

MELBOURNE AIRPORT AUTHORITY BOARD MEETING

**AGENDA**

September 15, 2021, at 8:30 AM

Melbourne Orlando International Airport Board Room

**Pledge of Allegiance**

**Airport Announcements**

**Action Items**

Approval of the minutes for the August 25, 2021, regularly scheduled Board Meeting.

**Item A-1 Recommendation for Approval of Resolution 12-21 to Approve a Budget Increase of \$11,000,000 for the Terminal Renovation and Expansion Project.**

The Melbourne Orlando International Airport is in the middle of a project to renovate and expand its current facilities to accommodate passenger growth, new air service, and modernize facilities that were built in the 1980s. The current approved budget, which the original funding plan was based upon, is \$61 million. As Airport staff has moved through the progressive design-build process, costs for labor and materials have escalated due to shortage of resources in both manpower and raw materials. This is not happening only in the Melbourne area, but it is happening across the country.

The approach the Airport took was to approve individual packages in order to provide off-ramps in case it didn't appear the industry would rebound; however, there is a significant amount of pent-up demand for leisure travel, especially from European countries. The contractor has submitted the final package for review and, after approval, all of the costs will be locked in with a guaranteed maximum price. Based on the final package and associated pricing provided by the design team, the total cost of the project will be \$72 million, which is an \$11 million increase over the current budget.

The proposed budget increase will be funded with a combination of state grants, additional debt, and Airport funds. The budget amendment will increase the total project budget to \$72,000,000 and modify the funding sources to align with the revised funding plan, which is as follows:

| Funding Source     | Original Funding Plan | Increased Funding    | Final Funding Plan   |
|--------------------|-----------------------|----------------------|----------------------|
| FAA Capital Grants | \$ 19,985,053         | \$ -                 | \$ 19,985,053        |
| State Grants       | \$ 11,093,954         | \$ 2,250,000         | \$ 13,343,954        |
| MAA Funds:         |                       |                      |                      |
| CARES-Operating    | \$ 10,876,031         | \$ 2,750,000         | \$ 13,626,031        |
| Land Sales         | \$ 6,044,962          | \$ -                 | \$ 6,044,962         |
| MAA Reserves       | \$ 4,000,000          | \$ -                 | \$ 4,000,000         |
| Debt               | \$ 9,000,000          | \$ 6,000,000         | \$ 15,000,000        |
| <b>TOTAL</b>       | <b>\$ 61,000,000</b>  | <b>\$ 11,000,000</b> | <b>\$ 72,000,000</b> |

\*The grant funding consists of the following executed and pending grants:

- FDOT – Terminal Expansion - \$6,093,954 (initial approval 1/22/20; amended 7/15/20); 50% match; \$2,250,000 amendment(s) pending
- FAA – Passenger Boarding Bridges - \$2,644,650 (approval 9/2/20); 10% match
- FAA – Terminal Rehab Phase 1 - \$6,895,959 (approval 9/2/20); 0% match
- FAA – Terminal Rehab Phase 2- \$4,444,444 (approval 9/2/20); 0% match
- FAA – Ramp Rehab/Expansion - \$6,000,000 (approval 9/2/20); 0% match
- FDOT – Ramp Rehab/Expansion - \$5,000,000 (approval 1/27/21); 0% match

Note that the Airport’s portion of the proposed funding of \$2,750,000 is from the original \$19.8 million CARES grant. Issuance of \$6,000,000 in additional debt is an integral part of the funding plan and Airport staff has had preliminary discussions with the bank about increasing the amount of the loan. Upon approval of the budget amendment and the funding plan, staff will finalize the details with the stakeholders including the bank and City staff and will bring the resolution and loan documents for approval by both the Airport Authority Board and City Council.

**Capital Projects Budget-Fund 861**

| <b>Capital Projects Budget-Fund 861</b>   |                       |                       |                 |                       |  |                    |
|---|-----------------------|-----------------------|-----------------|-----------------------|--|--------------------|
| <b>Total Capital Expenditure Budget as of 8/1/21</b>  |                       |                       |                 |                       |  | <b>116,074,088</b> |
|   | <u>Project Number</u> | <u>Current Budget</u> | <u>Increase</u> | <u>Revised Budget</u> |  |                    |
| Terminal Rehab/Expansion-Public Space*  | 50519                 | \$ 61,000,000         | 11,000,000      | \$ 72,000,000         |  | 11,000,000         |
| * Parent project for the Overall Terminal Project; sub-projects include: 54119 PBB; 54219 Ramp Expansion/Rehab; 54319 Roadway; 54519 Checkpoint |                       |                       |                 |                       |  |                    |
| <b>Capital Expenditure Budget After Transfer</b>  |                       |                       |                 |                       |  | <b>127,074,088</b> |
| <b>Total Capital Revenue Budget as of 8/1/21</b>  |                       |                       |                 |                       |  | <b>116,074,088</b> |
|   | <u>Account Number</u> | <u>Current Budget</u> | <u>Increase</u> | <u>Revised Budget</u> |  |                    |
| MAA Share (Cash Reserves)   | 387014                | \$ 20,920,993         | \$ 2,750,000    | \$ 23,670,993         |  | 2,750,000          |
| Loan Proceeds   | 387014                | \$ 9,000,000          | \$ 6,000,000    | \$ 15,000,000         |  | 6,000,000          |
| FDOT Grant Revenue  | 389600                | \$ 11,093,954         | \$ 2,250,000    | \$ 13,343,954         |  | 2,250,000          |
| FAA Grant Revenue   | 389500                | \$ 19,985,053         | \$ -            | \$ 19,985,053         |  | -                  |
| <b>Capital Revenue Budget After Transfer</b>  |                       |                       |                 |                       |  | <b>127,074,088</b> |

Staff recommends approval of the \$11,000,000 budget amendment to increase the overall budget for the Terminal Renovation and Expansion Project with approval to move funds between the parent project, titled “Terminal Rehab/Expansion-Public Space”, and the appropriate sub-projects.

**Item A-2 Approval of a Lease Agreement for Units 4B/4C Aerospace Center with Alpha Inflight US, LLC d/b/a Dnata Catering.**

Alpha Inflight US, LLC d/b/a Dnata Catering (Dnata) will be providing catering services for TUI and wanted an on-site facility. To make units 4B/4C, which was previously leased by Aerion, suitable for its needs, Dnata will be making improvements to the unit including some maintenance repair items that the Airport would normally do before a tenant taking possession. Because of the urgency of Dnata needing to start and complete such improvements, it has agreed to be responsible for these items. The Airport will issue rent credits for the repairs. The Airport will approve the repairs and the costs before they are completed, and the rent credit is capped at \$9,000.

The salient points of the Lease are as follows:

- **Term:** Base term of four (4) years with one (1), three-year option to mirror the TUI General Terms Agreement.
- **Lease Rate:**
  - Base rent is \$6.00 per square foot per year, which is \$54,000 annually.
  - Common Area Maintenance (CAM) charge is \$0.50 per square foot per year, which is \$4,500 annually.
- **Rent and CAM Adjustments:** CPI adjustments will occur on the second and fourth anniversary with a minimum of 2 percent and a maximum of 5 percent per year.
- **Taxes and Fees:** Dnata is responsible for all taxes and fees associated with the lease.
- **Maintenance:** Airport is responsible for the replacement of the HVAC system or any HVAC units, if necessary. It is also responsible for any exterior maintenance, roof repairs or replacement.

This lease will generate revenues of approximately \$225,000 over the original four-year term of the lease taking the capped rent credit into account but not including scheduled CPI increases.

Staff recommends approval of the Lease Agreement for Units 4B/4C Aerospace Center Lease with Alpha Inflight US, LLC d/b/a Dnata Catering and authorization for the Executive Director to execute said Lease on the behalf of the Authority.

#### **Item A-3 Approval of a Lease Agreement for Unit 5 Aerospace Center with STS Repair and Modifications, LLC.**

Upon learning that Aerion vacated Unit 5, staff was contacted by STS Repair and Modifications, LLC (STS) requesting additional space as it continues to take on different lines of work. One of the main purposes of this space is to accommodate the operational and maintenance needs for STS's customer Allegiant, which is related to the new nonstop service from MLB beginning in November.

The salient points of the Lease are as follows:

- **Term:** Base term of one (1) year with three (3), one-year options
- **Lease Rate:**
  - Base rent is \$5.50 per square foot per year, which is \$82,500 annually. Because STS will be making repairs and improvements to the unit, rent will be abated for two months.
  - Common Area Maintenance (CAM) charge is \$1.00 per square foot per year, which is \$15,000 annually.
- **Rent and CAM Adjustments:** CPI adjustments will occur upon the exercise of an option period with a minimum of 2 percent and a maximum of 5 percent per year.
- **Taxes and Fees:** STS is responsible for all taxes and fees associated with the lease.
- **Maintenance:** Airport is responsible for the replacement of the HVAC system or any HVAC units, if necessary. It is also responsible for any exterior maintenance, roof repairs or replacement.

This lease will generate revenues of approximately \$83,750 over the original one-year term of the lease.

Staff recommends approval of the Lease Agreement for Unit 5 Aerospace Center Lease with STS Repair and Modifications, LLC, and authorization for the Executive Director to execute said Lease on the behalf of the Authority.

**Item A-4 Recommendation to Approve Agreement with AeroCloud Systems, Inc., for Common-Use Passenger Processing and Flight Information Display Systems in the Amount of \$323,970.**

The announcement of Allegiant's three new flights, TUI service beginning in March 2022, and anticipation of further domestic and international air service growth has created an urgency to find operational efficiency within the terminal. More airports are moving forward with a common-use platform providing operational flexibility when dealing with growth and its associated challenges with ticket counter usage and gate management. A common-use system eliminates fixed airline branding at ticketing counters and gates, and instead implements the use of LED monitors and specialized software enabling airports to make their facilities interchangeable for any airline to use.

In accordance with purchasing policies and utilizing a General Services Administration contract, staff has sole-source selected AeroCloud Systems, Inc., to implement this common use platform with its ability and contractual commitment to have the work completed by February 1, 2022, prior to the start of TUI commencing operations at MLB. This proposal includes all the hardware necessary for 33 ticket counter positions, 16 gate counter positions, software, implementation, configuration, licensing, and maintenance for a fee of \$323,970.

Staff recommends approval of the Agreement for Common Use Passenger Processing and Flight Information Display Systems with AeroCloud Systems, Inc., and authorization for the Executive Director to execute said Agreement on behalf of the Authority.

**Item A-5 Recommendation to Approve the Purchase of Furniture for the Terminal Renovation and Expansion Project in an Amount Not-to-Exceed \$600,000.**

RS&H was hired under its Continuing Services Contract to solicit bids for furnishing the Terminal Renovation and Expansion Project. New furniture is being purchased for the terminal's new departure lounge, ticketing, welcome center, international baggage claim, security checkpoint and VIP lounge. Originally, the scope of work did not include VIP lounge; however, airport staff negotiated a final price that included the VIP lounge furniture under the original \$600,000 budget.

Three companies submitted proposals and on August 9, 2021, all three companies gave presentations to Airport staff. Airport staff evaluated all three proposals and presentation and ultimately decided Commercial Design Services (CDS) was the most qualified and provided the most robust package based on quality, design, and pricing. For purpose of cost savings, the Airport will purchase all furniture directly from CDS. The manufacturers of the furniture include Arconas, Agati, Allsteel, Gardener's Supply Company, Global, Kimball, Magnuson group, National, and Via Seating.

Staff recommends approval to proceed with Commercial Design Services to purchase furniture for the Terminal Expansion project in the amount not-to-exceed \$600,000.

**Item A-6 Recommendation to Award the Last Phase of Work to The Haskell Company/RS&H/Kinley Team Under Its Progressive Design-Build Contract for Package 2 (Renovations and Bag Screening) of the Terminal Renovation and Expansion Project for the Guaranteed Maximum Price (GMP) of \$7,215,292.**

The Airport has reached the last part of the Terminal Renovation and Expansion Project. The phasing in this portion of the work is mostly for the renovation of areas within the existing terminal. The specific scope of this work will be completed independent of others.

Previously approved were packages for the Security Checkpoint, Hold Rooms, Baggage Claim and Welcome Center. This package includes the renovation of the existing terminal in ticketing, temporary baggage screening, fire sprinklers in renovated areas only, and all low voltage systems for fire alarm, security, public address, and Wi-Fi.

Staff recommends approval of the award to The Haskell Company/RS&H/Kinley for Package 2 (renovations and bag screening) of the Progressive Design-Build of the Terminal Renovation and Expansion Project for the Guaranteed Maximum Price of \$7,215,292 and authorization for the Executive Director to execute said Agreement on behalf of Authority.

**Item A-7 Recommendation to Award the Remaining Terminal VIP Lounge Design-Build to Ivey's Construction, Inc., Under Its Continuing Services Contract in an Amount Not-to-Exceed \$669,910.**

As part of the Terminal Renovation and Expansion Project, the phasing of the work is divided into packages to meet the different funding requirements and to define specific scopes of work to allow individual areas to be completed independent of others. The VIP lounge was excluded from the Progressive Design-Build package as this work was anticipated to be done either by a concessionaire or another vendor. Due to the extensive work needed to meet the City's fire sprinkler requirements and TSA's security protocols, staff proceeded to review options beyond the Progressive Design-Build.

Last month the Board approved a not-to-exceed amount of \$100,000 to Ivey's Construction, Inc., to begin work on the VIP Lounge to maintain the schedule while the remaining costs were obtained. The remaining costs for this work is \$669,910. This award will allow the design-build contractor to complete the work for a total amount not-to-exceed \$769,910.

Staff recommends approval of the award to Ivey's Construction, Inc., for the remaining portion of the Terminal VIP Lounge Design-Build under its continuing services contract for the additional Guaranteed Maximum Price (GMP) of \$669,910 and authorization for the Executive Director to execute said agreement on behalf of Authority.

**Item A-8 Recommendation to Award the Remaining Welcome Center Civil Package to Ivey's Construction, Inc., Under Its Continuing Services Contract in an Amount Not-to-Exceed \$1,457,046.**

As part of the Terminal Renovation and Expansion Project, the phasing of the work is divided into packages to meet the different funding requirements and to define specific scopes of work to allow individual areas to be completed independent of others. While the Welcome Center building is part of the Progressive Design-Build package, the civil work along with the canopies and landscaping were not included in the original scope of work for the Haskell/RS&H/Kinley team. Staff worked with Airport Engineering Company to design the civil work as it did the original civil work for the area and has the most knowledge of existing infrastructure and would be most effective in the design and engineering. This was approved by the Airport Authority Board on May 20, 2021.

Last month the Board approved a not-to-exceed amount of \$100,000 to Ivey's Construction, Inc., to begin work on the Welcome Center Civil Package to maintain the schedule while the remaining costs were obtained. The remain costs for this work is \$1,457,046. This award will allow the contractor to complete the work for a total amount not-to-exceed \$1,557,046.

Staff recommends approval of the award to Ivey's Construction, Inc., for the remaining construction on the Welcome Center Civil Package under its continuing services for the additional Guaranteed Maximum Price (GMP) of \$1,457,046 and authorization for the Executive Director to execute said agreement on behalf of Authority.

### **Information Items**

- Item I-1 Financial Update**
- Item I-2 Operations Update**
- Item I-3 Construction Projects Update**
- Item I-4 Business Development and Marketing Update**

### **Public Speakers**

### **Adjournment**

*Pursuant to 286.0105, Florida Statutes, the Airport hereby advises the public that if a person decides to appeal any decision made by the Airport Authority with respect to any matter considered at its meeting or hearing, he will need a record of the proceedings, and that for such purpose, affected persons may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based. In accordance with the Americans with Disabilities Act and Section 286.26, Florida Statutes, persons with disabilities needing special accommodation to participate in this meeting should contact the Airport (723-6227) at least 48 hours prior to the meeting.*



One Air Terminal Parkway  
 Suite 220  
 Melbourne, FL 32901 USA  
**MLBair.com**

**RESOLUTION 12-21**

**A RESOLUTION OF THE CITY OF MELBOURNE AIRPORT AUTHORITY, BREVARD COUNTY, FLORIDA, AMENDING RESOLUTION 3-21 TO PROVIDE FOR OPERATING AND CAPITAL EXPENSES AS FOLLOWS:**

WHEREAS, on July 15, 2020, the City of Melbourne Airport Authority adopted Resolution 6-20, providing for the adoption of the 2020-21 Budget and was amended by Resolution 3-21 on March 24, 2021;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF MELBOURNE AIRPORT AUTHORITY, BREVARD COUNTY, FLORIDA, THAT RESOLUTION 6-20/3-21 BE AMENDED AS FOLLOWS:

| Operating Budget-Fund 860 |  |          |  |   |  |                   |
|---------------------------|--|----------|--|---|--|-------------------|
| <b>Operating Revenue</b>  |  |          |  |   |  |                   |
|                           |  |          |  |   |  |                   |
|                           | <b>Budget as of 8/1/2021</b>             |          |  |   |  | 35,973,675        |
|                           | <b>Administration</b>                    |          |  |   |  |                   |
|                           |  | 9803870  |  | Approp from P Y<br>387034 Surplus - Operating |  | 11,000,000        |
|                           | <b>Proposed Operating Revenue Budget</b> |          |  |   |  | <u>46,973,675</u> |
| <b>Operating Expenses</b> |  |          |  |   |  |                   |
|                           | <b>Budget as of 8/1/2021</b>             |          |  |   |  | 35,973,675        |
|                           | <b>Administration</b>                    |          |  |   |  |                   |
|                           |  | 98000587 |  | 591550 Intra to Airport CIP                   |  | 11,000,000        |
|                           | <b>Proposed Operating Expense Budget</b> |          |  |   |  | <u>46,973,675</u> |

| Capital Projects Budget-Fund 861  |                |                |               |                |             |
|---|----------------|----------------|---------------|----------------|-------------|
| <b>Total Capital Expenditure Budget as of 8/1/21</b>  |                |                |               |                | 116,074,088 |
|   | Project Number | Current Budget | Increase      | Revised Budget |             |
| Terminal Rehab/Expansion-Public Space*  | 50519          | \$ 61,000,000  | 11,000,000    | \$ 72,000,000  | 11,000,000  |
| * Parent project for the Overall Terminal Project; sub-projects include: 54119 PBB; 54219 Ramp Expansion/Rehab; 54319 Roadway; 54519 Checkpoint |                |                |               |                |             |
| <b>Capital Expenditure Budget After Transfer</b>  |                |                |               |                | 127,074,088 |
| <b>Total Capital Revenue Budget as of 8/1/21</b>  |                |                |               |                | 116,074,088 |
|   | Account Number | Current Budget | Increase      | Revised Budget |             |
| MAA Share (Cash Reserves)   | 387014         | \$ 20,920,993  | \$ 2,750,000  | \$ 23,670,993  | 2,750,000   |
| Loan Proceeds   | 387014         | \$ 9,000,000   | \$ 6,000,000  | \$ 15,000,000  | 6,000,000   |
| FDOT Grant Revenue  | 389600         | \$ 11,093,954  | \$ 2,250,000  | \$ 13,343,954  | 2,250,000   |
| FAA Grant Revenue   | 389500         | \$ 19,985,053  | \$ -          | \$ 19,985,053  | -           |
| <b>Capital Revenue Budget After Transfer</b>  |                | \$ 61,000,000  | \$ 11,000,000 | \$ 72,000,000  | 127,074,088 |

THIS RESOLUTION was duly passed at a regular meeting of the City of Melbourne Airport Authority on the 15<sup>th</sup> day of September 2021.

By:

Jack L. Ryals, Chairman  
City of Melbourne Airport Authority

ATTEST:  
Greg Donovan  
Executive Director  
CITY OF MELBOURNE AIRPORT AUTHORITY  
COUNTY OF BREVARD  
STATE OF FLORIDA

I HEREBY CERTIFY that the foregoing constitutes a full, true, and correct copy of Resolution No. 12-21 passed by the City of Melbourne Airport Authority, Melbourne, Florida at a Regular Meeting of the Authority held at the Melbourne International Airport in the City of Melbourne, Florida on the 15<sup>th</sup> day of September 2021.

WITNESS my hand and the official seal of the City of Melbourne Airport Authority, Melbourne, Florida, on this 15<sup>th</sup> day of September 2021.

ATTEST: \_\_\_\_\_  
Greg Donovan, A.A.E.  
Executive Director



**MELBOURNE ORLANDO INTERNATIONAL AIRPORT**

**Income Statement**

**July 31, 2021**

|  | Year To Date Actual |             | \$ change | % change |
|--|---------------------|-------------|-----------|----------|
|  | 7/31/2021           | 7/31/2020   |           |          |
| Operating Revenue                      |                     |             |           |          |
| Airline Landing Fees                   | 358,090             | 391,633     | (33,543)  | -9%      |
| Airline Service Fees                   | 1,609,560           | 1,483,556   | 126,004   | 8%       |
| Land & Bldg Lease Rents                | 7,572,299           | 7,168,034   | 404,265   | 6%       |
| Terminal Rents                         | 194,962             | 194,962     | 0         | 0%       |
| Parking Lot Fees                       | 819,300             | 965,937     | (146,637) | -15%     |
| Car Rental Concessions                 | 666,927             | 691,266     | (24,338)  | -4%      |
| Restaurant Concessions                 | 26,981              | 83,542      | (56,561)  | -68%     |
| Mobile Home Park Rent                  | 1,651,736           | 1,586,272   | 65,464    | 4%       |
| T-Hangar Rentals                       | 78,697              | 95,230      | (16,533)  | -17%     |
| Operating Grant Revenue                | 88,364              | 41,220      | 47,144    | 114%     |
| Other                                  | 321,231             | 314,641     | 6,590     | 2%       |
| Total Operating Revenues               | 13,388,147          | 13,016,293  | 371,854   | 3%       |
| Operating Expense:                     |                     |             |           |          |
| Personnel Services                     | 4,286,465           | 4,193,097   | 93,368    | 2%       |
| Contract Services                      | 3,790,863           | 3,891,845   | (100,982) | -3%      |
| Police & Fire Services                 | 966,505             | 932,501     | 34,003    | 4%       |
| Maintenance and Operations             | 3,019,892           | 2,842,314   | 177,578   | 6%       |
| Other                                  | -                   | -           | 0         | #DIV/0!  |
| Total Operating Expenses               | 12,063,725          | 11,859,758  | 203,967   | 2%       |
| Operating Income (Loss)                | 1,324,422           | 1,156,535   | 167,887   |          |
| Non-Operating Revenue (Expense):       |                     |             |           |          |
| Passenger Facility Charges             | 419,798             | 576,763     | (156,965) | -27%     |
| Customer Facility Charges              | 414,942             | 523,119     | (108,177) | -21%     |
| CARES Grant Revenue                    | 4,848,740           | 1,715,099   | 3,133,641 | 183%     |
| Gain on Sale of Assets                 | 824,715             | 5,898       | 818,817   | 13883%   |
| Interest Income (Loss)                 | 135,614             | 257,612     | (121,998) | -47%     |
| Ad Valorem Tax Revenue                 | 907,332             | 1,538,248   | (630,916) | -41%     |
| Ad Valorem Tax Expense                 | (911,762)           | (1,544,986) | 633,224   | -41%     |
| (Loss) on Disposal of Fixed Assets     | -                   | -           | 0         | #DIV/0!  |
| Interest Expense                       | -                   | -           | -         | #DIV/0!  |
| Total Non-Operating Revenue (Expense)  | 6,639,379           | 3,071,753   | 3,567,626 |          |
| Net Income (Loss) Before Depreciation* | 7,963,801           | 4,228,288   |           |          |

\* Net Income before capital contributions and transfers

**MELBOURNE ORLANDO INTERNATIONAL AIRPORT**  
**Statement of Revenues, Expenditures and Changes in Fund Net Assets**  
**July 31, 2021**

|  | YTD Actual        | Annual Budget      | % of Budget |
|--|-------------------|--------------------|-------------|
| <b>Operating Revenues:</b>                         |                   |                    |             |
| Airline Landing Fees                               | 358,090           | 328,312            | 109%        |
| Airline Service Fees                               | 1,609,560         | 1,129,678          | 142%        |
| Land & Bldg Lease Rents                            | 7,572,299         | 8,416,372          | 90%         |
| Terminal Rents                                     | 194,962           | 257,705            | 76%         |
| Parking Lot Fees                                   | 819,300           | 850,000            | 96%         |
| Car Rental Concessions                             | 666,927           | 481,162            | 139%        |
| Restaurant Concessions                             | 26,981            | 64,893             | 42%         |
| Mobile Home Park Rent                              | 1,651,736         | 2,018,003          | 82%         |
| T-Hangar Rentals                                   | 78,697            | 118,081            | 67%         |
| Operating Grant Revenue                            | 88,364            | 72,000             | 123%        |
| Other  | 321,231           | 250,329            | 128%        |
| <b>Total Operating Revenues</b>                    | <b>13,388,147</b> | <b>13,986,535</b>  | <b>96%</b>  |
| <b>Operating Expense:</b>                          |                   |                    |             |
| Personnel Services                                 | 4,286,465         | 5,651,466          | 76%         |
| Contract Services                                  | 3,790,863         | 4,787,746          | 79%         |
| Police & Fire Services                             | 966,505           | 1,206,260          | 80%         |
| Maintenance and Operations                         | 3,019,892         | 5,244,755          | 58%         |
| Other  | -                 | -                  | #DIV/0!     |
| <b>Total Operating Expenses</b>                    | <b>12,063,725</b> | <b>16,890,227</b>  | <b>71%</b>  |
| <b>Operating Income (Loss)</b>                     | <b>1,324,422</b>  | <b>(2,903,692)</b> |             |
| <b>Non-Operating Revenue (Expense):</b>            |                   |                    |             |
| Passenger Facility Charges                         | 419,798           | 467,373            | 90%         |
| Customer Facility Charges                          | 414,942           | 350,000            | 119%        |
| CARES Grant Revenue                                | 4,848,740         | 8,600,000          | 56%         |
| Gain on Sale of Assets                             | 824,715           | -                  | #DIV/0!     |
| Interest Income (Loss)                             | 135,614           | 197,220            | 69%         |
| Ad Valorem Tax Revenue                             | 907,332           | 1,982,647          | 46%         |
| Ad Valorem Tax Expense                             | (911,762)         | (1,971,907)        | 46%         |
| Gain (Loss) on Disposal of Fixed Assets            | -                 | -                  | #DIV/0!     |
| Interest Expense                                   | -                 | -                  | #DIV/0!     |
| <b>Total Non-Operating Revenue (Expense)</b>       | <b>6,639,379</b>  | <b>9,625,333</b>   |             |
| <b>Net Income (Loss) before</b>                    |                   |                    |             |
| Depreciation, Transfers, and Capital Contributions | 7,963,801         | 6,721,641          |             |
| Depreciation Expense                               | -                 | -                  |             |
| Intra Transfer to Airport Capital                  | -                 | (145,000)          | 0%          |
| <b>Net Income (Loss) After Transfers</b>           | <b>7,963,801</b>  | <b>6,576,641</b>   |             |

**Melbourne Orlando International Airport**  
**Top 10 Operating Revenues**  
**7/31/2021**

| Rank                           | Description                     | YTD<br>FY 2021 | FY 21 % of<br>Total Rev | YTD<br>FY 2020 | FY 20 % of<br>Total Rev | \$ Change | % Change |
|--------------------------------|---------------------------------|----------------|-------------------------|----------------|-------------------------|-----------|----------|
| 1                              | Airfield Facilities Rental      | 4,033,509      | 30%                     | 3,790,667      | 29%                     | 242,842   | 6%       |
| 2                              | Commercial Business Center Rent | 2,720,076      | 20%                     | 2,550,153      | 20%                     | 169,923   | 7%       |
| 3                              | Tropical Haven Revenue          | 1,639,447      | 12%                     | 1,572,606      | 12%                     | 66,841    | 4%       |
| 4                              | Ground Handling Revenue         | 975,342        | 7%                      | 857,277        | 7%                      | 118,065   | 14% A    |
| 5                              | Parking Revenue                 | 819,300        | 6%                      | 965,937        | 7%                      | (146,637) | -15% B   |
| 6                              | Terminal Rent-Airline           | 704,282        | 5%                      | 656,808        | 5%                      | 47,474    | 7%       |
| 7                              | Car Rental Concession           | 666,927        | 5%                      | 691,266        | 5%                      | (24,339)  | -4%      |
| 8                              | Hangar Rent                     | 634,268        | 5%                      | 619,516        | 5%                      | 14,752    | 2%       |
| 9                              | Landing Fees                    | 358,090        | 3%                      | 391,633        | 3%                      | (33,543)  | -9%      |
| 10                             | Security Cost Reimbursement     | 97,473         | 1%                      | 72,155         | 1%                      | 25,318    | 35% C    |
| Total Top 10 Operating Revenue |                                 | 12,648,714     | 94%                     | 12,168,018     | 93%                     | 480,696   |          |
| Other Operating Revenue        |                                 | 739,433        | 6%                      | 848,275        | 7%                      | (108,842) | -13% D   |
| Total Operating Revenue        |                                 | 13,388,147     | 100%                    | 13,016,293     | 100%                    | 371,854   | 3%       |

A Revenue is rebounding after having a significant reduction last year due to Covid and corresponding reductions in airline activity. Although revenue is improving, it is still trending about 7% below FY 19 for same period.

B Parking revenue continues to be soft despite increases in airline activity; the Covid impact started in March 2020 so FY 20 had almost half of the year with "normal" numbers.

C Several tenants are adding staff that require badges which has resulted in a significant increase in this revenue item.

D Most of the decrease is due to lingering impacts from the pandemic (fewer passengers, rent relief provided coupled with higher ramp fees last year as airlines parked aircraft at MLB that were taken out of service):

|                                 | 7/31/2021 | 7/31/2020  | \$ Change   | % Change |
|---------------------------------|-----------|------------|-------------|----------|
| Terminal Concession Fees (Metz) | \$ 26,981 | \$ 83,542  | \$ (56,561) | -68%     |
| Taxi/Limo Trip Fees             | \$ 31,039 | \$ 37,846  | \$ (6,807)  | -18%     |
| Ramp Fees                       | \$ 20,498 | \$ 56,995  | \$ (36,497) | -64%     |
|                                 | \$ 78,518 | \$ 178,383 | \$ (99,865) |          |

**Melbourne Orlando International Airport**  
**Top 10 Operating Expenses**  
**7/31/2021**

| Description                         | YTD<br>FY 2021 | FY 21 %<br>Operating<br>Expense | YTD<br>FY 2020 | FY 20 %<br>Operating<br>Expense | \$ change | % change |
|-------------------------------------|----------------|---------------------------------|----------------|---------------------------------|-----------|----------|
| 1 Personnel                         | 4,286,465      | 36%                             | 4,193,097      | 35%                             | 93,368    | 2%       |
| 2 Other Contract Services           | 2,042,087      | 17%                             | 2,441,019      | 21%                             | (398,932) | -16%     |
| 3 Fire Services                     | 945,351        | 8%                              | 920,435        | 8%                              | 24,916    | 3%       |
| 4 Outside Counsel Fees              | 576,564        | 5%                              | 245,201        | 2%                              | 331,363   | 135% A   |
| 5 Consulting Fees                   | 438,085        | 4%                              | 374,774        | 3%                              | 63,311    | 17%      |
| 6 Electric                          | 412,946        | 3%                              | 398,164        | 3%                              | 14,782    | 4%       |
| 7 Contractual Employee              | 399,621        | 3%                              | 445,583        | 4%                              | (45,962)  | -10%     |
| 8 Risk Management                   | 351,548        | 3%                              | 318,630        | 3%                              | 32,918    | 10%      |
| 9 Cable TV Expense                  | 262,154        | 2%                              | 238,356        | 2%                              | 23,798    | 10%      |
| 10 A/C Repair & Maintenance Expense | 215,525        | 2%                              | 153,780        | 1%                              | 61,745    | 40% B    |
| Total Top 10 Operating Expense      | 9,930,346      | 82%                             | 9,729,039      | 82%                             |           |          |
| Other Operating Expense             | 2,133,379      | 18%                             | 2,130,719      | 18%                             | 2,660     | 0%       |
| Total Operating Expense             | 12,063,725     | 100%                            | 11,859,758     | 100%                            | 203,967   | 2%       |

A Increase is due to GOAA lawsuit defense, costs geared up in FY 21 as we reached a settlement on the Airport name. Last year's expenditures on GOAA lawsuit were \$69,712 compared to \$398,817 this year (through period 10). Note that these costs are expected to be lower going forward as the lawsuit has been settled (No significant expenditures since January 2021).

B The airport outsourced monthly maintenance on air conditioning units on the terminal facility and other leased buildings that the airport is responsible for building maintenance. Prior to executing this contract, this was performed in-house and was more reactive to maintenance and replacement of units due to staffing limitations. The goal of outsourcing this function (approx. 2 years ago) was to reduce A/C failures and extend the lives of existing A/C units. There has been an increase in the required maintenance which has included replacement of more units in FY 21 vs. FY 20.

**Melbourne Orlando Int'l Airport**  
**Cash Flow Projection**  
**8/31/2021**

|   | August-21       | September-21     | October-21      | November-21      | December-21      | January-22     | February-22     | March-22         | April-22         | May-22           | June-22          | July-22          |
|---|-----------------|------------------|-----------------|------------------|------------------|----------------|-----------------|------------------|------------------|------------------|------------------|------------------|
| Beginning Cash/Investment Balance                           | \$ 29,365,799   | \$ 26,166,007    | \$ 28,491,505   | \$ 28,494,879    | \$ 25,151,433    | \$ 22,622,332  | \$ 21,164,723   | \$ 21,155,536    | \$ 18,511,624    | \$ 17,062,007    | \$ 16,734,183    | \$ 18,878,438    |
| Operating Revenue   | 1,181,980       | 1,181,980        | 1,181,980       | 1,181,980        | 1,181,980        | 2,144,841      | 1,181,980       | 1,527,349        | 1,527,349        | 1,527,349        | 1,527,349        | 1,527,349        |
| Plus: CARES Grant   | 10,527,311      | 2,250,000        |                 |                  | 2,250,000        |                |                 | 2,250,000        |                  |                  | 2,250,000        |                  |
| Less: Prepaid Rent Recorded as Deferred Revenue             | (27,272)        | (27,272)         | (27,272)        | (27,272)         | (27,272)         | (27,272)       | (27,272)        | (27,272)         | (27,272)         | (27,272)         | (27,272)         | (27,272)         |
| Plus: Monthly Collections Ad Valorem Tax                    | 133,988         | 133,988          | 133,988         | 133,988          | 133,988          | 133,988        | 133,988         | 133,988          | 133,988          | 133,988          | 133,988          | 133,988          |
| Plus: Land Sales  |                 | 3,229,962        |                 | 1,800,000        |                  |                |                 |                  |                  |                  |                  |                  |
| Operating Expense:  |                 |                  |                 |                  |                  |                |                 |                  |                  |                  |                  |                  |
| Liability Insurance   |                 |                  |                 |                  |                  |                |                 |                  |                  |                  |                  | (60,450)         |
| Personnel   | (461,906)       | (461,906)        | (461,906)       | (461,906)        | (461,906)        | (475,733)      | (475,733)       | (475,733)        | (475,733)        | (475,733)        | (475,733)        | (475,733)        |
| Tui Transition Consultant                                   | (13,500)        | (13,500)         | (13,500)        | (13,500)         | (13,500)         | (13,500)       | (13,500)        | (13,500)         |                  |                  |                  |                  |
| TUI Marketing Incentive Reimbursement                       |                 |                  |                 |                  |                  |                |                 |                  |                  |                  |                  |                  |
| Interest Expense  |                 |                  |                 |                  | (87,750)         |                |                 |                  |                  |                  | (87,750)         |                  |
| Maintenance and Operations Expense                          | (852,077)       | (852,077)        | (852,077)       | (3,472,500)      | (877,639)        | (877,639)      | (877,639)       | (1,431,779)      | (1,431,779)      | (1,431,779)      | (1,431,779)      | (1,431,779)      |
| <b>Net Increase (Decrease) in Cash Flow from Operations</b> | <b>(38,787)</b> | <b>5,441,175</b> | <b>(38,787)</b> | <b>(859,210)</b> | <b>2,097,901</b> | <b>884,685</b> | <b>(78,176)</b> | <b>1,963,053</b> | <b>(273,447)</b> | <b>(273,447)</b> | <b>1,888,803</b> | <b>(333,897)</b> |
| Total Capital Outlay  | (3,853,608)     | (5,915,073)      | (4,258,586)     | (5,246,603)      | (6,931,943)      | (8,781,414)    | (6,041,070)     | (5,823,738)      | (2,581,800)      | (960,956)        | -                | (400,000)        |
| Total Capital Grant Revenue                                 | 637,349         | 2,742,722        | 4,252,266       | 2,698,220        | 2,224,010        | 1,354,045      | 1,961,098       | 907,163          | 1,131,738        | 624,769          | -                | -                |
| PFC Collections (Reimbursement of Eligible Costs)           | 20,776          | 21,310           | 18,229          | 24,132           | 30,446           | 32,005         | 97,058          | 201,732          | 178,459          | 183,618          | 166,444          | 166,275          |
| CFC Collections (Designated for Future Projects)            | 34,478          | 35,364           | 30,252          | 40,015           | 50,485           | 53,070         | 51,903          | 107,879          | 95,433           | 98,192           | 89,008           | 88,918           |
| Debt Draws (from Escrow)                                    |                 |                  |                 |                  |                  | 5,000,000      | 4,000,000       | -                |                  |                  |                  |                  |
| Net Increase (Decrease) in Cash From Capital and Debt       | (3,161,005)     | (3,115,677)      | 42,162          | (2,484,236)      | (4,627,002)      | (2,342,294)    | 68,989          | (4,606,964)      | (1,176,170)      | (54,377)         | 255,453          | (144,807)        |
| Beginning Cash/Investments                                  | 29,365,799      | 26,166,007       | 28,491,505      | 28,494,879       | 25,151,433       | 22,622,332     | 21,164,723      | 21,155,536       | 18,511,624       | 17,062,007       | 16,734,183       | 18,878,438       |
| Ending Cash/Investments                                     | 26,166,007      | 28,491,505       | 28,494,879      | 25,151,433       | 22,622,332       | 21,164,723     | 21,155,536      | 18,511,624       | 17,062,007       | 16,734,183       | 18,878,438       | 18,399,734       |

**Melbourne Orlando Int'l Airport**  
**Cash Flow Projection - Capital Exp and Grant Revenue**  
**8/31/2021**

| Capital Project Expenditures   | Proj #       | Total Cost       | indi     | Prior Expenditures | August-21          | September-21       | October-21         | November-21        | December-21        | January-22         | February-22        | March-22           | April-22           | May-22           | June-22  | July-22          |
|--|--------------|------------------|----------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|----------|------------------|
| Airfield Utilities-GA Dr. & SO Lift                                      | 51119        | 1,400,000        | E        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Ground Run Up Enclosure Facility   | 50319        | 4,000,000        | D        | (3,874,005)        | (18,454)           | (107,541)          |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Security System-phase 1  | 50419        | 461,959          | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Terminal Exp-Public Space (Haskell)                                      | 50519        | 43,317,065       | E        | (7,744,720)        | (2,891,490)        | (4,022,457)        | (2,664,669)        | (3,938,136)        | (4,823,476)        | (5,772,947)        | (3,982,603)        | (4,398,162)        | (2,547,300)        | (531,105)        |          |                  |
| Terminal Exp-Public Space (Others)                                       | 50519        | 1,139,549        | E        | (579,735)          | (53,963)           | (34,500)           | (234,500)          | (34,500)           | (34,500)           | (34,500)           | (34,500)           | (34,500)           | (34,500)           | (29,851)         |          |                  |
| Terminal Exp-PBBs (2)  | 54119        | 3,024,428        | D        | (208,822)          | (13,848)           | (85,928)           | (100,000)          | (100,000)          | (500,000)          | (750,000)          | (750,000)          | (515,830)          |                    |                  |          |                  |
| Terminal Exp-Apron   | 54219        | 13,277,897       | D        | (2,553,316)        | (875,853)          | (1,603,647)        | (1,173,967)        | (1,173,967)        | (1,573,967)        | (2,173,967)        | (1,273,967)        | (875,246)          |                    |                  |          |                  |
| ATCT Construction (FDOT)   | 50215        | 300,000          | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Airplane Deposit Facility  | 50619        | 70,000           | C        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Taxiway S Improvements-Phase 1   | 50120        | 3,400,000        | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Perimeter Road Rehab   | 50220        | 125,000          | C        |                    |                    | (61,000)           |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| PBB 5 Replacement  | 50320        | 1,669,094        | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Aerospace Dr. Lift Station Replace                                       | 50520        | 85,000           | C        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Tropical Haven Facility Improvements                                     | 50620        | 256,491          | C        | (146,227)          |                    |                    | (60,450)           |                    |                    |                    |                    |                    |                    |                  |          |                  |
| <b>Northside Expansion</b>   | <b>54120</b> | <b>9,392,132</b> | <b>D</b> |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Northside Exp-St. Michael PI Ext   | 54220        | 6,100,000        | D        | (157,657)          | -                  | -                  |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Northside Exp-T/W M Ext  | 54320        | 3,930,000        | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Northside Exp-Infrastructure Dev   | 54420        | 3,102,444        | D        | (131,197)          | -                  |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| Equipment Purchases  |              | 1,042,900        | C        |                    |                    |                    | (25,000)           |                    |                    | (50,000)           |                    |                    |                    | (400,000)        |          | (400,000)        |
| <b>Total Capital Outlay</b>  |              |                  |          |                    | <b>(3,853,608)</b> | <b>(5,915,073)</b> | <b>(4,258,586)</b> | <b>(5,246,603)</b> | <b>(6,931,943)</b> | <b>(8,781,414)</b> | <b>(6,041,070)</b> | <b>(5,823,738)</b> | <b>(2,581,800)</b> | <b>(960,956)</b> | <b>-</b> | <b>(400,000)</b> |
| <b>Grant Revenue</b>   |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| FDOT Grant-ATCT Equip Relo   |              |                  |          |                    |                    | 21,500             |                    | -                  |                    |                    |                    |                    |                    |                  |          |                  |
| FDOT Grant ATCT Construction   |              |                  |          |                    |                    | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                | -        | -                |
| FDEO Grant-Ground Run up   |              |                  |          | 3,269,510          |                    | 259,494            |                    | 107,541            | 363,278            | -                  | -                  | -                  | -                  | -                | -        | -                |
| <b>TERMINAL EXPANSION GRANTS</b>   |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| FDOT-Terminal Rehab FY 20/FY 21 (438452-1-94-03--\$6,093,954)            |              |                  |          | 2,218,487          |                    | 693,896            | 1,498,136          | 998,423            | 685,012            |                    |                    |                    |                    |                  |          |                  |
| FAA Discretionary PBBs (2) Grnt 50- FY 20 (\$2,644,650)                  |              |                  |          | 187,940            |                    |                    | 89,798             |                    | 90,000             | 90,000             | 450,000            | 675,000            | 675,000            | 386,912          |          |                  |
| FAA Entitlements Term Rehab FY 20-FY 22 (\$6,895,959)*                   |              |                  |          | 942,828            | 294,896            | 454,429            | 640,653            | 424,204            | 655,775            | 763,483            | 912,703            | 631,331            | 696,641            | 405,758          | 73,268   | -                |
| FAA Grant 48 Funding Lag (3 year grant; final year funds in August 2022) |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    | (813,087)          | (696,641)          | (405,758)        | (73,268) | -                |
| FAA Supplemental Term Rehab - FY 20 (\$4,444,444)                        |              |                  |          | 617,729            | 193,212            | 297,937            | 420,031            | 278,120            | 429,945            | 500,562            | 598,395            | 413,919            | 456,738            | 237,857          | -        | -                |
| FAA Discretionary Ramp - FY 20 (\$6,000,000)                             |              |                  |          | 2,630,567          |                    | 875,853            | 1,603,647          | 889,933            |                    |                    |                    |                    |                    |                  |          |                  |
| <b>NORTHSIDE EXPANSION GRANTS</b>  |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| FDEO   |              | <b>3,922,132</b> |          |                    |                    |                    | 131,197            |                    |                    |                    |                    |                    |                    |                  |          |                  |
| FDOT   |              | <b>4,783,000</b> |          |                    | <b>149,241</b>     | <b>8,416</b>       |                    |                    |                    |                    |                    |                    |                    |                  |          |                  |
| <b>Total Grant Revenue</b>   |              |                  |          |                    | <b>637,349</b>     | <b>2,742,722</b>   | <b>4,252,266</b>   | <b>2,698,220</b>   | <b>2,224,010</b>   | <b>1,354,045</b>   | <b>1,961,098</b>   | <b>907,163</b>     | <b>1,131,738</b>   | <b>624,769</b>   | <b>-</b> | <b>-</b>         |

\*Grant awarded September 2020; entitlement grant award is paid out over 3 years

# Terminal Expansion/Renovation - Expenditures vs. Budget

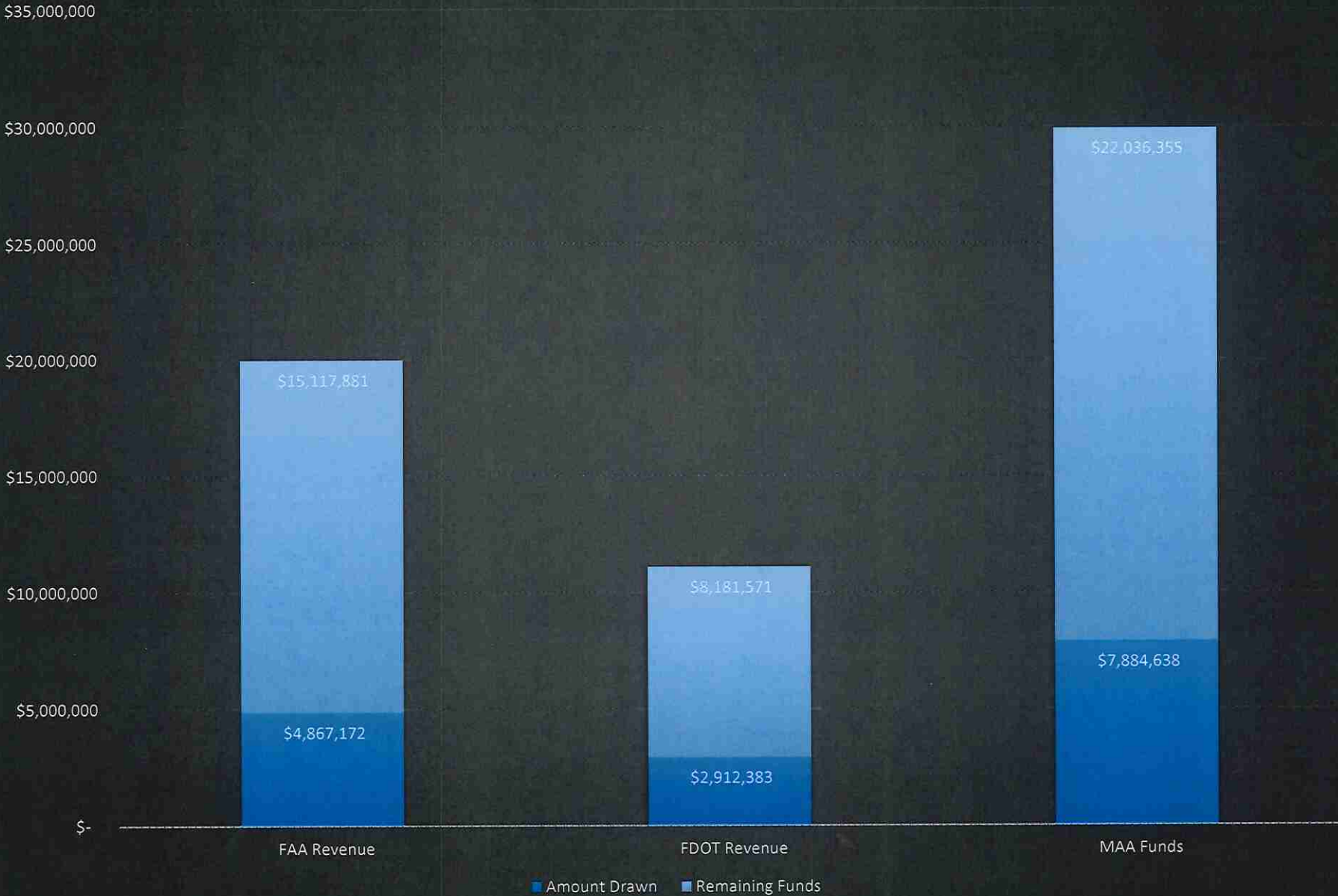
\$60,000,000  
\$50,000,000  
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\$30,000,000  
\$20,000,000  
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1

Total Spent: Open PO Balance Total Project Budget:

# Terminal Expansion/Renovation Funding Progress





8/31/2021

| <b>MAA Funds</b>           | Initial Amount       |                      |                      | CARES Grant Amount | Total Drawn   | Balance      |
|----------------------------|----------------------|----------------------|----------------------|--------------------|---------------|--------------|
|                            | Grant/Debt/Cash      | Amount Drawn         | Remaining Funds      |                    |               |              |
| FAA Grant 49-CARES         | \$ 10,876,031        | \$ 10,527,311        | \$ 348,720           | \$ 19,823,709      | \$ 10,527,311 | \$ 9,296,398 |
| Land Sales-Nasa Property   | \$ 815,000           | \$ 815,000           | \$ -                 |                    |               |              |
| Land Sales-Police Property | \$ 3,229,962         | \$ -                 | \$ 3,229,962         |                    |               |              |
| Land Sales-USPS Property   | \$ 1,800,000         | \$ -                 | \$ 1,800,000         |                    |               |              |
| Debt                       | \$ 9,000,000         | \$ -                 | \$ 9,000,000         |                    |               |              |
| Reserves                   | \$ 4,200,000         | \$ -                 | \$ 4,200,000         |                    |               |              |
| <b>MAA Funds</b>           | <b>\$ 29,920,993</b> | <b>\$ 11,342,311</b> | <b>\$ 18,578,682</b> |                    |               |              |

\$ 10,876,031

# **Projected Debt per Enplanement**

**MLB-\$15 million Debt**

MLB  
Terminal Financing Information  
Debt/Enplanement

9/8/2021

|                                    | 2019    | 2020    | 2021         | 2022          | 2023          | 2024          | 2025          | 2026          | 2027         | 2028         | 2029         | 2030         | 2031         |
|------------------------------------|---------|---------|--------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|--------------|
| Beginning Balance-Debt Outstanding | \$ -    | \$ -    | \$ 9,000,000 | \$ 15,000,000 | \$ 15,000,000 | \$ 15,000,000 | \$ 13,200,000 | \$ 11,379,000 | \$ 9,537,000 | \$ 7,674,000 | \$ 5,039,000 | \$ 2,382,000 | \$ 1,202,000 |
| Less: Principal Payment            |         |         |              |               |               | (1,800,000)   | (1,821,000)   | (1,842,000)   | (1,863,000)  | (2,635,000)  | (2,657,000)  | (1,180,000)  | (1,202,000)  |
| Ending Debt Outstanding            | -       | -       | 9,000,000    | 15,000,000    | 15,000,000    | 13,200,000    | 11,379,000    | 9,537,000     | 7,674,000    | 5,039,000    | 2,382,000    | 1,202,000    | -            |
| Annual Enplanements                | 240,924 | 109,925 | 133,118      | 313,455       | 340,079       | 366,702       | 377,703       | 389,034       | 400,705      | 412,727      | 425,108      | 437,862      | 450,997      |
| Debt/Enplanement                   |         |         | \$ 67.61     | \$ 47.85      | \$ 44.11      | \$ 36.00      | \$ 30.13      | \$ 24.51      | \$ 19.15     | \$ 12.21     | \$ 5.60      | \$ 2.75      | \$ -         |

|         | Small Hub | Non-Hub  |
|---------|-----------|----------|
| Moody's | \$ 58.00  | \$ 66.00 |
| Fitch   | \$ 65.00  |          |

**Projected Debt Service Coverage Ratios**

**MLB-\$15 million Debt**

Melbourne Orlando International Airport  
 Debt Service Coverage Ratio Summary--Various Scenarios  
 9/9/2021

Purpose: To demonstrate coverage proformas with various scenarios and compare to industry averages.

| Scenario | Basis                          | Low Year Coverage | Year |
|----------|--------------------------------|-------------------|------|
| A1       | Expected                       | 1.67              | 2024 |
| A2       | 50% Reduction in TUI Activity  | 1.52              | 2028 |
| A3       | 100% Reduction in TUI Activity | 1.19              | 2028 |

Debt Covenant = 1.0

| Rating Agency | Avg Coverage | 2020 | 2019 | 2018 |
|---------------|--------------|------|------|------|
| Moodys        |              | 1.10 | 1.76 | 1.64 |
| Fitch         |              |      | 1.90 | 2.00 |

**MELBOURNE ORLANDO DEBT CAPACITY PROFORMAS**  
**SCENARIO A3 - 100% REDUCTION IN TUI FLIGHT SCHEDULE**

|   | Actual<br>2019      | 2020                | 2021                | 2022                | 2023                | 2024                | 2025                | 2026                | 2027                | 2028                |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Operating Revenues:</b>                          |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| From Existing Operations                            | \$16,943,349        | \$15,363,422        | \$14,952,199        | \$16,096,182        | \$16,943,349        | \$17,282,216        | \$17,627,860        | \$17,980,418        | \$18,340,026        | \$18,706,826        |
| Incremental Revenues from TUI Air Service           |                     |                     |                     | \$1,853,617         | \$1,906,666         | \$2,466,692         | \$2,522,971         | \$2,580,939         | \$2,640,645         | \$2,702,143         |
| Revenue Decrease from Flight Reduction              |                     |                     |                     | (\$1,853,617)       | (\$1,906,666)       | (\$2,466,692)       | (\$2,522,971)       | (\$2,580,939)       | (\$2,640,645)       | (\$2,702,143)       |
| <b>Total Operating Revenue</b>                      | <b>\$16,943,349</b> | <b>\$15,363,422</b> | <b>\$14,952,199</b> | <b>\$16,096,182</b> | <b>\$16,943,349</b> | <b>\$17,282,216</b> | <b>\$17,627,860</b> | <b>\$17,980,418</b> | <b>\$18,340,026</b> | <b>\$18,706,826</b> |
| <b>Operating Expenses</b>                           |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| From Existing Operations                            | \$15,863,978        | \$14,335,173        | \$14,636,804        | \$15,070,779        | \$15,863,978        | \$16,181,258        | \$16,504,883        | \$16,834,980        | \$17,171,680        | \$17,515,114        |
| Incremental Expense from TUI Air Service            |                     |                     |                     | 4,457,800           | 4,361,914           | 3,109,762           | 2,616,004           | 2,022,371           | 2,028,866           | 2,035,490           |
| Expense Decrease from Flight Reduction              |                     |                     |                     | (4,457,800)         | (4,361,914)         | (3,109,762)         | (2,616,004)         | (2,022,371)         | (2,028,866)         | (2,035,490)         |
| <b>Total Operating Expenses</b>                     | <b>\$15,863,978</b> | <b>\$14,335,173</b> | <b>\$14,636,804</b> | <b>\$15,070,779</b> | <b>\$15,863,978</b> | <b>\$16,181,258</b> | <b>\$16,504,883</b> | <b>\$16,834,980</b> | <b>\$17,171,680</b> | <b>\$17,515,114</b> |
| <b>Operating Income</b>                             | <b>\$1,079,371</b>  | <b>\$1,028,249</b>  | <b>\$315,395</b>    | <b>\$1,025,402</b>  | <b>\$1,079,371</b>  | <b>\$1,100,958</b>  | <b>\$1,122,978</b>  | <b>\$1,145,437</b>  | <b>\$1,168,346</b>  | <b>\$1,191,713</b>  |
| Interest Income                                     | \$398,194           | \$385,369           | \$197,220           | \$197,220           | \$197,220           | \$197,220           | \$197,220           | \$197,220           | \$197,220           | \$197,220           |
| <b>Operating Income (Including Interest Income)</b> | <b>\$1,477,565</b>  | <b>\$1,413,618</b>  | <b>\$512,615</b>    | <b>\$1,222,622</b>  | <b>\$1,276,591</b>  | <b>\$1,298,178</b>  | <b>\$1,320,198</b>  | <b>\$1,342,657</b>  | <b>\$1,365,566</b>  | <b>\$1,388,933</b>  |
| <b>Plus: CFCs From Existing Operations</b>          |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
|   | 354,024             | 589,779             | \$468,162           | \$562,500           | \$750,000           | \$765,000           | \$780,300           | \$795,906           | \$811,824           | \$828,061           |
| <b>Plus: Incremental CFCs from TUI Air Service</b>  |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
|   |                     |                     |                     | \$512,001           | \$522,241           | \$532,686           | \$543,340           | \$554,206           | \$565,290           | \$576,596           |
| <b>Less: 100% reduction in CFCs</b>                 |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
|   |                     |                     |                     | (\$512,001)         | (\$522,241)         | (\$532,686)         | (\$543,340)         | (\$554,206)         | (\$565,290)         | (\$576,596)         |
| <b>Total CFCs Available for Debt Service</b>        | <b>354,024</b>      | <b>589,779</b>      | <b>\$468,162</b>    | <b>\$562,500</b>    | <b>\$750,000</b>    | <b>\$765,000</b>    | <b>\$780,300</b>    | <b>\$795,906</b>    | <b>\$811,824</b>    | <b>\$828,061</b>    |
| <b>Plus: PFCs From Existing Operations</b>          |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
|   | \$1,002,531         | \$591,282           | \$444,624           | \$751,898           | \$1,002,531         | \$1,022,582         | \$1,043,033         | \$1,063,894         | \$1,085,172         | \$1,106,875         |
| <b>Plus: Incremental PFCs from TUI Air Service</b>  |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
|   |                     |                     |                     | \$499,485           | \$509,475           | \$519,664           | \$530,057           | \$540,659           | \$551,472           | \$562,501           |
| <b>Less: 100% reduction in PFCs</b>                 |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
|   |                     |                     |                     | (\$499,485)         | (\$509,475)         | (\$519,664)         | (\$530,057)         | (\$540,659)         | (\$551,472)         | (\$562,501)         |
| <b>Total PFCs Available for Debt Service</b>        | <b>\$1,002,531</b>  | <b>\$591,282</b>    | <b>\$444,624</b>    | <b>\$751,898</b>    | <b>\$1,002,531</b>  | <b>\$1,022,582</b>  | <b>\$1,043,033</b>  | <b>\$1,063,894</b>  | <b>\$1,085,172</b>  | <b>\$1,106,875</b>  |
| <b>Total Amounts Available for Debt Service</b>     | <b>\$2,834,120</b>  | <b>\$2,594,679</b>  | <b>\$1,425,401</b>  | <b>\$2,537,021</b>  | <b>\$3,029,122</b>  | <b>\$3,085,760</b>  | <b>\$3,143,531</b>  | <b>\$3,202,457</b>  | <b>\$3,262,562</b>  | <b>\$3,323,869</b>  |
| Terminal Series 1 Debt Service                      | \$0                 | \$0                 | \$0                 | \$180,375           | \$175,500           | \$1,225,500         | \$1,226,025         | \$1,226,141         | \$1,225,847         | \$1,226,143         |
| Terminal Series 2 Debt Service                      | \$0                 | \$0                 | \$0                 | \$58,500            | \$117,000           | \$867,000           | \$852,375           | \$837,750           | \$823,125           | \$1,558,500         |
| <b>Estimated Debt Service</b>                       | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$238,875</b>    | <b>\$292,500</b>    | <b>\$2,092,500</b>  | <b>\$2,078,400</b>  | <b>\$2,063,891</b>  | <b>\$2,048,972</b>  | <b>\$2,784,643</b>  |
| <b>Debt Service Coverage</b>                        | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>10.62</b>        | <b>10.36</b>        | <b>1.47</b>         | <b>1.51</b>         | <b>1.55</b>         | <b>1.59</b>         | <b>1.19</b>         |

**Assumptions**

|  |   |
|--|---|
| Passenger Activity from Existing Operations: | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| Operating Rev/Exp from Existing Operations:  | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| Rev/Exp Impact from TUI Air Service:         | Based on proforma projections   |
| Revenues from Northside Expansion:           | None  |
| PFCs from Existing Operations:               | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| CFCs from Existing Operations:               | Returns to 2019 level by 2023 (plus full year at new CFC rate); 2% annual growth thereafter |
| PFC/CFC Impact from TUI Air Service:         | Initial year based on proforma projections; 2% annual growth thereafter                     |

**MELBOURNE ORLANDO DEBT CAPACITY PROFORMAS  
SCENARIO A2 - 50% REDUCTION IN TUI FLIGHT SCHEDULE**

|   | Actual<br>2019      | 2020                | 2021                | 2022                | 2023                | 2024                | 2025                | 2026                | 2027                | 2028                |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Operating Revenues:</b>                          |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| From Existing Operations                            | \$16,943,349        | \$15,363,422        | \$14,952,199        | \$16,096,182        | \$16,943,349        | \$17,282,216        | \$17,627,860        | \$17,980,418        | \$18,340,026        | \$18,706,826        |
| Incremental Revenues from TUI Air Service           |                     |                     |                     | \$1,853,617         | \$1,906,666         | \$2,466,692         | \$2,522,971         | \$2,580,939         | \$2,640,645         | \$2,702,143         |
| Revenue Decrease from Flight Reduction              |                     |                     |                     | (\$926,809)         | (\$953,333)         | (\$1,233,346)       | (\$1,261,486)       | (\$1,290,470)       | (\$1,320,323)       | (\$1,351,072)       |
| <b>Total Operating Revenue</b>                      | <b>\$16,943,349</b> | <b>\$15,363,422</b> | <b>\$14,952,199</b> | <b>\$17,022,990</b> | <b>\$17,896,682</b> | <b>\$18,515,562</b> | <b>\$18,889,346</b> | <b>\$19,270,887</b> | <b>\$19,660,348</b> | <b>\$20,057,898</b> |
| <b>Operating Expenses</b>                           |                     |                     |                     |                     |                     |                     |                     |                     |                     |                     |
| From Existing Operations                            | \$15,863,978        | \$14,335,173        | \$14,636,804        | \$15,070,779        | \$15,863,978        | \$16,181,258        | \$16,504,883        | \$16,834,980        | \$17,171,680        | \$17,515,114        |
| Incremental Expense from TUI Air Service            |                     |                     |                     | 2,228,900           | 4,361,914           | 3,109,762           | 2,616,004           | 2,022,371           | 2,028,866           | 2,035,490           |
| Expense Decrease from Flight Reduction              |                     |                     |                     | (1,114,450)         | (2,180,957)         | (1,554,881)         | (1,308,002)         | (1,011,186)         | (1,014,433)         | (1,017,745)         |
| <b>Total Operating Expenses</b>                     | <b>\$15,863,978</b> | <b>\$14,335,173</b> | <b>\$14,636,804</b> | <b>\$16,185,229</b> | <b>\$18,044,935</b> | <b>\$17,736,139</b> | <b>\$17,812,885</b> | <b>\$17,846,166</b> | <b>\$18,186,113</b> | <b>\$18,532,859</b> |
| <b>Operating Income</b>                             | <b>\$1,079,371</b>  | <b>\$1,028,249</b>  | <b>\$315,395</b>    | <b>\$837,761</b>    | <b>(\$148,253)</b>  | <b>\$779,423</b>    | <b>\$1,076,461</b>  | <b>\$1,424,721</b>  | <b>\$1,474,235</b>  | <b>\$1,525,039</b>  |
| <b>Interest Income</b>                              | <b>\$398,194</b>    | <b>\$385,369</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    |
| <b>Operating Income (Including Interest Income)</b> | <b>\$1,477,565</b>  | <b>\$1,413,618</b>  | <b>\$512,615</b>    | <b>\$1,034,981</b>  | <b>\$48,967</b>     | <b>\$976,643</b>    | <b>\$1,273,681</b>  | <b>\$1,621,941</b>  | <b>\$1,671,455</b>  | <b>\$1,722,259</b>  |
| <b>Plus: CFCs From Existing Operations</b>          | <b>354,024</b>      | <b>589,779</b>      | <b>\$468,162</b>    | <b>\$562,500</b>    | <b>\$750,000</b>    | <b>\$765,000</b>    | <b>\$780,300</b>    | <b>\$795,906</b>    | <b>\$811,824</b>    | <b>\$828,061</b>    |
| <b>Plus: Incremental CFCs from TUI Air Service</b>  |                     |                     |                     | <b>\$512,001</b>    | <b>\$522,241</b>    | <b>\$532,686</b>    | <b>\$543,340</b>    | <b>\$554,206</b>    | <b>\$565,290</b>    | <b>\$576,596</b>    |
| <b>Less: 50% reduction in CFCs</b>                  |                     |                     |                     | <b>(\$256,001)</b>  | <b>(\$261,121)</b>  | <b>(\$266,343)</b>  | <b>(\$271,670)</b>  | <b>(\$277,103)</b>  | <b>(\$282,645)</b>  | <b>(\$288,298)</b>  |
| <b>Total CFCs Available for Debt Service</b>        | <b>354,024</b>      | <b>589,779</b>      | <b>\$468,162</b>    | <b>\$818,501</b>    | <b>\$1,011,121</b>  | <b>\$1,031,343</b>  | <b>\$1,051,970</b>  | <b>\$1,073,009</b>  | <b>\$1,094,469</b>  | <b>\$1,116,359</b>  |
| <b>Plus: PFCs From Existing Operations</b>          | <b>\$1,002,531</b>  | <b>\$591,282</b>    | <b>\$444,624</b>    | <b>\$751,898</b>    | <b>\$1,002,531</b>  | <b>\$1,022,582</b>  | <b>\$1,043,033</b>  | <b>\$1,063,894</b>  | <b>\$1,085,172</b>  | <b>\$1,106,875</b>  |
| <b>Plus: Incremental PFCs from TUI Air Service</b>  |                     |                     |                     | <b>\$499,485</b>    | <b>\$509,475</b>    | <b>\$519,664</b>    | <b>\$530,057</b>    | <b>\$540,659</b>    | <b>\$551,472</b>    | <b>\$562,501</b>    |
| <b>Less: 50% reduction in PFCs</b>                  |                     |                     |                     | <b>(\$249,743)</b>  | <b>(\$254,737)</b>  | <b>(\$259,832)</b>  | <b>(\$265,029)</b>  | <b>(\$270,329)</b>  | <b>(\$275,736)</b>  | <b>(\$281,251)</b>  |
| <b>Total PFCs Available for Debt Service</b>        | <b>\$1,002,531</b>  | <b>\$591,282</b>    | <b>\$444,624</b>    | <b>\$1,001,641</b>  | <b>\$1,257,268</b>  | <b>\$1,282,414</b>  | <b>\$1,308,062</b>  | <b>\$1,334,223</b>  | <b>\$1,360,908</b>  | <b>\$1,388,126</b>  |
| <b>Total Amounts Available for Debt Service</b>     | <b>\$2,834,120</b>  | <b>\$2,594,679</b>  | <b>\$1,425,401</b>  | <b>\$2,855,122</b>  | <b>\$2,317,356</b>  | <b>\$3,290,400</b>  | <b>\$3,633,713</b>  | <b>\$4,029,174</b>  | <b>\$4,126,832</b>  | <b>\$4,226,744</b>  |
| <b>Terminal Series 1 Debt Service</b>               | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$180,375</b>    | <b>\$175,500</b>    | <b>\$1,225,500</b>  | <b>\$1,226,025</b>  | <b>\$1,226,141</b>  | <b>\$1,225,847</b>  | <b>\$1,226,143</b>  |
| <b>Terminal Series 2 Debt Service</b>               | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$58,500</b>     | <b>\$117,000</b>    | <b>\$867,000</b>    | <b>\$852,375</b>    | <b>\$837,750</b>    | <b>\$823,125</b>    | <b>\$1,558,500</b>  |
| <b>Estimated Debt Service</b>                       | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$238,875</b>    | <b>\$292,500</b>    | <b>\$2,092,500</b>  | <b>\$2,078,400</b>  | <b>\$2,063,891</b>  | <b>\$2,048,972</b>  | <b>\$2,784,643</b>  |
| <b>Debt Service Coverage</b>                        | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>11.95</b>        | <b>7.92</b>         | <b>1.57</b>         | <b>1.75</b>         | <b>1.95</b>         | <b>2.01</b>         | <b>1.52</b>         |

**Assumptions**

|  |   |
|--|---|
| Passenger Activity from Existing Operations: | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| Operating Rev/Exp from Existing Operations:  | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| Rev/Exp Impact from TUI Air Service:         | Based on proforma projections   |
| Revenues from Northside Expansion:           | None  |
| PFCs from Existing Operations:               | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| CFCs from Existing Operations:               | Returns to 2019 level by 2023 (plus full year at new CFC rate); 2% annual growth thereafter |
| PFC/CFC Impact from TUI Air Service:         | Initial year based on proforma projections; 2% annual growth thereafter                     |

**MELBOURNE ORLANDO DEBT CAPACITY PROFORMAS  
SCENARIO A1 - Expected**

|   | Actual<br>2019      | 2020                | 2021                | 2022                 | 2023                 | 2024                | 2025                | 2026                | 2027                | 2028                |
|---|---------------------|---------------------|---------------------|----------------------|----------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>Operating Revenues:</b>                          |                     |                     |                     |                      |                      |                     |                     |                     |                     |                     |
| From Existing Operations                            | \$16,943,349        | \$15,363,422        | \$14,952,199        | \$16,096,182         | \$16,943,349         | \$17,282,216        | \$17,627,860        | \$17,980,418        | \$18,340,026        | \$18,706,826        |
| Incremental Revenues from TUI Air Service           |                     |                     |                     | \$1,853,617          | \$1,906,666          | \$2,466,692         | \$2,522,971         | \$2,580,939         | \$2,640,645         | \$2,702,143         |
| Incremental Revenues from Northside Expansion       |                     |                     |                     |                      |                      |                     |                     |                     |                     |                     |
| <b>Total Operating Revenue</b>                      | <b>\$16,943,349</b> | <b>\$15,363,422</b> | <b>\$14,952,199</b> | <b>\$17,949,799</b>  | <b>\$18,850,015</b>  | <b>\$19,748,908</b> | <b>\$20,150,831</b> | <b>\$20,561,357</b> | <b>\$20,980,671</b> | <b>\$21,408,969</b> |
| <b>Operating Expenses</b>                           |                     |                     |                     |                      |                      |                     |                     |                     |                     |                     |
| From Existing Operations                            | \$15,863,978        | \$14,335,173        | \$14,636,804        | \$15,070,779         | \$15,863,978         | \$16,181,258        | \$16,504,883        | \$16,834,980        | \$17,171,680        | \$17,515,114        |
| Incremental Expense from TUI Air Service            |                     |                     |                     | 4,457,800            | 4,361,914            | 3,109,762           | 2,616,004           | 2,022,371           | 2,028,866           | 2,035,490           |
| Incremental Expense from Northside Expansion        |                     |                     |                     |                      |                      |                     |                     |                     |                     |                     |
| <b>Total Operating Expenses</b>                     | <b>\$15,863,978</b> | <b>\$14,335,173</b> | <b>\$14,636,804</b> | <b>\$19,528,579</b>  | <b>\$20,225,892</b>  | <b>\$19,291,020</b> | <b>\$19,120,887</b> | <b>\$18,857,351</b> | <b>\$19,200,546</b> | <b>\$19,550,604</b> |
| <b>Operating Income</b>                             | <b>\$1,079,371</b>  | <b>\$1,028,249</b>  | <b>\$315,395</b>    | <b>(\$1,578,781)</b> | <b>(\$1,375,877)</b> | <b>\$457,888</b>    | <b>\$1,029,945</b>  | <b>\$1,704,005</b>  | <b>\$1,780,125</b>  | <b>\$1,858,366</b>  |
| <b>Interest Income</b>                              | <b>\$398,194</b>    | <b>\$385,369</b>    | <b>\$197,220</b>    | <b>\$197,220</b>     | <b>\$197,220</b>     | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    | <b>\$197,220</b>    |
| <b>Operating Income (Including Interest Income)</b> | <b>\$1,477,565</b>  | <b>\$1,413,618</b>  | <b>\$512,615</b>    | <b>(\$1,381,561)</b> | <b>(\$1,178,657)</b> | <b>\$655,108</b>    | <b>\$1,227,165</b>  | <b>\$1,901,225</b>  | <b>\$1,977,345</b>  | <b>\$2,055,586</b>  |
| <b>Plus: CFCs From Existing Operations</b>          | <b>354,024</b>      | <b>589,779</b>      | <b>\$468,162</b>    | <b>\$562,500</b>     | <b>\$750,000</b>     | <b>\$765,000</b>    | <b>\$780,300</b>    | <b>\$795,906</b>    | <b>\$811,824</b>    | <b>\$828,061</b>    |
| <b>Plus: Incremental CFCs from TUI Air Service</b>  |                     |                     |                     | <b>\$512,001</b>     | <b>\$522,241</b>     | <b>\$532,686</b>    | <b>\$543,340</b>    | <b>\$554,206</b>    | <b>\$565,290</b>    | <b>\$576,596</b>    |
| <b>Total CFCs Available for Debt Service</b>        | <b>354,024</b>      | <b>589,779</b>      | <b>\$468,162</b>    | <b>\$1,074,501</b>   | <b>\$1,272,241</b>   | <b>\$1,297,686</b>  | <b>\$1,323,640</b>  | <b>\$1,350,112</b>  | <b>\$1,377,115</b>  | <b>\$1,404,657</b>  |
| <b>Plus: PFCs From Existing Operations</b>          | <b>\$1,002,531</b>  | <b>\$591,282</b>    | <b>\$444,624</b>    | <b>\$751,898</b>     | <b>\$1,002,531</b>   | <b>\$1,022,582</b>  | <b>\$1,043,033</b>  | <b>\$1,063,894</b>  | <b>\$1,085,172</b>  | <b>\$1,106,875</b>  |
| <b>Plus: Incremental PFCs from TUI Air Service</b>  |                     |                     |                     | <b>\$499,485</b>     | <b>\$509,475</b>     | <b>\$519,664</b>    | <b>\$530,057</b>    | <b>\$540,659</b>    | <b>\$551,472</b>    | <b>\$562,501</b>    |
| <b>Total PFCs Available for Debt Service</b>        | <b>\$1,002,531</b>  | <b>\$591,282</b>    | <b>\$444,624</b>    | <b>\$1,251,383</b>   | <b>\$1,512,006</b>   | <b>\$1,542,246</b>  | <b>\$1,573,091</b>  | <b>\$1,604,553</b>  | <b>\$1,636,644</b>  | <b>\$1,669,376</b>  |
| <b>Total Amounts Available for Debt Service</b>     | <b>\$2,834,120</b>  | <b>\$2,594,679</b>  | <b>\$1,425,401</b>  | <b>\$944,324</b>     | <b>\$1,605,590</b>   | <b>\$3,495,040</b>  | <b>\$4,123,895</b>  | <b>\$4,855,890</b>  | <b>\$4,991,103</b>  | <b>\$5,129,619</b>  |
| <b>Terminal Series 1 Debt Service</b>               | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$180,375</b>     | <b>\$175,500</b>     | <b>\$1,225,500</b>  | <b>\$1,226,025</b>  | <b>\$1,226,141</b>  | <b>\$1,225,847</b>  | <b>\$1,226,143</b>  |
| <b>Terminal Series 2 Debt Service</b>               | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$58,500</b>      | <b>\$117,000</b>     | <b>\$867,000</b>    | <b>\$852,375</b>    | <b>\$837,750</b>    | <b>\$823,125</b>    | <b>\$1,558,500</b>  |
| <b>Estimated Debt Service</b>                       | <b>\$0</b>          | <b>\$0</b>          | <b>\$0</b>          | <b>\$238,875</b>     | <b>\$292,500</b>     | <b>\$2,092,500</b>  | <b>\$2,078,400</b>  | <b>\$2,063,891</b>  | <b>\$2,048,972</b>  | <b>\$2,784,643</b>  |
| <b>Debt Service Coverage</b>                        | <b>0.00</b>         | <b>0.00</b>         | <b>0.00</b>         | <b>3.95</b>          | <b>5.49</b>          | <b>1.67</b>         | <b>1.98</b>         | <b>2.35</b>         | <b>2.44</b>         | <b>1.84</b>         |

**Assumptions**

|  |   |
|--|---|
| Passenger Activity from Existing Operations: | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| Operating Rev/Exp from Existing Operations:  | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| Rev/Exp Impact from TUI Air Service:         | Based on proforma projections   |
| Revenues from Northside Expansion:           | None  |
| PFCs from Existing Operations:               | Returns to 2019 level by 2023; 2% annual growth thereafter                                  |
| CFCs from Existing Operations:               | Returns to 2019 level by 2023 (plus full year at new CFC rate); 2% annual growth thereafter |
| PFC/CFC Impact from TUI Air Service:         | Initial year based on proforma projections; 2% annual growth thereafter                     |



**Projected Cash Flow**  
**MLB-Modified Proposed Funding Plan**

**Project Cost=\$72 million**

**Debt=\$15 million**

**Increase in Grant Funding=\$2.25 million**

**Melbourne Orlando Int'l Airport**
**Cash Flow Projection -- \$72 million Project with Modified Funding Plan**
**9/8/2021**

|  | August-21          | September-21       | October-21         | November-21        | December-21        | January-22         | February-22        | March-22          | April-22           | May-22            | June-22           | July-22           |
|--|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-------------------|--------------------|-------------------|-------------------|-------------------|
| Beginning Cash/Investment Balance                            | \$ 29,365,799      | \$ 26,166,007      | \$ 28,491,505      | \$ 27,194,879      | \$ 22,419,970      | \$ 19,549,165      | \$ 18,517,776      | \$ 16,470,005     | \$ 18,134,234      | \$ 15,384,403     | \$ 15,087,627     | \$ 16,138,411     |
| Operating Revenue  | 1,181,980          | 1,181,980          | 1,181,980          | 1,181,980          | 1,181,980          | 2,144,841          | 1,181,980          | 1,527,349         | 1,527,349          | 1,527,349         | 1,527,349         | 1,527,349         |
| Plus: CARES Grant  | 10,527,311         | 2,250,000          |                    |                    | 2,250,000          |                    |                    | 2,250,000         |                    | 2,250,000         |                   |                   |
| Less: Prepaid Rent Recorded as Deferred Revenue              | (27,272)           | (27,272)           | (27,272)           | (27,272)           | (27,272)           | (27,272)           | (27,272)           | (27,272)          | (27,272)           | (27,272)          | (27,272)          | (27,272)          |
| Plus: Monthly Collections Ad Valorem Tax                     | 133,988            | 133,988            | 133,988            | 133,988            | 133,988            | 133,988            | 133,988            | 133,988           | 133,988            | 133,988           | 133,988           | 133,988           |
| Plus: Land Sales   |                    | 3,229,962          |                    | 1,800,000          |                    |                    |                    |                   |                    |                   |                   |                   |
| Operating Expense:   |                    |                    |                    |                    |                    |                    |                    |                   |                    |                   |                   |                   |
| Liability Insurance  |                    |                    |                    |                    |                    |                    |                    |                   |                    |                   |                   | (60,450)          |
| Personnel  | (461,906)          | (461,906)          | (461,906)          | (461,906)          | (461,906)          | (475,733)          | (475,733)          | (475,733)         | (475,733)          | (475,733)         | (475,733)         | (475,733)         |
| Tui Transition Consultant                                    | (13,500)           | (13,500)           | (13,500)           | (13,500)           | (13,500)           | (13,500)           | (13,500)           | (13,500)          |                    |                   |                   |                   |
| TUI Marketing Incentive Reimbursement                        |                    |                    |                    |                    |                    |                    |                    |                   |                    |                   |                   |                   |
| Interest Expense   |                    |                    |                    | (87,750)           |                    |                    |                    |                   |                    | (120,000)         |                   |                   |
| Maintenance and Operations Expense                           | (852,077)          | (852,077)          | (852,077)          | (3,472,500)        | (877,639)          | (877,639)          | (877,639)          | (1,431,779)       | (1,431,779)        | (1,431,779)       | (1,431,779)       | (1,431,779)       |
| <b>Net Increase (Decrease) in Cash Flow from Operations</b>  | <b>(38,787)</b>    | <b>5,441,175</b>   | <b>(38,787)</b>    | <b>(946,960)</b>   | <b>2,185,651</b>   | <b>884,685</b>     | <b>(78,176)</b>    | <b>1,963,053</b>  | <b>(273,447)</b>   | <b>(393,447)</b>  | <b>1,976,553</b>  | <b>(333,897)</b>  |
| Total Capital Outlay   | (3,853,608)        | (5,915,073)        | (5,558,586)        | (7,220,416)        | (8,849,943)        | (9,454,414)        | (8,256,245)        | (6,850,694)       | (3,581,800)        | (429,851)         | (1,181,222)       | -                 |
| Total Capital Grant Revenue                                  | 637,349            | 2,742,722          | 4,252,266          | 3,328,320          | 3,712,556          | 2,453,265          | 1,137,689          | 1,242,259         | 831,525            | 244,712           | -                 | -                 |
| PFC Collections (Reimbursement of Eligible Costs)            | 20,776             | 21,310             | 18,229             | 24,132             | 30,446             | 32,005             | 97,058             | 201,732           | 178,459            | 183,618           | 166,444           | 166,275           |
| CFC Collections (Designated for Future Projects)             | 34,478             | 35,364             | 30,252             | 40,015             | 50,485             | 53,070             | 51,903             | 107,879           | 95,433             | 98,192            | 89,008            | 88,918            |
| Debt Draws (from Escrow)                                     |                    |                    |                    |                    |                    | 5,000,000          | 5,000,000          | 5,000,000         |                    |                   |                   |                   |
| <b>Net Increase (Decrease) in Cash From Capital and Debt</b> | <b>(3,161,005)</b> | <b>(3,115,677)</b> | <b>(1,257,838)</b> | <b>(3,827,949)</b> | <b>(5,056,456)</b> | <b>(1,916,074)</b> | <b>(1,969,595)</b> | <b>(298,824)</b>  | <b>(2,476,383)</b> | <b>96,672</b>     | <b>(925,769)</b>  | <b>255,193</b>    |
| Beginning Cash/Investments                                   | 29,365,799         | 26,166,007         | 28,491,505         | 27,194,879         | 22,419,970         | 19,549,165         | 18,517,776         | 16,470,005        | 18,134,234         | 15,384,403        | 15,087,627        | 16,138,411        |
| <b>Ending Cash/Investments</b>                               | <b>26,166,007</b>  | <b>28,491,505</b>  | <b>27,194,879</b>  | <b>22,419,970</b>  | <b>19,549,165</b>  | <b>18,517,776</b>  | <b>16,470,005</b>  | <b>18,134,234</b> | <b>15,384,403</b>  | <b>15,087,627</b> | <b>16,138,411</b> | <b>16,059,706</b> |

**Melbourne Orlando Int'l Airport**  
**Cash Flow Projection - Capital Exp and Grant Revenue**  
**9/8/2021**

| Capital Project Expenditures   | Proj #       | Total Cost       | Indi     | Prior Expenditures | August-21          | September-21       | October-21         | November-21        | December-21        | January-22         | February-22        | March-22           | April-22           | May-22           | June-22            | July-22  |
|--|--------------|------------------|----------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|--------------------|----------|
| Airfield Utilities-GA Dr. & SO Lift                                      | 51119        | 1,400,000        | E        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Ground Run Up Enclosure Facility   | 50319        | 4,000,000        | D        | (3,874,005)        | (18,454)           | (107,541)          |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Security System-phase 1  | 50419        | 461,959          | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Terminal Exp-Public Space (Haskell)                                      | 50519        | 50,532,357       | E        | (7,744,720)        | (2,891,490)        | (4,022,457)        | (3,664,669)        | (4,938,136)        | (5,823,476)        | (5,772,947)        | (5,297,778)        | (5,398,162)        | (3,547,300)        | (400,000)        | (1,031,222)        |          |
| Terminal Exp-Public Space (Iveys)  | 50519        | 2,126,956        | E        | -                  |                    |                    | (300,000)          | (500,000)          | (500,000)          | (500,000)          | (300,000)          | (26,956)           |                    |                  |                    |          |
| Terminal Exp-Public Space (Others)                                       | 50519        | 2,796,362        | E        | (579,735)          | (53,963)           | (34,500)           | (234,500)          | (408,313)          | (394,500)          | (207,500)          | (634,500)          | (34,500)           | (34,500)           | (29,851)         | (150,000)          |          |
| Terminal Exp-PBBs (2)  | 54119        | 3,182,428        | D        | (208,822)          | (13,848)           | (85,928)           | (100,000)          | (200,000)          | (558,000)          | (750,000)          | (750,000)          | (515,830)          |                    |                  |                    |          |
| Terminal Exp-Apron   | 54219        | 13,277,897       | D        | (2,553,316)        | (875,853)          | (1,603,647)        | (1,173,967)        | (1,173,967)        | (1,573,967)        | (2,173,967)        | (1,273,967)        | (875,246)          |                    |                  |                    |          |
| ATCT Construction (FDOT)   | 50215        | 300,000          | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Airplane Deposit Facility  | 50619        | 70,000           | C        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Taxiway S Improvements-Phase 1   | 50120        | 3,400,000        | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Perimeter Road Rehab   | 50220        | 125,000          | C        |                    |                    | (61,000)           |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| PBB 5 Replacement  | 50320        | 1,669,094        | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Aerospace Dr. Lift Station Replace                                       | 50520        | 85,000           | C        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Tropical Haven Facility Improvements                                     | 50620        | 256,491          | C        | (146,227)          |                    |                    | (60,450)           |                    |                    |                    |                    |                    |                    |                  |                    |          |
| <b>Northside Expansion</b>   | <b>54120</b> | <b>9,392,132</b> | <b>D</b> |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Northside Exp-St. Michael Pl Ext   | 54220        | 6,100,000        | D        | (157,657)          | -                  | -                  |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Northside Exp-T/W M Ext  | 54320        | 3,930,000        | D        |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Northside Exp-Infrastructure Dev   | 54420        | 3,102,444        | D        | (131,197)          | -                  |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| Equipment Purchases  |              | 1,042,900        | C        |                    |                    |                    | (25,000)           |                    |                    | (50,000)           |                    |                    |                    |                  |                    |          |
| <b>Total Capital Outlay</b>  |              |                  |          |                    | <b>(3,853,608)</b> | <b>(5,915,073)</b> | <b>(5,558,586)</b> | <b>(7,220,416)</b> | <b>(8,849,943)</b> | <b>(9,454,414)</b> | <b>(8,256,245)</b> | <b>(6,850,694)</b> | <b>(3,581,800)</b> | <b>(429,851)</b> | <b>(1,181,222)</b> | <b>-</b> |
| <b>Grant Revenue</b>   |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| FDOT Grant-ATCT Equip Relo   |              |                  |          |                    |                    | 21,500             |                    | -                  |                    |                    |                    |                    |                    |                  |                    |          |
| FDOT Grant ATCT Construction   |              |                  |          |                    |                    | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                  | -                | -                  | -        |
| FDEO Grant-Ground Run up   |              |                  |          | 3,269,510          |                    | 259,494            |                    | 107,541            | 363,278            | -                  | -                  | -                  | -                  | -                | -                  | -        |
| <b>TERMINAL EXPANSION GRANTS</b>   |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| FDOT-Terminal Rehab FY 20/FY 21 (438452-1-94-03--\$8,343,954)            |              |                  |          | 2,218,487          |                    | 693,896            | 1,498,136          | 1,368,323          | 1,913,358          | 651,754            |                    |                    |                    |                  |                    |          |
| FAA Discretionary PBBs (2) Grnt 50- FY 20 (\$2,644,650)                  |              |                  |          | 187,940            |                    |                    | 89,798             |                    | 90,000             | 180,000            | 502,200            | 675,000            | 675,000            | 244,712          |                    |          |
| FAA Entitlements Term Rehab FY 20-FY 22 (\$6,895,959)*                   |              |                  |          | 942,828            | 294,896            | 454,429            | 640,653            | 581,364            | 812,936            | 979,393            | 969,281            | 865,214            | 354,965            | -                | -                  | -        |
| FAA Grant 48 Funding Lag (3 year grant; final year funds in August 2022) |              |                  |          |                    |                    |                    |                    |                    |                    |                    | (969,281)          | (865,214)          | (354,965)          | -                | -                  | -        |
| FAA Supplemental Term Rehab - FY 20 (\$4,444,444)                        |              |                  |          | 617,729            | 193,212            | 297,937            | 420,031            | 381,159            | 532,984            | 642,119            | 635,489            | 567,259            | 156,525            | -                | -                  | -        |
| FAA Discretionary Ramp - FY 20 (\$6,000,000)                             |              |                  |          | 2,630,567          |                    | 875,853            | 1,603,647          | 889,933            |                    |                    |                    |                    |                    |                  |                    |          |
| <b>NORTHSIDE EXPANSION GRANTS</b>  |              |                  |          |                    |                    |                    |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| FDEO   |              | <b>3,922,132</b> |          |                    |                    | 131,197            |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| FDOT   |              | <b>4,783,000</b> |          |                    | <b>149,241</b>     | <b>8,416</b>       |                    |                    |                    |                    |                    |                    |                    |                  |                    |          |
| <b>Total Grant Revenue</b>   |              |                  |          |                    | <b>637,349</b>     | <b>2,742,722</b>   | <b>4,252,266</b>   | <b>3,328,320</b>   | <b>3,712,556</b>   | <b>2,453,265</b>   | <b>1,137,689</b>   | <b>1,242,259</b>   | <b>831,525</b>     | <b>244,712</b>   | <b>-</b>           | <b>-</b> |

\*Grant awarded September 2020; entitlement grant award is paid out over 3 years