	\$ 13,176	\$ 13,416	\$ (240)	\$ 14,754	\$ (1,578)
Operations Expenses					
Salaries & Other Related Costs	\$ 5,246	\$ 5,223	\$ 23	\$ 6,689	\$ (1,443)
Contract & Subcontract Services	3,318	3,240	78	3,531	(213)
Operating, General & Administrative	1,141	2,710	(1,569)	1,815	(674)
Utilities & Maintenance	1,529	1,370	159	1,320	209
Business Recruitment/Investment	1,535	608	927	1,096	440
Travel & Entertainment	408	265	143	303	105
Total Operations Expenses, no depreciation	\$ 13,176	\$ 13,416	\$ (240)	\$ 14,754	\$ (1,578)
Change in net assets due to Operations	\$ -	\$ -	\$ -	\$ -	\$ -

**Space Florida
Fiscal Year 2018 Budget Compared
to Fiscal Year 2017 Budget
Budget Narrative**

Revenue:

State Appropriations Budget for Fiscal Year 2018 for Operations will increase by \$1.5 million to \$11.5 million as compared to Fiscal Year 2017 Budget. Other revenue, which is comprised of Space Florida assisted financing projects and lease revenues, is expected to increase for Fiscal Year 2018 by \$78 thousand as compared to Fiscal Year 2017 primarily due to an increase in projected facility lease revenues.

Expenses:

Salary and Other Related Costs for Fiscal Year 2018 will increase by \$1,443 thousand as compared to Fiscal Year 2017 Budget. The increase is primarily due to update to the compensation plan pay ranges and the addition of seven new staff position.

Contract and Subcontract Services for Fiscal Year 2018 is anticipated to increase by \$213 thousand for Fiscal Year 2018 as compared to Fiscal Year 2017 Budget. The increase is due primarily to an increase in legal expense due to the complex nature of the deals that are being pursued. Contract and Subcontract services consist of legal, business development services & project support, facility services to including operations & maintenance, and general operating services.

Operating General and Administrative for Fiscal Year 2018 is anticipated to increase by \$674 thousand as compared to Fiscal Year 2017 Budget. This increase is primarily due to loan service expense for the Engineering and Technology Center Facility, scheduled capital improvement and capital equipment purchases. Remaining expenses included in this category are rentals & leases, insurance, other general operating expenses and capital improvements.

Utilities and Maintenance for Fiscal Year 2018 is expected to decrease by approximately \$209 thousand as compared to Fiscal Year 2017 Budget. The decrease is primarily due to the energy saving efforts implemented at the SLSL offset by an increase in Repair and Maintenance costs associated with the RLV Hangar.

Business Recruitment/Investments for Fiscal Year 2018 is anticipated to decreased by \$440 thousand as compared to Fiscal Year 2017 Budget. The decrease is primarily due to a reduction in business recruitment activities because of the nature of the projects that are being pursued. Additional efforts related to this category are promotion and project expense, Microgravity Research Center, advertising and project expenses.

Travel and Entertainment for Fiscal Year 2018 is anticipated to decrease by \$105 thousand as compared to Fiscal Year 2017. The decrease is primarily due to the nature of the business deals and a decrease in anticipated foreign travel related efforts.

Space Florida
Fiscal Year 2018 Budget Detail
September 1, 2017 to June 30, 2018
in 000's

Operating Revenues	FY 17 Budget to				
	FY 17 Budget June 30	FY 17 Total Actual & Commitments June 30	FY 17 Total Actual & Commitments Variance	FY 18 Budget September 30	FY 17 to FY 18 Budget Variance
State Appropriated Revenue	\$ 10,000	\$ 10,000	\$ -	\$ 11,500	\$ (1,500)
Facility Revenue					
SLSL	\$ 1,014	\$ 719	\$ 295	\$ 830	\$ 184
SRMU	575	730	(155)	765	(190)
RLV Hangar	250	-	250	200	50
So Campus	25	26	(1)	25	-
SLF	125	65	60	-	125
LC 46		113	(113)	-	-
Area 57		151	(151)	67	(67)
Equipment	-	135	(135)		-
AOS				305	(305)
Total	\$ 1,989	\$ 1,938	\$ 51	\$ 2,193	\$ (204)
Financing Revenue					
Orion Admin Fee	\$ 295	\$ 295	\$ -	\$ 295	-
Loan Administration Fee	127	127	(0)	127	-
Interest Income	60	213	(153)	60	-
OPF3 Admin Fee	580	580	(0)	580	-
Total	\$ 1,062	\$ 1,215	\$ (153)	\$ 1,062	\$ -
Fees & Charges for Services					
SLF Landing Fees	\$ 125	\$ 225	\$ (100)	\$ -	\$ 125
Misc. Revenue	-	38	(38)		-
Total	\$ 125	\$ 263	\$ (138)	\$ -	\$ 125
Total Operating Revenues	\$ 13,176	\$ 13,416	\$ (240)	\$ 14,754	\$ (1,578)

Space Florida
Fiscal Year 2018 Budget Detail
September 1, 2017 to June 30, 2018
in 000's

	FY 17 Budget June 30	FY 17 Total Actual & Commitments June 30	FY 17 Budget to FY 17 Total Actual & Commitments Variance	FY 18 Budget September 30	FY 17 to FY 18 Budget Variance
Salary & Other Related Costs					
Salary & Wages	\$ 3,328	\$ 3,359	\$ (31)	\$ 4,790	\$ (1,462)
Payroll Taxes	67	48	19	69	(2)
Retirement	499	539	(40)	718	(219)
Life & Health Insurance	691	666	25	950	(259)
Bonus	512	512	0	-	512
Other	149	99	50	161	(12)
Total Salaries & Other Related Costs	\$ 5,246	\$ 5,223	\$ 23	\$ 6,689	\$ (1,443)
Contract & Subcontract Services					
Legal	\$ 230	\$ 244	\$ (14)	\$ 375	\$ (145)
Business Development Services & Project Support	268	401	(133)	303	(35)
Facility Services	2,417	2,215	202	2,427	(10)
General Operations Services	403	380	23	426	(23)
Total Contract & Subcontract Services	\$ 3,318	\$ 3,240	\$ 78	\$ 3,531	\$ (213)
Operating General & Administrative					
Rental & Leases	\$ 402	\$ 405	\$ (3)	\$ 413	\$ (11)
Insurance	217	161	56	156	61
Other General Operating Expenses	173	153	20	200	(27)
Capital Improvements	350	1,991	(1,641)	647	(296)
Loan Service Expense				400	(400)
Total Operating, General & Administrative	\$ 1,141	\$ 2,710	\$ (1,569)	\$ 1,815	\$ (674)
Utilities & Maintenance					
Utilities					
SLSL	\$ 750	\$ 681	\$ 69	\$ 700	\$ 50
RLV Hanger	15	17	(2)	15	-
Camp Blanding	75	76	(1)	55	20
Other	94	96	(2)	76	18
Repair & Maintenance					
SLSL	150	60	90	50	100
LC 36	60	2	58	-	60
RLV Hanger	125	239	(114)	225	(100)
Camp Blanding	120	63	57	150	(30)
Other	140	136	4	49	91
Total Utilities & Maintenance	\$ 1,529	\$ 1,370	\$ 159	\$ 1,320	\$ 209
Business Recruitment/Investment					
Promotional & Project Expenses	\$ 673	\$ 252	\$ 421	\$ 617	\$ 56
Other Grants & Aid	862	356	506	479	383
Total Business Recruitment/Investment	\$ 1,535	\$ 608	\$ 927	\$ 1,096	\$ 440
Travel and Entertainment	\$ 408	\$ 265	\$ 143	\$ 303	\$ 105
Total Budget	\$ 13,176	\$ 13,416	\$ (240)	\$ 14,754	\$ (1,578)



EXECUTIVE RANGES

95% of Market			
GRADE	MINIMUM	CONTROL POINT	MAXIMUM
27	\$182,901	\$281,386	\$379,871
26	\$175,082	\$266,267	\$357,116
25	\$167,597	\$251,961	\$335,725
24	\$160,432	\$238,423	\$315,615
23	\$153,574	\$225,613	\$296,709
22	\$147,009	\$213,491	\$278,936
21	\$140,724	\$202,021	\$262,228
20	\$134,708	\$191,166	\$246,520
19	\$128,949	\$180,895	\$231,753



EXEMPT RANGE

95% of Market			
GRADE	MINIMUM	CONTROL POINT	MAXIMUM
18	\$117,046	\$162,313	\$206,591
17	\$106,141	\$145,503	\$183,987
16	\$96,252	\$130,433	\$163,856
15	\$87,285	\$116,925	\$145,928
14	\$79,152	\$104,815	\$129,961
13	\$71,778	\$93,960	\$115,742
12	\$65,091	\$84,228	\$103,078
11	\$59,026	\$75,505	\$91,799
10	\$53,527	\$67,685	\$81,755
9	\$48,540	\$60,675	\$72,810



NONEXEMPT RANGES

95% of Market			
GRADE	MINIMUM	CONTROL POINT	MAXIMUM
9	\$45,894	\$57,368	\$68,842
8	\$41,120	\$51,401	\$61,681
7	\$36,843	\$46,054	\$55,265
6	\$33,011	\$41,263	\$49,516
5	\$29,577	\$36,971	\$44,365
4	\$26,500	\$33,125	\$39,750

Space Florida				
Employees				
October 1, 2016 - September 30, 2017				
Employee Name	Beginning of Period	Added	Attrition	End of Period
Bailey, Gail	1			1
Beerman, Theodore	1			1
Bonjawo, Jaime	1			1
Bontrager, Mark	1			1
Coates, Roberta	1			1
Cody, Ellen		1		1
Corder-Jensen, Heidi	1			1
Courtney, Beth	1			1
Daniel, Danielle	1			1
DiBello, Frank	1			1
Duong, Marie	1		1	-
Eggert, Peter	1			1
Forron, Stan	1			1
Gannon, Anthony	1			1
Haug, Howard	1			1
Herman, Linda	1			1
Ketcham, Dale	1			1
Kuzma, James	1			1
Luney Jr., Percy	1			1
Mason, Mark	1			1
Masse, Jacob	1			1
Mayfield, Desiree	1			1
McCarthy, Patrick	1			1
McShea, Bernard	1			1
Moffitt, James	1			1
Newsham, Emma	1			1
O'Konek, Natha		1		1
Pierce, Jilliane		1		1
Robbins, Arthur	1			1
Romberger, Todd	1			1
Rosa, Rhonda	1			1
Shell, Sara	1			1
Snow, Christopher	1			1
Spratt, Sharon	1			1
Swanson, Denise	1			1
Szabo, Steve	1			1
Wilkerson, Gene	1			1
Willhardt, Debra	1			1
Williams, Keevin	1			1
Zheng, Ivy		1		1
Total	36	4	1	39

**Space Florida
Travel Profile
Fiscal Year 2018 Budget**

Title	Domestic Travel	International International Travel	Annual Travel Budget
President	20,358	17,289	37,647
VP Business Development	20,358	17,289	37,647
VP Education & Talent Supply Chain	-	-	-
VP Spaceport Operations	3,393	-	3,393
Treasurer/EVP Chief Investment Officer	6,786	-	6,786
COO	20,358	-	20,358
VP Special Projects	23,751	-	23,751
Sr Director Project Management	23,751	17,289	41,040
Project Manager	3,393	-	3,393
Director, Spaceport Operations	-	-	-
Senior Director of Business Development	10,179	-	10,179
Director, Commercial Space	23,751	17,289	41,040
Manager, Facilities and Technology	3,393	-	3,393
Director of Research & Project Development	6,786	-	6,786
Manager, Contract Compliance	3,393	-	3,393
Senior Contracts Administrator	-	-	-
CFO/VP of Administration	3,393	-	3,393
Marketing Manager	3,393	-	3,393
Public Relations Coordinator	3,393	-	3,393
Assistant Facilities Manager	3,393	-	3,393
OSF Facilities Manager/Camp Blanding	-	-	-
Controller	-	-	-
Staff Accountant	-	-	-
Financial Analyst	-	-	-
Accountant	-	-	-
Executive Assistant	3,393	-	3,393
Administrative Coordinator	-	-	-
OSF Assistant Facilities Manager / Camp Blanding	-	-	-
Accounting Assistant	-	-	-
Manager Airfiled Operatons	6,786	-	6,786
Stratigic Alliance, Director	6,786	-	6,786
Procurement Manager	-	-	-
Senior Director of Government Relations	3,393	-	3,393
Spaceport Development Program Manager	3,393	-	3,393
Environmental Safety and Health Program Manager	3,393	-	3,393
Spaceport Operations Project Administrator	3,393	-	3,393
Federal Government Relations Manager	6,786	-	6,786
Government Affairs Coordinaor	3,393	-	3,393
Business Development Assistant	-	-	-
Office Manager	3,393	-	3,393
Total	227,331	69,156	296,487