



Space Florida Board of Directors  
Meeting Agenda

November 27, 2018  
1:30 p.m. – 3:30 p.m.

<b>Call-in Number: 866-528-2256</b> <b>Guest Code: 4053892 #</b>	<p style="text-align: center;">Portofino Bay Hotel 5601 Universal Blvd., Orlando, FL 32819</p>
<b>Agenda Items</b>	
<b>Call to Order and Pledge of Allegiance</b>	<b>Bill Dymond</b>
<b>Roll Call</b>	<b>Elizabeth Loving</b>
<b>Welcome &amp; Introductions</b>	<b>Bill Dymond</b>
<b>Public Comments</b>	<b>Bill Dymond</b>
<a href="#"><u>Board of Directors</u></a>	
<a href="#"><u>Board Committees</u></a>	
<b>Business Before the Board</b>	
<ol style="list-style-type: none"> <li>1. <a href="#"><u>Approval of Minutes</u></a> <ul style="list-style-type: none"> <li>• September 11, 2018</li> </ul> </li> <li>2. <a href="#"><u>Board Committee Assignments</u></a></li> <li>3. <b>Audit &amp; Accountability Committee Reports</b> <ul style="list-style-type: none"> <li>• <a href="#"><u>Interim Financials September 30, 2018</u></a></li> <li>• <a href="#"><u>Fiscal Year 2019 Budget</u></a></li> </ul> </li> <li>4. <a href="#"><u>Contracts/Business Development/Projects Activities</u></a> <ul style="list-style-type: none"> <li>• Air Traffic Control Situational Awareness</li> <li>• Launch Processing Facilities</li> <li>• Project Maricopa</li> <li>• Project HYPULSE</li> <li>• Modification to Resolution #29 Refunding Revenue Bonds</li> </ul> </li> <li>5. <b>Introduction of Enterprise Risk Assessment Process</b></li> </ol>	<p><b>Bill Dymond</b></p> <p><b>Howard Haug</b></p> <p><b>Denise Swanson</b></p> <p><b>Frank DiBello/ Howard Haug</b></p> <p><b>Howard Haug</b></p>
<b>President's Report</b>	<b>Frank DiBello</b>
<b>Near Term – Upcoming Events:</b> <ul style="list-style-type: none"> <li>• Pegasus XL • ICON – TBD</li> <li>• Falcon 9 • SpaceX CRS 16 – December 5 1:38 pm</li> <li>• Falcon 9 • Crew Dragon Demo 1 – January/TBD</li> <li>• Falcon Heavy • Arabsat 6A – Early 2019</li> <li>• Falcon 9 • PSN 6 &amp; SpacelL Lunar Lander – January/TBD</li> <li>• Delta 4 • WGS 10 – January 23</li> </ul> <p><small>*Launch dates and times are subject to change. Visit <a href="https://spaceflightnow.com/launch-schedule/">https://spaceflightnow.com/launch-schedule/</a> for updates.</small></p>	<b>Frank DiBello</b>
<b>Closing Remarks / Adjournment</b>	<b>Bill Dymond</b>



## SPACE FLORIDA BOARD OF DIRECTORS

**William T. Dymond, Jr., Chairman**  
President, CEO and Managing Partner  
Lowndes, Drosdick, Doster, Kantor & Reed

**Jay Beyrouiti**  
President, Monicarla, Ltd.

**Jesse Biter**  
President/CEO, Biter Enterprises, LLC.

**James Blair**  
Director of Policy for the Transition Team of Florida Governor-Elect Ron DeSantis

**Gregory Celestan**  
Chairman & Chief Executive Officer of Celestar

**Sonya Deen**  
Vice President of Government Relations, JM Family Enterprises, Inc.

**Barbara Essenwine**  
Vice President/Business Manager, GCY, Inc.

**Mori Hosseini**  
Chairman & CEO, ICI Homes

**Kenneth Kahn**  
President, LRP Publications, Inc.

**Belinda Keiser**  
Vice Chancellor, Keiser University

**John Rood**  
Chairman, The Vestcor Companies, Inc.

**Jason Steele**  
Director of Government Affairs, Smith and Associates



## SPACE FLORIDA BOARD OF DIRECTORS

### AUDIT & ACCOUNTABILITY COMMITTEE

**John Rood**  
Chairman  
The Vestcor Companies, Inc.

### GOVERNANCE & COMPENSATION COMMITTEE

**Jesse Biter**  
President/CEO  
Biter Enterprises, LLC.

**Belinda Keiser**  
Vice Chancellor  
Keiser University

### INVESTMENT COMMITTEE

**Jay Beyrouiti**  
President  
Monicarla, Ltd.

**Mori Hosseini**  
Chairman/CEO  
ICI Homes

### MARKETING COMMITTEE

**Jesse Biter**  
President/CEO  
Biter Enterprises, LLC.

**Sonya Deen**  
Vice President of Government Relations  
JM Family Enterprises, Inc.

**Jason Steele**  
Director of Government Affairs  
Smith and Associates

# 1. Approval of Minutes



## Minutes of a Regular Meeting of the Space Florida Board of Directors

*A Regular meeting of the Space Florida Board of Directors was September 11, 2018 at the Intercontinental Hotel, Miami, FL.*

### **BOARD MEMBERS PRESENT:**

Jesse Biter  
Greg Celestan  
William Dymond (Chairman)  
Barbara Essenwine  
Mori Hosseini (Phone)  
Belinda Keiser (Phone)  
John Rood  
Jason Steele  
Andrew Weatherford

### **SPACE FLORIDA SENIOR MANAGEMENT PRESENT:**

Frank DiBello  
Howard Haug  
Jim Kuzma  
Denise Swanson

### **AGENDA:**

- I. Call to Order and Pledge of Allegiance
- II. Roll Call
- III. Welcome & Introductions
- IV. Public Comments
- V. Business Before the Board
  1. Approval of Minutes
    - a. June 20, 2018
  2. Governance and Compensation Committee Reports
    - a. Performance & Compensation for the President/CEO & EVP/Treasurer/CIO
  3. Audit and Accountability Committee Reports
    - a. Interim Financials June 30, 2018
    - b. Financials for the years ended September 30, 2017 and 2016
  4. Contracts/Business Development/Project Activities
    - a. Launch Complex 20
    - b. United Launch Alliance LC41 / FDOT
    - c. ~~Space Florida Launch Landing Facility Ramp Upgrades~~ (Deferred)
    - d. ~~Defense Infrastructure Grant — Area 57~~ (Deferred)
    - e. Space Florida's Facility Operations and Maintenance
    - f. Blue Origin's Rocket Testing & Refurbishment Facility / FDOT
    - g. Common Use Infrastructure Helium Pipeline / FDOT
    - h. Spaceport Engineering Support Services / FDOT
    - i. ~~NASA's Hypersonic Pulse Facility (HYPULSE)~~ (Deferred)
- VI. President's Report
- VII. Up Coming Events
- VIII. Closing Remarks and Adjournment

*A quorum being present, Chairman Bill Dymond called the meeting was called to order at 1:30 p.m. (EDT), and welcomed Board members and guests.*

***There were no Public Comments.***



**BUSINESS BEFORE THE BOARD:**

**Approval of Minutes**

*Andrew Weatherford made a motion to approve the minutes for June 20, 2018 Board of Directors meeting, which was seconded by Jesse Biter, and approved unanimously.*

**GOVERNANCE AND COMPENSATION COMMITTEE REPORTS:**

*Denise Swanson presented the following:*

The Governance and Compensation Committee recommended full Board approval for the President/CEO and the EVP, Treasurer & CIO be adjusted to 91% of the maximum of their reflective grades. The recommendations are for the President/CEO salary to be adjusted to \$325,000 and the EVP, Treasurer & CIO to be adjusted to \$275,000.

*Jason Steele made a motion to approve the President/CEO salary to be adjusted to \$325,000 with an amendment to the employment contract removing the Discretionary Incentive or Bonus Payment in its entirety and replaced with the following: Executive shall be eligible to participate in and receive bonuses in accordance with any discretionary bonus plan established by the District, which was seconded by Greg Celestan, and approved unanimously.*

*Jason Steele made a motion to approve the EVP, Treasurer & CIO salary to be adjusted to \$275,000, which was seconded by Greg Celestan, and approved unanimously.*

**AUDIT AND ACCOUNTABILITY COMMITTEE REPORTS:**

*Denise Swanson presented the following:*

Space Florida Management on behalf of the Audit and Accountability Committee requested Board approval for the issuance of the quarterly interim financial statements for the period ended June 30, 2018.

*John Rood made a motion to approve the issuance of Space Florida's quarterly interim financial statements for the period ended June 30, 2018, which was seconded by Andrew Weatherford, and approved unanimously.*

Space Florida Management on behalf of the Audit and Accountability Committee requested Board approval for the Space Florida Annual Financial Statements for the years ended September 30, 2017 and 2016".

*Jesse Biter made a motion to approve the Space Florida Annual Financial Statements for the period ended September 30, 2017 and 2016, which was seconded by Andrew Weatherford, and approved unanimously.*

**CONTRACTS/BUSINESS DEVELOPMENT/PROJECT ACTIVITIES:**

*Howard Haug presented the following action items for Board approval:*

**Launch Complex 20**

Space Florida, in response to a request from the 45<sup>th</sup> Space Wing, entered a formal Right of Entry (ROE) agreement with the United States Air Force for Space Launch Complex 20 (SLC-20) at the Cape Canaveral Spaceport to begin assessing how to develop a multi launch complex for small payload launch operators. Space Florida Management requested Board Ratification of the ROE entered by Space Florida, and authority for management to negotiate with the Air Force for a Long-Term lease for the use of and the authority to make modifications at SLC-20 to support multi launch complexes for small payload launch operators.

*Andrew Weatherford made a motion to approve Managements request to ratify the SLC-20 ROE and approval for management to complete negotiations for a long-term lease, which was seconded by John Rood, and approved unanimously.*



**United Launch Alliance LC41 / FDOT**

United Launch Alliance (ULA) is currently investing approximately One Hundred Thirty-Five Million Dollars (\$135,000,000) in modifications to SLC-41 to accommodate their Atlas and Vulcan program launch preparation and operations from their existing facilities. Space Florida Management requested Board approval to authorize management to complete negotiations and enter agreement with FDOT to secure funding in the amount of up to Ten Million Dollars (\$10,000,000) for fifty percent of FDOT determined eligible cost reimbursement for project related infrastructure improvements and investment, anticipated retention of approximately One Hundred Forty (140) Jobs with an estimated average annual salary of One Hundred Five Thousand Dollars (\$105,000).

*Greg Celestan made a motion to approve Space Florida Management to complete negotiations and enter agreement with FDOT to secure the funding in the amount of up to Ten Million Dollars (\$10,000,000) for 50% reimbursement of FDOT determined eligible investment project activities and to complete negotiations and enter agreement with ULA to fund up to Ten Million Dollars for fifty percent (50%) of FDOT determined cost reimbursement for project related infrastructure improvements, the investment of a minimum of One Hundred Thirty-Five Million Dollars (\$135,000,000) and anticipated retention of One Hundred Forty (140) Jobs with an estimated average annual salary of One Hundred Five Thousand Dollars (\$105,000).*

**Space Florida Launch Landing Facility Ramp Upgrades** - Was removed from the Agenda.

**Defense Infrastructure Grant – Area 57** - Was removed from the Agenda.

**Space Florida’s Facility Operations and Maintenance**

Space Florida Management requested Board approval to negotiate and enter agreements associated with Exploration Park, the SLSL, Landing, Launch and Storage Facilities for facility and property management activities for premise fees, operations and maintenance, utilities, insurance, property management and service commodity needs at market terms up to a total aggregate amount of Eight Million, Thirty Thousand Dollars (\$8,030,000). Management briefed the board with anticipated cash offsets pertaining to revenues and facility expenses with identified service providers. Additionally, Space Florida requested Board approval for management negotiations and contract activities with tenant subleases and related tenant needs associated with the described facilities at market terms for Fiscal Year 2019.

*Andrew Weatherford made a motion to approve Space Florida Management to negotiate and enter agreements associated with Exploration Park, the SLSL, Landing, Launch and Storage Facilities for facility and property management activities with Ensco, SC Jones, Brevard Achievement Center, CSS-Dynamac, Washington Consulting Group, NASA-KSC, 45<sup>th</sup> Space Wing, Department of Military Affairs, Florida Municipal Insurance Trust, CMIT, Eastern Aviation Fuels, and Rush Construction, Inc., for premise fees, operations and maintenance, utilities, insurance, property management and service commodity needs at market terms up to a total aggregate amount of Eight Million, Thirty Thousand Dollars (\$8,030,000) and authority for management to negotiate and enter into contract activities with tenant subleases and related tenant needs associated with the facilities. The Space Florida Board requested Space Florida Management add a review of this project with the Board two (2) times a year, which was seconded by Greg Celestan, and approved unanimously.*

**Blue Origin’s Rocket Testing & Refurbishment Facility / FDOT**

Space Florida Management requested follow on action from the Board in conjunction with the June 20, 2018 Board request and approval of the Three Million Four Hundred Thousand Dollars (\$3,400,000) associated with the support of the Blue Origin’s Rocket Testing & Refurbishment Facility to be located in Exploration Park. The company has expanded its investment to Sixty Million Dollars (\$60,000,000) in infrastructure improvements and the creation of approximately Fifty (50) jobs with an anticipated annual wage of Ninety-Five Thousand Dollars (\$95,000). The current grant agreement in draft would be revised to reflect the new grant eligibility amount in the amount of up to Four Million Four Hundred



Thousand Dollars (\$4,400,000) for fifty percent (50%) of eligible cost reimbursement. Additionally, Management requested approval for Space Florida management to negotiate and to enter the appropriate agreements with Blue Origin for the reimbursement of up to Fifty Percent (50%) of eligible investment in the amount of up to Four Million Four Hundred Thousand Dollars (\$4,400,000) for the infrastructure improvements and expanded investment as described.

***Jason Steele made a motion to approve Space Florida Management to complete negotiations and enter agreement with FDOT to provide the funding in the amount of up to Four Million Four Hundred Thousand Dollars (\$4,400,000) for fifty percent (50%) reimbursement of FDOT determined eligible investment project activities for Blue Origin's Rocket Testing & Refurbishment Facility and also approved Space Florida management to negotiate and to enter the appropriate agreements with Blue Origin in the amount of up to Four Million Four Hundred Thousand Dollars (\$4,400,000) for fifty percent (50%) of FDOT determined cost reimbursement, to commit to investing a minimum of Sixty Million Dollars (\$60,000,000) in the facility and to create approximately fifty (50) jobs, with an annual estimated annual wage of Ninety-Five Thousand Dollars (\$95,000,000), which was seconded by John Rood, and approved unanimously.***

#### **Common Use Infrastructure Helium Pipeline / FDOT**

Space Florida Management briefed the Board on the Common Use Helium Pipeline Extension Project. Space Florida Management requested Board approval to authorize management to complete negotiations and enter agreement with FDOT to secure funding in the amount of up to Ten Million Dollars (\$10,000,000) and to complete negotiations and enter agreements with Blue Origin, to construct the pipeline delivery of Helium to the Launch Complexes along the route from CCAFS SLC-37 to SLC-46 and to invest project related private investment of at least Ten Million Dollars (\$10,000,000).

***Jason Steele made a motion to approve Space Florida Management to complete negotiations and enter agreement with FDOT to secure the funding in the amount of up to Ten Million Dollars (\$10,000,000) for 100% reimbursement of eligible investment costs and to negotiate and enter agreements with Blue Origin in the amount of up to Ten Million Dollars (\$10,000,000) for the required construction related activities and project related activities including the private investment of at least Ten Million Dollars (\$10,000,000), which was seconded by Jesse Biter, and approved unanimously.***

#### **Spaceport Engineering Support Services / FDOT**

Space Florida Management requested follow on action from the Board in conjunction with the June 20, 2018 Board request and approval of the Two Million Five Hundred Thousand Dollars (\$2,500,000) for FDOT Program Year 2019 Planning & Engineering Services. After the June 20, 2018 meeting Space Florida in agreement with FDOT determined that based on increasing levels of private investment, the amount of these activities should be increased. Space Florida Management requested Board approval to authorize management to negotiate and enter agreements with FDOT to secure the funding and to engage vendors for general planning, construction support and engineering services, and related activities as part of Program Year 2019 Spaceport Master Planning Efforts, in the amount of up to Six Million, Five Hundred Thousand Dollars (\$6,500,000) with selected contractors.

***Andrew Weatherford made a motion to approve Space Florida Management to complete negotiations and enter agreement with FDOT in the amount of up to Six Million, Five Hundred Thousand Dollars (\$6,500,000) for 100% of eligible reimbursement as part of Program Year 2019 Spaceport Master Planning Efforts and also approved management to negotiate and enter agreements with AECOM, BRPH, RS&H and their subcontractors for general planning, construction support, engineering services and related activities in the amount not to exceed Six Million Five Hundred Thousand Dollars (\$6,500,000), which was seconded by Jesse Biter, and approved unanimously.***



**PRESIDENT’S REPORT**

Frank DiBello shared his President’s Report and thanked the Board for the approval of today’s action items. He reminded the Board of the upcoming launches and events.

**CLOSING REMARKS & ADJOURNMENT**

Bill Dymond thanked the Board for their discussion and involvement.

Bill Dymond adjourned the meeting at 3:30 p.m. (EDT)

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William Dymond, Jr., Chair



**BOARD OF DIRECTORS MEETING**

**September 11, 2018**

I, Frank DiBello, the undersigned President of Space Florida, do certify and declare that the attached is an accurate copy of the Minutes as approved by the Board of Directors of Space Florida in accordance with the Space Florida Governance Policies, and recorded in the minutes of the meeting of the Board of Directors held on September 11, 2018, and not subsequently amended or modified.

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Frank A. DiBello, President

## 2. Board Committee Assignments



**SPACE FLORIDA BOARD OF DIRECTORS**

***Proposed Committee Assignments***

**AUDIT & ACCOUNTABILITY  
COMMITTEE**

**Gregory Celestan (Chair)**  
Chairman & Chief Executive Officer  
of Celestar

**Kenneth Kahn**  
President, LRP Publications, Inc

**Belinda Keiser**  
Vice Chancellor  
Keiser University

**INVESTMENT COMMITTEE**

**Jay Beyrouiti (Chair)**  
President  
Monicarla, Ltd.

**Mori Hosseini**  
Chairman/CEO  
ICI Homes

**John Rood**  
Chairman  
The Vestcor Companies, Inc.

**GOVERNANCE & COMPENSATION  
COMMITTEE**

**Jesse Biter (Chair)**  
President/CEO  
Biter Enterprises, LLC.

**Barbara Essenwine**  
Vice President/Business Manager, GCY, Inc.

**Mori Hosseini**  
Chairman/CE  
ICI Homes

**MARKETING COMMITTEE**

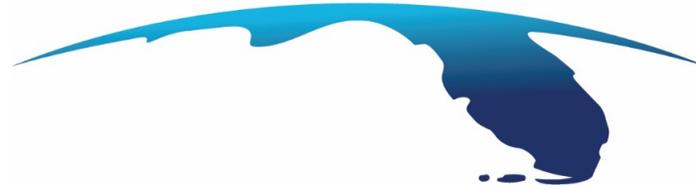
**Sonya Deen (Chair)**  
Vice President of Government Relations  
JM Family Enterprises, Inc.

**Jesse Biter**  
President/CEO  
Biter Enterprises, LLC.

**Jason Steele**  
Director of Government Affairs  
Smith and Associates

## **Interim Financials September 30, 2018**

# SPACE FLORIDA

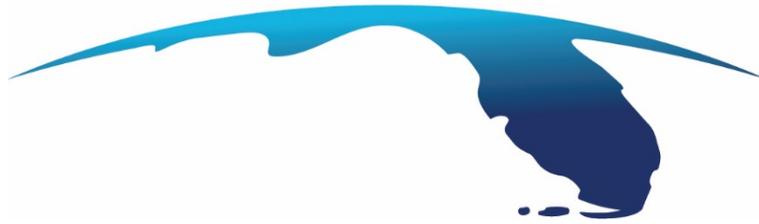


**Total Compiled Statement of Revenues and Expenses**  
**The Period Ending September 30, 2018**  
**Unaudited**  
**In 000's**

	Total budget	Q1 Actual	Q2 Actual	Q3 Actual	Q4 Actual	Committed	Total Actual and Commitments	Budget Remaining
<b>Operations Revenues</b>								
State Appropriated Revenue - OPS	\$ 11,500	\$ 2,875	\$ 2,875	\$ 2,875	\$ 2,875	\$ -	\$ 11,500	\$ -
Other Revenue	\$ 3,254	\$ 645	\$ 1,337	\$ 657	\$ 523	\$ (164)	\$ 2,998	\$ 256
<b>Total Operations Revenues</b>	<b>\$ 14,754</b>	<b>\$ 3,520</b>	<b>\$ 4,212</b>	<b>\$ 3,532</b>	<b>\$ 3,398</b>	<b>\$ (164)</b>	<b>\$ 14,498</b>	<b>\$ 256</b>
<b>Operations Expenses</b>								
Salaries & Other Related Costs	\$ 6,689	\$ 1,366	\$ 1,379	\$ 1,560	\$ 1,480	\$ 31	\$ 5,815	\$ 874
Contract & Subcontract Services	\$ 3,531	\$ 778	\$ 706	\$ 878	\$ 873	\$ -	\$ 3,235	\$ 296
Operating, General & Administrative	\$ 1,815	\$ 276	\$ 171	\$ 221	\$ 209	\$ 587	\$ 1,464	\$ 351
Utilities & Maintenance	\$ 1,320	\$ 242	\$ 232	\$ 305	\$ 429	\$ -	\$ 1,208	\$ 112
Business Recruitment/Investment	\$ 1,096	\$ 17	\$ 200	\$ 122	\$ 103	\$ 164	\$ 606	\$ 489
Travel & Entertainment	\$ 303	\$ 40	\$ 86	\$ 104	\$ 68	\$ 25	\$ 323	\$ (19)
<b>Total Operations Expenses (No Depreciation)</b>	<b>\$ 14,754</b>	<b>\$ 2,717</b>	<b>\$ 2,774</b>	<b>\$ 3,190</b>	<b>\$ 3,162</b>	<b>\$ 807</b>	<b>\$ 12,651</b>	<b>\$ 2,103</b>
<b>Change in Net Assets due to Operations</b>	<b>\$ 0</b>	<b>\$ 802</b>	<b>\$ 1,438</b>	<b>\$ 341</b>	<b>\$ 236</b>	<b>\$ (971)</b>	<b>\$ 1,847</b>	

# Fiscal Year 2019 Budget

# SPACE FLORIDA



## Total Compiled Statement of Revenues and Expenses Period Ending September 30, 2019

Unaudited  
In 000's

	<u>Total budget</u>
<b>Operations Revenues</b>	
State Appropriated Revenue - OPS	\$ 11,500
Other Revenue	\$ 3,799
<b>Total Operations Revenues</b>	<b>\$ 15,299</b>
<b>Operations Expenses</b>	
Salaries & Other Related Costs	\$ 6,875
Contract & Subcontract Services	\$ 1,323
Operating, General & Administrative	\$ 2,685
Utilities & Maintenance	\$ 3,583
Business Recruitment/Investment	\$ 484
Travel & Entertainment	\$ 349
<b>Total Operations Expenses (Excluding Depreciation)</b>	<b>\$ 15,299</b>
<b>Change in Net Assets Due to Operations</b>	<b>\$ (0)</b>

# SPACE FLORIDA



## Fiscal Year 2018 and 2019 Budget Comparison Unaudited In 000's

	FY18 Budget Total	FY18 Total Actuals & Commitments	FY18 Budget to Actual Variance	FY19 Budget Total	FY18 to FY19 Budget Variance
<b>Operations Revenues</b>					
State Appropriated Revenue - OPS	\$ 11,500	\$ 11,500	\$ -	\$ 11,500	\$ -
Other Revenue	\$ 3,254	\$ 2,998	\$ 256	\$ 3,799	\$ (545)
<b>Total Operations Revenues</b>	<b>\$ 14,754</b>	<b>\$ 14,498</b>	<b>\$ 256</b>	<b>\$ 15,299</b>	<b>\$ (545)</b>
<b>Operations Expenses</b>					
Salaries & Other Related Costs	\$ 6,689	\$ 5,815	\$ 874	\$ 6,875	\$ (187)
Contract & Subcontract Services*	\$ 1,204	\$ 855	\$ 349	\$ 1,323	\$ (119)
Operating, General & Administrative	\$ 1,815	\$ 1,464	\$ 351	\$ 2,685	\$ (870)
Utilities & Maintenance*	\$ 3,647	\$ 3,588	\$ 59	\$ 3,583	\$ 64
Business Recruitment/Investment	\$ 1,096	\$ 606	\$ 489	\$ 484	\$ 612
Travel & Entertainment	\$ 303	\$ 323	\$ (19)	\$ 349	\$ (46)
<b>Total Operations Expenses (Excluding Depreciation)</b>	<b>\$ 14,754</b>	<b>\$ 12,651</b>	<b>\$ 2,103</b>	<b>\$ 15,299</b>	<b>\$ (545)</b>
<b>Change in Net Assets Due to Operations</b>	<b>\$ 0</b>	<b>\$ 1,847</b>	<b>\$ (1,847)</b>	<b>\$ (0)</b>	<b>\$ 0</b>

*\*Reclassified to be consistent with FY 19 budget presentation*

**Space Florida  
Fiscal Year 2019 Budget Compared  
to Fiscal Year 2018 Budget  
Budget Narrative**

**Revenue:**

State Appropriations Budget for Fiscal Year 2019 for Operations will remain the same as compared to Fiscal Year 2018 Budget. Other revenue, which is comprised of Space Florida assisted financing projects and lease revenues, is expected to increase for Fiscal Year 2019 by \$545 thousand as compared to Fiscal Year 2018 primarily due to an increase in projected franchise fee revenues.

**Expenses:**

*Salary and Other Related Costs* for Fiscal Year 2019 will increase by \$187 thousand as compared to Fiscal Year 2018 Budget. The increase is primarily due to new staff positions.

*Contract and Subcontract Services* for Fiscal Year 2019 is anticipated to increase by \$119 thousand as compared to Fiscal Year 2018 Budget. The increase is primarily due to the purchase of accounting and administrative software solutions offset by a reduction in Business Development consulting services. Contract and Subcontract services consist of legal, business development services & project support, facility services, and general operating services.

*Operating, General and Administrative* for Fiscal Year 2019 is anticipated to increase by \$870 thousand as compared to Fiscal Year 2018 Budget. This increase is primarily due to loan service expense. Additional expenses included in this category are rentals & leases, insurance, capital purchases/improvements, and other general operating expenses.

*Utilities and Maintenance* for Fiscal Year 2019 is expected to decrease by approximately \$64 thousand as compared to Fiscal Year 2018 Budget. The decrease is primarily due to utility and use costs.

*Business Recruitment/Investments* for Fiscal Year 2019 is anticipated to decrease by \$612 thousand as compared to Fiscal Year 2018 Budget. The decrease is primarily due to a reduction in business recruitment and investment activities due to the nature of the projects that are being pursued. Additional efforts related to this category are promotional, advertising, and project expenses.

*Travel and Entertainment* for Fiscal Year 2019 is anticipated to increase by \$46 thousand as compared to Fiscal Year 2018. The increase is primarily due to the nature of the business deals and an increase in anticipated foreign travel related efforts.

# SPACE FLORIDA



**Fiscal Year 2019 Budget Detail**  
**October 1, 2018 to September 30, 2019**  
 In 000's

	FY18 Budget Total	FY18 Total Actuals & Commitments	FY18 Budget to Actual Variance	FY19 Budget Total	FY18 to FY19 Budget Variance
<b>Operating Revenues</b>					
State Appropriated Revenue	\$ 11,500	\$ 11,500	\$ -	\$ 11,500	\$ -
<b>Facility Revenue</b>					
SLSL	\$ 830	\$ 847	\$ (17)	\$ 900	\$ (70)
SRMU	\$ 765	\$ 564	\$ 202	\$ 769	\$ (3)
RLV Hangar	\$ 200	\$ -	\$ 200	\$ 158	\$ 43
South Campus	\$ 25	\$ 21	\$ 4	\$ 25	\$ -
Area 57	\$ 67	\$ 215	\$ (148)	\$ 201	\$ (134)
Equipment	\$ -	\$ 165	\$ (165)	\$ -	\$ -
AOS	\$ 305	\$ -	\$ 305	\$ 174	\$ 131
	<b>\$ 2,193</b>	<b>\$ 1,812</b>	<b>\$ 381</b>	<b>\$ 2,227</b>	<b>\$ (34)</b>
<b>Financing Revenue</b>					
Orion Admin Fee	\$ 295	\$ 295	\$ -	\$ 295	\$ -
Loan Administration Fee	\$ 127	\$ 137	\$ (10)	\$ 63	\$ 63
Interest/Dividend Income	\$ 60	\$ 103	\$ (43)	\$ 60	\$ -
OPF3 Admin Fee	\$ 580	\$ 580	\$ (0)	\$ 580	\$ -
	<b>\$ 1,062</b>	<b>\$ 1,115</b>	<b>\$ (53)</b>	<b>\$ 998</b>	<b>\$ 63</b>
<b>Other Revenues</b>					
Franchise Fees	\$ -	\$ -	\$ -	\$ 574	\$ (574)
Other SF Services	\$ -	\$ 7	\$ (7)	\$ -	\$ -
Miscellaneous Revenues	\$ -	\$ 66	\$ (66)	\$ -	\$ -
	<b>\$ -</b>	<b>\$ 72</b>	<b>\$ (72)</b>	<b>\$ 574</b>	<b>\$ (574)</b>
<b>Total</b>	<b>\$ 14,754</b>	<b>\$ 14,498</b>	<b>\$ 256</b>	<b>\$ 15,299</b>	<b>\$ (545)</b>

# SPACE FLORIDA



**Fiscal Year 2019 Budget Detail**  
**October 1, 2018 to September 30, 2019**  
 In 000's

	FY18 Budget Total	FY18 Total Actuals & Commitments	FY18 Budget to Actual Variance	FY19 Budget Total	FY18 to FY19 Budget Variance
<b>Salary &amp; Other Related Costs</b>					
Salary & Wages	\$ 4,790	\$ 4,241	\$ 549	\$ 4,973	\$ (183)
Payroll Taxes	\$ 69	\$ 61	\$ 8	\$ 72	\$ (3)
Retirement	\$ 718	\$ 667	\$ 52	\$ 742	\$ (24)
Life & Health Insurance	\$ 950	\$ 685	\$ 265	\$ 918	\$ 32
Other	\$ 161	\$ 162	\$ (0)	\$ 171	\$ (9)
	<b>\$ 6,689</b>	<b>\$ 5,815</b>	<b>\$ 874</b>	<b>\$ 6,875</b>	<b>\$ (187)</b>
<b>Contract &amp; Subcontract Services</b>					
Legal	\$ 375	\$ 362	\$ 13	\$ 375	\$ -
Business Development Services & Project Support	\$ 303	\$ 181	\$ 122	\$ 59	\$ 244
Facility Services*	\$ 100	\$ 63	\$ 37	\$ 175	\$ (75)
General Operations Services	\$ 426	\$ 249	\$ 177	\$ 714	\$ (288)
	<b>\$ 1,204</b>	<b>\$ 855</b>	<b>\$ 349</b>	<b>\$ 1,323</b>	<b>\$ (119)</b>
<b>Operating, General &amp; Administrative</b>					
Rental & Leases	\$ 413	\$ 416	\$ (4)	\$ 457	\$ (44)
Insurance	\$ 156	\$ 162	\$ (6)	\$ 175	\$ (19)
Other General Operating Expenses	\$ 200	\$ 160	\$ 41	\$ 359	\$ (159)
Capital Purchases/Improvements	\$ 647	\$ 726	\$ (79)	\$ 430	\$ 217
Loan Service Expense	\$ 400	\$ -	\$ 400	\$ 1,264	\$ (864)
	<b>\$ 1,815</b>	<b>\$ 1,464</b>	<b>\$ 351</b>	<b>\$ 2,685</b>	<b>\$ (870)</b>
<b>Utilities &amp; Maintenance</b>					
Utilities					
SLSL	\$ 700	\$ 689	\$ 11	\$ 625	\$ 75
RLV Hanger	\$ 15	\$ 16	\$ (1)	\$ 15	\$ -
Camp Blanding	\$ 55	\$ 53	\$ 2	\$ 55	\$ -
Other	\$ 76	\$ 64	\$ 12	\$ 102	\$ (25)
Repair & Maintenance					
SLSL*	\$ 2,377	\$ 2,503	\$ (125)	\$ 2,324	\$ 53
RLV Hanger	\$ 225	\$ 172	\$ 53	\$ 277	\$ (52)
Camp Blanding	\$ 150	\$ 61	\$ 89	\$ 150	\$ -
Other	\$ 49	\$ 30	\$ 19	\$ 35	\$ 14
	<b>\$ 3,647</b>	<b>\$ 3,588</b>	<b>\$ 59</b>	<b>\$ 3,583</b>	<b>\$ 64</b>
<b>Business Recruitment/Investment</b>					
Promotional & Project Expenses	\$ 617	\$ 205	\$ 412	\$ 286	\$ 331
Sponsorships/Other Grants & Aid	\$ 479	\$ 401	\$ 77	\$ 198	\$ 281
	<b>\$ 1,096</b>	<b>\$ 606</b>	<b>\$ 489</b>	<b>\$ 484</b>	<b>\$ 612</b>
<b>Travel &amp; Entertainment</b>	\$ 303	\$ 323	\$ (19)	\$ 349	\$ (46)
<b>Total</b>	<b>\$ 14,754</b>	<b>\$ 12,651</b>	<b>\$ 2,103</b>	<b>\$ 15,299</b>	<b>\$ (545)</b>

\*Reclassified to be consentient with FY 19 Budget presentation

**SPACE FLORIDA**



**NONEXEMPT RANGES**

<b>95% of Market</b>			
<b>GRADE</b>	<b>MINIMUM</b>	<b>CONTROL POINT</b>	<b>MAXIMUM</b>
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



EXEMPT RANGES

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

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**SPACE FLORIDA**



**EXECUTIVE RANGES**

<b>95% of Market</b>			
<b>GRADE</b>	<b>MINIMUM</b>	<b>CONTROL POINT</b>	<b>MAXIMUM</b>
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

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# SPACE FLORIDA



## Employees

October 01, 2017 - September 30, 2018

Employee Name	Beginning of Period	Added	Attrition	End of Period
Bailey, Gail	1			1
Bailey, Michael		1	1	-
Beerman, Theodore	1			1
Bonjawa, Jaime	1			1
Bontrager, Mark	1			1
Burke, Wilhel		1		1
Cassidy, Conner		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
Donoro, Nancy		1		1
Eggert, Peter	1			1
Forron, Stan	1		1	-
Gannon, Anthony	1			1
Haug, Howard	1			1
Herman, Linda	1			1
Hoppe, Shelley		1		1
Ketcham, Dale	1			1
Kuzma, James	1			1
Loving, Elizabeth		1		1
Luney Jr., Percy	1		1	-
Mason, Mark	1			1
Masse, Jacob	1			1
Mayfield, Desiree	1			1
McCarthy, Patrick	1			1
McCarty, Michele		1		1
McShea, Bernard	1			1
Moffitt, James	1			1
Nesel, Gerard		1		1
Newsham, Emma	1			1
O'Donnell, Annette		1		1
O'Konek, Nathan	1			1
Pierce, Jillianne	1			1
Pierce, Lindsay		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
Sun, Annie		1		1
Swanson, Denise	1			1
Szabo, Steve	1			1
Tucker, Brittany		1		1
Wilkerson, Gene	1			1
Willhardt, Debra	1			1
Williams, Keevin	1			1
Zheng, Ivy	1			1
<b>Total</b>	<b>27</b>	<b>12</b>	<b>6</b>	<b>45</b>

# SPACE FLORIDA



## Travel Profile Fiscal Year 2019 Budget

Title	Domestic Travel	International Travel	Annual Travel Budget
President	19,368	17,289	36,657
VP Business Development	19,368	17,289	36,657
VP Spaceport Operations	3,228	-	3,228
Treasurer/EVP Chief Investment Officer	6,456	-	6,456
Sr Vice President & General Manager	19,368	-	19,368
VP Special Projects	22,596	-	22,596
VP Commercial Space	22,596	17,289	39,885
Senior Project Manager	3,228	-	3,228
Director, Spaceport Operations	-	-	-
Project Manager	3,228	-	3,228
Director, Commercial Space	22,596	17,289	39,885
Information Technology & Business Processes Manager	3,228	-	3,228
VP Research & Innovation	9,684	-	9,684
Contracts Manager	3,228	-	3,228
Senior Contracts Administrator	-	-	-
CFO/VP of Administration	3,228	-	3,228
Director of Marketing & Communications	3,228	-	3,228
Public Relations Manager	3,228	-	3,228
Property Manager	3,228	-	3,228
OSF Facilities Manager/Camp Blanding	-	-	-
Controller	-	-	-
Staff Accountant	-	-	-
Manager Financial Planning & Analysis	-	-	-
Accountant	-	-	-
Executive Assistant	3,228	-	3,228
Project Manager	3,228	-	3,228
OSF Assistant Facilities Manager/Camp Blanding	-	-	-
Office Manager	-	-	-
Manager Airfield Operations	6,456	-	6,456
VP Government & External Relations	6,456	-	6,456
Manager of Government Relations & External Affairs	3,228	-	3,228
VP Government Relations	3,228	-	3,228
Spaceport Development Program Manager	3,228	-	3,228
Environmental Health & Safety Director	3,228	-	3,228
Spaceport Operations Project Administrator	3,228	-	3,228
Federal Government Relations Director	6,456	-	6,456
Director Facility Management	3,228	-	3,228
Business Development Assistant	-	-	-
Director Human Resources	3,228	-	3,228
<b>Total</b>	<b>219,504</b>	<b>69,156</b>	<b>288,660</b>

## **4. Contracts/Business Development/Projects Activities**



**Space Florida Board of Director Meeting  
November 27, 2018  
Contracts for Approval**

1. **Air Traffic Control Situational Awareness:** Space Florida requests board approval for management to negotiate and enter agreements with the FAA in the amount of up to Three Hundred Forty Thousand Dollars (\$340,000) to provide the Air Traffic Control Tower Situational Awareness acquisitions and maintenance as required by the FAA for the Cape Canaveral Spaceport.
2. **Launch Processing Facilities:** Space Florida requests board approval for management to enter license agreements with the Air Force and the Tenant pertaining to Area 57 West; to negotiate and enter agreement with the Florida Department of Transportation for the reimbursement of up to Fifty Percent (50%) of eligible investment in the amount of up to Eight Hundred Thousand Dollars (\$800,000) in exchange for the company's commitment to invest a minimum of Seven Million Dollars (\$7,000,000) and to create approximately Thirty-Five (35) jobs, with an estimated annual wage of Eighty-Five Thousand Dollars (\$85,000); and to negotiate and enter agreement with the Space Coast Economic Develop Commission for a Defense Infrastructure Grant in the amount of Two Hundred Thousand Dollars (\$200,000).
3. **Project Maricopa:** Space Florida requests board approval to complete negotiations and enter the Term Sheet with Project Maricopa and authorization for management to negotiate and enter funding agreements with the Florida Department of Transportation and Maricopa for the reimbursement of up to fifty percent (50%) of eligible investment in the amount of up to Eighteen Million Nine Hundred Thousand Dollars (\$18,900,000) for project Maricopa in exchange for the company's commitment to invest a minimum of Fifty-Two Million Dollars (\$52,000,000) in Florida and to create approximately Two Hundred Thirty-Nine (239) jobs in Florida with an anticipated annual wage of Seventy Thousand Dollars (\$70,000), plus benefits.
4. **Project HYPULSE:** Space Florida requests board approval to ratify the securing of the Hypersonic Test Facility and for management to engage Alliant, LLC., to reconstitute and operate the equipment for an initial fee of up to Three Hundred Thousand Dollars (\$300,000) plus annual operating costs of up to One Hundred Thousand Dollars (\$100,000) per year. Additionally, Space Florida requests to negotiate and enter lease use agreements with customers as well as a lease use agreement with Stevens Institute of Technology in the amount of up to Six Hundred Thousand Dollars (\$600,000).
5. **Modification to Resolution #29, Refunding of Revenue Bonds:** Space Florida requests board approval to approve the modification to Resolution #29 provided in the advanced board package, to refund and retire the Bank Note for Space Florida's Research & Development Center at Melbourne International Airport dated October 31, 2013 and to proceed with project related activities associated with the refinancing.