

# SPACE FLORIDA



**Fiscal Year 2020 Budget**  
**October 1, 2019 to September 30, 2020**  
**In 000's**

	<u>Total budget</u>
<b>Operations Revenues</b>	
State Appropriated Revenue - OPS	\$ 11,500
Other Revenue	\$ 4,559
<b>Total Operations Revenues</b>	<u>\$ 16,059</u>
<b>Operations Expenses</b>	
Salaries & Other Related Costs	\$ 7,502
Contract & Subcontract Services	\$ 1,256
Operating, General & Administrative	\$ 2,693
Utilities & Maintenance	\$ 3,913
Business Recruitment/Investment	\$ 310
Travel & Entertainment	\$ 386
<b>Total Operations Expenses (Excluding Depreciation)</b>	<u>\$ 16,059</u>
<b>Change in Net Assets Due to Operations</b>	<u>\$ (0)</u>

# SPACE FLORIDA



## Fiscal Year 2019 and 2020 Budget Comparison

Unaudited

In 000's

	FY19 Budget Total	FY19 Total Actuals & Commitments	FY19 Budget to Actual Variance	FY20 Budget Total	FY19 to FY20 Budget Variance
<b>Operations Revenues</b>					
State Appropriated Revenue - OPS	\$ 11,500	\$ 11,500	\$ -	\$ 11,500	\$ -
Other Revenue	\$ 3,799	\$ 3,441	\$ 358	\$ 4,559	\$ (760)
<b>Total Operations Revenues</b>	<b>\$ 15,299</b>	<b>\$ 14,941</b>	<b>\$ 358</b>	<b>\$ 16,059</b>	<b>\$ (760)</b>
<b>Operations Expenses</b>					
Salaries & Other Related Costs	\$ 6,875	\$ 6,132	\$ 743	\$ 7,502	\$ (627)
Contract & Subcontract Services	\$ 1,323	\$ 913	\$ 411	\$ 1,256	\$ 67
Operating, General & Administrative	\$ 2,685	\$ 1,505	\$ 1,180	\$ 2,693	\$ (8)
Utilities & Maintenance	\$ 3,583	\$ 3,663	\$ (80)	\$ 3,913	\$ (330)
Business Recruitment/Investment	\$ 484	\$ 413	\$ 71	\$ 310	\$ 174
Travel & Entertainment	\$ 349	\$ 419	\$ (71)	\$ 386	\$ (37)
<b>Total Operations Expenses (Excluding Depreciation)</b>	<b>\$ 15,299</b>	<b>\$ 13,045</b>	<b>\$ 2,254</b>	<b>\$ 16,059</b>	<b>\$ (760)</b>
<b>Change in Net Assets Due to Operations</b>	<b>\$ (0)</b>	<b>\$ 1,896</b>	<b>\$ (1,896)</b>	<b>\$ (0)</b>	<b>\$ 0</b>

**Space Florida**  
**Fiscal Year 2020 Budget Compared**  
**to Fiscal Year 2019 Budget**  
**Budget Narrative**

**Revenue:**

*State Appropriations Revenue* for Fiscal Year 2020 for Operations will remain the same as compared to Fiscal Year 2019 Budget. Other revenue, which is comprised of Space Florida assisted financing projects and lease revenues, is expected to increase for Fiscal Year 2020 by \$760 thousand as compared to Fiscal Year 2019 primarily due to an increase in projected lease revenues and interest revenues from loans.

**Expenses:**

*Salary & Other Related Costs* for Fiscal Year 2020 will increase by \$627 thousand as compared to Fiscal Year 2019 Budget. The increase is primarily due to new staff positions.

*Contract & Subcontract Services* for Fiscal Year 2020 is anticipated to decrease by \$67 thousand as compared to Fiscal Year 2019 Budget. The decrease is primarily due to a decrease in facility subcontract services. Contract & Subcontract Services consist of legal, business development services & project support, facility services, and general operating services.

*Operating, General & Administrative* for Fiscal Year 2020 is anticipated to increase by \$8 thousand as compared to Fiscal Year 2019 Budget. Expenses included in this category are loan service expenses, rentals & leases, insurance, capital purchases/improvements, and other general operating expenses.

*Utilities & Maintenance* for Fiscal Year 2020 is expected to increase by approximately \$330 thousand as compared to Fiscal Year 2019 Budget. The increase is primarily due to utility and use costs.

*Business Recruitment/Investments* for Fiscal Year 2020 is anticipated to decrease by \$174 thousand as compared to Fiscal Year 2019 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 & Entertainment* for Fiscal Year 2020 is anticipated to increase by \$37 thousand as compared to Fiscal Year 2019. The increase is primarily due to the nature of the business deals.

# SPACE FLORIDA



**Fiscal Year 2020 Budget Detail**  
**October 1, 2019 to September 30, 2020**  
 In 000's

	FY19 Budget Total	FY19 Total Actuals & Commitments	FY19 Budget to Actual Variance	FY20 Budget Total	FY19 to FY20 Budget Variance
<b>Salary &amp; Other Related Costs</b>					
Salary & Wages	\$ 4,973	\$ 4,494	\$ 478	\$ 5,447	\$ (474)
Payroll Taxes	\$ 72	\$ 65	\$ 7	\$ 79	\$ (7)
Retirement	\$ 742	\$ 727	\$ 15	\$ 817	\$ (75)
Life & Health Insurance	\$ 918	\$ 702	\$ 216	\$ 1,015	\$ (97)
Other	\$ 171	\$ 144	\$ 26	\$ 144	\$ 27
	<b>\$ 6,875</b>	<b>\$ 6,132</b>	<b>\$ 743</b>	<b>\$ 7,502</b>	<b>\$ (627)</b>
<b>Contract &amp; Subcontract Services</b>					
Legal	\$ 375	\$ 231	\$ 144	\$ 400	\$ (25)
Business Development Services & Project Support	\$ 59	\$ 72	\$ (13)	\$ 110	\$ (51)
Facility Services	\$ 175	\$ 57	\$ 118	\$ 75	\$ 100
General Operations Services	\$ 714	\$ 554	\$ 160	\$ 671	\$ 43
	<b>\$ 1,323</b>	<b>\$ 913</b>	<b>\$ 411</b>	<b>\$ 1,256</b>	<b>\$ 67</b>
<b>Operating, General &amp; Administrative</b>					
Rental & Leases	\$ 457	\$ 418	\$ 39	\$ 453	\$ 3
Insurance	\$ 175	\$ 176	\$ (1)	\$ 183	\$ (8)
Other General Operating Expenses	\$ 359	\$ 401	\$ (42)	\$ 434	\$ (75)
Capital Purchases/Improvements	\$ 430	\$ 228	\$ 202	\$ 350	\$ 80
Loan Service Expense	\$ 1,264	\$ 283	\$ 981	\$ 1,273	\$ (9)
	<b>\$ 2,685</b>	<b>\$ 1,505</b>	<b>\$ 1,180</b>	<b>\$ 2,693</b>	<b>\$ (8)</b>
<b>Utilities &amp; Maintenance</b>					
Utilities					
SLSL	\$ 625	\$ 684	\$ (59)	\$ 750	\$ (125)
RLV Hanger	\$ 15	\$ 11	\$ 4	\$ 15	\$ -
Camp Blanding	\$ 55	\$ 70	\$ (15)	\$ 73	\$ (18)
Other	\$ 102	\$ 58	\$ 43	\$ 72	\$ 30
Repair & Maintenance					
SLSL	\$ 2,324	\$ 2,532	\$ (208)	\$ 2,600	\$ (276)
RLV Hanger	\$ 277	\$ 192	\$ 85	\$ 277	\$ -
Camp Blanding	\$ 150	\$ 68	\$ 82	\$ 75	\$ 75
Other	\$ 35	\$ 46	\$ (11)	\$ 52	\$ (17)
	<b>\$ 3,583</b>	<b>\$ 3,663</b>	<b>\$ (80)</b>	<b>\$ 3,913</b>	<b>\$ (330)</b>
<b>Business Recruitment/Investment</b>					
Promotional & Project Expenses	\$ 286	\$ 122	\$ 164	\$ 150	\$ 137
Sponsorships/Other Grants & Aid	\$ 198	\$ 291	\$ (94)	\$ 160	\$ 38
	<b>\$ 484</b>	<b>\$ 413</b>	<b>\$ 71</b>	<b>\$ 310</b>	<b>\$ 174</b>
<b>Travel &amp; Entertainment</b>	\$ 349	\$ 419	\$ (71)	\$ 386	\$ (37)
<b>Total</b>	<b>\$ 15,299</b>	<b>\$ 13,045</b>	<b>\$ 2,254</b>	<b>\$ 16,059</b>	<b>\$ (760)</b>

**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

**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

# SPACE FLORIDA



## Employees

October 01, 2018 - September 30, 2019

Employee Name	Beginning of Period	Added	Attrition	End of Period
Bailey, Gail	1			1
Bargas, Carrie	-	1		1
Beerman, Theodore	1			1
Bonjowo, Jamie	1			1
Bontrager, Mark	1			1
Burke, Wilhel	1			1
Cassidy, Connor	-	1	1	-
Chesnut, Mathew	-	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
Farrell, Lauren	-	1		1
Gannon, Anthony	1			1
Haug, Howard	1			1
Herman, Linda	1		1	-
Hoppe, Shelley	1		1	-
Ireland, Terrie	-	1		1
Ketcham, Dale	1			1
Kuzma, James	1			1
Loving, Elizabeth	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
Robertson, Ryan	-	1		1
Romberger, Todd	1			1
Rosa, Rhonda	1			1
Shell, Sara	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>45</b>	<b>6</b>	<b>6</b>	<b>45</b>



# SPACE FLORIDA



## Travel Profile Fiscal Year 2020 Budget

Title	Domestic Travel	International Travel	Annual Travel Budget
President	33,330	17,289	50,619
VP Spaceport Operations	6,666	-	6,666
Treasurer/EVP Chief Investment Officer	13,332	-	13,332
Sr Vice President & General Manager	33,330	-	33,330
VP Special Projects	23,331	-	23,331
VP Commercial Space	23,331	17,289	40,620
Senior Project Manager	6,666	-	6,666
Manager, Commercial Space	16,665	-	16,665
Director Business Economic Development	26,664	17,289	43,953
Information Technology & Business Processes Manager	3,333	-	3,333
VP Research & Innovation	19,998	-	19,998
Contracts Manager	3,333	-	3,333
CFO/VP of Administration	3,333	-	3,333
Director of Marketing & Communications	3,333	-	3,333
Public Relations Manager	3,333	-	3,333
Property Manager	3,333	-	3,333
Staff Accountant	3,333	-	3,333
Executive Assistant	3,333	-	3,333
Project Manager	3,333	-	3,333
Manager Airfield Operations	6,666	-	6,666
VP Government & External Relations	6,666	-	6,666
Manager of Government Relations & External Affairs	6,666	-	6,666
VP Government Relations	6,666	-	6,666
Spaceport Development Program Manager	3,333	-	3,333
Environmental Health & Safety Director	3,333	-	3,333
Spaceport Operations Project Administrator	3,333	-	3,333
Federal Government Relations Director	6,666	-	6,666
Director Facility Management	3,333	-	3,333
Director Human Resources	3,333	-	3,333
<b>Total</b>	<b>283,305</b>	<b>51,867</b>	<b>335,172</b>