

Board of Directors



SPACE FLORIDA BOARD OF DIRECTORS

Lieutenant Governor Jeanette Nuñez -Chairman of the Board
Executive Office of the Governor

Jay Beyrouti
President, Monicarla, Ltd.

Jesse Biter
President/CEO, Biter Enterprises, LLC.

Dean Cannon
Executive Vice President, Gray Robinson

Gregory Celestan
Chairman & Chief Executive Officer of Celestar

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

Barbara Essenwine
Owner, Above & Beyond Group

Mori Hosseini
Chairman & CEO, ICI Homes

Kenneth Kahn
President, LRP Media Group

Belinda Keiser
Vice Chancellor, Keiser University

Katherine San Pedro
Partner, Ballard Partners, Inc

Board Committees



SPACE FLORIDA BOARD OF DIRECTORS

Approved Committee Assignments

**AUDIT & ACCOUNTABILITY
COMMITTEE**

(Denise & Howard)

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

Kenneth Kahn
President, LRP Publications, Inc

Belinda Keiser
Vice Chancellor
Keiser University

INVESTMENT COMMITTEE

(Denise & Howard)

Jay Beyrouiti (Chair)
President
Monicarla, Ltd.

Mori Hosseini
Chairman/CEO
ICI Homes

Belinda Keiser
Vice Chancellor
Keiser University

**GOVERNANCE & COMPENSATION
COMMITTEE**

(Denise & Howard)

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

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

Mori Hosseini
Chairman/CE
ICI Homes

MARKETING COMMITTEE

(Frank & Howard)

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

Jesse Biter
President/CEO
Biter Enterprises, LLC.

Minutes July 25, 2019



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

A Regular meeting of the Space Florida Board of Directors was held on July 25, 2019 at the Space Life Science Lab, Merritt Island, FL.

BOARD MEMBERS PRESENT:

Lieutenant Governor and Space Florida Chair, Jeanette Nuñez
Jay Beyrouti
Greg Celestan
Sonya Deen (Phone)
Barbara Essenwine
Mori Hosseini (Phone)
Belinda Keiser
Katherine San Pedro

SPACE FLORIDA SENIOR MANAGEMENT PRESENT:

Frank DiBello
Howard Haug
Jim Kuzma
Denise Swanson

WELCOME & INTRODUCTIONS:

A quorum being present, Lieutenant Governor Jeanette Nuñez, called the meeting to order at 1:30 p.m. (EDT), and welcomed Board members and guests.

There were no Public Comments.

BUSINESS BEFORE THE BOARD:

1. APPROVAL OF MINUTES:

- Jay Beyrouti made a motion to approve the minutes for April 01, 2019 Board of Directors meeting, which was seconded by Mori Hosseini, and approved unanimously.
- Belinda Keiser made a motion to approve the minutes for May 15, 2019 Board of Directors meeting, which was seconded by Greg Celestan, and approved unanimously.

2. COMMITTEE REPORTS:

Audit and Accountability Committee - Interim Financials as of March 31, 2019 were presented by Denise Swanson:

- Katherine San Pedro made a motion to approve the issuance of Space Florida's quarterly interim financial statements for the period ended March 31, 2019, which was seconded by Barbara Essenwine and approved unanimously.

Audited Financial Statements for Years ended September 30, 2018 and 2017 were presented by Denise Swanson:

- Belinda Keiser made a motion to approve the Audited Financial Statements for Years ended September 30, 2018 and 2017, which was seconded by Jay Beyrouti and approved unanimously.

Space Florida's external auditor, Debbie Goode and Christine Noll-Rhan of Carr, Riggs, and Ingram provided an overview of the Financial Statements and required communications to the board.

Governance & Accountability Committee Report - Was presented by Howard Haug and included the June 10, 2019 committee activities and approved board schedule for 2019-2020. No actions required.



Investment Committee Report - Was presented by Howard Haug and included the July 11, 2019 committee activities including the distribution to the board of a discussion paper to establish operating principles for the investment committee. No actions required.

Marketing Committee Report - Was presented by Howard Haug and included the July 19, 2019 committee activities. No actions required.

3. CONTRACTS, BUSINESS DEVELOPMENT AND PROJECT ACTIVITIES:

Contracts, Business Development and Project Activities provided to the board in advance were briefed by Howard Haug and Frank DiBello. The following items were recommended for approval:

Business Development and Business Client Project Related Activities:

1. **Project Gator:** Conduit debt structure expansion construction project for Flight Training Center, Maintenance Repair Operations Hangar and Warehouse in the amount of up to \$24,000,000. (Florida company expansion creating 28 net new jobs at an average annual wage of \$77,200)
2. **Project Limestone:** Secured Note in the amount of \$1,000,000 for up to four years at market interest rate. (Company commitment for \$3,000,000 in Florida investment and initial launch campaign at the Cape Canaveral Spaceport)
3. **Matrix Composite, Inc. Ratification:** Ratification for early retirement of \$2,300,000 conduit debt transaction and \$250,000 Space Florida loan enhancement. (The company has been acquired and will remain in Florida)
4. **Project Medley Blue:** Conduit debt project in the amount of \$2,500,000 for the purchase of equipment and tooling. (Florida company expansion creating approximately 200 jobs)
5. **Project Blue Origin:** Conduit structure for new facilities including assignment, sublease, purchase/leaseback and passthrough activities in addition to FDOT reimbursement funding in the amount of \$21,500,000. (Florida expansion project creating 220 new jobs at an annual average wage of \$110,000, \$630,000,000 in new capital investment and \$3,240,000 in new investment in common use infrastructure)
6. **Project Ithaca:** Secured Note in the amount of \$1,000,000 for up to four years at 5% interest. (Company commitment to relocate corporate headquarters and consolidation of corporate and engineering functions in Florida creating 20 new jobs at an annual average wage of \$75,000)

Jay Beyrouiti made a motion to authorize Space Florida Management to complete negotiations and enter the necessary agreements to complete the individual business development and business client project related activities described. The motion was seconded by Belinda Keiser and approved unanimously.

Vendor, Consulting, Spaceport and Launch Support Facilities Contracts:

7. **Spaceport Consulting Services:** Consulting support for Spaceport Operations and Regulations with the Federal Aviation Administration and the Department of Commerce related to the evolution of commercial space activities in Florida. Consultants are: Spaceport Strategies (\$140,000), S.O. Witt & Associates (\$60,000) and MLA Space LLC (\$60,000) in the amount of up to \$260,000.
8. **Business Development Consulting Services:** Consulting support for Space Florida business development for high priority projects. Consultant: VentureX Group in the amount of up to



\$121,500.

9. **Holland & Knight**: Engagement as counsel pertaining to Space Florida’s exempt facility bond financing activities in the amount of \$225,000.
10. **AECOM/NASA/AIR FORCE**: Final design and permitting activities in conjunction with the Economic Development Transportation Project Fund (Project EDTPF) in the amount of up to \$275,000 with AECOM, NASA and the U.S. Air Force.

Greg Celestan made a motion to authorize Space Florida Management to complete negotiations and enter the necessary agreements to complete the individual vendor, consulting, spaceport and launch support facilities contracts as described. The motion was seconded by Barbara Essenwine and approved unanimously.

Space Florida Funding Agreements:

11. **Department of Economic Opportunity**: Space Florida performance and program funding agreements with the Department of Economic Opportunity for the period of July 1, 2019 – June 30, 2020 for organizational operational performance in the amount of \$11,500,000, Israel cooperative activities in the amount of \$1,000,000 and aerospace industry financing, business development and infrastructure needs in the amount of \$6,000,000 for the total Space Florida appropriation of \$18,500,000.

12. **Florida Department of Transportation Infrastructure Reimbursement Project Efforts**:

- a. **Blue Origin Expansion Common Use Infrastructure**: \$21,500,000 Reimbursement Agreement

Belinda Keiser made a motion to authorize Space Florida Management to complete negotiations and enter the necessary agreements to complete the individual funding agreement activities as described. The motion was seconded by Katherine San Pedro and approved unanimously.

Spaceport Master Plan Amendment:

13. **Florida Department of Transportation Planning Efforts**: 2020 Master Plan amendment to update the 2017 Space Florida Cape Canaveral Spaceport Master Plan to include the updates as described in the Board packet titled Attachment A.

- a. **2020 Planning and Engineering Program Funding**: \$3,000,000 for 2020 planning and engineering activities

Barbara Essenwine made a motion to authorize Space Florida Management to amend the 2017 Space Florida Cape Canaveral Spaceport Master Plan to include the updates identified for Fiscal Year 2020 and approve the \$3,000,000 for 2020 FDOT planning and engineering funding. The motion was seconded by Greg Celestan and approved unanimously.

PRESIDENT’S REPORT

Frank DiBello shared the President’s Report which included a review of recent activities including SLC46 – Ascent Abort Launch, the 35th Annual Space Symposium, USSPACECOM Summit, the Governors Business Development Mission to Israel, Paris Air Show, Workforce Education Bill signed by Governor DeSantis, the Apollo 50th Anniversary celebration attended by Vice President Pence, and the OneWeb Satellite Inauguration.



President DiBello briefed the Space Florida Board on the current focus and key initiative efforts including a brief on Industry Growth; Industry Leadership and Positioning and Solidifying the Spaceport Standing, Next Gen Initiatives, along with new Financing Initiatives.

President DiBello thanked the Board for the approval of action items and reminded the Board of upcoming launches and events.

CLOSING REMARKS & ADJOURNMENT

Lieutenant Governor Jeanette Nuñez requested any further questions or comments from the public or board members. There being none, the Chair thanked the Board for the discussion and involvement and adjourned the meeting at 3:08 p.m. (EDT)

Lieutenant Governor Jeanette Nuñez, Chair

BOARD OF DIRECTORS MEETING

July 25, 2019

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 July 25, 2019, and not subsequently amended or modified.

Frank A. DiBello, President

**Space Transportation Improvement Program Funding Summary
2017 Cape Canaveral Spaceport Master Plan Amendment 3 (June 2019)
Table 6.1 Recommended Projects**

STATE FISCAL YEAR	2012 - 2019 PAST		2020 PRESENT	2020-2024 FUTURE		2025
MASTERPLAN STRATEGIC OBJECTIVES	HISTORICAL FDOT FUNDING (7 YEARS)		AVAILABLE FDOT FUNDING (1 YEAR)	FDOT PROGRAMMED (5 YEARS)	PLANNED REQUIREMENTS (5 YEARS)	PROPOSED 5TH YEAR PLANNED (1 YEAR)
VERTICAL LAUNCH IMPROVEMENTS (including heavy lift, cargo, and passengers)**	\$10,000,000 LC 40	\$20,000,000 C3PF	\$5,000,000 LC 41*	\$34,340,793	\$463,883,127	\$46,000,000
	\$10,000,000 LC 39A	\$5,000,000 LC 46				
	\$43,700,000 LC 36	\$3,500,000 LC 46LPS	\$2,000,000 LC 20*			
	\$11,150,000 LC 41*	\$10,000,000 CCS Electrical				
	\$1,500,000 LC 20*	\$2,750,000 CCS Roads EDTF				
PROCESSING & RANGE IMPROVEMENTS**	\$9,000,000 OPF 1&2	\$1,850,000 LC 17/18	\$6,400,000 Ex Park FFA AMF*	\$43,486,099	\$358,970,000	\$36,000,000
	\$10,000,000 Ex Park BOMC	\$17,500,000 Ex Park AOS SIF				
	\$4,400,000 Ex Park RTRC	\$6,500,000 SVPOC				
	\$9,000,000 Ex Park FFA AMF*					
HORIZONTAL LAUNCH & LANDING IMPROVEMENTS**	\$1,800,000 Cecil SOCC/PPF		\$3,600,000 TBD	\$45,530,793	\$4,351,200	\$0
COMMON USE IMPROVEMENTS***	\$37,800,000 SLF Block 1 Utility Corridor	\$1,000,000 SLF Power/Comm	\$5,000,000 Common Use	\$59,428,267	\$946,505,000	\$189,000,000
	\$10,000,000 CCAFS Helium	\$8,000,000 Roberts Road Corridor				
	\$322,500 SLF Assessment					
TOTALS	\$ 234,772,500		\$ 22,000,000	\$ 182,785,952	\$ 1,773,709,327	\$ 271,000,000
ANNUAL AVERAGE (EXCLUDING MATCH)	\$ 29,346,563			\$ 36,557,190	\$ 177,370,933	

*Multi-year project extending to FY20, **Assumes 50% match *** Assumes no match for State Common Use Infrastructure

Minutes September 17, 2019



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

A Special Purpose Board meeting of the Space Florida Board of Directors was held on September 17, 2019 via teleconference.

BOARD MEMBERS PRESENT:

Lieutenant Governor and Space Florida Chair, Jeanette Nuñez
 Jesse Biter
 Sonya Deen
 Barbara Essenwine
 Ken Kahn
 Belinda Keiser
 Katherine San Pedro

SPACE FLORIDA SENIOR MANAGEMENT PRESENT:

Frank DiBello
 Howard Haug
 Jim Kuzma
 Denise Swanson

WELCOME & INTRODUCTIONS:

A quorum being present, Lieutenant Governor Jeanette Nuñez, called the meeting to order at 4:34 p.m. (EDT), welcomed Board members and guests.

There were no Public Comments.

President DiBello thanked the Board members for joining the teleconference for a special purpose call. President DiBello reported that since the last Board of Directors meeting; the Airforce announced the interim base of Space Combat and Command will be in Colorado. The final selection process for the permanent base will continue through the next year. Space Florida will continue to work on securing Florida as the selected location for the permanent base. The USDOT will release the details for the INFRA-GRANT in the near future which will be provided to the full Board. President DiBello was appointed to the Investment Advisory Council (IAC) by Secretary Wilbur Ross and attended his first meeting which was informative on how the Department of Commerce is leaning forward on matters pertaining to the Space Industry.

BUSINESS BEFORE THE BOARD:

Howard Haug and Frank DiBello briefed the Board on the following action items for approval:

CONTRACTS, BUSINESS DEVELOPMENT AND PROJECT ACTIVITIES:

1. Project Burroughs:

- a. Management requested to enter into a reimbursement agreement with the client for common use roads, utilities and infrastructure improvements within the Cape Canaveral Spaceport for an amount of up to Eight Million Dollars (\$8,000,000). Mr. Haug noted that the Space Florida Board has previously given approval to secure funds for this project through the Florida Department of Transportation (FDOT).

Jesse Biter made a motion to authorize Space Florida Management to enter into the agreement as described. The motion was seconded by Sonya Deen and approved unanimously.

- b. Management requested approval to complete negotiations and enter funding agreements with the Florida Department of Transportation (FDOT) and to contract with Florida Power and Light (FPL) for up to Ten Million Dollars (\$10,000,000) for the Cape Canaveral Spaceport Power Improvement Project-Phase 1.

Belinda Keiser made a motion to authorize Space Florida Management to enter into the agreements with FDOT and FPL as described. The motion was seconded by Ken Kahn and approved unanimously.

- c. Management requested approval to complete negotiations with the Florida Department of Transportation (FDOT) in the amount of up to Twenty-Two Million Dollars (\$22,000,000) and to contract with the client for the reimbursement of the common use infrastructure in the amount of up to Twenty-Two Million Dollars (\$22,000,000). Project Burroughs will invest One-Hundred Million Dollars (\$100,000,000) and will create One Hundred (100) jobs at an average annual wage of Seventy-Three Thousand Dollars (\$73,000) and will retain existing work force.

The Board discussed the importance of ensuring the company upholds the agreement and fulfills their commitment on investment and job creation.

Jesse Biter made a motion to authorize Space Florida Management to complete negotiations with FDOT and the client and enter into the agreements as described. The motion was seconded by Sonya Deen and approved unanimously.

CLOSING REMARKS & ADJOURNMENT

Lieutenant Governor Jeanette Nuñez requested any further questions or comments from the public or board members. There being none, the Chair thanked the Board for the discussion and involvement and adjourned the meeting at 4:51 p.m. (EDT)

Lieutenant Governor Jeanette Nuñez, Chair

BOARD OF DIRECTORS MEETING

September 17, 2019

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 17, 2019, and not subsequently amended or modified.

Frank A. DiBello, President

• **Interim Financials June 30, 2019**

SPACE FLORIDA



Total Compiled Statement of Revenues and Expenses
Period Ending June 30, 2019
Unaudited
In 000's

	Total budget	Q1 Actual	Q2 Actual	Q3 Actual	Committed	Total Actual and Commitments	Budget Remaining
Operations Revenues							
State Appropriated Revenue - OPS	\$ 11,500	\$ 2,875	\$ 2,875	\$ 2,875	\$ 2,875	\$ 11,500	\$ -
Other Revenue	\$ 3,799	\$ 616	\$ 1,288	\$ 719	\$ 818	\$ 3,441	\$ 358
Total Operations Revenues	\$ 15,299	\$ 3,491	\$ 4,163	\$ 3,594	\$ 3,693	\$ 14,941	\$ 358
Operations Expenses							
Salaries & Other Related Costs	\$ 6,875	\$ 1,497	\$ 1,471	\$ 1,611	\$ 1,553	\$ 6,132	\$ 743
Contract & Subcontract Services	\$ 1,323	\$ 115	\$ 166	\$ 288	\$ 343	\$ 913	\$ 411
Operating, General & Administrative	\$ 2,685	\$ 302	\$ 242	\$ 366	\$ 594	\$ 1,505	\$ 1,180
Utilities & Maintenance	\$ 3,583	\$ 657	\$ 861	\$ 1,114	\$ 1,030	\$ 3,663	\$ (80)
Business Recruitment/Investment	\$ 484	\$ 114	\$ 107	\$ 122	\$ 70	\$ 413	\$ 71
Travel & Entertainment	\$ 349	\$ 60	\$ 57	\$ 131	\$ 172	\$ 419	\$ (71)
Total Operations Expenses (Excluding Depreciation)	\$ 15,299	\$ 2,745	\$ 2,905	\$ 3,632	\$ 3,763	\$ 13,045	\$ 2,254
Change in Net Assets Due to Operations	\$ (0)	\$ 746	\$ 1,258	\$ (38)	\$ (70)	\$ 1,896	

Fiscal Year 2020 Budget

SPACE FLORIDA



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

	<u>Total budget</u>
Operations Revenues	
State Appropriated Revenue - OPS	\$ 11,500
Other Revenue	\$ 4,559
Total Operations Revenues	<u>\$ 16,059</u>
Operations Expenses	
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
Total Operations Expenses (Excluding Depreciation)	<u>\$ 16,059</u>
Change in Net Assets Due to Operations	<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
Operations Revenues					
State Appropriated Revenue - OPS	\$ 11,500	\$ 11,500	\$ -	\$ 11,500	\$ -
Other Revenue	\$ 3,799	\$ 3,441	\$ 358	\$ 4,559	\$ (760)
Total Operations Revenues	\$ 15,299	\$ 14,941	\$ 358	\$ 16,059	\$ (760)
Operations Expenses					
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)
Total Operations Expenses (Excluding Depreciation)	\$ 15,299	\$ 13,045	\$ 2,254	\$ 16,059	\$ (760)
Change in Net Assets Due to Operations	\$ (0)	\$ 1,896	\$ (1,896)	\$ (0)	\$ 0

**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
Salary & Other Related Costs					
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
	\$ 6,875	\$ 6,132	\$ 743	\$ 7,502	\$ (627)
Contract & Subcontract Services					
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
	\$ 1,323	\$ 913	\$ 411	\$ 1,256	\$ 67
Operating, General & Administrative					
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)
	\$ 2,685	\$ 1,505	\$ 1,180	\$ 2,693	\$ (8)
Utilities & Maintenance					
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)
	\$ 3,583	\$ 3,663	\$ (80)	\$ 3,913	\$ (330)
Business Recruitment/Investment					
Promotional & Project Expenses	\$ 286	\$ 122	\$ 164	\$ 150	\$ 137
Sponsorships/Other Grants & Aid	\$ 198	\$ 291	\$ (94)	\$ 160	\$ 38
	\$ 484	\$ 413	\$ 71	\$ 310	\$ 174
Travel & Entertainment	\$ 349	\$ 419	\$ (71)	\$ 386	\$ (37)
Total	\$ 15,299	\$ 13,045	\$ 2,254	\$ 16,059	\$ (760)

SPACE FLORIDA



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

PREPARED BY
HARRINGTON & ASSOCIATES, INC.

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

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

PREPARED BY
HARRINGTON & ASSOCIATES, INC.

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
Total	45	6	6	45

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
Total	283,305	51,867	335,172

3. BUSINESS BEFORE THE BOARD



**Space Florida Board of Directors Meeting
October 10, 2019
Contracts, Business Development and Project Activities**

**BUSINESS DEVELOPMENT AND BUSINESS CLIENT
PROJECT RELATED ACTIVITIES**

(Florida Statutes: 331.302; 331.303; 331.305; 331.3051; 331.310; 331.312; 331.313331.316; 331.321; 331.323; 331.324; 331.337; 331.360; 331.369; 331.371)

1. **Airbus OneWeb Satellites, LLC. (d/b/a OneWeb Satellites):** Cashless Equipment Transfer/Leaseback for the acquisition of approximately Forty-Four Million Dollars (\$44,000,000) of tangible personal property.
2. **University of Central Florida's Florida Space Grant Consortium:** Sponsorship for the 2019-2020 Florida Space Research Program on the amount of One Hundred Thousand Dollars (\$100,000).
3. **Spaceport Transportation (Project EDTF):** Design, construction and construction administration activities with selected contractors in the amount of Two Million Seven Hundred Fifty Thousand Dollars (\$2,750,000) for transportation related improvements to support movement of large flight hardware in support of Blue Origin at the Cape Canaveral Spaceport.
4. **Economic Development Commission of Florida's Space Coast (SCEDC):** Defense Infrastructure Grant in the amount of Two Hundred Thousand Dollars (\$200,000) from the SCEDC for Autonomous Flight Safety System Ground Infrastructure to be awarded to Millennium Engineering and Integration Company in the amount of Two Hundred Thousand Dollars (\$200,000).
5. **Economic Development Commission of Florida's Space Coast (SCEDC):** Defense Infrastructure Grant in the amount of Two Hundred Thousand Dollars (\$200,000) from the SCEDC for Launch Vehicle Processing Facilities Upgrades for Area 57 activities at the Cape Canaveral Spaceport to be awarded to selected contractor in the amount of Two Hundred Thousand Dollars (\$200,000).
6. **Florida Department of Transportation (FDOT):** Common Use Infrastructure effort with FDOT for 100% reimbursement in the amount of up to Two Million Dollars (\$2,000,000) for infrastructure and site access improvements at Launch Complex 20. Additional agreements for the expenses associated with the project effort will be the Air Force, Florida Power and Light and other contractor related service providers in the amount of up to Two Million Dollars (\$2,000,000).



7. **Florida Department of Transportation (FDOT):** Common Use Infrastructure effort with FDOT for 100% reimbursement in the amount of up to Five Hundred Thousand Dollars (\$500,000) for infrastructure utility activities associated with Exploration Park and the Space Life Sciences Lab. Additional agreements for the expenses associated with the project effort will be NASA, Florida Power and Light and other contractor related services providers in the amount of up to Five Hundred Thousand Dollars (\$500,000).

8. **Space Florida FY2020 Operations, Maintenance and Property Management Activities and Subleases:** Exploration Park, Space Life Sciences Lab, 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 approximately Eight Million Four Hundred Thousand Dollars (\$8,400,000) for Fiscal Year 2020. Additionally, Fiscal Year 2020 subleases and related tenant needs associated with the described facilities for anticipated revenue of Six Million Three Hundred Thousand Dollars (\$6,300,000).

