

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, April 17, 2017

from 4:00 p.m. to 5:17 p.m.

\* \* \* \* \*

BOARD MEMBERS PRESENT:

- SUZANNE GREEN, Chairman
- RANDY BRUNSON
- BRUCE MAGUIRE
- STEVE KIRA

\* \* \* \* \*

ALSO PRESENT:

DOUGLAS N. BURNETT, Esquire, St. Johns Law Group,  
104 Sea Grove Main St., St. Augustine, FL, 32080,  
Attorney for Airport Authority.

EDWARD WUELLNER, A.A.E., Executive Director.

\* \* \* \* \*

JANET M. BEASON, RPR, RMR, CRR  
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1 P R O C E E D I N G S

2 CHAIRMAN GREEN: Let's call the meeting to  
3 order. Stand for the Pledge.

4 (Pledge of Allegiance.)

5 MEETING MINUTES & FINANCIAL REPORT ACCEPTANCE

6 CHAIRMAN GREEN: Okay. The first thing we  
7 have is our meeting -- the minutes and financial  
8 report acceptance. Secretary --

9 MR. MAGUIRE: Yes.

10 CHAIRMAN GREEN: -- have you reviewed them?

11 MR. MAGUIRE: Yes.

12 CHAIRMAN GREEN: You had a chance? Mr. Kira,  
13 any exceptions or --

14 MR. KIRA: No --

15 CHAIRMAN GREEN: Okay.

16 MR. KIRA: -- no exceptions.

17 CHAIRMAN GREEN: They're accepted as reported  
18 then?

19 MR. MAGUIRE: Uh-huh.

20 MR. KIRA: Okay.

21 CHAIRMAN GREEN: Okay. Then they will be  
22 accepted.

23 AGENDA APPROVAL

24 CHAIRMAN GREEN: Agenda approval?

25 MR. MAGUIRE: So approve.

1 CHAIRMAN GREEN: Had to review it, so accepted  
2 as presented.

3 MR. MAGUIRE: Okay.

4 (Mr. Brunson enters the room.)

5 CHAIRMAN GREEN: Mr. Wuellner.

6 EXECUTIVE DIRECTOR'S REPORT

7 MR. WUELLNER: Just a couple of items to note  
8 on the report area.

9 ATC tower operations for March at 12,585,  
10 bringing the year-to-date total to just about  
11 35,500 takes off -- takeoffs and landings.  
12 Self-service numbers were 22,611. We seem really  
13 strong here. And Jet A of 133,000 gallons at  
14 Atlantic and another 8100 in avgas. All hangars  
15 are occupied.

16 We are at this point training folks -- or I  
17 should say Frontier is training additional staff to  
18 begin with flights again this Friday. So we will  
19 begin service again Frontier this -- can we please  
20 turn it down somewhere? So we begin Friday again  
21 with these guys on a  
22 Monday/Wednesday/Friday/Saturday basis. And ViaAir  
23 will continue on a Thursday/Sunday frequency at  
24 this point.

25 We're finishing up efforts in the terminal to

1 get the canopy structure finished. The --  
2 beginning Monday next week they will begin the  
3 actual erection of the structure all underground.  
4 The restoration as well as footers, foundations,  
5 all of that stuff is all complete and ready to go.  
6 So it's a pretty simple matter at this point once  
7 the structure gets here. It will be here -- will  
8 be probably ten days or less and that will be  
9 complete.

10 A couple of days from now, we begin receiving  
11 materials for the Hangar 8, 9, 10 project  
12 restoration for those doors on the east side.  
13 Those doors are due to ship the first few days of  
14 May. We begin getting the sheet metal, the skin  
15 part of that this week. So we're -- we're anxious  
16 to get that one done and behind us.

17 A couple of updates that kind of came -- I may  
18 be a little fuzzy on this for a couple of reasons,  
19 so if I defer to Kevin, you'll know why. But  
20 understand we've met with FEMA in the last couple  
21 of weeks relative to some of the -- the balance of  
22 storm-related damage items to include the floating  
23 dock out there on the -- in the seaplane area.

24 Also the VOR. You probably remember when --  
25 right after the storm that that -- that navaid went

1 down. We -- our techs were able to get that back  
2 up. We knew at the time it was going to be  
3 short-lived. Well, as -- as expected, the power  
4 supply has gone out on that again. They are trying  
5 to find a power supply somewhere to -- to replace  
6 that.

7 We have in that conversation with FEMA gotten  
8 them to agree to it looks like replace the entirety  
9 of the VOR. As a part of that, we'll have to do  
10 some site work there to elevate. They would like  
11 us -- one of the particular funds of -- that FEMA  
12 has is to -- is a mitigation fund wherein you --  
13 when you bring a facility back online, you take  
14 whatever necessary steps there are to prevent it or  
15 do the best you can to prevent it from happening  
16 again.

17 We seem to qualify under that provision, so we  
18 will be looking at a couple of methods at -- at  
19 least at this point to elevate the site a few  
20 feet -- it's nothing dramatic -- elevate the site a  
21 few feet and then complete restoration or complete  
22 replacement of all the VOR equipment out there  
23 including some power-related things, some power  
24 transformers out to the site. That's all good.

25 It looks like they also have agreed, and

1 correct me if I'm wrong here, but to pick up what  
2 were deductibles on the other policies. So some of  
3 the other things they paid like doing on the  
4 glideslope work and the like, those things that  
5 were out of pocket to the Airport Authority and  
6 were deducted out there look like they're going to  
7 be FEMA eligible and we'll get reimbursed for  
8 those, too.

9 So it looks like we'll have a very strong  
10 chance of getting very close if not near -- near a  
11 hundred percent whole on this without -- without  
12 much if any out of pocket directly to the  
13 Airport Authority. So it's really good news. It's  
14 going to take a little time to mature through that  
15 process with FEMA, but all indications are good.

16 We've got to come up with a -- a plan now  
17 on -- particularly with the VOR on how to elevate  
18 it. You sort of have to present that information  
19 before it gets final sign-off, but it looks really  
20 good to have a brand new VOR out there replacing  
21 what -- what -- you know, for us to have a 30-year  
22 kind of navaid instead of a 30-minute kind of  
23 navaid as we are right now. So that's extremely  
24 good news we've gotten over the last couple of  
25 weeks. Anything you would want to add to that,

1 Kevin?

2 MR. HARVEY: You covered it.

3 MR. WUELLNER: Does that hit the highlights,  
4 anyway?

5 Other than that, everything else appears to be  
6 up and running. We are -- we continue -- the  
7 approach lighting's functional now. Waiting on  
8 publication and charts to make it official, but  
9 it's functional and running. We expect closeout  
10 documents on that probably this -- the end of this  
11 week, the last I heard. That will let us get that  
12 paperwork submitted to FAA and get that off the  
13 books and close that grant out.

14 Airport Master Plan continues. I think -- I  
15 know your chairman has an agenda item to just have  
16 some general discussion related to the master plan  
17 and some upcoming impact meetings scheduled for --

18 CHAIRMAN GREEN: End of May.

19 MR. WUELLNER: -- end of May probably. I  
20 don't think the date's quite solidified, but it's  
21 targeted toward the end of May. Those are all --  
22 that's -- that seems to be on track and moving  
23 pretty well at this point.

24 We are working on a few things to expedite the  
25 decision-making process, particularly around the



1 T-hangar issue that's been -- been out there for  
2 well over a year -- I'm hard-pressed to tell you  
3 exactly how long.

4 One of the things we've asked our -- the  
5 consultant team to do is look at the likely  
6 T-hangar development areas in the -- that would  
7 develop in the future and look at those areas sort  
8 of on the front end of the master plan or as early  
9 as possible so that we can get some meat on the  
10 bones and allow some of that decision-making to  
11 occur sooner rather than later.

12 As you have heard me say many times, we begin  
13 to have some grant -- grant money available to  
14 match as early as July of this coming year. So we  
15 think it's important to kind of get to a point, a  
16 decision as to whether that's something we're going  
17 to pursue in the short term, some time in the  
18 future, or how we're going to allocate or use that  
19 grant money before it gets under grant and then the  
20 use becomes limited.

21 We have the ability to do some -- some changes  
22 to the grant language. If for some reason that's a  
23 project we don't want to do, we can certainly  
24 earmark those funds for something else; won't lose  
25 them. But once it gets under grant and it's

1           actually in a sense carved in stone, it becomes  
2           very difficult to change projects with the same  
3           money. But it's able to fix it beforehand. So  
4           that's one of the reasons we want to get it done,  
5           so that we don't get trapped in an agreement that  
6           we don't really ultimately don't want to do, or if  
7           it is one, that we can get moving on it.

8                     A lot of moving parts with that, I'll warn  
9           you. As we get into May and June and the  
10          decision-making, there's a lot of -- a lot of  
11          business-related decisions that we need to  
12          seriously consider to include the revenue-producing  
13          potential of this pro -- project, what's the impact  
14          if any on overall hangar rents throughout the  
15          complex? How do we deal with the increasing  
16          diversion of rental rates on the property based on  
17          rental -- T-hangar product types?

18                    Those are some things that are going to need  
19          to get ferreted out and get some decisions and some  
20          policy adjustments I suspect in order for those --  
21          for future T-hangars to become financially viable,  
22          should that be a direction you want to go.

23                    That's going to create all kinds of -- I'll  
24          warn you ahead of time, it's going to create all  
25          kinds of angst all over property when we start

1 talking about how to pay for that and is that cost  
2 burden, you know, shared among all T-hangar kinds  
3 of occupancies or, you know, are we going to simply  
4 focus on the -- the project at hand and make it be  
5 revenue-producing in the strictest sense on the  
6 specific T-hangars being considered.

7 We'll see how that plays out. We'll put those  
8 options on the table, you know, and certainly be  
9 looking for input and -- and soliciting public  
10 comment from Pilots Association as well as other  
11 users on the list because it's -- it's going to be  
12 a big deal.

13 We put out as promised -- a different topic  
14 now -- put out as promised the RFP for the  
15 insurance. We didn't get any feedback from anybody  
16 at this point. So I think if we want to get this  
17 done still this year, we're going to need to kind  
18 of cut that off by the end of the week.

19 So if you've got anything you want to get to  
20 us and get considered in that, the actual document,  
21 I need to get -- get some conversation with you by  
22 the end of the week so we can get it out the door  
23 and still meet the end of the year -- or I should  
24 say end of the insurance year for our purposes into  
25 fiscal year kind of timeline.

1           No real updates on the restaurant. That's  
2 still floundering out there. We have interest on  
3 occasion. It doesn't get very far. Very few  
4 visits occur. We have continued to advertise and  
5 continue to talk to anybody that's willing to talk  
6 to us about the property.

7           So I don't -- if you've got -- again, if you  
8 have other suggestions, we'd love to hear from you  
9 on how to -- how to get that leased or, you know,  
10 whether we want to consider a future use of  
11 something other than a restaurant. I think that's  
12 it under executive director's report.

13           I do want to point out, though, if you haven't  
14 picked up on this, just so you're aware of it  
15 because someone eventually will say something to  
16 you. The Frontier service to Philadelphia is  
17 currently scheduled to suspend in August, so that  
18 you know that. That will -- that's currently  
19 suspending August 12th, I believe.

20           MR. MAGUIRE: Temporary or --

21           MR. WUELLNER: Well, till the season -- until  
22 probably April. They have picked a number of  
23 cities to move airplanes into some other markets in  
24 advance of the fall season for them, and apparently  
25 we're a victim of that.

1           We have some meetings scheduled with them  
2           over -- I've got one in early June and -- and the  
3           later. You're not going to affect the schedule of  
4           Frontier until at least spring of next year at this  
5           point, but we continue to pound home the message  
6           that they really need to look favorably on this  
7           market and continue to try out some new cities and  
8           continue to hand service.

9           I think that's about it. I can't think of  
10          anything else that's -- anyway, if you have  
11          questions of any of those topics or anything else,  
12          I'd be happy to try and hit them either now or  
13          under your individual time.

14          CHAIRMAN GREEN: Okay. All right. Our  
15          business partners. Mr. Dean.

16                           BUSINESS PARTNER UPDATES

17          MR. DEAN: Here.

18          CHAIRMAN GREEN: Howdy.

19          MR. DEAN: Hi. I just want to say Ed gave me  
20          a tour last fall --

21          CHAIRMAN GREEN: Come on up. Mr. Dean, sorry,  
22          we have to record you and get you up on the  
23          microphone. Way down at the end.

24          MR. DEAN: Oh, you mean way down here?

25          CHAIRMAN GREEN: Yeah.

1           MR. MAGUIRE: You sat at the wrong end of the  
2 row.

3           MR. DEAN: You need my name and address like  
4 the County Commission?

5           CHAIRMAN GREEN: I think your name will  
6 suffice. We can find you.

7           MR. DEAN: Henry Dean, 224 North Forest Dune.  
8 I'm next-door neighbors with your attorney.

9           Ed gave me a really really excellent tour last  
10 fall of the facilities, and I was really amazed --  
11 I hadn't really been in the loop, and I was amazed  
12 at the wonderful things that were going on with the  
13 commercial terminal and very exciting.

14           And I can tell you I personally as a  
15 county commissioner feel like that the airport is  
16 a -- one of our really main economic drivers for  
17 the county. And I, and I think the other  
18 commissioners share my thoughts, want to do  
19 everything we can to assist, help, work closely  
20 together anything we can offer.

21           And I will say on a personal note, I -- some  
22 of you -- I know Bruce knows my background and  
23 others and Randy, but I have a history in dealing  
24 with the state -- state lands issues, and anything  
25 I can do to assist personally as you go forward

1 with your planning and development, I'll be glad to  
2 offer any thoughts or help with any free advice I  
3 can give that may or may not apply, you know.

4 But anyway, I just wanted to also come for a  
5 meeting. I don't know -- I don't think it's  
6 probably necessary that I attend every regular  
7 meeting, but any time you have an agenda item that  
8 you think might be helpful for me to participate  
9 in, please let me know, just give me a, you know,  
10 few days' advance notice and I'll be glad to do  
11 that my schedule permitting, okay?

12 MR. WUELLNER: Very good. Thank you.

13 CHAIRMAN GREEN: Thank you, sir. Atlantic?

14 (Not present.)

15 CHAIRMAN GREEN: I don't see anybody.

16 Mr. Hernandez, SAAPA?

17 MR. HERNANDEZ: Yeah, Galin Hernandez from the  
18 St. Augustine Airport Pilots Association.

19 I've got a couple of things. One is we were  
20 under the understanding that the master plan survey  
21 was sent out, and no one at SAAPA, the  
22 St. Augustine Airport Pilots Association, received  
23 it.

24 MR. WUELLNER: Yeah, let me clarify.

25 MR. HERNANDEZ: Okay. Go ahead.

1           MR. WUELLNER: That was in -- indeed the  
2           direction we were heading at one point. After  
3           seeing the survey that was to be sent out, it was  
4           more tailored as a -- what we would refer to as a  
5           SWOT analysis in business. It didn't really apply  
6           to I'll call it general public kind of survey at  
7           this point.

8           We have deferred the survey component to the  
9           business plan development component of the  
10          master plan. So it will occur much later in the  
11          process than at this point. So you can in a sense  
12          call off the dogs relative to what to expect from  
13          us. There is no survey coming. We have should  
14          have done a better job with that, letting everybody  
15          know, but there is no survey coming.

16          MR. HERNANDEZ: Which is concerning.

17          MR. WUELLNER: There will be later, but it's  
18          not -- not at all coming soon.

19          MR. HERNANDEZ: It just gave the false, maybe  
20          the false --

21          MR. WUELLNER: Yes.

22          MR. HERNANDEZ: -- impression that we were not  
23          being considered as part of the master plan group,  
24          considering that we've got over 300 members and  
25          most --



1 MR. WUELLNER: Right.

2 MR. HERNANDEZ: -- and almost all of them are  
3 St. Johns County residents and voters.

4 MR. WUELLNER: Right.

5 MR. HERNANDEZ: And probably most of --

6 CHAIRMAN GREEN: Well, don't -- don't be --  
7 don't feel slighted, because the survey was not  
8 going to be helpful --

9 MR. HERNANDEZ: Right.

10 CHAIRMAN GREEN: -- and then you'd be --

11 MR. HERNANDEZ: Yeah, that would --

12 CHAIRMAN GREEN: -- your 300-plus members are  
13 saying "Why do I have to do this again?"

14 MR. WUELLNER: "What is this?"

15 MR. HERNANDEZ: Well, we were not expecting it  
16 to be sent to the 300 members, only to one or  
17 two --

18 MR. WUELLNER: Yeah.

19 MR. HERNANDEZ: -- from SAAPA. But the idea  
20 was for a while it kind of felt like -- now you've  
21 confirmed it, cleared it up -- that it wasn't done  
22 that way. But it kind of felt like we were weren't  
23 called for.

24 Another thing is, on the T-hangars you were  
25 talking about, you mentioned something about a

1 possible grant that might be used to help out and  
2 build the T-hangars, or was I -- was that --

3 MR. WUELLNER: I'm sorry, a what?

4 MR. HERNANDEZ: The T-hangars, you were saying  
5 that -- that you were looking at building or  
6 looking into T-hangars and there was a grant  
7 possibility of some kind?

8 MR. WUELLNER: Yeah. Yeah. We've said all  
9 along, I think for a better part of two years  
10 now --

11 CHAIRMAN GREEN: Two years.

12 MR. WUELLNER: -- that the money -- we have  
13 programmed money with Florida DOT that can be  
14 earmarked for -- for the -- for hangars.

15 We have -- as you just heard me say, we are  
16 trying to expedite the component of the master  
17 planning that deals with the -- with T-hangars at  
18 this point, trying to accelerate that so that we  
19 can get a decision timeline that's much sooner than  
20 later.

21 MR. HERNANDEZ: Just that you know that  
22 obviously the St. Augustine Pilots Association --

23 MR. WUELLNER: Of course.

24 MR. HERNANDEZ: -- we're very much in favor  
25 and we'll support and do anything we can to help

1           you out on that. But one portion of that is on the  
2           T-hangars, it's under our impression that the  
3           T-hangars for the noncommercial -- noncommercial  
4           use should be looked at as a revenue negative --  
5           I'm sorry, revenue neutral.

6           We fully expect that we should pay what we  
7           need to pay. There's no doubt about that. But the  
8           idea that to make a profit off of the -- off the  
9           members and the residents would be something we  
10          would probably kind of not look to. Make it  
11          revenue neutral. Make sure that we come -- we want  
12          to pay our due. We do. No doubt about that.

13          MR. WUELLNER: Well, I -- I can clarify that  
14          right away. This board will not have the latitude  
15          as long as they're accepting grant money to do  
16          anything less than market value.

17          MR. HERNANDEZ: Right, right.

18          MR. WUELLNER: And that in theory is an ROI on  
19          that -- those -- it's not going to be revenue  
20          neutral. It can't be revenue neutral and get grant  
21          money.

22          MR. HERNANDEZ: I'm just jotting this down  
23          real quick. And I was going to ask about the  
24          restaurant but you already covered it, and that's  
25          it.

1 MR. WUELLNER: Okay. Thank you.

2 CHAIRMAN GREEN: Thanks, Mr. Hernandez.

3 Northrop Grumman?

4 MR. NEHRING: I don't have anything.

5 CHAIRMAN GREEN: No? Traffic, Tammy?

6 MS. ALBIN: Tammy Albin with the contract

7 tower.

8 Just an update on the operations right now. A  
9 little bit down from this time last year just from  
10 this last month, March. Last March we had over  
11 14,000 operations. For this year it was 12,585  
12 operations, so we're down.

13 We were up in January, about the same in  
14 February, down a little bit in March. So we're  
15 just slightly under last year, but we expect that  
16 to pick up. And right now this month we've already  
17 picked up quite bit. So probably looking at same  
18 thing for last year, over 140,000.

19 CHAIRMAN GREEN: Thank you. Mr. Burnett?

20 MR. BURNETT: Nothing in particular to report.  
21 A number of things working on behind the scenes  
22 related to leasing and reviewing the RFP and those  
23 kinds of things.

24 CHAIRMAN GREEN: Okay.

25 MR. BURNETT: Nothing specific I need to bring

1 up to your attention.

2 MASTER PLAN GOALS & OBJECTIVES

3 CHAIRMAN GREEN: Okay. Next was basically  
4 something that Mr. Wuellner and I brought up when  
5 we went to the master plan first meeting, which was  
6 the very bare initial. And I had brought out to  
7 the board because some of them had asked us, well,  
8 board, what do you want -- what are some items that  
9 we want the master plan committee to look at?

10 So I brought this up last meeting and asked  
11 you-all to make some notes and to tell me what you  
12 are thinking, areas -- I mean, obviously we know  
13 T-hangars, that was a big one, identifying growth  
14 areas and -- and Ed already touched on that.

15 But if the board members, if you had come up  
16 with anything, any thoughts that we can relate to  
17 the master plan committee, which is going to be end  
18 of May, I'm open to suggestions. And that's kind  
19 of why I put it on the agenda item, noticed last  
20 time to be on this time. Mr. Maguire, I'm looking  
21 at you.

22 MR. MAGUIRE: Yeah. First of all, glad to  
23 have you here, okay? And I hate to see you skip a  
24 meeting. I think you ought to sit here with us  
25 every time, you know, because you get paid a lot of

1 money.

2 MR. DEAN: Plus it's a fun group.

3 MR. MAGUIRE: Yeah. But it -- there's really  
4 a pool of doubt that we're a great group of guys,  
5 okay?

6 MR. WUELLNER: Why wouldn't --

7 MR. BRUNSON: But let me say when Bruce was a  
8 commissioner --

9 CHAIRMAN GREEN: Yes?

10 MR. BRUNSON: -- he always left early.

11 MR. MAGUIRE: I did. The -- the master plan,  
12 I brought it up before. As a matter of fact  
13 everything I'm going to rehash on a lot of stuff.

14 MR. WUELLNER: Okay.

15 MR. MAGUIRE: I talked with Mayor Shaver three  
16 or four weeks ago. We all know that parking and  
17 mobility is the number one painful issue inside the  
18 city limits.

19 MR. BRUNSON: Amen.

20 MR. MAGUIRE: It's a -- it is far beyond a  
21 problem now. It's -- it's almost -- on certain  
22 weekends, it's a crisis. You just can't get  
23 through town.

24 I -- I'm part of a group that is opposed --  
25 and it's not organized, it's just a feeling. I'm

1           opposed to any further development of activities to  
2           be located and operated out of the events field,  
3           special events field, because all it does is create  
4           more problems. People park on U.S. 1, and -- and  
5           they really have to figure out a way to handle it.

6                     One of the things they're looking at is moving  
7           parking outside the city and shuttling people in,  
8           which to me is a boondoggle -- they've tried it  
9           twice and it's failed twice already -- and they  
10          still can't read the tea leaves that shuttling  
11          people doesn't work. So they have to do something  
12          else.

13                    I would -- I really would like the airport to  
14          get involved in helping the city out. Because I --  
15          I look at this problem as not a city problem --  
16          because it's going to expand to the point that it's  
17          affecting the county and it's affecting us out here  
18          at the airport. We need to look at this together.

19                    We have a large parcel of land. I don't know  
20          what the restrictions are because of the way we got  
21          the grants, but I seriously believe that we should  
22          try to work something out with the city where we  
23          can host events out here and keep them away from  
24          the downtown area, okay?

25                    When I talked to the mayor, she loved it. And

1 of course it was a very informal discussion, so it  
2 was not anything we went to the newspaper about.  
3 Yet the -- but I would like to -- to push us in  
4 that direction because it's more than just a piece  
5 of land now. It's being able to help our community  
6 solve a major problem.

7 So I would like to -- for us to really look  
8 into this. And what it really boils down to, Ed,  
9 it's going to fall on your shoulders and your  
10 staff, do we have a piece of property -- and now  
11 I'm sort of talking off the cuff. The events field  
12 is what, three acres?

13 MR. BURNETT: I'm not sure exactly.

14 MR. MAGUIRE: I think it's about three, three  
15 and a half acres, okay? And they pack it. Do  
16 y'all remember when they had Mumford in there?

17 MR. WUELLNER: Yeah.

18 MR. MAGUIRE: What a mess that turned out to  
19 be. You know -- and I'm sort of talking here, but  
20 one of the biggest messes I saw was two years ago  
21 they had on a Saturday a bacon festival.

22 MR. WUELLNER: Bacon?

23 MR. MAGUIRE: A bacon festival. The biggest  
24 parking problem the city has had in years. Traffic  
25 coming across the Vilano Bridge literally was



1 backed up two and a half miles north of the bridge  
2 stopped from people trying to get into this bacon  
3 festival. It's a mess. And you think you have  
4 activity at the airport out here, Tammy. That was  
5 a mess.

6 CHAIRMAN GREEN: I wouldn't doubt it. As  
7 Mr. Dean probably knows, the largest lobbyists --  
8 one of the largest lobbyists in D.C. are the pork  
9 producers association. They are huge.

10 MR. MAGUIRE: Yeah. So -- but the bottom line  
11 is we have land.

12 I would really -- I'm really going to not  
13 push, but I hope that the board will agree that we  
14 need to sit down with the city, offer up our  
15 services, our land, and let the city come out and  
16 make a plan to see if we can do something together.  
17 And I say the city because that's where the big  
18 problem is, but I want the county to get involved.  
19 I would like to see this as a joint effort between  
20 the three organizations to solve this problem,  
21 because it's -- it's -- like I said, it's beyond a  
22 problem. It's critical now.

23 So, in terms of the goals and objectives of  
24 the master plan, I would like to see a location --  
25 and it doesn't have to be three and a half -- I

1 mean, it doesn't have to be 40 acres, but if you  
2 could isolate five to ten acres somewhere for  
3 parking and for activities, that would be terrific,  
4 okay? And then we can go in, the county could pay  
5 for it.

6 MR. WUELLNER: He's with us now.

7 MR. MAGUIRE: The county can pay for it.  
8 That's one issue.

9 The revenue sources. Thank you for sending  
10 that information out on all of the revenue sources.  
11 That was eye-opener.

12 MR. WUELLNER: Okay.

13 MR. MAGUIRE: And I hate to say it to the  
14 SAAPA group, but you're a hundred percent correct.  
15 Market value is going to control T-hangars, period.

16 MR. WUELLNER: Yeah.

17 MR. MAGUIRE: There's no way we can get around  
18 it. And it's not going to be pretty; it is going  
19 to a lot of angst. So -- and I can only relate it  
20 to the city marina is charging market value for  
21 marina spots down there, which is good for the  
22 private industry because now we can raise our  
23 rates, but it's bad for the boaters because they're  
24 having to pay more money, okay?

25 But they're in a market situation. They had a

1 big loan several years ago of two and a half  
2 million dollars and they've got to pay off the  
3 debt. So market rates prevail, okay?

4 That's it. Revenue from T-hangars and the  
5 city are my two big issues with the master plan.

6 CHAIRMAN GREEN: Okay. The only thing I want  
7 to add with that, I mean, it's -- we did talk about  
8 that at another meeting I was at. But maybe we're  
9 using some of whatever land that we acquired, we're  
10 going to have to look at use restrictions, zoning,  
11 and insurance and all of that kind of stuff. So we  
12 just want to bring that up. I've made notes so we  
13 can bring it up in the master plan --

14 MR. MAGUIRE: Exactly.

15 CHAIRMAN GREEN: -- so that the county knows  
16 it's not just, oh boy, we can go have the bacon  
17 festival over there.

18 MR. WUELLNER: Yeah.

19 CHAIRMAN GREEN: So we've got to get around  
20 some restrictions like what we want to. That's why  
21 we've got to know what they are so what we can  
22 offer --

23 MR. MAGUIRE: And I know -- I'm sure there are  
24 restrictions, but we've got to figure out  
25 something.

1 MR. WUELLNER: Yeah.

2 CHAIRMAN GREEN: Yeah. And I can tell you  
3 from one of the other meetings I was attending,  
4 they were using the parking over at the health  
5 department, you know the big parking over there  
6 after hours, but people did not like being shuttled  
7 back into the city.

8 MR. MAGUIRE: Uh-huh.

9 CHAIRMAN GREEN: So like you're saying, have  
10 the event out here where there is no shuttling.  
11 But shuttling did not go over very well.

12 MR. MAGUIRE: Shuttling -- I don't know if you  
13 remember the first time they tried a shuttle was  
14 when they built the parking garage.

15 CHAIRMAN GREEN: Uh-huh.

16 MR. MAGUIRE: And the city said, well, let's  
17 have people automatically go to the parking garage  
18 and we'll run a shuttle service downtown. For  
19 three months they lost hundreds of thousands of  
20 dollars because nobody rode the shuttle, but it had  
21 to run all the time. It's just shuttling doesn't  
22 work here.

23 CHAIRMAN GREEN: Okay. All right.

24 Mr. Brunson, do you have any input for the master?

25 MR. BRUNSON: Yes, ma'am.

1           I think the city needs to shuffle people over  
2 that -- what we're going to do over here on this  
3 land. This conversation I agree with you  
4 completely, Bruce, that -- Ed and I had this  
5 conversation a couple of weeks ago --

6           MR. WUELLNER: Uh-huh.

7           MR. BRUNSON: -- and I'm glad to hear what the  
8 other commissioners are thinking about because I  
9 can't talk to you.

10           But my vision is a lot of different things.  
11 But one thing is that we desperately need a  
12 conference center, a big one, bigger than this,  
13 and -- to where we can have events. I was talking  
14 to the Sheriff about -- he has 656 employees, and  
15 when he has events, the only place he can take them  
16 to is the World Golf Village and have functions  
17 there.

18           I'm doing something next weekend that requires  
19 200 people that we're doing something with that --  
20 and when I go around and talk to the Gun Club, the  
21 Elk's Lodge, the Creekside Dinery deck, the River  
22 House -- I was talking to Steve Chapman, and he has  
23 this table tennis tournament, and there's more  
24 things like that going on in this county than you  
25 can believe. The rent on that for -- at the

1 River House to put 10 ping pong tables in there was  
2 \$10,000.

3 If there's a piece of land that we could put  
4 a -- an event building on, make it nice with a  
5 kitchen and the bathrooms and so forth -- and even  
6 the Lions Club, you know, all they care about is  
7 raising money, and the Rotary, what they care about  
8 is raising money, and they would move because we  
9 would have parking. And that's what I -- would be  
10 my number one thing to do. And I'd like to lobby  
11 to do that.

12 I think it's going to be easy to build office  
13 buildings that the people will beg to be here. And  
14 I know that we have restrictions, but maybe we have  
15 to have some -- a certain percentage of the  
16 aviation-related, but I'm not sure what those  
17 restrictions are. But that is a big undertaking.

18 And I even talked to Michael Wanchick a little  
19 bit about this and about the -- the land use and  
20 the -- you know, the sewers and the electricity and  
21 all, and it's going to be a big undertaking. But I  
22 think it would be a boom there. But very briefly,  
23 that's the main thing I'm focused on.

24 CHAIRMAN GREEN: Okay. Mr. Kira?

25 MR. KIRA: Well, the way I see it we have

1           about 1200 -- I was told about 1200 acres of  
2           property on the other side of Route 1.

3                     One of the things we have to look at is this  
4           an airport, okay? We have to look at a concept of  
5           basically running an airport and the infrastructure  
6           associated with it, like the -- maybe we're go --  
7           heading towards a multi-modal concept.

8                     We have to take a look at what properties, how  
9           much property we need to accomplish all of those  
10          basic functions of what we're supposed to be doing.  
11          Like maybe a garage to help alleviate some of the  
12          parking issues. A -- putting a train station in to  
13          take care of whatever shuttle service or whatever.  
14          Parking, things like that.

15                    Now, once we determine how much land we need  
16          to accomplish this basic function of airport, well  
17          there are going to be maybe hundreds of acres left  
18          over, at which point we could lease that land over  
19          to the county and then have the county do whatever  
20          they want with it.

21                    But as an airport administration authority, I  
22          don't think we should be getting into building  
23          office buildings, we should be getting into  
24          convention centers. It just isn't what we're  
25          supposed to be doing.

1           If it -- if we have enough land left over  
2 beyond the needs to supply the business community  
3 for what we have to, turn the land back to the  
4 county, okay? If we don't need it, we don't need  
5 it. That's -- that's my opinion.

6           CHAIRMAN GREEN: Okay. All right. Well, I  
7 will take those back to the master plan. If  
8 there's anything more that pops up, feel free to  
9 e-mail through Ed or something. Like I said --

10          MR. BRUNSON: May I --

11          CHAIRMAN GREEN: -- it's not until the end of  
12 May. Yeah?

13          MR. BRUNSON: May I add one other thing?  
14 That -- after talking with Ed and getting some  
15 suggestions and talking, if we did look at  
16 revenue-producing things, I guess what you want to  
17 do, I -- we even talked about a hotel. And I have  
18 talked to Kanti Patel and got his thoughts on it.

19                Most of his hotels are high, you know, Hiltons  
20 and this kind of stuff. But he said a high end  
21 medium price hotel here because of our flight  
22 schools and the commercial aviation would be a -- a  
23 winner, he thought. So I just -- I want to throw  
24 that out there, too, Ms. Chairman, so you can bring  
25 that back to the...



1           CHAIRMAN GREEN: Okay. All right. Well then,  
2           as soon as we know when the meetings -- the meeting  
3           is, but -- no? Okay. Then the next agenda is our  
4           operating standards.

5           MINIMUM COMMERCIAL AVIATION OPERATING STANDARDS

6           MR. WUELLNER: Yeah. This is a -- I'm going  
7           to ask you to kind of hang on with me a minute.  
8           It's going to take a little bit of setup.

9           You're not really -- I'm not really asking you  
10          to do a whole lot today other than give us a --  
11          kind of a positive or negative reaction to whether  
12          we should perhaps look at moving a suggestion  
13          forward. That's -- that's really all we're  
14          doing -- all we're trying to get to today.

15          About 16 years ago, round numbers, the  
16          Airport Authority adopted after much discussion and  
17          much public hearing minimum commercial operating  
18          standards for the airport, the aviation side. We  
19          put a copy of the latest iteration of that in  
20          your -- in your information. It's really just  
21          there to give you an idea of what we're talking  
22          about conceptually.

23          The amendments to date -- and they've barely  
24          been two things. One, the most recent adjustment  
25          was the addition of updated insurance requirements

1 of -- of commercial operators. And that's --  
2 becomes one of the appendices at the end. I don't  
3 recall what the number is.

4 The -- the other update that occurred  
5 somewhere around 2006, I want to say, so about 10  
6 years ago, was the addition of a provision called  
7 independent operators, and it -- it allowed us  
8 to -- the intent was to bridge the gap between  
9 folks who were trying to get into business in an  
10 aviation world were probably undercapitalized in  
11 some respects, needed to start quite small, but we  
12 felt very -- very strongly that we needed to also  
13 have some idea -- they were running around the  
14 airport inside the fence conducting business and --  
15 and in effect, you know, we charge a -- a rent,  
16 call it a premium if you will, for aviation  
17 businesses within the property who pay their bills  
18 via lease and operating agreements with the  
19 Authority.

20 This was a way of sort of bridging, as I said,  
21 the gap between those who, as an example, want to  
22 start a maintenance, an aircraft maintenance  
23 operation, somebody who could come in and -- on a  
24 project-by-project basis, typically only one  
25 airplane, could work here with a permit from the

1 Airport Authority, could keep a single airplane  
2 kind of project open on the property. They  
3 weren't -- they weren't directly competing with the  
4 maintenance shops on the field. Allow them to kind  
5 of build a client base. At some point the goal was  
6 we'd bring them -- you know, when they're ready,  
7 we'd bring them in into a full lease kind of status  
8 on the airport in a facility and they are in a  
9 sense blessed and in business on the airport.

10 And we've had a couple of examples, at least  
11 one that I can think of that's been a -- been  
12 wildly successful in that way. It ended up working  
13 very well for them. We have a -- in fact, just  
14 next door really, that business kind of got started  
15 in that way. He's built a very nice aviation  
16 maintenance business and is well respected on the  
17 airport and -- and in the community. But, you  
18 know, we've now gotten to the point I -- and I -- I  
19 think that method works. So we -- we like how the  
20 adoptions or the -- the morphosis if you will of  
21 this -- of this document has occurred over the  
22 years.

23 Now, most recent twist on things is more  
24 centered around a really strange concept, not  
25 terribly unique to Florida, but it is at this point

1 somewhat unique to Florida. Florida -- and it  
2 surrounds the issue of property taxes and the issue  
3 of payable property taxes.

4 If you recall, the Airport Authority got, I'll  
5 use the word burned, but we -- taking some advice,  
6 not Doug's, but taking some legal advice by folks  
7 who wrote Florida tax code, our leases were  
8 developed with some language in them that basically  
9 put the tax onus on the lessee.

10 Should the property that they're leasing from  
11 us become -- or be determined by the property  
12 appraiser to be taxable, that -- and that is taxed,  
13 which would be the natural next step, then the  
14 tenant would pay that tax. The -- the deal there  
15 is that we end up I think in a -- in a negative  
16 position with many of these tenants and competing  
17 airports because of their individual -- this is  
18 being interpreted differently in all 67 counties.

19 The state statute has -- there's a state  
20 statute, is a better way to say it, that exempts  
21 FBOs from -- and it uses just that def -- that --  
22 just all it says, FBOs, from ad valorem taxation.  
23 So there's -- from a statute standpoint, they're  
24 already -- those are exempted from ad valorem  
25 taxation.

1           What's unclear is what is an FBO? Depending  
2           on who you ask or how it gets pointed to is, what  
3           does FBO as a term mean? When you go to the FAA  
4           side of things through their FAA order, I think  
5           it's 5100.5B or whatever it is, the latest version,  
6           basically it lumps commercial aviation business  
7           uses as FBO activities. So things such as aircraft  
8           maintenance, flight schools, if you have an  
9           upholstery shop or an avionics shop or a true, you  
10          know, full-service FBO much like our  
11          Atlantic Aviation, those all get lumped into a  
12          vanilla term with FAA as an FBO.

13           Our leases do not reflect currently because  
14           our operating policy, our operating -- minimum  
15           operating standards document does not reflect that  
16           these are FBO activities. So as a result, there's  
17           no way to make a linkage through our lease  
18           agreement that these commercial-only businesses are  
19           indeed meeting the -- the test as an FBO and should  
20           be tax exempt and -- and the competition, if you  
21           will, the competitive disadvantage that we're  
22           currently having in any way mitigated.

23           So the thought process here is maybe we take a  
24           visit, revisit to our minimum operating standards.  
25           Me and Doug sat in on a nice long meeting with --

1 on behest of one of our tenants who had requested a  
2 meeting with the new property appraiser's office,  
3 with Eddie Creamer, to see what could be done, how  
4 can we possibly get something shaped. And I think  
5 that the consensus was that the ball's really in  
6 the Airport Authority's lap as to what we determine  
7 to call them under our lease agreements will be  
8 basically what the property appraiser determines  
9 them to be when evaluating them for tax purposes.

10 So if we use the words "fixed-base operator"  
11 in our -- in our declaration that's in our lease  
12 agreements, then we can -- we should be expecting  
13 that our property appraiser would view them as  
14 exempt operations and ad valorem -- and not subject  
15 to ad valorem tax as a result.

16 To do that, if you're willing to do that,  
17 would really require us to kind of dig deep into  
18 this document again, fix the language, create -- I  
19 think at first blush one of the things we'd like to  
20 pursue would be perhaps a two-fold definition of  
21 fixed-base operator: One that has fuel rights and  
22 one that does not have fuel rights.

23 So those that are currently we might consider  
24 today to be normal commercial operations such as  
25 someone doing a fuel -- jumped right into it, into

1 a maintenance operation or a flight school would  
2 not have the right so to speak to sell fuel. So  
3 they'd be a non-fuel FBO. A fuel-service FBO such  
4 as an Atlantic Aviation who has the right to sell  
5 fuel would of course have fuel rights attached to  
6 the description.

7 We think by kind of digging in this, cleaning  
8 the language up, creating that classification -- or  
9 those two classifications, then we would open --  
10 with the adoption of that at some point, and we --  
11 we'll certainly open the door for involvement of  
12 those same tenants because I'm sure that there are  
13 commercial users who will have some input to put  
14 into this I would hope -- that at the end of the  
15 day if something like this goes through and is  
16 adopted by the board, then it would be a simple  
17 matter that if those tenants, and I wouldn't know  
18 why they wouldn't, those that would wish to come  
19 in, open their lease agreement with the  
20 Airport Authority, take the new lease form that  
21 then would declare it an FBO operation, that they  
22 then could go and rely on that at the county for  
23 the ability to exempt ad valorem perhaps. At least  
24 that's the end game.

25 What we want to know is, is that philosophy or

1 is that direction something you-all want us to  
2 pursue and expend energy on and the like? I do  
3 want to again clarify these are the commercial --  
4 only the commercial aviation businesses.

5 Those businesses that are here operating a  
6 corporate flight department or aircraft storage or  
7 any other non-direct aviation open to the public  
8 business for aviation would not be in that  
9 classification.

10 So the Ring Powers, the -- trying to think of  
11 some of the other storage entities out here, these  
12 guys are not -- we're not considering anything like  
13 that. Those are basically privately used hangars,  
14 and under all definitions of the statute are going  
15 to be taxable. There's really no way around that.

16 So we're looking at only those folks or  
17 companies that are truly in business and open to  
18 the public. So, you know, something that's  
19 ancillary to another business does not qualify --  
20 or would not be considered on our side.

21 If it's not aviation, so for instance a  
22 restaurant or something like that, not even on the  
23 table. That's not -- those are still -- those are  
24 not FBO kinds of functions, so as such would not be  
25 considered under the minimum commercial operating



1 standards. These only apply to aviation  
2 businesses. So what do you think? Is this --

3 MR. BRUNSON: I want to ask quick question  
4 before. You first started out by saying that the  
5 state statute says that FBOs, if that was written  
6 in the lease, they were exempt.

7 MR. WUELLNER: Correct.

8 MR. BRUNSON: And then you said that there  
9 should be two classifications of that. If they had  
10 fuel related --

11 MR. WUELLNER: Yeah.

12 MR. BRUNSON: -- then they -- they were the  
13 ones that would get that full exception? Is that  
14 what you mean?

15 MR. WUELLNER: Well, I think this goes back to  
16 the almost antiquated definition of what an FBO  
17 was --

18 MR. BRUNSON: Uh-huh.

19 MR. WUELLNER: -- back in the day.

20 When FBOs literally they even needed to make a  
21 distinction between mobile fuel operations and  
22 fixed fuel operations, which was where that  
23 definition came from back in the 20s and 30s,  
24 classically an FBO provided all maintenance  
25 services. What we've seen in evolution of

1 aviation, particularly the last 15 or 20 years, is  
2 a divesture if you will by classic FBOs of some of  
3 the aviation business pieces.

4 For instance, FBOs now, and ours is included  
5 in this, really don't do maintenance. I mean, when  
6 you look at them, they -- they're not a maintenance  
7 operation. And most fuel -- or, excuse me, most  
8 maintenance operations aren't in the fuel business.  
9 You know, they're seriously in business in one  
10 sector of aviation and another. So, in a way,  
11 we've -- as an industry have sort of outgrown the  
12 classic FBO definition. But that's the definition  
13 we've got to deal with that's in the statute.

14 And frankly the whole absence of a definition  
15 is where the whole thing breaks down. The statute  
16 does not attempt -- and correct me if I'm wrong,  
17 but the statute does not attempt to define what an  
18 FBO is.

19 CHAIRMAN GREEN: That was my concern, that  
20 whatever we dovetail in our minimum operating  
21 standards doesn't clash with whatever the statute  
22 says. But if the statute's that vague, then we can  
23 work with it.

24 MR. BURNETT: Yeah, you really have two  
25 things. You've got Florida law --

1 CHAIRMAN GREEN: Yeah.

2 MR. BURNETT: -- which is completely vague.

3 CHAIRMAN GREEN: Okay.

4 MR. BURNETT: And then you've got the FAA  
5 regs, which can give you some guidance, but still  
6 at the end of the day --

7 MR. WUELLNER: Are still non regulatory.

8 MR. BURNETT: -- it says --

9 CHAIRMAN GREEN: That's vague enough that --

10 MR. BURNETT: Yeah, it still -- at the end of  
11 the day it says you get to define it.

12 CHAIRMAN GREEN: Okay.

13 MR. BURNETT: And going one step further, and  
14 I know this is sort of -- it's unsaid, but it's a  
15 part of what Ed is communicating, is that the real  
16 point in why we want to solicit the input from the  
17 players that are out here on the airport as part of  
18 this process if you give us this direction, is it's  
19 really a function of coming up with what's fair --

20 CHAIRMAN GREEN: Yeah.

21 MR. BURNETT: -- for the end users that are  
22 here.

23 MR. KIRA: Are we looking to see -- you're  
24 saying that the state looks -- is looking to find  
25 more money to suck out of the community? Is

1 that -- is that really what we're looking at?

2 Because if that's the case, then if we're  
3 adding ad -- you were talking about adding  
4 ad valorem taxes to the T-hangars and stuff like  
5 that so that everybody starts paying ad valorem  
6 taxes --

7 MR. WUELLNER: Well --

8 MR. KIRA: -- on real estate that they're  
9 keeping their airplanes on?

10 MR. WUELLNER: Maybe it's --

11 MR. KIRA: What's to prevent -- then why  
12 shouldn't they charge ad valorem taxes on people  
13 who have boats in boat storage and -- and storage  
14 in -- in storage rooms and apartment renters? This  
15 is -- this is a -- this is going crazy.

16 MR. MAGUIRE: As I understand it, ad valorem  
17 tax is assessed against real property that's not  
18 governmental or government controlled. So in this  
19 particular case, the government, the  
20 Airport Authority owns property --

21 MR. KIRA: Right.

22 MR. MAGUIRE: -- but the leasehold, when they  
23 lease the property, that becomes taxable. The  
24 question is, do we want to tax it? And -- and  
25 that's oversimplified, okay?

1           So -- and it's the same way -- boats are  
2           different because it's not real property. But the  
3           University of Florida leases 24 buildings plus or  
4           minus downtown, okay? My wife leases three of  
5           them. She does not pay real estate taxes, she pays  
6           the rent. But the University of Florida doesn't  
7           pay real estate taxes because it's a government  
8           agency.

9           MR. KIRA: Right.

10          MR. MAGUIRE: Now would the tax assessor  
11          like -- come back and say, well, that leasehold is  
12          taxable also, somebody needs to pay it? Yes, they  
13          could, but right now they don't.

14          MR. WUELLNER: Let me -- let me throw one  
15          other little interesting direction to this.

16          If as an example we had someone lease property  
17          from the airport and they -- and strictly only a  
18          ground lease scenario. They come in and build  
19          their own building. That building becomes  
20          taxable -- not as real property but as personal  
21          property, becomes taxable as ad valorem. A little  
22          different angle. There's nothing we can do to help  
23          that individual --

24          CHAIRMAN GREEN: Right.

25          MR. WUELLNER: -- in that scenario. That's

1           this -- what we're trying to do today has no impact  
2           on that because it's simply a ground lease, not a  
3           lease for the -- the building and the -- the real  
4           estate, for lack of better words.

5                     It actually strengthens the  
6           Airport Authority's overall business plan to do  
7           it -- do kind of what we're suggesting maybe we  
8           want to head toward. At first it appears to be  
9           maybe a negative on the overall tax base. Okay, I  
10          can buy that argument. But the reality is, by  
11          making that a benefit of leasing an  
12          Airport Authority building and property, the net  
13          result to the airport is significantly greater  
14          because of all the asset that's being leased versus  
15          just the ground.

16                    So, in a sense we -- we create a competitive  
17          advantage, if you will, for the airport building  
18          and leasing buildings and -- and developing its own  
19          infrastructure, for lack of better words, leasable  
20          infrastructure. That becomes a very positive  
21          thing.

22                    That's exactly the formula -- tax question  
23          notwithstanding, that's exactly the formula that I  
24          began and every board from the day I got here  
25          implemented in -- since 1996 till today as to how

1 we got off the tax rolls. That's how we built a  
2 revenue base. That's how we got to the point where  
3 we've been off the tax rolls now more than five  
4 years, is using the ability to lease  
5 Airport Authority assets to the private sector and  
6 do it at market value.

7 MR. MAGUIRE: I like the concept. I'd like to  
8 see it pursued.

9 MR. WUELLNER: I think it's -- I think it's  
10 advantageous to -- especially trying to strengthen  
11 the commercial aviation tenant business.

12 MR. BRUNSON: May I ask one question? On a  
13 scale of one to ten, this undertaking, is it very  
14 hard to --

15 MR. WUELLNER: No, it's just --

16 CHAIRMAN GREEN: Reading some statutes and  
17 looking through the leases.

18 MR. WUELLNER: It's, as they say, read and  
19 write and arithmetic --

20 MR. BRUNSON: Okay.

21 MR. WUELLNER: -- though there's not much  
22 arithmetic in it here. It's -- it's pretty  
23 straightforward.

24 MR. BRUNSON: Okay.

25 MR. WUELLNER: We're not looking at

1           fundamentally necessarily changing the structure of  
2           this.  It's just changing how it coalesces back to  
3           an agreement.

4                     It may require -- in fact it will require  
5           readoption of the minimum operating standards.  
6           We'll have to readopt, or I should say amend our  
7           lease policy which has this as a part of it, to  
8           make sure that it's all consistent throughout all  
9           our documentation.  But it's -- it's I would say  
10          largely perfunctory once we agree on minimum  
11          operating standards.

12                    CHAIRMAN GREEN:  We've been working on our  
13          leases anyway.  So --

14                    MR. BURNETT:  Yeah, I have --

15                    CHAIRMAN GREEN:  -- I mean, it's kind of  
16          hand-in-hand.

17                    MR. BURNETT:  I have.  And just to jump in  
18          there.  If you look at some of our leases -- I deal  
19          with leasing everyday as part of my practice.  And  
20          so I have -- if you come in and you're the  
21          landlord, I've got a lease for you, for your  
22          tenant.  If you come in and you're the tenant and  
23          you want to prepare a lease for your landlord, I've  
24          got a lease for you.  They're two different forms.

25                    And if you go back and you look at the ones



1 the airport has, some of them are very middle of  
2 the road. Some of them -- one of them I think is  
3 landlord, and then we've got some that are tenant  
4 driven. And so, we -- I've already taken the time  
5 to two of them -- two of the forms are completely  
6 rewritten, and so they're not --

7 MR. WUELLNER: That was happening independent  
8 of this effort.

9 MR. BURNETT: Yeah. And so that -- they're  
10 not extreme landlord, but they are recognizing the  
11 fact that the landlord's the Airport Authority,  
12 it's a government entity, and has more of the terms  
13 that you would expect a government entity as a  
14 less -- lessor would have.

15 MR. WUELLNER: And -- and a part of this that  
16 makes it even more compelling in my mind is that  
17 the situation that developed -- and I think some of  
18 you had been on the board anyway during this. But  
19 back when Hoke Smith, his business, when that --  
20 when he passed away and the business was liquidated  
21 ultimately through bankruptcy, ultimately the tax  
22 collector's office ended up having to sue the  
23 Airport Authority for the collection of ad valorem  
24 taxes that heretofore had always been off the table  
25 and never been determined to be the

1 Airport Authority's responsibility vis-a-vis that  
2 same commercial lease.

3 Had this lease agreement been in place, there  
4 would have never been an assessment on the property  
5 in the first place, therefore no liability to the  
6 Authority. The Authority ended up spending 30-plus  
7 thousand dollars --

8 MR. BURNETT: 30.

9 MR. WUELLNER: -- plus legal fees --

10 CHAIRMAN GREEN: And --

11 MR. WUELLNER: -- plus months and months and  
12 months -- and ended up losing everywhere it  
13 touched.

14 MR. BRUNSON: You don't need to say anymore.

15 MR. KIRA: Thank you.

16 MR. WUELLNER: So...

17 CHAIRMAN GREEN: I think it's something we  
18 should at, at least give staff direction to say  
19 okay, let's --

20 MR. WUELLNER: We'll -- if that -- I think I'm  
21 sensing generally consensus here on heading the  
22 direction.

23 CHAIRMAN GREEN: My understanding is most, I'm  
24 not speaking for Mr. Creamer, but property  
25 appraisers are saying if that's what your lease

1 says, that's what your lease says.

2 MR. WUELLNER: And that's what the statute  
3 says. He said I'm not in the business of creating  
4 the statute or -- so we've got a very favorable  
5 broad view, for lack of better words. Of course  
6 the devil's in the details, but --

7 MR. BRUNSON: Yeah.

8 MR. WUELLNER: But I think we've got --

9 MR. BRUNSON: Your statement that it  
10 strengthens the airport, then I think it's --

11 CHAIRMAN GREEN: It makes us competitive.

12 MR. BRUNSON: -- we need to -- yeah.

13 MR. WUELLNER: So we'll be back to you then  
14 following that direction over the next few months  
15 and we'll start hitting some iterations of that and  
16 getting some feedback and see where it ends up.  
17 Thank you.

18 PUBLIC COMMENT - GENERAL

19 CHAIRMAN GREEN: Okay. So we're -- I think  
20 we're down to public comment. I didn't get any  
21 written notes.

22 MR. HERNANDEZ: I've got one.

23 CHAIRMAN GREEN: Oh, I'm sorry. Well,  
24 Mr. Hernandez, I don't -- is it yours? I don't  
25 have it.

1 MR. BRUNSON: He's the one who spoke --

2 MR. HERNANDEZ: Must be still outside.

3 CHAIRMAN GREEN: Go ahead.

4 MR. HERNANDEZ: Galin Hernandez again from the  
5 St. Augustine Airport Pilots Association. And I've  
6 written down public comments. It was actually  
7 concerning the T-hangars.

8 MR. WUELLNER: Okay.

9 MR. HERNANDEZ: So going back to the -- the  
10 T-hangar issue and one thing that's very positive  
11 is that it is being looked at as part of the master  
12 plan up front. That's a very positive thing  
13 according to us. But we do have some questions.

14 And I'd like to go back to the -- the analogy  
15 that Mr. Maguire used on the University of Florida  
16 leasing property to a private in -- person, I  
17 assume it's private, and not having taxes on it.  
18 The question is, why is the Airport Authority  
19 leasing to tenants and charging taxes? It's a  
20 rhetorical question, something I think we need  
21 to -- at least SAAPA's going to take a deeper look  
22 in. The other thing is that --

23 MR. WUELLNER: Well, let me -- before you get  
24 too off -- off tangent there, the Airport Authority  
25 does not assess taxes, number one. Second of all,

1 to my knowledge, the tax collector nor the property  
2 appraiser are in any way involved right now in  
3 collection of those taxes for T-hangar kinds of  
4 uses.

5 MR. HERNANDEZ: Yeah, I agree.

6 MR. WUELLNER: And those are -- still enjoy an  
7 exemption that they have loosely said they believe  
8 because of the type of tenancy in that building,  
9 meaning it's multi-occupant, it has short-term  
10 leases, it's basically available to the public all  
11 you have to do is wait in line for one, that in  
12 their viewpoint it's not an exclusively used  
13 building by any one entity. As a result, they are  
14 already exempting T-hangars from ad valorem taxes.

15 MR. BURNETT: One added comment is, people  
16 aren't conduct -- they may be, but as a general  
17 rule, people aren't conducting business at a  
18 T-hangar.

19 MR. HERNANDEZ: They shouldn't be.

20 MR. BURNETT: It's not in connection -- it's  
21 not in connection with a commercial enterprise,  
22 whereas the commercial hangars are in connection  
23 with a commercial enterprise, so they're taxing  
24 those.

25 MR. HERNANDEZ: And the other part is on

1 market value, on fair market value, I can assure  
2 you that not many people in SAAPA, they are willing  
3 to pay fair market value --

4 MR. WUELLNER: Uh-huh.

5 MR. HERNANDEZ: -- and pay a fair amount. But  
6 there is no comparison like the marinas. You don't  
7 have a private airport here that has hangars that  
8 you can say, well, the fair market value for a  
9 T-hangar in St. Augustine is X amount because you  
10 have no comparable.

11 Now, if you do want to use a comparable and  
12 use Palatka, Flagler, and Craig, you'll find that  
13 their T-hangars are significantly lower than  
14 St. Augustine. Now there's a give and go about  
15 location, location, location, so there is a  
16 question of that.

17 What we would like -- we don't like to look  
18 favorably on is the idea that no matter what you do  
19 with a T-hangar, you're looking at 5, 6, 7 percent  
20 return on profit or return on investment as a  
21 margin. That to us it should be a little --  
22 shouldn't be that high because obviously the whole  
23 idea is we have to pay our way, there's no doubt  
24 about that, but you don't have an equivalent market  
25 to say, well, the market value is this, so we're

1 just going to slap on 7 percent, 6 percent, 5  
2 percent because we feel like it. We think towards  
3 that part, it should be throwing closer to a  
4 revenue neutral than a larger profit.

5 And that were the -- the two main things.  
6 Basically on the T-hangars that basically it was --  
7 it started off with the master plan, which --

8 MR. WUELLNER: Right.

9 MR. HERNANDEZ: -- we're very happy that it  
10 is -- it's being looked at in there.

11 CHAIRMAN GREEN: Okay. Any more public  
12 comment? There was nothing for Atlantic. Okay.  
13 All right. Then, Mr. Maguire, closing comments?

14 MEMBER COMMENTS AND REPORTS

15 MR. MAGUIRE: First of all,  
16 Commissioner Dean's comment earlier about coming  
17 when there's a necessity, I'd like to see him here  
18 all the time because I value everybody's input.  
19 But I also sit here looking at everybody sort of  
20 glazed over while we're talking about this stuff.

21 I don't see a need if -- if we're talking  
22 about things that don't pertain to y'all, y'all  
23 don't have to stick around. They don't stick  
24 around at the county commission meetings. So --  
25 you know, so feel like if your -- your time is up,

1           feel free to leave if you want. It won't bother us  
2           at all. But if you want to stay and make a  
3           comment, please do.

4           CHAIRMAN GREEN: But we are on the record, so  
5           if we talk behind your back, it will be in front of  
6           you, so you can read it.

7           MR. MAGUIRE: True. Okay.

8           MR. WUELLNER: Yeah.

9           MR. MAGUIRE: Three things to further -- just  
10          a continual reminder assistant director on the  
11          budget next year, okay?

12          MR. WUELLNER: Uh-huh.

13          MR. MAGUIRE: And I know we -- we've already  
14          said that, but I want -- I don't want it to drop  
15          off.

16          MR. BRUNSON: You said that.

17          MR. MAGUIRE: I said that, yeah.

18          The VCB, I talked with two people on the VCB.  
19          And this is just a personal issue with me, the VCB  
20          does adopt -- a lot for tourism. I believe that  
21          we, you know, following up on what he said, we are  
22          invaluable to tourism here.

23          I don't know why we're not on the VCB except  
24          they just never thought about it. I've talked with  
25          two people on the VCB and one said, why in the



1 world do you want to be on the VCB? He said it's  
2 nothing more than a headache. I said, well, but we  
3 are part of the community, the business community.  
4 I think we ought to do that and have that as one of  
5 the things that we do just like the -- the other  
6 functions.

7 CHAIRMAN GREEN: I nominate Bruce to do that.

8 MR. MAGUIRE: And I don't mind doing that  
9 because I would be happy to go speak to the VCB and  
10 voice my opinion, which I'm not ever afraid of  
11 doing.

12 Okay. The third thing is going back to the  
13 insurance. I have not said anything about the  
14 insurance package because it is what it is now. My  
15 gut reaction -- and I hate to make it sound like  
16 I'm harping on you, my gut reaction is, we are  
17 overinsured. I truly believe we are overinsured,  
18 which means we are paying much too much money for  
19 insurance.

20 I forever will have heartburn about somebody  
21 telling us what we need to do in terms of insurance  
22 and then providing the insurance policy to cover  
23 what he just said we ought to do. So my gut  
24 reaction is, I want a new analysis on the  
25 insurance --

1 MR. WUELLNER: Okay.

2 MR. MAGUIRE: -- because I think we can do a  
3 lot better. But it's too late this year to do it,  
4 so I didn't say anything about this year's FRP --  
5 RFP.

6 MR. WUELLNER: So --

7 MR. MAGUIRE: Next year, I would like to  
8 see --

9 MR. WUELLNER: The an -- do an analysis of  
10 what we have.

11 MR. MAGUIRE: Do an analysis by a third  
12 party --

13 MR. WUELLNER: Okay.

14 MR. MAGUIRE: -- okay? And I don't know who.  
15 I have -- I'm pleading my ignorance. But I  
16 think --

17 MR. WUELLNER: I'm sure there are consultant  
18 firms that can do that, sure.

19 MR. MAGUIRE: And I think they ought to do it  
20 for free, okay? I think to follow Donald Trump,  
21 build that wall and make them pay for it.

22 CHAIRMAN GREEN: Streamline the business and  
23 possibly get ours.

24 MR. WUELLNER: So our -- to completely  
25 clarify, I understand that component of it, that we

1 do an independent evaluation of what we have and  
2 what we need --

3 MR. MAGUIRE: Not what we have. I don't want  
4 to look at what we have. I want to look at what do  
5 we truly, truly need --

6 MR. WUELLNER: Okay.

7 MR. MAGUIRE: -- by a third party that does  
8 not sell insurance but gives some type of guidance  
9 to airports on what we should do. I know we have  
10 multi functions in here that have to be covered. I  
11 just -- I just look at this and it just floors me  
12 that we have so much insurance.

13 MR. WUELLNER: So, may or may not be true,  
14 the -- so we're not going to press forward with an  
15 RFP under the current --

16 MR. MAGUIRE: Well, we need to do one more  
17 year because we can't change -- it's too late to  
18 change things.

19 MR. WUELLNER: Well, you've got time. You  
20 could still do that going into the fall.

21 MR. MAGUIRE: Yes.

22 MR. WUELLNER: The question is, if -- if  
23 fundamentally driving this is whether we have too  
24 much insurance or we have whatever --

25 MR. MAGUIRE: Yeah.

1           MR. WUELLNER:  -- that question, we aren't  
2 going to get that answered and drive an RFP at the  
3 back end of it.

4           MR. MAGUIRE:  Correct.

5           MR. WUELLNER:  So -- so move forward -- we can  
6 do that now, is do the analysis, is get that effort  
7 moving --

8           MR. MAGUIRE:  Okay.

9           MR. WUELLNER:  -- so that we know what we  
10 think we need going into next --

11          MR. MAGUIRE:  Next --

12          MR. WUELLNER:  Not -- won't be for September,  
13 but it would be for the following year.

14          MR. MAGUIRE:  The following.  That's what --

15          MR. WUELLNER:  Is that --

16          MR. MAGUIRE:  That's exactly.

17          MR. WUELLNER:  I want to make sure that --  
18 okay.

19          MR. KIRA:  Isn't part -- isn't what we're  
20 looking at going to be an outcome of the  
21 master plan to determine the value of all the  
22 properties we have, everything, and then you can  
23 put a price tag on it and then we can insure that  
24 price tag?  That should be an outcome of the  
25 master plan --

1 MR. WUELLNER: I think the -- the word is --

2 MR. KIRA: -- or a subset.

3 MR. WUELLNER: Yeah, I don't want to put words  
4 in his mouth. I don't think the master plan does  
5 the valuation quite the way you're thinking of, but  
6 that -- that is the easiest thing being done,  
7 because it's really a function of what it costs us  
8 to build things. You know, with the -- I'm trying  
9 to think of the index, but there's a -- anyway --

10 CHAIRMAN GREEN: We're talking liability and  
11 stuff like that.

12 MR. WUELLNER: -- a building --

13 MR. KIRA: I understand.

14 MR. WUELLNER: -- relative to the property.

15 MR. KIRA: I understand that. One thing is  
16 physical liability --

17 MR. WUELLNER: Liability I think's the one  
18 that's probably got the most --

19 MR. MAGUIRE: Yes.

20 MR. WUELLNER: -- because there's so many  
21 components to it.

22 MR. MAGUIRE: There are multiple components.

23 MR. WUELLNER: There's no just single  
24 liability. This isn't like McDonald's with a  
25 single exposure on commercial. This is much

1 broader than that. So I -- I don't disagree that  
2 maybe you've --

3 MR. MAGUIRE: I may be totally wrong. We may  
4 be underinsured.

5 MR. WUELLNER: I think the property is the  
6 property. You know, we can go at the valuation.  
7 But the valuation should be the same across anybody  
8 covering it whatever method they're doing it. And  
9 that's pretty well-established. What is it,  
10 something and Swifts. Marshall & Swifts is the  
11 valuation company. Isn't that the company?

12 MR. BURNETT: Marshall & Swift are one way of  
13 determining valuation of improvements to property,  
14 what it cost to rebuild it.

15 MR. WUELLNER: Exactly. And that goes into  
16 the insure -- property value insurance, not the  
17 liability part of insurance. And I think a good  
18 healthy discussion on what -- why we are doing what  
19 we are doing liability and broad spectrum needs to  
20 be accomplished. I don't think that's a bad idea,  
21 either. Very good. I've got -- I've got what I  
22 need out of it. Thank you.

23 MR. KIRA: Me?

24 CHAIRMAN GREEN: Mr. Kira, uh-huh.

25 MR. KIRA: EDC. On March 10th I participated

1 in the Jax USA Regional Economic Forum at UNF. On  
2 March 21 I was at the EDC presentation of the  
3 St. Augustine County Commission, had a nice  
4 presentation there. On 3/27 I went to the  
5 Ponte Vedra Chamber of Commerce where they had a  
6 new director and introduced them. I'm going  
7 everywhere.

8 On 3/31 I was here at the Florida Flyers and  
9 ExpressJet partnership of sorts. It was an  
10 interesting partnership presentation. And then I  
11 talked to the ExpressJet people who were down  
12 there. I said what about flying into here. And  
13 they explained the fact that ExpressJet basically  
14 ties in just like Frontier as an extension of one  
15 of the other carriers.

16 MR. WUELLNER: Uh-huh.

17 MR. KIRA: And -- but at least I talked to  
18 them. I got their cards. Maybe I'll see them some  
19 other time --

20 MR. WUELLNER: Yeah.

21 MR. KIRA: -- okay? On the TPO, I attended --  
22 there are two board meetings I attended, 3/19 and  
23 4/13. And this weekend I'll be participating in  
24 Orlando at the MPOAC Weekend Institute for Elected  
25 Officials. It's a -- they hold this every year,

1 new elected officials get down there and learn all  
2 about TPO.

3 MR. WUELLNER: Oh, nice.

4 MR. KIRA: So I've been doing that. And I've  
5 also been meeting -- I've been at REC meet --  
6 Republican Executive Committee meetings, club  
7 meetings, and presenting airport issues, TPO  
8 issues, and Chamber -- I've been pushing the  
9 Chamber of Commerce issues. Considering the fact  
10 that a lot of these organizations do not belong to  
11 the chamber and they should. So I've been busy.

12 MR. MAGUIRE: Good.

13 MR. BRUNSON: Great.

14 MR. WUELLNER: Very good. Thank you.

15 MR. BRUNSON: Real good.

16 CHAIRMAN GREEN: Well, I attended two  
17 meetings. One was an -- kind of a VIP executive  
18 chamber lunch. Jimmy Johns was there,  
19 commissioner, and some business partners such as  
20 bank CEOs, whatever. But it was pretty much gather  
21 around and find out what everybody's interests are.  
22 Parking was a huge one, you know, working with the  
23 city and what have you.

24 But it was very informative, and it was  
25 informative to hear that they didn't know we had a



1 seaport because comments were coming up about  
2 Amazon and Amazon having their big deal at JIA but  
3 we don't have any seaport access. So I said, whoa,  
4 whoa, yeah, we do. There's parts that come in from  
5 Northrop Grumman that get hauled off right there.  
6 And everyone was astounded. So, you know, little  
7 things like that that even our big business  
8 partners don't even know about. So that was  
9 informal but interesting. It was short.

10 And then the other thing I attended, and I was  
11 found out on Facebook because I had a picture taken  
12 at JIA -- I went out to JIA with their  
13 airport authority, some of their members, and some  
14 other -- Ronnie Fussell and some other -- our clerk  
15 up in Duval County, and had a small 20-people  
16 mini-hour tour of the insides or inner workings of  
17 what the airport authority does up there.

18 And I just listened, which was interesting,  
19 because once in a while they would mention  
20 St. Augustine. I didn't say anything. So we just  
21 listened to see how the stepchild was talked about.  
22 But it was very informative to hear what their  
23 budgets are and what they're dealing with. And  
24 just on a different scale, they've got the same  
25 issues. They have the same issues with carriers,

1           there's nine carriers up there, and everyday it's a  
2           struggle. We don't know if we're going to have the  
3           flights.

4                     And as an example, I think it was -- who flew  
5           to Puerto Rico, San Juan? Was it JetBlue? They  
6           flew down there, and when they started that route,  
7           they had hundred-seater planes and it was filled to  
8           capacity and JetBlue was, yay, yay, yay, it's all  
9           working fine. And then the airline industry, they  
10          said, well great, so let's just make it 120-seater  
11          planes, and they filled up to about 115, and they  
12          said, oh, bad route, sorry, and stopped the whole  
13          route.

14                    So that's the mentality that Ed and staff are  
15          kind of up against dealing with these commercial  
16          airlines. Just trying to work with it's a good  
17          route, I don't know what you're trying to -- you  
18          know, fix something that works. So it was  
19          interesting to hear all that.

20                    One thing I did find out at the other meeting,  
21          that St. Johns County, and I'll defer to Mr. Dean  
22          on this, but after Matthew they had \$150 million  
23          budget for disaster cleanup and everything they had  
24          to do. Fortunately for St. Johns County being on  
25          their -- their hide side or good side here, but

1           they had to spend almost about that. They didn't  
2           have to go into, you know, too -- too many  
3           reserves. It was the first time it's happened, but  
4           they had the foresight to prepare for that.

5           So I commend the commission and -- after  
6           hearing all that. And the airport was cited for  
7           allowing the -- the vehicles to come in that were  
8           coming in to repair the utility lines and what have  
9           you --

10          MR. WUELLNER: Uh-huh. Uh-huh.

11          CHAIRMAN GREEN: We staged them out here. So  
12          the airport was applauded for all of that that  
13          helped what they did with that.

14          So tonight, I'm attending the  
15          Academy Awards --

16          MR. MAGUIRE: In Hollywood?

17          CHAIRMAN GREEN: -- in the Fullerwood  
18          auditorium of St. Augustine Hollywood. But that is  
19          for our Aerospace Academy people that we have.  
20          It's all of the academies in St. Johns County, but  
21          particularly for our aerospace and our students  
22          there that have done an amazing job.

23          These kids that actually graduate from that go  
24          on to do fine things. So I'm glad we're a part of  
25          that. And our business partners Northrop and

1 Embry-Riddle and JU and all those other ones are  
2 going to be there, so I'm looking forward to that.

3 That's all the -- on my end of it. And I  
4 guess our next meeting is May 15th. Ed will send  
5 out when we hear about our master plan meeting,  
6 again, so you can kind of pencil in end of May.  
7 And if there's any other things you want to add, I  
8 took my notes to be brought up at the master plan,  
9 just shoot Ed an e-mail.

10 MR. MAGUIRE: Will do.

11 CHAIRMAN GREEN: All right. May 15th 4:00.

12 MR. MAGUIRE: You said something, send an  
13 e-mail. We can't send it to you.

14 CHAIRMAN GREEN: To Ed.

15 MR. MAGUIRE: Got to send it to Ed.

16 MR. WUELLNER: You can send it to me.

17 CHAIRMAN GREEN: Yeah.

18 MR. MAGUIRE: All right.

19 CHAIRMAN GREEN: All right. We're adjourned.

20 Thank you all.

21 (Meeting adjourned at 5:13 p.m.)

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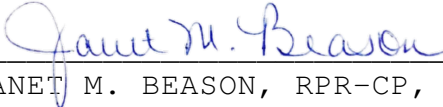
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REPORTER'S CERTIFICATE

STATE OF FLORIDA       )  
COUNTY OF ST. JOHNS   )

I, JANET M. BEASON, RPR-CP, RMR, CRR, certify that I was authorized to and did stenographically report the foregoing proceedings and that the transcript is a true record of my stenographic notes.

Dated this 2nd day of May, 2017.

  
\_\_\_\_\_  
JANET M. BEASON, RPR-CP, RMR, CRR

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