

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Regular Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, March 15, 2004

6 from 4:00 p.m. to 6:45 p.m.

7 \* \* \* \* \*

8 BOARD MEMBERS PRESENT:

- 9 SUZANNE GREEN, Chairman
- WAYNE "BUZZ" GEORGE, Secretary-Treasurer
- 10 JOSEPH CIRIELLO
- BOB COX
- 11 JOHN "JACK" GORMAN

12 \* \* \* \* \*

13 ALSO PRESENT:

- 14 DOUG BURNETT, Esquire, Rogers, Towers, Bailey,
- Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
- 15 FL, 32084, Attorney for Airport Authority.
- 16 EDWARD WUELLNER, A.A.E., Executive Director.
- 17 BRYAN COOPER, Assistant Airport Director.

18 \* \* \* \* \*

19

20

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## 1 PROCEEDINGS

2 CHAIRMAN GREEN: Call the meeting to order of  
3 the Airport Authority Board for St. Augustine.  
4 Please stand for a pledge to the flag.

5 (Pledge of Allegiance.)

6 CHAIRMAN GREEN: Just briefly -- we haven't  
7 approved the agenda yet -- but one of our board  
8 members would like to make a comment to recognize  
9 someone that used to be very instrumental in this  
10 board the years in the past.

11 MR. GEORGE: Unfortunately, Mr. Robert  
12 Fleming had a heart attack on Friday and passed  
13 away. Bob had been the pilots', you know,  
14 reporter, if you will, to this -- this board for  
15 three, four years, and he was also responsible for  
16 the newsletters and things of that nature.

17 And I had several comments from -- from  
18 people at Aero Sport and at the Authority, that  
19 they loved to get Bob's four- or five-page summary  
20 of what happened in the meetings, because it was  
21 crisp and right to the point.

22 And he's going to be missed sorely by the --  
23 by the Pilots Association and everybody that knows  
24 him.

1 CHAIRMAN GREEN: Thanks. Okay. Next agenda  
2 item is approval of the minutes. All of the board  
3 members have the minutes from the last meeting of  
4 February 2. Are there any objections or additions  
5 to the meeting? Mr. Ciriello?

6 MR. CIRIELLO: Madam Chair, on page 12, where  
7 we were in the nominations and such, as I read it,  
8 I don't see Mr. Gorman or myself's vote as being  
9 recorded. And we had to vote. So, the -- that  
10 section of the minutes is either not right or not  
11 complete or --

12 MR. GEORGE: You noticed that, too.

13 MR. CIRIELLO: Uh-huh. You know, when I  
14 don't see my name out there, my ego starts  
15 jumping, you know, good or bad or otherwise.

16 CHAIRMAN GREEN: Would you have any records  
17 on the tape?

18 COURT REPORTER: I wasn't the reporter.

19 CHAIRMAN GREEN: That's right.

20 COURT REPORTER: I can ask her if she still  
21 has her tapes.

22 CHAIRMAN GREEN: I think that would be the  
23 most efficient way, to check the tape -- to check  
24 the tape that would have recorded the yeas and

25 nays.

5

1 MR. CIRIELLO: Well, how would -- should we

2 have some kind of a --

3 MR. GEORGE: 13 here.

4 MR. CIRIELLO: Line 13.

5 MR. GORMAN: Is this --

6 CHAIRMAN GREEN: That's for

7 secretary/treasurer.

8 MR. GEORGE: All right.

9 MR. CIRIELLO: No, that was -- that's not --

10 MR. GORMAN: I'm sorry. I just wanted to see

11 the --

12 MR. CIRIELLO: So we need a motion of some

13 kind to have a record that the minutes are -- need

14 to be corrected or they're not right or shouldn't

15 be accepted, or what? How should we go about

16 that?

17 CHAIRMAN GREEN: I think the official thing

18 would be to check the tape first, which is

19 basically the official record of our meeting, and

20 if there are no other exceptions or additions to

21 the meetings, accept the minutes with that

22 exception, and then bring it back so we can -- it

23 doesn't have to be an agenda item, but just to

24 make it to --

25 MR. WUELLNER: No. We'll just clarify it.

6

1 CHAIRMAN GREEN: -- our attention what the  
2 actual record says. That's on page --

3 MR. CIRIELLO: 12.

4 CHAIRMAN GREEN: -- 12. It looks like it  
5 should be lines 15, somewhere in there. Okay.

6 Any other comments to the minutes?

7 (No further comments.)

8 CHAIRMAN GREEN: Hearing none other, with  
9 that one exception, there's an acceptance of the  
10 financial reports -- I mean, of the minutes as  
11 transcribed? Then they'll be accepted as  
12 transcribed, with the one exception noted by  
13 Mr. Ciriello.

14 4. - ACCEPTANCE OF FINANCIAL REPORTS

15 CHAIRMAN GREEN: Next are the financial  
16 reports for the four months ended January 31,  
17 2004. Any comments, additions, deletions on  
18 those?

19 MR. GEORGE: I would like to point out on the  
20 financial overview sheet, that if you take the  
21 income of all the items plus the profit from the  
22 self-service and the profit from the rental homes,  
23 we are at basically \$301,000 of cash coming in,  
24 where we have outgo of \$651-. So, that says we're

25 paying half of the operation.

7

1 And if you look at the Northrop Grumman  
2 lease, which they are not paying -- they already  
3 paid their money 15 years ago, so it's just a  
4 financial bookkeeping entry. But if you took that  
5 and put it with it, we would be very close to  
6 paying our own way for the expenses year-to-date,  
7 if that number had been cash. Just thought I'd  
8 point that out.

9 CHAIRMAN GREEN: Any other comments from the  
10 board? Jack?

11 MR. GORMAN: Just a real quick one. In other  
12 words, you're actually saying that the rental  
13 homes would net a profit, net-net?

14 MR. GEORGE: The rental homes, if you look at  
15 the financial overview, it shows that we have  
16 collected \$97,900 in revenue, but we had expenses  
17 of \$52,828.07, netting us \$16,400 in profit on the  
18 rental homes through the end of January, from  
19 October the 1st to January.

20 MR. GORMAN: And this isn't the right time to  
21 do it, but does that expenditures include Staff?

22 MR. GEORGE: No.

23 MR. GORMAN: Salary?

24 MR. GEORGE: No, that's direct expenditures

25 against those profits, yeah -- against those

8

1 projects, right.

2 MR. GORMAN: All right.

3 CHAIRMAN GREEN: Any other comments?

4 (No further comments.)

5 CHAIRMAN GREEN: Hearing no objections or

6 exceptions, we'll approve the financial statements

7 as reported for four months ending January 31,

8 2004.

9 5. - APPROVAL OF MEETING AGENDA

10 CHAIRMAN GREEN: Next, we have approval of

11 the meeting agenda. You all have in front of you

12 a copy of the agenda, which currently ends with

13 7.L., as far as the proprietary meeting agenda,

14 and it ends with number 11 for adjournment.

15 I did receive, Wayne, your copy of the -- did

16 you want to go over that MPO, is that just for

17 our --

18 MR. GEORGE: No --

19 CHAIRMAN GREEN: -- information?

20 MR. GEORGE: -- it was just information.

21 CHAIRMAN GREEN: Okay. So, we don't need to

22 add that? Any additions or changes to the agenda?

23 MR. WUELLNER: I think I've got a deletion.

24 I don't think the Young Eagles presentation is



25 going to happen.

9

1 CHAIRMAN GREEN: And I have --

2 MR. GEORGE: C.

3 CHAIRMAN GREEN: That's C. You can delete  
4 that from the agenda.

5 And I have one, which it's just a switch from  
6 A to B, B to A, to accommodate Ms. Keating. So, B  
7 will our first agenda item. Yes, sir.

8 MR. GORMAN: And I have an agenda item I'd  
9 like to add, but being that this is so long, we're  
10 probably going to have to carry it.

11 CHAIRMAN GREEN: Okay.

12 MR. GORMAN: But can I add it now or just  
13 carry it across? Would that make any sense?

14 MR. WUELLNER: Sure. That way, if we get to  
15 it, you can do it.

16 MR. GORMAN: All right. Okay. I'd like to  
17 discuss a short discussion of financial goals and  
18 focus.

19 CHAIRMAN GREEN: It's then M.

20 MR. GORMAN: M is fine. We're down to the  
21 M's. I don't think we'll get to it.

22 CHAIRMAN GREEN: Okay.

23 MR. GORMAN: And if we don't, then we'll just  
24 carry it through across.

25 MR. CIRIELLO: What are you titling it?

10

1 CHAIRMAN GREEN: It's -- titling it Financial  
2 Goals and Focus.

3 MR. COX: That was Z?

4 CHAIRMAN GREEN: Yeah.

5 MR. GORMAN: Yeah, that's what I mean.

6 MR. WUELLNER: Feels like it.

7 MR. GEORGE: Be tomorrow morning at 8:00.

8 CHAIRMAN GREEN: Any other changes to the  
9 agenda? Since the agenda's been amended, is --  
10 are there any objections to the amendments?

11 (No objections.)

12 CHAIRMAN GREEN: Is the agenda accepted as  
13 amended? All of those in favor?

14 MR. GEORGE: Favor, aye.

15 CHAIRMAN GREEN: Aye.

16 MR. CIRIELLO: Aye.

17 MR. COX: Aye.

18 MR. GORMAN: Aye.

19 CHAIRMAN GREEN: No opposed?

20 Mr. Maguire?

21 6.A. - COUNTY COMMISSIONER

22 COMMISSIONER MAGUIRE: Thank you very much.

23 I want it duly noted that --

24 MR. WUELLNER: Start --

25 COMMISSIONER MAGUIRE: Thank you. I want it

11

1 duly noted that I was here before the meeting  
2 started this time.

3 CHAIRMAN GREEN: I was going to say  
4 something.

5 COMMISSIONER MAGUIRE: All right. And -- and  
6 I will be leaving around 5:15 or 5:30; I have to  
7 go to a transportation meeting tonight also.

8 I want to clarify an issue. I was talking  
9 with -- with Buzz the other night. I want to just  
10 take five minutes or less to discuss the MPO  
11 status, where we are right now, to clarify that  
12 issue.

13 Many months ago, we came before the board  
14 asking for your support and encouraging to push an  
15 independent MPO inside St. Augustine, St. Johns  
16 County. The reality is, is that for a separate  
17 MPO to start, the law says that the city which  
18 defines the status of that MPO has the -- the  
19 sole -- pretty well the sole authority to make  
20 decisions of whether to be an MPO or not.

21 Well, that city is St. Augustine. However,  
22 there is another statute in it or part of the  
23 statute that says that you have to maintain a  
24 certain percentage of the population.

25 The City of St. Augustine did not meet that

12

1 percentage. So, when -- to carry it over to the  
2 next position, that in fact made the Board of  
3 County Commissioners the controlling authority for  
4 the St. Augustine-St. Johns County MPO. And so,  
5 whatever St. Augustine -- or what the Board of  
6 County Commissioners pretty well said was going to  
7 do with an MPO is what was going to happen.

8 The reason we came before you, is we wanted  
9 to show unanimity between the County  
10 Commissioners, the Airport, which would ultimately  
11 become a member, St. Augustine, St. Augustine  
12 Beach, as we went forward to try to get an  
13 independent MPO.

14 As we moved in that direction, it became very  
15 apparent that we could become an MPO, but since we  
16 could not extract the northern territory of the  
17 county away from Duval County's MPO, that we were  
18 going to be an extremely small MPO, probably the  
19 smallest in the state, which meant we would have  
20 gotten very small amount of money, if anything at  
21 all, other than the \$250,000 PL, or planning  
22 money.

23 So, we didn't want to lose out, so we decided  
24 that if we could convince First Coast MPO to

25 expand more properly and become a truly

13

1 independent MPO, then it would be to our benefit  
2 to join the First Coast.

3 And so, we laid out four requirements. And  
4 of those four requirements, they met three in  
5 total. And the fourth, we got about 50 percent of  
6 what we wanted out of the fourth issue.

7 So, the bottom line now is the First Coast  
8 MPO does include the north half of St. Johns  
9 County, the north half of Clay County. Nassau  
10 County has indicated that after the budget year  
11 starts, that they would like to come in. And it  
12 will be the first four-county MPO in the State of  
13 Florida.

14 We have designed it in such a way that we are  
15 now the model for the State of Florida for  
16 converting from a -- a one-county MPO into a truly  
17 independent organization that goes after the true  
18 regional aspects of transportation.

19 And where we sit now is you have one member,  
20 and that's -- I assume you appointed him; he  
21 didn't volunteer. So -- and I thank you for going  
22 up there tonight. The mayor of St. Augustine will  
23 be the other member.

24 MR. GEORGE: Jack is also is the alternate.

25 COMMISSIONER MAGUIRE: Is he the alternate?

14

1 MR. GEORGE: Yes, Jack is the alternate,  
2 right.

3 COMMISSIONER MAGUIRE: Okay. And -- and, of  
4 course, I'm the primary member, and Karen Stern  
5 is -- is our alternate.

6 The plan is, real quickly, that after two or  
7 three meetings, so you can see how we operate, the  
8 confusion factor goes into that, then the three  
9 members, plus the alternates, will sit down in a  
10 publicized meeting, and we will start talking  
11 plans and issues, where we want to take the MPO,  
12 how we're going to push things to our benefit.

13 And even though the voting didn't come out  
14 exactly the way we wanted, we feel as you probably  
15 saw the other day, it is hard to get a quorum  
16 there. And if we get a quorum, we feel like we  
17 may be able to get a lot of things our direction.

18 So, thank you very much for going. That's  
19 the update on the MPO.

20 CHAIRMAN GREEN: Thank you.

21 MR. GEORGE: Thanks for the clarification.

22 CHAIRMAN GREEN: Aero Sport? Michael?

23 6.B. AERO SPORT

24 MR. SLINGLUFF: Nothing to report.

25 CHAIRMAN GREEN: Northrop Grumman?

15

1 6.C. NORTHROP GRUMMAN

2 MR. LESLIE: No report.

3 CHAIRMAN GREEN: John, Pilots Association?

4 6.D. ST. AUGUSTINE PILOTS ASSOCIATION

5 MR. RODERICK: We have two issues. Before I  
6 walked up here, it was one.

7 MR. WUELLNER: You can take that out of there  
8 if you want (indicating).

9 MR. RODERICK: We were presented in a meeting  
10 with a safety issue on the use of runway 2/20. It  
11 involves the multi-use. In the daytime, it's a  
12 runway. In the nighttime, it becomes a taxiway.  
13 It was very well presented and had, as I recall,  
14 four alternatives. It was presented by David  
15 Knight, the tower chief.

16 We want to go on record as saying -- and this  
17 isn't brain surgery -- that we would like it kept  
18 open 24 hours a day as a runway to avoid the  
19 confusion.

20 The other alternative was keep it a taxiway  
21 24 hours a day. Another was mechanical signage  
22 and -- was that it, David?

23 MR. KNIGHT: (Nods head.)

24 MR. RODERICK: Okay. And that's -- that's --

25 we'd like to go on record, but we're willing to

16

1 work through the master planner, whatever makes  
2 sense. Thank you.

3 CHAIRMAN GREEN: Thank you. Bjorn? Florida  
4 Aviation? I didn't see him.

5 6.E. - FLORIDA AVIATION CAREER TRAINING

6 (Representative absent.)

7 CHAIRMAN GREEN: David, Mr. Knight?

8 6.F. ATCT MANAGER

9 MR. KNIGHT: I think what I'll do is I will  
10 address the chart.

11 MR. WUELLNER: You can take that mic with  
12 you.

13 MR. KNIGHT: I can?

14 MR. WUELLNER: Uh-huh.

15 MR. KNIGHT: I was asked basically to provide  
16 some information in regards to the traffic volume  
17 and whether or not it's increasing or decreasing  
18 in the future. If you'll follow me, I will keep  
19 this chart in the future, and what you will see is  
20 this yellow line will be expanding (indicating).

21 Basically, we have March, April, May, June,  
22 July, et cetera, along the bottom (indicating).

23 And right now, we are right here (indicating) on  
24 the yellow line.



25 If you look carefully, the disparity between

17

1 this section here (indicating), exception to there  
2 (indicating), and this straight up and down  
3 (indicating), this is an increase in traffic from  
4 the previous year. So, as we go along for next  
5 month, we will have the next point put in here  
6 (indicating), et cetera.

7 Year-to-date for this year, we are up 4,568  
8 operations over last year. Same time, basically  
9 through the month of March -- correction,  
10 February. We're still in March.

11 So, that's the projection. And that's actual  
12 live numbers. And for those that are interested,  
13 last year for the month of March, we had  
14 8,500-and-some operations, and we will pass that  
15 mark probably tomorrow for this month.

16 CHAIRMAN GREEN: Mr. George?

17 MR. GEORGE: Based on this information, how  
18 do you feel about the forecast that we're putting  
19 into our Master Plan? You knew that was coming,  
20 Ed. You know, is this in line with the forecast,  
21 or is this accelerated over the forecast?

22 MR. KNIGHT: I think what we're really seeing  
23 here is a slight increase in traffic. I think  
24 primarily it's due to the good weather that we've

25 had this year. Last year, we had quite a bit of

18

1 fog and rain. But, overall, numbers are up. I

2 don't know if it's quite to the forecast, but

3 it's -- it's increasing.

4 MR. GEORGE: Have you looked at the forecast

5 that the planners are -- are doing?

6 MR. KNIGHT: Yes, I've seen the numbers.

7 MR. GEORGE: Okay. If you wouldn't mind,

8 compare it to that for the next meeting so that

9 we'll know if we are ahead of their forecast.

10 MR. KNIGHT: Okay. Will do.

11 MR. GEORGE: Thank you.

12 CHAIRMAN GREEN: Thank you. Mr. Burnett?

13 6.G. - AIRPORT AUTHORITY ATTORNEY

14 MR. BURNETT: Two things. One -- actually,

15 three things. One, we've been working with the

16 County Building Department and the County

17 Attorney's Office on a new issue. It's a small

18 one, relates to notice of commencements for new

19 construction at the airport. It's going to be

20 minor and something we resolve pretty quickly.

21 The other thing is, Greg Lunny is here today

22 reviewing documents that were produced to Earth

23 Tech. I believe some of you had -- have had the

24 opportunity to talk with him. He's going to be

25 here throughout the meeting today, so if anyone's

19

1 got any questions about the litigation, they're  
2 welcome to visit with him, either during the  
3 meeting or afterwards. That is related to the  
4 board members and airport staff.

5 Additionally, Mark Arnold's here, and he's  
6 going to be one of our agenda items today related  
7 to Araquay Park. So, that's all I have to report.

8 CHAIRMAN GREEN: Thank you. All right. Next  
9 are our action items, but we've taken one out of  
10 order. So, the first item will be 7.B. And  
11 that's the Economic Development Council overview.  
12 Ms. Keating?

13 7.B. - ECONOMIC DEVELOPMENT COUNCIL OVERVIEW

14 MS. KEATING: Okay. You thought you had it  
15 bad with this microphone. I can take this out?

16 MR. WUELLNER: Sure can.

17 MS. KEATING: Are you my slide man, Ed?

18 MR. WUELLNER: Okay. Or you can do it  
19 yourself.

20 MS. KEATING: Right here?

21 MR. WUELLNER: Uh-huh.

22 MS. KEATING: Thank you all for -- for having  
23 me today. And I commend the Authority and -- and  
24 folks that are helping out on the Master Plan that

25 you're undergoing right now and how important that

20

1 is for the airport and for St. Johns County as a  
2 whole.

3 And I thank you for allowing the Chamber of  
4 Commerce and the Economic Development Council a  
5 spot on that Technical Advisory Committee so that  
6 we can bring forward the ideas of the business  
7 community to the airport. And -- and we've  
8 enjoyed a great relationship together over the  
9 years. So, I thank you for that.

10 I'm going to be as quick as I can through  
11 these slides. I don't believe in reading slides  
12 to -- to people. So, I'll run through what's  
13 going on in St. Johns County from an economic  
14 development standpoint currently. And we'll just  
15 go through this together.

16 We'll start with some background information.  
17 I think we all know that the theme for everybody  
18 in business and airports and economic development:  
19 Growth. It's all about growth in St. Johns County  
20 right now. You see where our population is -- has  
21 come and where it's headed. And we do rank third  
22 right now in Florida for population growth, and  
23 interestingly, 38th of all U.S. counties for  
24 growth. So, we're up there in -- in St. Johns

25 County. And things are happening from both a

21

1 business and a residential standpoint.

2 This is population by zip code (indicating),  
3 which is interesting. And it's kind of what we  
4 all sort of feel intuitively with the bulk of the  
5 population living in the northern part of St.  
6 Johns County. We know we're having tremendous  
7 growth in the northwest part of the county right  
8 now, but indeed the largest segment of the  
9 population is in that 32082 Ponte Vedra zip code.

10 Can everybody see that okay? This  
11 information is in the packet for the Authority  
12 members. In the blue packet, all of these slides  
13 are included there.

14 The unemployment rate and what it has done  
15 over the years (indicating). We're definitely  
16 following national trends, but we are well under  
17 the national unemployment rate in St. Johns  
18 County. And we attribute that to the diversity of  
19 the economy in St. Johns County. It kind of keeps  
20 us robust with -- we have a large service sector,  
21 the tourism industry. We've got manufacturing  
22 here. We've got construction jobs here. So,  
23 we've got enough of a diversity that we stay  
24 steady through harder times, as you'll see.

25 Our labor force is growing, and that's

22

1 natural. Our population is growing. So, indeed,  
2 the labor force is growing as well.

3 We do a Wage & Benefit Survey at the Economic  
4 Development Council every two years. We gauge  
5 wages in St. Johns County, surveying our business  
6 members. And this is just a sampling of the kinds  
7 of wages that companies are paying right now in  
8 St. Johns County (indicating). We're getting  
9 ready to publish the 2004 version later this  
10 summer. And copies of that would -- will be  
11 available through the Chamber of Commerce. This  
12 gives you a good sampling of -- of jobs here.

13 We just got this slide (indicating) recently  
14 from St. Johns County, and it's the single-family  
15 building permit growth since -- since 1993, so  
16 over the last ten years. And this is showing just  
17 the incredible acceleration of growth we've seen  
18 just since the year 2000 in single-family building  
19 in St. Johns County.

20 And then kind of on the, not necessarily on  
21 the flip side, but this is nonresidential permits  
22 in St. Johns County over the last ten years  
23 (indicating). And you'll see it -- it, too, has  
24 kind of followed that national economic trend with

25 a dip in 2000 -- 2001 for sure, then picking back

23

1 up in '02, leveling off last year.

2 But I can tell you just this year, our office  
3 at the Economic Development Council -- we're the  
4 ones who receive all the calls for businesses who  
5 are thinking about relocating and expanding. And  
6 I can tell you that our activity just since  
7 January of '04 is really picking up. So, it's --  
8 we're working with a number of manufacturing  
9 prospects right now.

10 This is information that most of you already  
11 know (indicating), but the largest industrial  
12 employers in St. Johns County, many of those  
13 businesses may look familiar to you. Maybe some  
14 are a surprise. Obviously, Northrop Grumman is  
15 the number one industrial employer in St. Johns  
16 County.

17 Ring Power, they're under construction.  
18 I'll -- we have a little bit more to show about  
19 that -- bringing 500 jobs to St. Johns County, and  
20 some of the others that are important to us.

21 And it is important to note that we do have  
22 the highest concentration of manufacturing jobs on  
23 the First Coast. Not many people think of us like  
24 that. They think of St. Augustine being a tourism

25 economy. And indeed that is a driver, but we do

24

1 have our fair share of manufacturing jobs here in  
2 St. Johns County.

3 Here are the largest nonindustrial employers  
4 (indicating), the -- the School Board, School  
5 District, the hospital, the Florida School for the  
6 Deaf and the Blind.

7 Can you see that (indicating)? We'll buzz  
8 through these real quickly here, because many of  
9 you in the room are familiar with -- with our  
10 largest industries.

11 Of course, Northrop Grumman and their  
12 employee level, the expansion that they're  
13 undergoing with some of their administrative  
14 buildings, which is a good sign; voted among the  
15 top 25 companies by Industry Week magazine. So --  
16 I don't know if -- I'm sure many of you out here  
17 have had a chance to tour the facility, but it  
18 is -- it is first rate. We should be proud of it,  
19 to have them here.

20 This is VAW (indicating). They were bought  
21 by a Norwegian company called Hydro Aluminum. And  
22 they do aluminum extrusion at their facility on  
23 U.S. 1 South. So, this is the old VAW, their new  
24 name.



25 Of course, Luhrs Corporation (indicating),

25

1 boat-building, 350 employees. And I mentioned  
2 Ring Power (indicating), under construction right  
3 now at the World Commerce Center at I-95 and  
4 International Golf Parkway. We're very proud to  
5 have that corporate headquarters coming back home  
6 to St. Johns County. And a real strong effort  
7 with the County Commissioners and Staff to recruit  
8 them here.

9 Tree of Life is a health food distributor  
10 (indicating), with a large distribution facility  
11 on State Road 207, but then a Class A corporate  
12 headquarters facility at the World Golf Village,  
13 410 employees there.

14 And, of course, tourism is our -- our largest  
15 employer, largest economic driver. The latest  
16 studies now from the University of Florida say  
17 that it's about a one and a half billion dollar  
18 economic impact for St. Johns County. So, that  
19 can't be ignored. It's incredible. More and more  
20 visitors each year.

21 Agriculture is also big industry in St. Johns  
22 County that some folks don't think about. But we  
23 do rank ninth in the state for the dollars  
24 produced per acre of farmland in St. Johns County.

25 And just to show you all some of the tools

26

1 that we're using in the Economic Development  
2 Council to attract business here, to retain  
3 business here in St. Johns County, a number of new  
4 things.

5 The St. Johns County Target Industry Study  
6 update (indicating). This is a study originally  
7 commissioned in 1998. We've done an update to it  
8 in 2003. This is really sort of the bible for  
9 economic development for St. Johns County. Tells  
10 us what kinds of industries would be a good match  
11 for us: What do we have the workforce that's  
12 ready to go to work for these jobs? What do we  
13 have -- what other amenities do we have that would  
14 fit here? So, a complete listing of the types of  
15 industries that would fit here are outlined in the  
16 Target Industry Study. And lots of good  
17 background information here, too. We can make  
18 copies of those available to you all.

19 The Business Incentive Program is something  
20 that we're already putting to work (indicating).  
21 September of 2002, the St. Johns County  
22 Commissioners passed a Business Incentive Program  
23 for recruitment and expansion of industry in St.  
24 Johns County. And I can already tell you folks

25 that this is working.

27

1 We are actually attracting companies to St.  
2 Johns County, good, high-quality companies to St.  
3 Johns County because of this program. And the --  
4 the program is -- it's really based on  
5 performance. A lot of people hear about  
6 incentives and they think that you're throwing out  
7 money to attract a company here.

8 But more -- more accurately, what it is, is  
9 it's -- it's paid out as tax rebates, and rebates  
10 on things like unit connection fees or discounts  
11 on impact fees. So, when the company comes and  
12 says what -- and does what they say they will do  
13 by employing lots of people and paying a high  
14 wage, then they're rewarded through a tax rebate  
15 or a rebate on a fee.

16 As I said, it's -- it's not just for  
17 companies relocating here, but also for companies  
18 who are already in our backyard and would like to  
19 expand. Indeed, the thresholds to qualify for the  
20 incentive program are a lot easier for companies  
21 who are already here in St. Johns County. And I  
22 think that's important.

23 We're also, in the Economic Development  
24 Council, keeping an inventory of available

25 business sites, sites for development, office

28

1 space, industrial space. This is something that's  
2 never been done before on such a comprehensive  
3 basis. But just over the last year, really, we've  
4 been able to catalog 2400 acres of available zoned  
5 land that's ready to go for development.

6 You can see the 179,000 square feet of  
7 industrial space that's vacant and available  
8 (indicating). And office space, a little over  
9 200,000 square feet of office space that's ready  
10 to go, too. So, we -- this is how we can kind of  
11 serve as a one-stop shop for business recruitment  
12 and expansion.

13 This just tells you that our inventory's  
14 being published in a lot of great places like the  
15 Business Journal and through our partnership with  
16 Cornerstone at the Jacksonville Chamber of  
17 Commerce (indicating).

18 I mentioned the Wage & Benefit Survey coming  
19 later this summer. We're also doing a survey this  
20 year of existing businesses. You can hear me  
21 telling you that we're taking a big focus on  
22 existing businesses right -- right now to make  
23 sure that they stay and they grow here in St.  
24 Johns County.

25 So, we're in the middle of -- of surveying

29

1 businesses here in St. Johns County to find out  
2 what their needs are, if there are any impediments  
3 to growth, if they're planning any expansions,  
4 hiring new people. What are their collective --  
5 what's the collective trend and how can we help?

6 So, we'll have those results later this  
7 summer. And it will help us to prepare in a St.  
8 Johns County business expansion showcase that I'm  
9 sure the airport -- airport's been so great to  
10 help us out with a lot of our events. So, we'll  
11 probably be -- be calling on you for that, as  
12 well.

13 Just -- I'm going to run through some recent  
14 success stories for us for business recruitment.  
15 These are the kinds of jobs that are coming into  
16 St. Johns County now. It's good news.

17 We helped relocate a company called Medical  
18 Development International. They process medical  
19 claims for the federal government. These are  
20 great paying jobs with average wage of \$60,000, 50  
21 employees in three years, and they're going to be  
22 headquartered in an office in Ponte Vedra Beach.  
23 So, this is the kind of high-end development that  
24 we are -- we are looking for that state and local

25 incentive programs are geared toward.

30

1 Another is Capri Industries, on a more  
2 technical field. These are commercial electrical  
3 contractors that just opened a facility right  
4 north of you at the North One Business Park. They  
5 moved up here from South Florida, basically for  
6 the quality of life and the lower cost of doing  
7 business.

8 This is a shoe manufacturer that we recruited  
9 here from Menorca, from Spain. The gentleman came  
10 over here. He's opening up shop to manufacture  
11 these sandals, which are very popular. They're  
12 the traditional shoe in Menorca, and they're  
13 becoming very popular in the U.S. Dioni & Menorca  
14 has markets here in Florida and in California, so  
15 they'll be producing the sandals here in  
16 St. Augustine and selling to markets probably  
17 internationally as well.

18 Business Retention. I'm mentioning that  
19 again. The American Culinary Federation, some of  
20 you may remember, this was in the news a year or  
21 so ago. They were -- they have been operating  
22 here in St. Augustine for over 20 years and  
23 started to look for a new place for their  
24 corporate headquarters.

25 Well, the Economic Development Council and

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1 the Chamber and the County and everyone came  
2 together to make sure that they stayed right here  
3 at home. And we convinced them to do so, and  
4 they're -- they've built a new corporate  
5 headquarters facility at the World Golf Village.  
6 So, we can be proud that we're keeping these kinds  
7 of companies here at home.

8 And I'm just going to run through real quick  
9 the Developments of Regional Impact that most of  
10 you are probably familiar with, and you've been  
11 hearing about. And you can take a look for  
12 yourself at some of the numbers that -- the sheer  
13 size of the numbers of the residential units and  
14 the office space, commercial space that's planned  
15 to be built at some of these DRIs.

16 Of course, this one details the World Golf  
17 Village (indicating), which takes up three  
18 quadrants of I-95 and International Golf Parkway.

19 This is World Commerce Center (indicating),  
20 which is in the southwest quadrant of that  
21 interchange where the Ring Power facility is being  
22 built and where 1100 homes are being planned right  
23 now.

24 This is the -- the DRI that's part of the

1 (indicating), showing you the number of acres and  
2 the space that -- that will be developed as part  
3 of that DRI.

4 Marshall Creek (indicating), otherwise known  
5 as Palencia, the scope of that project. It sort  
6 of just goes on and on and on, these developments.

7 Nocatee (indicating), which is getting much  
8 closer to -- to breaking ground and being underway  
9 now; 4.2 million square feet of office space,  
10 14,000 residential units. It's just huge. I know  
11 everyone's already heard of -- about Nocatee, but  
12 it's moving closer and closer to reality now.

13 RiverTown just got approved on February 2nd  
14 of this year (indicating). This DRI over on the  
15 St. Johns River, you can see 4500 residential  
16 units planned for that area.

17 And last but not least, we threw in the -- a  
18 slide on the Cummer Tract (indicating). Gate  
19 Petroleum purchased this -- this property, 5460  
20 acres in St. Johns County. It straddles I-95 in  
21 the northern part of the county. We still don't  
22 know exactly the plans that they'll -- that the  
23 Gate folks will use to develop this, but I'm sure  
24 we'll be hearing about that as the year goes on.



25 So, the growth -- most of the growth, as you

33

1 see, is in this northern part of St. Johns County,

2 but it's -- it's coming. We're planning for it.

3 The County is planning for it. You-all are

4 planning for it here through the airport. And I

5 appreciate the opportunity that we can all work

6 together as -- as we go through a challenging

7 time, I think, in St. Johns County.

8 And then finally, the St. Johns Vision is the

9 program that's been put in place to help the whole

10 community come together in a grassroots way to

11 look at -- at what's happening to St. Johns County

12 and look out over the next 20 or so years in

13 education, economic development, infrastructure,

14 quality of life, government, leadership, pulling

15 it all together under one umbrella.

16 So, I know that was quick, a buzz-through

17 there. I know you have a lot to do on your

18 agenda. Thanks for having me. Thanks, Ed. And

19 Wayne, thank you for inviting me. Appreciate it.

20 MR. COX: Thanks, Kari.

21 CHAIRMAN GREEN: Thank you. Is there any

22 public comment to Ms. Keating's speech?

23 (No public comment.)

24 CHAIRMAN GREEN: Seeing none, board members?

25 MR. GEORGE: I asked Kari to come because of

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1 the Master Plan that we were doing. It.

2 Is my opinion that when you look at the  
3 development that's happening just north of us,  
4 that the types of jobs and the types of salaries  
5 that those people are going to be demanding in  
6 their end, those are the type of people that have  
7 airplanes. And I wanted to make sure that our  
8 consultants on the Master Plan took that into  
9 consideration for the forecast.

10 CHAIRMAN GREEN: Any other comments from the  
11 board?

12 (No further comments.)

13 CHAIRMAN GREEN: Okay. Let's go to our next  
14 agenda item, then, which will be project updates  
15 from Ed.

16 7.A. - PROJECT UPDATES

17 MR. WUELLNER: Okay. Projects update for the  
18 month of March includes --

19 CHAIRMAN GREEN: Thank you, Ms. Keating.

20 MR. WUELLNER: -- TVOR, northeast development  
21 area, the terminal projects, airport maintenance  
22 facility, Taxiway Bravo, and the hardstand, the  
23 Araquay Park home demolition update, the old Phase  
24 II hangar rehab, marketing and public relations.

25 And, of course, the Master Plan will follow up

35

1 with an update with our -- our consultant, LPA, at  
2 the end.

3 TVOR relocation, just to bring you up to  
4 speed on the schedules to get that wrapped up, the  
5 equipment and shelter are 99 percent complete and  
6 in the field and installed and have been checked  
7 out by the contractor and are otherwise found  
8 acceptable for purposes of contract at this time.

9 FAA -- March 29th turns out to be somewhat  
10 optimistic because all of their resources are as  
11 we've been told just in the last -- well, actually  
12 today, that they're tied up with Sun 'n Fun down  
13 in Lakeland and will be available toward mid to  
14 late April for deployment for ground check.

15 It really doesn't hold anything up in terms  
16 of schedule because the flight check earliest  
17 dates available were out into May, that date being  
18 driven entirely by the folks developing the  
19 instrument approach procedure.

20 As that becomes available, they'll do the  
21 flight check, it looks like a time line of May,  
22 claiming they've got to coordinate that developed  
23 instrument approach with 11 different divisions of  
24 FAA before they can release it for flight check.

25 So, it's coming, but it's -- it's going to

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1 take at least till May till it's been released for  
2 VFR use legally.

3 After May, it will wait -- it'll simply be  
4 awaiting publication, which puts you on a time  
5 line, they're telling me a publication date for  
6 the full -- full thing is August. So, that  
7 will -- that's the time line for the next  
8 publication. The last -- the next available one's  
9 April, but they simply won't make those time  
10 lines. So...

11 MR. GORMAN: How did it slide so far from  
12 January?

13 MR. WUELLNER: Well, the --

14 MR. GORMAN: It's not --

15 MR. WUELLNER: Yeah --

16 MR. GORMAN: -- I know it's probably the  
17 government.

18 MR. WUELLNER: Well, it is. It's the same --  
19 the same FAA guy in Atlanta, the non-Fed nav  
20 coordinator that we had such great success on the  
21 ILS, getting it in the queue, is the same guy in  
22 charge of this, and frankly did not release the  
23 project for purposes of going to -- to TERPS or  
24 development of the instrument approach procedure

25 until well into January. So, they're telling us

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1 that's typically a 12- to 18-month process. They  
2 understand the importance and will have it done on  
3 this time line.

4 So, I think it's -- it's -- if I'm hearing  
5 them correctly, it's along the most constricted  
6 lines right now to get it done, or most expedited  
7 lines, however you want to call it. But it is --  
8 it is -- that's -- that's where we are with it.

9 I will -- those of you that in the audience  
10 that do fly, I will point out that we did receive  
11 word and we have, thanks to a lot of input from  
12 LPA, the April publication of the instrument  
13 flight procedures will include for the first time  
14 a -- a map of the airport. The airport diagram  
15 will appear finally in the instrument approach  
16 procedures beginning with the April publication.  
17 So, that's kind of handy in helping find your way  
18 on the ground and interpreting instructions given  
19 by the tower. So, that will be a permanent --  
20 permanent feature from this point on. So,  
21 that's -- that's good news.

22 Northeast development area, 5 and 6 are  
23 complete. It's my understanding the CO has been  
24 issued on these two buildings. And hangar 5 is --

25 they're virtually moved in up there. They've

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1 moved aircraft in, are awaiting delivery of some  
2 final office furniture, but are set up and  
3 operating out of hangars -- hanger 5. 6 will be  
4 doing the same over the next about a week. Hangar  
5 7, they're wrapping up.

6 You get a couple of shots there (indicating),  
7 hangar 5 on the left -- hangar -- excuse me,  
8 hangar 5 is on the right, featuring the aircraft.  
9 And the hangar 6 is on the left. I do not  
10 currently have a picture up there of 7, but it's  
11 not far behind. They're -- they've put it -- the  
12 carpet in the building today, and I think they're  
13 in next week to do the -- the flooring in the --  
14 in the hangar bay itself. I would suspect,  
15 though -- and I know landscaping is supposed to  
16 take place this week, also.

17 So, it will probably wrap up in the next  
18 couple of three weeks and won't be the drag-out  
19 getting the CO on this property because there's  
20 very little site work involved and it's basically  
21 a building permit for hangars -- for hangar 7,  
22 anyway.

23 Terminal project, Phase I, you know, continue  
24 to beat the drum that they're -- it appears that

25 the warranty work and punch list items are largely

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1 complete at this time. They're waiting acceptance  
2 from the County at this point to -- for the DRC  
3 sign-off, which is the final phase for a -- an  
4 unrestricted CO on the property. It -- you know,  
5 we're there. It's just dotting the I's and the  
6 T's now at this point to -- to wrap up and allow  
7 occupancy.

8 And we have an agenda item that also deals  
9 with kind of a temporary lease issue, you'll see  
10 later on in the meeting, to get us through for a  
11 month or two while we wrap up that document and  
12 get through all of the details. But, it looks  
13 like we should be able to occupy that very, very  
14 shortly.

15 Canopy building, which was the old Phase II,  
16 kind of reworked, is approximately 70 percent  
17 complete at this time. The roof work is finishing  
18 up right now. I think they're hot-mopping tar on  
19 there, probably still as we speak today. Roof  
20 work should finish up next week, the way I'm being  
21 told here. Finishing painting is starting --  
22 actually I heard, talking to the guy today,  
23 they'll be starting the interior painting  
24 tomorrow.

25 Landscaping's kind of ongoing, and so is

40

1 electrical. And we're looking for an April, or a  
2 very early April completion on Phase II here. So,  
3 it will -- it will rapidly finish up here and --  
4 and be ready to occupy, too, hopefully about the  
5 same time so we can incorporate it in the -- the  
6 final negotiated lease with -- with Aero Sport.

7 Airport maintenance facility is in permitting  
8 right now. We expect that by the end of the month  
9 at the latest. And they're expecting to be in  
10 construction by the first of the month, first of  
11 April, that is. And allowing the construction  
12 time puts it into early -- or puts it into fourth  
13 quarter of next year -- or, excuse me, fourth  
14 quarter of this year or after October.

15 Taxiway Bravo, going along, I understand  
16 they'll begin paving on Wednesday of this week the  
17 northern section. It is currently primed, and I  
18 think they've got the rough-in electrical, the  
19 cans in and the like.

20 Phase II, which is the part south of  
21 taxiway -- excuse me, of runway 2/20, between 2/20  
22 and 6/24, they're finishing up the lime rock now.  
23 And I understand they expect to be primed on that  
24 by the end of the week, also.



25 Total project completion, that includes

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1 lighting and all the marking and allowing the  
2 pavement to sit for the period of time required  
3 before we can mark it and doing all of that stuff,  
4 should be by mid-April. And we expect perhaps  
5 that northern portion to be available by TPC. I  
6 don't -- I don't see it being a big operational  
7 issue, based on last year's -- last year's  
8 numbers. So, it's -- it's bolting ahead here.

9 MR. COX: Northern portion, you mean  
10 between --

11 MR. WUELLNER: North of --

12 MR. COX: -- 2 and 6 or --

13 MR. WUELLNER: Correct. Where it ties into  
14 the parallel on the north end down to its  
15 intersection with runway 2/20.

16 Land acquisition, Araquay Park, all but two  
17 currently contracted properties have closed at  
18 this point. We expect three additional properties  
19 at this point to be under contract by the end of  
20 the month, based on our discussions with the  
21 owners.

22 We are -- we have another agenda item later  
23 to discuss the moving ahead with the -- what we  
24 call a long-form appraisal of properties

25 located -- properties that we have not acquired

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1 and have no substantive negotiations going on at  
2 this time that are located east of Casa Cola. And  
3 that will be an agenda item a little bit later.

4 Home demolition update. At this point,  
5 there's one home left that they may have started  
6 it today, but they're -- but that will be in the  
7 original ten that was approved a while back, left  
8 to be demolished. And we've got another agenda  
9 item dealing with four homes back in there that,  
10 again, are an agenda item for later in this -- in  
11 this meeting.

12 Old Phase II, basically nothing new to  
13 report. Our guys have been tied up wrapping up  
14 the -- the VOR site, and also we're very much  
15 involved in wrapping up some cabling issues  
16 associated with runway 2/20 and getting the  
17 balance of our things out of the old electrical  
18 vault.

19 They had some hangar rehabs going on, some  
20 port-a-port work and the like, and we would not  
21 have been back on that, but it looks like the  
22 time -- we're going to have some time over the  
23 next 60 days where these guys will be back on  
24 there and try to get this wrapped up and get the

25 preservation, if you want to call it, to a point

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1 where we can be ready to move on it when we --  
2 when we budget and -- and appropriate locate a  
3 location for it. So, we'll be back on that  
4 shortly. We just have a few things we -- we  
5 believe to be a little higher priority at this  
6 point.

7 Marketing and PR, really the only things I've  
8 got here is just Mr. Gorman did an excellent job.  
9 We were in attendance at his brief presentation to  
10 the Civic Round Table. Just talking about the  
11 development of the airport and issues and things  
12 that the community might -- might be of interest  
13 to the general community.

14 We're proposing to get some press releases  
15 out on the northeast development area and the  
16 terminal and taxiway completions here. Obviously,  
17 they'll be wrapping up completely in the next 30  
18 days, and we look forward to -- to working with  
19 local media and getting some -- hopefully some  
20 positive -- some positive media coverage on  
21 some -- some things that are finally wrapping up  
22 at the airport. So...

23 Second floor leasing, frankly, that's gone  
24 about nowhere. We've had two months of that

25 advertising. We've had a couple of three or four

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1 inquiries via phone. I think one group came out  
2 and actually looked at it. But, it's -- it's not  
3 been, you know, a hotbed of activity around here.

4 And we've got an ad placed through the end of  
5 the month, frankly just because it was cheaper to  
6 do it by the month. If it's not wrapped up by the  
7 end -- by the May meeting, you may want to  
8 consider at the April meeting, that we look toward  
9 giving that to a realtor or explore some other  
10 alternatives to get that -- that area leased.

11 As requested at the last meeting, we did send  
12 out letters to our -- our existing tenants and  
13 point out that facility was -- was basically  
14 available or soon to be available, and if there  
15 were any leads out there, that we'd be happy to --  
16 would love to have those. I don't think that  
17 really netted anything, but at least we made -- we  
18 did go through the effort on it. And if you've  
19 got other ideas for how we might approach getting  
20 that lease in the short term, we'll -- we'll  
21 certainly consider that or certainly get it done.

22 Airport Master Plan is kind of the next --  
23 next item, which is LPA Group. You probably  
24 received in the mail in the last -- last couple of

25 weeks, anyway, that LPA has kind of gone through a

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1 small change relative to who will be finishing the  
2 project with us. And I'm -- I'm kind of pleased  
3 to introduce -- actually, I'm very pleased to  
4 introduce Phil Jufko, who will be taking over  
5 for -- yeah, I just lost his name.

6 MR. JUFKO: Doug DiCarlo.

7 MR. WUELLNER: Doug DiCarlo -- in  
8 spearheading that -- finalizing the Master Plan  
9 with us.

10 Phil's a great guy. I've known him for  
11 years. Had not had the pleasure of working with  
12 him directly, but I -- I know of his reputation,  
13 and he's certainly started off on the right foot  
14 in dealing with the TAC committee at their most  
15 recent meeting.

16 So, with that, I'll turn it over to Phil and  
17 let him bring you up to date on where -- where it  
18 is. Thank you.

19 MR. JUFKO: Okay. Well, it's a pleasure to  
20 meet you today. Some of you in -- present here  
21 today actually participated in our latest TAC  
22 meeting, and glad to see some familiar faces.

23 I'm going to jump in with a brief update of  
24 what we have accomplished since last time you were

25 briefed. And last on the 5th, we talked about our

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1 demand capacity analyses and the facility  
2 requirements that came out of that process. So, I  
3 have a few slides here to -- to kind of briefly  
4 hit the highlights, if you will.

5 Currently, if we take the -- the forecast  
6 that's been adopted so far to date and compare  
7 that against our -- results from our capacity  
8 analysis, our annual service volume is up on the  
9 top portion there (indicating), projected based on  
10 the demand. And you'll see there's a 60 percent  
11 ASV projection there.

12 MR. WUELLNER: Phil --

13 MR. JUFKO: I'm sorry.

14 MR. WUELLNER: On the bottom of that, is a --  
15 just press that button and you've got a little --  
16 I don't know if that helps.

17 MR. JUFKO: There you go. High tech, here.  
18 What that means in -- in terms of our planning  
19 process, and the FAA, is that we should be  
20 start -- starting the planning process to address  
21 those capacity issues that we have identified as  
22 part of our study.

23 Later on in the study, or at the point we  
24 reach 80 percent of that theoretical ASV, we

25 should be constructing it. Now, of course, if we

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1 were to eat -- to meet some -- or realize some  
2 higher growth scenario, that whole process would  
3 move forward.

4 So, it's imperative -- we're already at that  
5 point, so we should be planning for it now. So,  
6 whether we have a forecast that may not be as  
7 aggressive as you'd like to see at the -- at this  
8 point, the bottom line is, we should be planning  
9 for future capacity relief. And as a result of  
10 some of the capacity analysis, we've come up --  
11 and I've -- and I've separated this into -- in key  
12 components.

13 We're looking at the primary runway. We're  
14 looking at 8,000 feet. And that's not 8,000 feet  
15 of pavement that's just out there. That's 8,000  
16 feet of usable pavement. And we're shy. We'll  
17 be -- in the next phase, we'll be looking at our  
18 alternatives analyses and looking at potential  
19 ways of addressing that issue.

20 In addition, we'll be looking at approach  
21 lighting at the 31 end, the runway safety area  
22 issue that exists currently there where we're not  
23 meeting the standard. And in addition to this,  
24 we'll be looking at construction of blast pads,

25 paved shoulders, and grooving the runway pavement.

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1 For crossway -- crosswind, excuse me,  
2 runways, we're looking at a minimum of 3,060 feet.  
3 We currently don't meet that, so we're going to  
4 have to look at some options and ways of  
5 potentially meeting that requirement based on  
6 the -- the aircraft fleet mix that we see here  
7 operating at the airport.

8 If we look at the end of -- the approach end  
9 of 20 and 24, there are some runway safety issues  
10 there, safety area issues there, and we'd like to  
11 see a nonprecision instrument capability to the  
12 crosswind runway. And as we heard earlier, we'd  
13 like to also resolve this dual usage of runway  
14 2/20.

15 Now, that may mean taxiway only, runway only,  
16 some sort of combination. We'll be looking at the  
17 next phase. We want to clarify the issues so that  
18 there's no -- no confusion out there. So, that  
19 will be part of our alternatives process.

20 Taxiway improvements are important here  
21 because we have a capacity issue projected in the  
22 future where we're already at that 60 percent  
23 level. One of the easiest and quickest ways to at  
24 least address some of that is to look at the



25 location of our taxiways. And if we're able to

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1 locate in the future some taxiway connectors in  
2 what we call the optimal range for the runway,  
3 both now and in the future, we'll be able to look  
4 at that theoretical capacity and actually be able  
5 to provide some relief there.

6 In addition to that, we'll also be looking at  
7 upgrading the taxiways you see up there, Bravo,  
8 Bravo 1, 2, and Alpha 2, to Design Group IV  
9 standards. And that coincides with the current  
10 design group for the runway. And we'd also want  
11 to provide Group III taxiway access from the  
12 runway from the 31 end to the FBO. Now, during  
13 the alternatives process, we'll be looking at  
14 potential ways of accomplishing that.

15 There are other airfield needs. And we heard  
16 a little bit in some conversations earlier today.  
17 Prior to the meeting, we were talking about the  
18 updated Part 139 FAR. And as part of that, we're  
19 going to be looking at having to put most likely  
20 wind cones at each end of the runway, because they  
21 need to be visible from the approaches.

22 And it will also -- that includes -- the 139  
23 includes update -- upgrades to security fencing  
24 and our facility standards. And we'll also look

25 at fuel storage, as well as some options for the

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1 seaplane base to -- to bring it and resolve some  
2 issues associated with that.

3 Our general aviation needs, as they are right  
4 now, at a minimum, using the existing forecast, is  
5 what you see here before you (indicating). Now,  
6 we shouldn't be alarmed by this. This is the  
7 starting point.

8 When we -- when we go through the planning  
9 process, specifically the next phase, we want to  
10 be looking at what the potential, the development  
11 potential of this airport is. When we're in this  
12 area, we're not going to look, oh, we only need 48  
13 T-hangars; we're going to develop that small area.  
14 We're going to look at the development potential  
15 of this entire area, at areas up here  
16 (indicating), and see what we have.

17 When we look at alternatives, we're looking  
18 to see what can we get out of the existing  
19 footprint of the airport? Then we make our  
20 decisions based on what's available. And if we  
21 don't meet those needs, then we have to look at  
22 some hard decisions.

23 But in -- in the future, if we determine that  
24 X number of hangars are capable of being

25 constructed here, if we exceed our forecast, we'll

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1 be able to accommodate them. This process is  
2 flexible enough to allow you to do that. You  
3 don't have to reinvent the wheel. You don't have  
4 to go down the -- and replan and do another Master  
5 Plan. We'll have thought of this.

6 And associated with the commercial passenger  
7 forecast, there's some facilities here that we'll  
8 also look at alternatives in trying to  
9 accommodate.

10 Okay. There it is (indicating). Okay.  
11 Where do I point? I don't know. I think it  
12 was -- for some reason, it won't click. There we  
13 go. Oh, now we're going backwards. So we can  
14 just get back to a couple. I'll talk about the  
15 first one.

16 The first slide that -- that was up there  
17 while -- while Ed's going back for me, deals with  
18 the seaplane base.

19 One more. Thank you.

20 And you'll see there's -- there is a 500-foot  
21 separation from the runway, existing runway center  
22 line, to the -- it's the parking standard, to the  
23 aircraft parking area.

24 The current -- the current seaplane apron

25 doesn't meet their requirement. We can't use it

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1 in its current place. So, this is one of the  
2 areas that we'll be looking at as part of our  
3 process, in the alternatives process.

4 The next slide, please. Here I'm showing  
5 comparison (indicating). This is another thing  
6 that we'll have to address as part of the process  
7 near the approach to -- to runway 2. You'll see  
8 there's references to B-I, B-II, B-I, small  
9 aircraft only. And there's different impacts  
10 associated with these different design groups that  
11 are associated with the -- with the runway.

12 We've found reason -- we -- we've been given  
13 indications that the aircraft currently using the  
14 runway are in Design Group II category. As you  
15 can see by the shaded area (indicating), we have  
16 concerns. And those are -- those are areas of  
17 parking that would -- that would be affected if  
18 this was designated as a Design Group II runway.

19 If we were to look at it in the light of  
20 being a B-I or B-I small aircraft only -- and  
21 these are technical terms here -- you could see  
22 the impact. The part that's not shaded means that  
23 we could park there. Here, we still have some  
24 areas that are affected.

25 So, as we move into our next phase, we may

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1 want to consider some -- some options for  
2 designating that runway maybe perhaps to small  
3 aircraft to alleviate some of the problems, or if  
4 it is the desire of this group to maintain this  
5 potential to accommodate Design Group II aircraft,  
6 then there's some trade-offs that we have to  
7 consider.

8 Next slide, please. So, our next steps...  
9 As we move through this process in the next month  
10 and a half, we'll be looking at preliminary  
11 alternatives associated with the study. It will  
12 involve interaction between our company, the  
13 Technical Advisory Committee, this group here, and  
14 Staff, to kind of meet eye-to-eye on some of the  
15 issues and make sure that we're going down the  
16 right path here.

17 We don't want to be leaving any stone  
18 unturned, so to speak. We want to hit the key  
19 issues and we want to kind of move forward  
20 together in this process, because if we don't,  
21 we're going to get down the road and then  
22 somebody's going to raise their hand during one of  
23 these public meetings and they're going to say,  
24 "Well, what about this?"

25 So, it's very important that we have a lot of

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1 communication and cooperation at this phase. This  
2 is probably the most important phase of the study.

3 Our next meeting will be -- with the TAC is  
4 going to be in the late April, early May time  
5 frame, as we see it for now. And that will be  
6 followed by two other major components, will be  
7 the resulting airport plans set once we've reached  
8 a concept for the airport. And we will also look  
9 at the financial implications of the development  
10 that we're suggesting. And we'll have a plan for  
11 that. We'll be looking at the feasibility and the  
12 timing of some of the projects that come out of  
13 this study. And that's the update.

14 CHAIRMAN GREEN: Thank you, Mr. Jufko. Any  
15 public comment?

16 (No public comment.)

17 CHAIRMAN GREEN: Hearing none, board comment?  
18 Mr. Ciriello?

19 MR. CIRIELLO: Thank you, Madam Chair. I --  
20 before I make a few statements and a question, I  
21 want the LPA Group to know that I'm not  
22 questioning your qualification and your expertise  
23 or your effort.

24 I'm not really happy with what's going on.

25 But like I said, it has nothing to do with your --

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1 your qualifications and such. I feel that --  
2 you've had a lot of meetings with different  
3 organizations, the Pilots and FBOs and all of  
4 that. And -- but no members of the board, maybe  
5 some have, has attended, but when this is all  
6 done, all of these meetings and everything you  
7 have for months and months and months, then you'll  
8 come to the board and give everything to us. With  
9 all of these tons of meetings that's gone on  
10 previous, we're not going to know as much as  
11 everybody else, and we're going to be asked to  
12 make a judgment on this thing.

13 Now, you got into one area there a little  
14 while back -- I was going to jump in right then  
15 and there -- that kind of ticked me off, but I --  
16 but I have a question. Has your organization ever  
17 been asked by an airport to evaluate things like  
18 you're doing now, and you looked at the airport  
19 like this one is -- and it's really locked in. I  
20 don't care what anybody says. Forget the property  
21 acquisition that we could get. Forget that. But  
22 the airport right now is locked in from the  
23 Intracoastal, the road to the north and the south.  
24 There's really not much room now to do much of

25 anything.

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1 So, have you ever gone in for an airport and  
2 everything and said, "Hey, you guys are really  
3 locked in; there is nothing you can do but  
4 maintain your airport in the first-class condition  
5 you have it in right now and that's the best you  
6 can do"?

7 But when you was giving your -- your -- your  
8 speech -- you know, you -- you talk about the --  
9 all of these extra hangars, these 48 hangars and  
10 such down in the Araquay Park place. Well, of  
11 course, we got most of that property, and that's  
12 going to happen, I guess, but I never liked that  
13 idea.

14 And in your dwelling, which I don't like, on  
15 commercial aviation because that's going to be  
16 whole another ball of wax. When you divide an  
17 airport into commercial and general, the FAA comes  
18 in and gives you all kind of things that's going  
19 to cost us a bundle of money. You got to have a  
20 fire department and you've got to have certain  
21 securities. You can't mix the two.

22 But I don't know if -- the only example I can  
23 come up with that I went over to Gainesville one  
24 day, and they have the one runway. And on this



25 side they have the great big commercial terminal,

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1 and I didn't see three or four airliners parked  
2 out there ready to take off with people. And then  
3 the general aviation over here.

4 And if -- if we're going to get into a  
5 situation like that where we're going to have  
6 maybe one or two at the very most in a 24-hour  
7 period of a commercial airliner coming in here,  
8 dropping off 50, 60, or even a hundred people, for  
9 the expense it's going to cost us for all of these  
10 things the FAA is going to want and the separation  
11 between the two, I don't think the -- the minimum  
12 return we're going to get for the taxpayers is  
13 going to be worth all of that.

14 And I -- I would really like to see an idea  
15 of us getting another airport in another location  
16 strictly for general aviation, and convert this  
17 one, if possible, into a commercial airport, if  
18 you can get that kind of business by itself.

19 Now, that that's -- but I'd like to hear the  
20 answer. Have you ever gone into an airport and  
21 come out and said, "Hey, you guys can't go  
22 anywhere. Just keep what you got and don't worry  
23 about it"?

24 Have you ever done that, or have you always

25 come in with the idea of, "Hey, there's things you

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1 can do here; you can go into these communities and  
2 take stuff off of them, so go get them"?

3 I want to hear your answer to that.

4 MR. JUFKO: And the answer is absolutely.

5 Absolutely have. One of the recent experiences

6 that I've dealt with is, if you're familiar with

7 Albert Witted Airport in St. Petersburg --

8 MR. CIRIELLO: I've heard of it.

9 MR. JUFKO: Landlocked. There is only so

10 much they can do at that airport. I happen to be

11 also the project manager on an ongoing study there

12 now. Very similar schedule that they're --

13 they're undergoing right now. They can only do so

14 much with what they have.

15 CHAIRMAN GREEN: Phil, can we just hold you

16 up?

17 MR. JUFKO: I'm sorry.

18 CHAIRMAN GREEN: Okay. Go ahead.

19 MR. JUFKO: So, under those circumstances,

20 you look at what you have available. Here's what

21 we have available.

22 At this point, we have some property here in

23 the Araquay Park area, so we are considering that

24 as part of the study. And we would look at those

25 areas and determine what the best way of

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1 developing the available land on this airport is.

2 It's -- it's fairly simple.

3 Now, would we tell you you can't develop

4 beyond it? Sure we would. This is -- this is

5 your limit right here. Boom.

6 If you have certain other priorities, if the

7 priorities of this group changes in the future and

8 you would like to see maybe more development

9 towards some of the larger hangars, as an example,

10 and less towards the T-hangars, and you would

11 rather support and change your percentage of

12 dollars going to those kinds of projects, you

13 could do that, too. That's what happens during

14 this next project -- process. We look and see

15 what the needs of the airport is at this -- at

16 this point, at this -- at this juncture.

17 MR. CIRIELLO: Okay. Let me ask you this.

18 MR. JUFKO: Go ahead.

19 MR. CIRIELLO: I -- I should have said this

20 at a couple of other meetings, and I clean forgot

21 about it, but --

22 MR. JUFKO: I'll do my best.

23 MR. CIRIELLO: -- as we're going south, right

24 now, we're only -- I don't have a map -- a certain

25 part of Araquay Park, where is it going to end? I

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1 mean, when we get that all filled up, are we going  
2 to go after the rest of Araquay Park and keep  
3 going and try to take it?

4 But then the point I'm getting here is this  
5 new Ponce thing coming in, from what I understand,  
6 all of those homes going in there aren't going to  
7 be affordable houses. They're going to be homes  
8 worth two and a half mill -- or \$250,000, a half a  
9 million dollars. The properties are going for  
10 \$300,000 for a little plot.

11 And, you know, when you get communities  
12 around airports, you've always got complaints.  
13 So, if we keep moving south and these people are  
14 moving toward us, building these expensive homes,  
15 there's going to be a battle somewhere along the  
16 line, and the airport's going to come out hurting.

17 So, do you think about that when you're  
18 thinking into the future, that, hey, you can only  
19 go so far down that way because these homes are  
20 coming towards --

21 MR. JUFKO: We have to consider those types  
22 of things. There are -- there are certain types  
23 of land uses, if we look at what's out there  
24 currently, that are compatible with airport

25 development. If there's something else out there

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1 that's -- that we see as incompatible, we bring  
2 that to the attention of the Authority. And, of  
3 course, you know best what's out there that's  
4 incompatible currently.

5 In this situation here where if you have,  
6 let's say -- let's use Araquay Park as an example.  
7 You know, ideally around an airport, we would try  
8 to set up some sort of buffer. If I -- if I had  
9 the -- the land, we would try to set up a buffer  
10 through land use regulations, if it ever possible.

11 In this case, when you're limited like you  
12 are, you do the best with what you have.

13 MR. CIRIELLO: Okay. Now, let me -- let me  
14 throw an idea at you. If we go with a joint  
15 commercial and general aviation, where do you see  
16 the commercial part going in that has to be  
17 separated from general aviation?

18 MR. JUFKO: Where would we build it?

19 MR. CIRIELLO: You're not thinking of taking  
20 the terminal off of the general aviation people  
21 and converting that, are you?

22 MR. JUFKO: Quite honestly, I haven't even  
23 looked at that yet.

24 MR. CIRIELLO: Well, I was trying to throw a

25 thought into your head. You see that area between

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1 Grumman's North 40 and the run-up pad

2 (indicating)?

3 MR. JUFKO: Yes, sir.

4 MR. CIRIELLO: There's a certain amount of

5 acreage in there that we have but they've got

6 control over it. But in a few years, they're

7 going to lose, I understand, that control, and

8 it'll be ours again. Right, Ed?

9 MR. WUELLNER: Unless they exercise the use

10 of the option, yes.

11 MR. CIRIELLO: Huh?

12 MR. WUELLNER: Unless they exercise the use

13 of the option, that's correct.

14 MR. CIRIELLO: Well, we don't have to let

15 them do that, do we? At the end of the --

16 MR. GEORGE: Yeah.

17 MR. WUELLNER: You do through the end of

18 2007 -- or through 2007, at which point it's a

19 lease negotiation item.

20 MR. CIRIELLO: Then it's ours.

21 MR. WUELLNER: Yeah.

22 MR. CIRIELLO: Well, if we can take people's

23 homes by eminent domain, we ought to be able to

24 get that off of Grumman. But what I'm getting at,

25 wouldn't that be a place --

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1 MR. WUELLNER: You already own it.

2 MR. CIRIELLO: I know. Well, that's what

3 you're saying, that we own it but we can't use it

4 unless they let us.

5 MR. WUELLNER: Because you let them do that.

6 MR. CIRIELLO: Huh?

7 MR. WUELLNER: Because you let them do that.

8 MR. GEORGE: Mr. Ciriello meant to eliminate

9 their option. He said -- I think that's what he

10 was talking about.

11 MR. CIRIELLO: Yeah, but the whole question

12 I'm saying, wouldn't it be possible to put a

13 commercial terminal over there, and that would

14 separate the commercial end from the general

15 aviation on this side? Would that be a thought

16 that could be -- you could work out?

17 I'm not going for going commercial; don't get

18 me wrong. But if it happens, that area there,

19 could that be where the commercial terminal could

20 be put?

21 MR. JUFKO: Any -- we would look at any

22 available area on the airport. That has -- that

23 has potential.

24 MR. CIRIELLO: I mean, because that's open

25 space.

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1 MR. JUFKO: Absolutely. That's an open space  
2 on the air -- one of the few open spaces --

3 MR. CIRIELLO: Yeah.

4 MR. JUFKO: -- on the airport. But we  
5 would -- we would look at that through the same  
6 looking glass that we look at every other  
7 available piece of property on this airport.

8 MR. CIRIELLO: Well, since they're -- you  
9 know, they've got to be separated and their rules  
10 are different than ours, to keep as much  
11 separation between them and general aviation, I  
12 would think that would be a good place to put a  
13 commercial terminal in there.

14 MR. JUFKO: Do you need a job?

15 MR. GEORGE: Phil, what time frame -- Phil,  
16 what time frame are you looking at getting into  
17 those options?

18 MR. JUFKO: We are getting into those options  
19 the next stage, we -- in the next 45 days, we are  
20 looking at them.

21 MR. GEORGE: There's no reason that one of  
22 the board members of the board can't come to the  
23 TAC meetings and --

24 MR. JUFKO: Absolutely. We were going to



25 discuss later this week exactly how we're going to

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1 proceed with that --

2 MR. GEORGE: And maybe if you could let us

3 know --

4 MR. ARNOLD: -- and get the input.

5 MR. GEORGE: Yeah, Joe, that might be a good

6 place for you to voice your -- your opinion there.

7 MR. WUELLNER: If memory's correct, there's

8 one of you on the TAC.

9 MR. JUFKO: That's correct.

10 CHAIRMAN GREEN: There is.

11 MR. CIRIELLO: Which one?

12 CHAIRMAN GREEN: I think it was Jack.

13 MR. WUELLNER: Mr. Gorman.

14 MR. GORMAN: I have been to one TAC

15 meeting --

16 CHAIRMAN GREEN: Correct.

17 MR. GORMAN: -- and I intend to address

18 another one.

19 MR. JUFKO: I would encourage you to attend

20 the next TAC meeting.

21 MR. CIRIELLO: Is he talking to you?

22 CHAIRMAN GREEN: Yeah. Well, all of us. I

23 think any of us.

24 MR. WUELLNER: Sure.

25 MR. JUFKO: I think it's important, as I

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1 mentioned briefly during my presentation, this is  
2 the most important portion of this study, what  
3 we're going in the next 45 days, 45, 60 days,  
4 depending on how interesting it gets for us.

5 MR. CIRIELLO: I have another funny idea. I  
6 always come out with funny ideas.

7 CHAIRMAN GREEN: Yeah, Joe -- Joe? I don't  
8 know -- I want to get all of your answers -- or  
9 questions answered, but we have a huge agenda  
10 tonight.

11 MR. CIRIELLO: One more question.

12 CHAIRMAN GREEN: And -- well, it might be  
13 better addressed at the TAC meeting, is what I'm  
14 saying. All of us probably -- because I have a  
15 few, too, but I don't want to belabor it today  
16 with the board.

17 So, if we could kind of keep on track with  
18 what our agenda is and then address all of those  
19 phases, because I think that's going to be  
20 something we really need to sit down and pick  
21 through.

22 MR. GORMAN: I have one quickie.

23 CHAIRMAN GREEN: I just cut Joe off, so...  
24 Okay. Thank you very much.

25 Also, Ed, I don't know how you want to

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1 address it. I know Mr. Lunny is still here. I  
2 don't know if the board members needed to go talk  
3 to him or if -- if they're okay and we'll talk to  
4 him later, then we can release him or let him go.

5 Is that okay with the board?

6 MR. GEORGE: Let who go?

7 CHAIRMAN GREEN: Mr. Lunny, Greg, our  
8 attorney.

9 MR. GEORGE: Oh, okay.

10 CHAIRMAN GREEN: Okay. Then if he -- when he  
11 needs to go, then that's fine. We can each  
12 individually talk to him if we need to.

13 Okay. The next item is the attorney services  
14 contract.

15 7.D. ATTORNEY SERVICES CONTRACT

16 MR. WUELLNER: Yes, ma'am. The next item is  
17 the attorney services contract. At the last  
18 meeting, we presented the draft contract. The  
19 board directed a number of changes to that  
20 contract. They have been included in that  
21 document now and are back to you at your request  
22 for concurrence in that document.

23 If you want the specific changes, I'm going  
24 to defer to Doug to walk through those with you,

25 if you'd -- if you'd like to do that; otherwise,

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1 it's the same agreement with the changes that --

2 that you folks directed them to make.

3 CHAIRMAN GREEN: Any public comment with

4 regards to the attorney services contract?

5 (No public comment.)

6 CHAIRMAN GREEN: Seeing none, board comment.

7 Mr. Gorman?

8 MR. GORMAN: Of course, I was not in favor of

9 the renewal of Rogers & Towers contract. I would

10 like to see the board be able to have an option to

11 hire yet another firm, if they wanted one, so that

12 we were not locked into just one firm. That's

13 just an alternative.

14 We did that with the engineering groups. It,

15 I think, gives a competitive edge to things. And

16 I would like to see that considered by this board,

17 so we are not just locked into the firm of Rogers

18 & Towers --

19 MR. GEORGE: Are you saying that --

20 MR. GORMAN: -- to provide the competitive

21 edge.

22 MR. GEORGE: -- you'd like to see their

23 contract modified or -- so that we -- they have

24 no -- no legal --

25 MR. GORMAN: Have no exclusivity.

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1 MR. GEORGE: Okay.

2 MR. GORMAN: That would probably sum it up.

3 CHAIRMAN GREEN: I don't think they do. I

4 mean --

5 MR. WUELLNER: I don't think they do, either.

6 MR. COX: It's not defined in the contract.

7 CHAIRMAN GREEN: Well, it says either party

8 can cancel within 30 days. We don't --

9 MR. WUELLNER: That -- that's one route. The  
10 other is you can simply use somebody else.

11 CHAIRMAN GREEN: You can subcontract out.

12 MR. GEORGE: Is that acceptable to you, that  
13 we can cancel --

14 MR. WUELLNER: We have done that over the  
15 last three years.

16 MR. COX: -- option in the last meeting.

17 MR. GEORGE: She said it's in here.

18 CHAIRMAN GREEN: And I have -- we've got too  
19 many people talking.

20 MR. WUELLNER: We have done that in the past.

21 MR. GORMAN: In other words, so the board  
22 is -- then we're convinced as a board that we are  
23 not locked into an exclusive contract and we  
24 can -- we do have the option. Okay. That's what

25 I just wanted to make clear then. All right.

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1 CHAIRMAN GREEN: Joe?

2 MR. CIRIELLO: Yeah. I -- I just wondered,  
3 since Mr. Burnett's been on board, he's been  
4 giving reports at meetings. But I've been coming  
5 to meetings for a lot of years and there's been  
6 many, many times that when you go through your  
7 agenda and you get down to the attorney, they say,  
8 "No report, no report, no report."

9 So, we're paying them a pretty good fee. I'm  
10 just wondering if it would be possible for them to  
11 keep a log -- I say daily activities. It might  
12 not be daily. But a log that, once a month -- and  
13 not necessarily to bring it to the board, but give  
14 it to us as a sheet that anytime some member of  
15 this board happens to call them up to ask a  
16 question, what about this or that, or the staff,  
17 or anybody, that they would have it on a log so  
18 when we come in at the meeting, they hand us a  
19 paper and we can look down and say, "Oh, gee, this  
20 month, they've been contacted 25 times. They've  
21 earned their money."

22 But when they come in here from one month to  
23 the next and say, "No report, we have nothing to  
24 say," we don't know if they're earning their money

25 or not. And I'd just -- it's -- it's just

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1 something I'd like to see. And I don't know if

2 they can --

3 CHAIRMAN GREEN: I think it's done. Yeah,

4 Ed?

5 MR. WUELLNER: We get that.

6 CHAIRMAN GREEN: Yeah. It's there.

7 MR. WUELLNER: The invoices, as they're

8 presented monthly, provide all of that backup

9 detail, and anytime --

10 MR. CIRIELLO: Well, why don't we get it, a

11 copy of it so we can see?

12 MR. WUELLNER: You just said you didn't want

13 it. You just said now you didn't want it at every

14 meeting, but --

15 CHAIRMAN GREEN: It's available in the

16 office.

17 MR. WUELLNER: But it's available anytime you

18 want to look at it.

19 MR. CIRIELLO: No, no. I didn't -- no. What

20 I said is I didn't think that whenever we got to

21 the agenda, the attorney had to come out and say,

22 "Here's my log for this past month." But if he

23 had it printed out -- you say they are -- to hand

24 each board member, just like you do everything

25 else, so we can look at it.

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1 MR. WUELLNER: We can provide that if you  
2 like.

3 MR. CIRIELLO: I want to see what these guys  
4 are doing for their money.

5 CHAIRMAN GREEN: The only con --

6 MR. CIRIELLO: And you see we -- we know, but  
7 I don't.

8 CHAIRMAN GREEN: The only concern I have, and  
9 I'm sure our attorney does, too, is whatever is  
10 handed out to the board individually or in a  
11 packet, whatever the invoices include, if they're  
12 flat time or attorney/client privilege  
13 documentation or work product, that you've got to  
14 be really careful about that.

15 I mean, we're in the sunshine; that's fine,  
16 that's great. We're paying them a flat fee for  
17 unlimited hours here, or whatever it takes outside  
18 of the courtroom. But I'm sure that Rogers Towers  
19 will direct that accordingly.

20 MR. CIRIELLO: So, what's my answer? I have  
21 to go see Ed to find out the monthly logs to --

22 CHAIRMAN GREEN: I would -- I would think he  
23 has them --

24 MR. CIRIELLO: Okay.



25 CHAIRMAN GREEN: Any copy you want,

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1 absolutely.

2 MR. CIRIELLO: Okay.

3 MR. WUELLNER: We've got them for the last  
4 three-plus years.

5 MR. GEORGE: There's another option. You  
6 could become the secretary and sign all the checks  
7 and then you could see.

8 MR. CIRIELLO: Well, what you see or he sees  
9 or she sees, I don't see. As far as I'm  
10 concerned, I don't know what's going on, and I  
11 want to know.

12 CHAIRMAN GREEN: Mr. Cox?

13 MR. COX: We're outside of the agenda item.  
14 We were talking about the contract. I think we  
15 need to --

16 CHAIRMAN GREEN: Well, I think he wanted to  
17 see invoices.

18 MR. CIRIELLO: It's part of the contract,  
19 okay.

20 CHAIRMAN GREEN: Well, they're provided, so  
21 it's in here.

22 MR. CIRIELLO: All right.

23 MR. GEORGE: I make a motion we accept  
24 Staff's recommendation.

25 MR. BURNETT: May -- may I make --

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1 CHAIRMAN GREEN: Yes.

2 MR. BURNETT: -- two comments very briefly?

3 One, Mr. Ciriello, just so you know, we do  
4 detailed billing, so it says what the attorney  
5 did -- it will say the attorney's name or  
6 initials, and then at the end, you can see the  
7 name. It will say what they did with a summary in  
8 there, the amount of time spent on there.

9 Going back, just so that you know, when we  
10 looked at the monthly rate per month that the  
11 retainer is covering, we've got a history for the  
12 last five years. And when you look at the  
13 retainer amount versus the amount of time spent by  
14 us, the Airport Authority is actually coming out  
15 ahead in the long run. Certainly, there are  
16 months where the -- our law firm has less hours  
17 involved than other months, but it goes both -- it  
18 goes both ways. And over the long -- over the  
19 long term, the Airport Authority's actually come  
20 out ahead.

21 One other thing about the item that you're  
22 about to approve, two changes that were  
23 specifically made, and they were direct -- they  
24 were to address Ms. Green's comments at the last

25 meeting, was that we've taken out that the fees

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1 are subject to periodic change.

2 And additionally, on page 3, under  
3 "Additional Terms," it provides very clearly that  
4 either party can cancel its representation upon 30  
5 days' notice to the other, so to make it clear  
6 that the Airport Authority has the ability to seek  
7 other counsel in the future.

8 CHAIRMAN GREEN: Okay. There's a motion.

9 MR. COX: Second.

10 MR. GEORGE: Make a motion. Yeah. I'm  
11 sorry. You've already got the motion.

12 CHAIRMAN GREEN: One. It's been seconded.

13 Any further discussion on attorney's fees  
14 contract?

15 (No further discussion.)

16 CHAIRMAN GREEN: All in favor of accepting  
17 the contract as presented by Staff?

18 MR. CIRIELLO: Aye.

19 CHAIRMAN GREEN: Aye.

20 MR. GEORGE: Aye.

21 MR. COX: Aye.

22 CHAIRMAN GREEN: All opposed?

23 MR. GORMAN: Nay.

24 CHAIRMAN GREEN: The ayes have it. The

25 contract's accepted. The next item agenda is

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1 Mr. Arnold?

2 7.E. - EMINENT DOMAIN LAWS & PROCEDURES

3 MR. BURNETT: Before -- before Mark starts

4 talking, I'll -- I'll just tell you in case he

5 doesn't tell you about himself. He's --

6 MR. ARNOLD: Actually, I was going to say I

7 wish I'd have been before that last agenda item.

8 You're not going to defend me, are you?

9 MR. BURNETT: No. I don't -- I don't want to

10 steal Mark's thunder. He is one of our more

11 experienced attorneys at Rogers Towers and has a

12 wealth of experience and knowledge related to

13 eminent domain. And that's why he's here this

14 evening.

15 MR. ARNOLD: Thank you. I believe the

16 purpose for me being here is to give the board

17 members a brief overview of eminent domain, what

18 you may be facing in the way of kind of a game

19 plan if you decide to implement the condemnation

20 process to acquire some of the properties you've

21 been unsuccessful in acquiring thus far for the

22 airport expansion.

23 You will hear the word "eminent domain" a lot

24 of times, and you'll hear the word "condemnation."

25 Eminent -- are you all right, Chris?

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1 MS. OCHKIE: Yeah, I got it now.

2 MR. ARNOLD: Okay. Eminent domain is the  
3 power of the sovereign to acquire private property  
4 for public purpose. That power is found in  
5 Article X, Section 6 of the Florida Constitution.  
6 Condemnation is the legal process that you go  
7 through in acquiring that private property.

8 You have two ways in which you can go about  
9 the condemnation process. You can employ what's  
10 called a quick-taking, which is exactly that; you  
11 go in the court and you acquire title to the  
12 property in a fast or quick manner. And by doing  
13 so, you can start to prosecute the public work for  
14 which you are acquiring the property.

15 Or, you can do a slow-taking, and that is you  
16 go into court the same way; you file a petition,  
17 you file your lis pendens, but then you wait to  
18 acquire title to the property until a jury  
19 determines what full compensation for that  
20 property should be. That can take sometimes 12,  
21 18, 24 months to go through the court process.  
22 And the Court will determine your right to take  
23 the property at the same time that they  
24 determine -- the jury determines the compensation.

25 In a quick-taking, once you go to court and

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1 acquire that property, you must show the judge two  
2 things right off the bat. Actually, three things.

3 The first two things are that the property is  
4 necessary for a public purpose. Long-range  
5 planning and goals, such as the gentleman earlier  
6 was speaking about as to your Master Plan, are  
7 public purposes for transportation elements, such  
8 as an airport.

9 You must then show that you have a public  
10 purpose and that the property is reasonably  
11 necessary to fulfill that purpose. I emphasize the  
12 word "reasonably necessary."

13 It does not mean that there are not other  
14 alternatives that you could employ or other manner  
15 or means in which you could meet your long-term  
16 goals, but that you as the governing board have  
17 chosen this one and that it's reasonable. That is  
18 your decision, not the Court's decision.

19 You must then show the Court that you have  
20 performed an appraisal to acquire the property.  
21 The appraisal must be a valid appraisal. Well,  
22 what does that mean? Does that mean that your  
23 number's right and the property owner's number is  
24 wrong? No.

25 That means that your appraiser has performed

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1 an appraisal and followed what's called USPAP  
2 standards, Uniform Standards of Professional  
3 Appraisal Practice.

4 At that point in time, the Court will issue  
5 what's called an Order of Taking. You must  
6 deposit the money within 20 days of the Order of  
7 Taking, and you have bought the property.

8 I like to tell condemning authorities you've  
9 also at that point signed a blank check. Because  
10 the acquisition of the property, the price that  
11 you're going to pay -- acquisition's been  
12 determined. You own that property. You can start  
13 doing your work. The property owners, the Court  
14 will give a certain amount of time usually to  
15 vacate the premises. After they do so, you can  
16 start your work.

17 But a jury later determines what the value  
18 for the property is that you must pay. And that's  
19 done through jury trial. And I think you've been  
20 involved in this process for two or three years  
21 now and you've seen, I think in a couple of  
22 instances, how much variance there can be between  
23 appraisers as to their opinion of value.

24 You also, as a condemning authority, have

25 assumed at that point an obligation to pay fees

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1 and costs. Once you file the suit, and generally  
2 once you've made an offer to the property owner,  
3 it can be argued that you've assumed that  
4 obligation.

5 The property owners are entitled to have  
6 their fees and costs paid for under Florida law.  
7 The costs in the situation that you're talking  
8 about for residential properties, which are going  
9 to be total takings, are usually going to be  
10 limited to an appraiser, possibly a surveyor,  
11 maybe a land planner if it was a large piece, but  
12 most of these properties are single-family lots,  
13 and you're doing a total taking. So, you're  
14 looking at the appraisal fees and associated costs  
15 and then the attorney's fees, which are determined  
16 under Florida law on a contingency basis.

17 It's unlike a personal injury contingency  
18 case, though. On a personal injury case, the  
19 lawyer usually gets 20, 30, 35 percent, whatever  
20 the agreed-upon amount is of the award.

21 In Florida, we are what's called a  
22 full-compensation state. That means that the  
23 property owner gets the full amount of the award  
24 that is given to them by the jury or whether



25 settlement negotiations or otherwise, and the

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1 condemning authority must pay the attorney's fees  
2 and costs over and above that award.

3 The award for the attorneys is, generally  
4 speaking, a mon -- determined on a monetary  
5 benefit basis; in other words, they look at what  
6 the condemning authority offers first, what the  
7 Final Judgment is, and then it's a mathematical  
8 formula to determine what the fee is based upon  
9 that.

10 For instance, if you offer a property owner a  
11 hundred thousand dollars for their residence, the  
12 jury comes back later at 200,000, there's a  
13 \$200,000 benefit; the attorney's fees on that  
14 would be 33 percent over and above the \$200-. It  
15 would be \$233,000.

16 That is why I have recommended to condemning  
17 authorities, when I represent them, to get a real  
18 good appraisal, negotiate fairly and fully with  
19 the property owners.

20 Oftentimes, you're going to find owners that  
21 just don't want to sell. They don't want to be  
22 moved from their residences. They don't want to  
23 leave the place they've been for years. Your  
24 heart goes out to them, but once again, you're

25 looking at what the public purpose is that you're

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1 trying to fulfill. And oftentimes, to fulfill  
2 that public purpose, people must be displaced,  
3 businesses must be displaced.

4 And it's a situation where I like to tell my  
5 clients, it's unlike a lot of court cases, where  
6 you go into court and there's a winner and there's  
7 a loser. In a condemnation case, the government  
8 usually gets the land they want. The property  
9 owners, if their attorneys and the condemning  
10 authorities have done their job, get fully  
11 compensated -- now, their lives are going to be  
12 disrupted. But they at least get compensated, so  
13 each side gets a little bit of something in the  
14 process.

15 That is just really a general overview of the  
16 process that you will go through if you decide to  
17 proceed with condemnation on these properties. I  
18 could spend a lot more time. I could get into  
19 comps and everything else, but I don't think y'all  
20 need to hear that here today.

21 I'd be happy to answer any questions you may  
22 have about that process or where you might be at  
23 this point in time. Mr. Wuellner has shared a  
24 little bit of the information with me.

25 I will comment on one thing, that I think by

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1 proceeding in the manner that y'all have  
2 proceeded, y'all have saved money, and also to the  
3 extent that you can, when you're displacing  
4 people, have done a pretty good PR job in this  
5 process.

6 I've seen a lot of other projects that have  
7 been a lot less well-received than this one. And  
8 I think it's due in large part to the efforts of  
9 your executive director and the people he had  
10 working with him.

11 CHAIRMAN GREEN: Is that it?

12 MR. ARNOLD: Any questions?

13 CHAIRMAN GREEN: Thanks, Mark. I'm going to  
14 open it up to public.

15 MR. ARNOLD: Okay.

16 CHAIRMAN GREEN: Public comment for  
17 Mr. Arnold or any of the questions? Yes, ma'am.  
18 Mark, they need to come up and --

19 MR. WUELLNER: Share the mic there.

20 MS. McELROY: Hand it back and forth.  
21 Carolyn McElroy, Araquay Park. With the  
22 quick-taking you were talking about, if they were  
23 to opt to do that to my property, then they have  
24 to actually do something with the property to be

25 able to do that? They just can't keep my property

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1 and rent it out to somebody?

2 MR. ARNOLD: They can acquire your property  
3 for a public purpose. If they do not have an  
4 immediate need for it, they can use it to obtain  
5 profit. And there are instances of that.

6 For instance, JTA right now out on Wonderwood  
7 Expressway, which is in the Arlington section of  
8 Jacksonville, acquired a strip center next to one  
9 of the Gate Petroleum sites. Well, they've  
10 changed their plans for the roadway now. They  
11 don't really need the strip center, but they're  
12 renting it out until such time as they decide  
13 whether they want to put it out for bid or  
14 whatever.

15 So, there is an obligation on their part.  
16 They have to do two things. They have to plan for  
17 the future. And if they acquire property that  
18 they can get a return on, then they should go  
19 ahead and get the return on it because they have a  
20 duty and an obligation to the taxpayers to try to  
21 recoup what they have spent on that property to  
22 the extent possible.

23 MS. McELROY: Do they have to show when  
24 they -- do they have to show when they go to court

25 what they're going to use the property for?

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1 MR. ARNOLD: Yes, ma'am. You have to have a  
2 public purpose.

3 MS. McELROY: Very good.

4 MR. ARNOLD: Exactly.

5 CHAIRMAN GREEN: Anybody else?

6 (No further public comment.)

7 CHAIRMAN GREEN: Seeing nothing public, any  
8 board questions? Joe?

9 MR. CIRIELLO: Yeah. Everybody here knows  
10 that I don't like eminent domain. I think it's a  
11 lousy law. And I don't -- and there's nothing you  
12 can do about it.

13 But when you talk about a public service, I  
14 think in your speech, you -- you made it known  
15 that public service or the taking of for the  
16 public use doesn't have to have -- well, like a  
17 majority. In other words, let's say if the State  
18 of Florida wanted to build a highway, and they had  
19 to take somebody's land to do it, it's going to  
20 benefit everybody in the State of Florida and in  
21 the United States that happens to use that  
22 highway. That's really a big benefit.

23 But here, you're talking about taking some  
24 homes to put in a few hangars, and you're --

25 and -- and where is the public interest in the

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1 percentage of -- I think the projection in the  
2 next 20 years is 70 new airplanes here. And  
3 they're going to build 70 hangars, or maybe a  
4 hundred.

5 So, if you figure a hundred aircraft owners  
6 in 20 years, how is that in the benefit of the  
7 public interest over 150- or 160,000 people in St.  
8 Johns County who have no use for an airplane or an  
9 airport? So, how can you justify your public  
10 interest?

11 MR. ARNOLD: The courts have justified it all  
12 the way to saying if it's an economic benefit, it  
13 can be a public purpose. And I'll give you a  
14 prime example.

15 The City of Jacksonville Beach has a  
16 redevelopment area where they have acquired lots  
17 and then sold them, once assembled, to a developer  
18 to build a shopping center. The purpose in doing  
19 so was to increase their ad valorem tax base,  
20 which the courts have ruled is a public purpose.

21 Now, philosophically, I may not agree with  
22 that or you may not agree with it, but it's the  
23 determination of the courts that that does fulfill  
24 a public purpose. So, it is a judge that will

25 determine the public purpose of it. Long-range

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1 planning and goals for an airport authority, for  
2 the most part, have been considered public  
3 purposes.

4 MR. CIRIELLO: Well, let me ask you another  
5 question. I've tried -- I've asked -- asked this  
6 question before and never got a real answer. But  
7 how long have you been in this area doing this?

8 MR. ARNOLD: I've been in Jacksonville all my  
9 life.

10 MR. CIRIELLO: Okay.

11 MR. ARNOLD: I've been out of law school  
12 since '81. So, that's what, 23 years.

13 MR. CIRIELLO: You're in the area I'm going  
14 to ask you a question about.

15 MR. ARNOLD: And condemnation, I've been  
16 doing for 17, 18 years of that 23.

17 MR. CIRIELLO: The reason I'm asking it is  
18 when I first moved down here 17 years ago and I  
19 was working at Grumman, I remember reading in a  
20 Jacksonville paper one day a small article that  
21 JIA was trying to get some land to build hangars  
22 to make a profit. And there was one man who  
23 wouldn't sell his property, and they took it by  
24 eminent domain. And he went to court. And the

25 decision of the judge was that you cannot take

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1 this man's property because you want to make a  
2 profit.

3 Now, I don't recall ever reading anything in  
4 the paper about a follow-up, whether they offered  
5 him more money or if they won on an appeal or  
6 anything. Do you happen to know anything or  
7 remember anything about that particular case?

8 MR. ARNOLD: I don't remember that, and I  
9 would not base any response on what I've read in  
10 the paper. I would want to see the court file and  
11 see what the pleadings were.

12 MR. CIRIELLO: I think that's the second time  
13 I've heard that. The second time I've heard that.

14 Oh, okay. I just wondered, because the paper  
15 said the judge said you can't take somebody's  
16 property just because you want to make a profit.  
17 And that's what we're going to be doing. And if  
18 they said, no, you can't take it by eminent  
19 domain, why couldn't they say no here? You know,  
20 because I'm not for this. I mean --

21 MR. ARNOLD: Well, that -- that will be up to  
22 Judge Traynor or Judge Mathis to make that  
23 determination.

24 MR. CIRIELLO: Okay.



25 CHAIRMAN GREEN: Any other board questions?

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1 Mr. Gorman?

2 MR. GORMAN: I have one just very  
3 tongue-in-cheek. Could you run very quickly over  
4 that 33 percent for the lawyers? I just want to  
5 hear that again.

6 MR. ARNOLD: I'm usually representing  
7 property owners. No, it's -- it's 33 percent for  
8 the first \$250-. Two-fifty to a million is 25  
9 percent, and 20 percent thereafter.

10 MR. GORMAN: And these are law fees.

11 MR. ARNOLD: And these are the fees -- and I  
12 was against that statute when they implemented it  
13 in 1994, and argued against it to a lot of our  
14 legislatures.

15 MR. GEORGE: Is that 33 percent of the  
16 difference?

17 MR. ARNOLD: Yes.

18 MR. GEORGE: You went through a mathematical  
19 thing where they sold the property --

20 MR. ARNOLD: Thirty-three percent of the  
21 difference.

22 MR. GEORGE: Of the difference.

23 MR. ARNOLD: Of the difference.

24 MR. GEORGE: Okay.

25 MR. ARNOLD: The monetary benefit is what the

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1 court looks at setting the fees. And there's also  
2 sometimes what's called nonmonetary benefits.

3 But I think it's a bad statute. The old  
4 statute, I liked a lot better was fairer to the  
5 property owners, I think.

6 MR. GORMAN: And my second question, is that  
7 fee to the lawyers negotiable?

8 MR. ARNOLD: Pardon me?

9 MR. GORMAN: That fee to a lawyer is  
10 negotiable?

11 MR. WUELLNER: That's --

12 MR. ARNOLD: Well, I have negotiated on  
13 occasions for my clients, but I think I'm the  
14 exception.

15 MR. GEORGE: It's as expensive as merchant  
16 marines.

17 CHAIRMAN GREEN: Thanks, Mark.

18 MR. ARNOLD: I'm sorry. I didn't hear that  
19 one.

20 CHAIRMAN GREEN: It was specifically for  
21 Mr. Gorman. That's okay.

22 Ed, knowing the agenda as you do, do you  
23 think -- what's our time frame on dealing with F  
24 and G? I don't know if someone needs a break,

25 because we're not even halfway through, and we've

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1 been going --

2 MR. WUELLNER: Well, my -- my questions on F

3 surround the properties east of -- excuse me, east

4 of Casa Cola and a request to begin the appraisal

5 process that would lead up to an offer.

6 CHAIRMAN GREEN: Okay. Why don't we start at

7 that, then. All right. Then the next agenda item

8 is going to be F? 7.F.?

9 MR. WUELLNER: Correct.

10 7.F. - SELECTED ARAQUAY PARK APPRAISAL ACTION

11 MR. WUELLNER: The -- the exhibit you got

12 with your agenda item, as well as the one we've

13 got up on the -- on the -- on the screen right now

14 represents -- the red areas are the properties

15 currently located east of Casa Cola Way that the

16 Authority does not currently own. And they --

17 there are nine owners involved.

18 And the basis of the request, you can see

19 that the gray -- well, just for clarification, the

20 gray area represents what the Authority currently

21 owns in the Araquay Park neighborhood. The red is

22 that property we do not own that is also located

23 east of Casa Cola Way, which was the priority area

24 as communicated to Staff by -- by you.

25           You've -- you've heard the time line involved

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1       in essentially both methods of taking, if that's  
2       the direction you're still intending to go.

3           If you're still intending to go that way,  
4       regardless -- and correct me if I'm wrong here at  
5       any time, Mark, just procedurally -- but  
6       regardless of which method you may choose to go or  
7       even if you choose not to go later, prior to the  
8       offer point, the appraisal would still need to be  
9       done.

10           So, this first step, while it's -- it's  
11       somewhat tentative, provides the factual basis  
12       vis-a-vis an appraisal that would be acceptable  
13       and -- and hopefully would be usable in court.  
14       Ideally, it would be -- it would be structured  
15       such that it would be a reliable appraisal from  
16       our perspective for entering into negotiations,  
17       for moving through eminent domain, whatever might  
18       be on the horizon for those properties.

19           And our request is simply to move through  
20       that or allow our attorneys to facilitate those  
21       appraisals on our behalf so that the directions  
22       given to the appraising firms is consistent and  
23       would become reliable and usable for their  
24       purposes.

25 CHAIRMAN GREEN: Any public comment?

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1 (No public comment.)

2 CHAIRMAN GREEN: Seeing no public comment,  
3 board comment? Joe?

4 MR. CIRIELLO: Yeah. About this appraisal  
5 thing, is there some written rule, law, or  
6 something that says that the attorneys have to do  
7 this appraisal?

8 MR. WUELLNER: No, the attorneys would not do  
9 the appraisers -- appraisals. We're simply using  
10 them to facilitate the arrangements with the  
11 appraising firm so that the firm chosen, as well  
12 as the direction given to that firm, allow an  
13 appraisal that is useful to us should we move  
14 through.

15 MR. CIRIELLO: Well, let me ask you, would  
16 any real estate company happen to know how to do  
17 appraisals or be able to do appraisals? In other  
18 words, you're -- we're going to be paying the  
19 lawyer to contact an appraisal organization, and  
20 then they're going to come in, and since they're  
21 specialists, it's going to cost a lot of money;  
22 where wouldn't say -- oh, gee whiz. I know it as  
23 well as my own name. But one of these real estate  
24 companies around here, wouldn't they be able to

25 just come in and say, oh, that property's worth

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1 this much money and this is how much you should  
2 get for it or pay for it or whatever? And they  
3 wouldn't charge you anywhere near what it's going  
4 to cost our attorney and the appraisal company to  
5 do.

6 MR. WUELLNER: That's a real good question.

7 The -- the reliability of the appraisal here  
8 is -- is absolutely key in moving this -- moving  
9 it forward. It has to be that kind of an  
10 appraisal. It has to be -- it generates a  
11 ridiculous size document that -- that documents  
12 all of the variables that went into coming up with  
13 a value as it was determined by the appraiser.

14 The reason we're using the attorney -- and  
15 historically, when we've done this with -- with  
16 Rogers Towers, it's not a situation where they  
17 mark up the cost of the appraisal or anything.  
18 It's a direct cost. It is the same as though we  
19 went out and -- and purchased the appraisal  
20 separately.

21 What we try to avoid is the possibility of  
22 miscommunication in the direction of what needs to  
23 be accomplished in the scope of the appraisal by  
24 allowing the attorney who will rely on that

25 document later to -- to inform the appraising firm

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1 exactly what needs to be in there.

2 MR. CIRIELLO: Are you saying then, doing it  
3 this way, they would carry more weight or be more  
4 acceptable to whoever's going to give us the  
5 money, like the state or whatever, over just an  
6 ordinary real estate company coming in and --

7 MR. WUELLNER: I think it's --

8 MR. CIRIELLO: They're more credible.

9 MR. WUELLNER: Two things. There's -- one,  
10 it's less likely that error results and we end up  
11 redoing the appraisal.

12 MR. CIRIELLO: Okay.

13 MR. WUELLNER: Secondly, it is -- becomes  
14 extremely reliable because it has to be relied on  
15 accordingly.

16 MR. CIRIELLO: All right.

17 CHAIRMAN GREEN: Any other board comment?

18 MR. GEORGE: Ed, this is for you or for Phil.  
19 In your presentation on what happens next in the  
20 meetings in May and April, I am concerned that  
21 this area of Araquay Park is going to meet the  
22 needs that you're going to be coming up with.

23 In other words, you're going to be,  
24 hopefully, prior to June, coming up with something

25 you can present to the -- to the board that says,

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1 here's where we recommend you go, and here's how

2 we would recommend that this area be laid out.

3 I think that what Ed is saying is, let's get

4 the appraisals, go ahead and start it, and then

5 with the input of your information in the May or

6 June time frame, then we'll all be more, you know,

7 comfortable that, yes, that is the way. Because I

8 would assume that you would also look at Gun Club

9 property north of Gun Club Road, 70 acres at

10 Grumman that Joe mentioned a while ago. You'd

11 look at all of that surrounding property based on

12 what our needs are and say here's where we

13 recommend you go. It might even be Araquay and

14 something else. But...

15 MR. JUFKO: That's correct.

16 CHAIRMAN GREEN: I have one quick question.

17 And I don't know if Mr. Burnett knows the answer,

18 or maybe Mark does. Is it norm for residential

19 appraisals in -- in this proceeding to cost \$2,500

20 and up, versus normal residential appraisers being

21 in the like 5-, 600 range?

22 MR. ARNOLD: What was your question again?

23 CHAIRMAN GREEN: The appraisals on our

24 memorandum say that the appraisal range is between



25 \$2,500 and \$5,000. Is that standard for doing

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1 this type of appraisal for a condemnation, versus  
2 a residential closing which runs you like 600?

3 MR. ARNOLD: The difference is the  
4 residential closing that you're talking about is a  
5 short-form appraisal.

6 CHAIRMAN GREEN: Okay.

7 MR. ARNOLD: The other one would be what's  
8 called a summary appraisal report. Summary  
9 appraisal report by USPAP standards must contain  
10 within that report all of the underlying data and  
11 facts upon which the appraiser relied in reaching  
12 his value conclusions.

13 On a residential one, you look at it -- I end  
14 up looking at those and I end up with more  
15 questions after looking at the short-form one than  
16 I have answers. Usually I'll have to call the  
17 appraiser and, okay, "What about this sale? Where  
18 was it located? How was it zoned?"

19 CHAIRMAN GREEN: And for our purposes, which  
20 is court based, that's definitely the way --

21 MR. ARNOLD: I want a complete self-contained  
22 appraisal report.

23 CHAIRMAN GREEN: Okay.

24 MR. GORMAN: A quick question. I mean, an

25 appraisal has to be based on comparables, doesn't

98

1 it, a comparable property? I mean, and now you --

2 MR. ARNOLD: There's -- there's three

3 approaches to value.

4 CHAIRMAN GREEN: Right.

5 MR. ARNOLD: Comparable sales is one of the

6 approaches, which is called the market approach.

7 You've got two other approaches. Other being an

8 income approach, which is usually used on

9 commercial or industrial-type properties. And the

10 last being a cost approach, which is a blend of

11 the market approach to get the underlying land

12 value, and then you figure out what it would cost

13 to reproduce the improvements that are on it,

14 depreciated to their age, et cetera.

15 CHAIRMAN GREEN: Correct. Any other board

16 comments?

17 (No further board comments.)

18 CHAIRMAN GREEN: Seeing none, then we have a

19 recommendation from Staff to allow Staff to

20 facilitate appraisals for the properties listed.

21 Do I hear a motion?

22 MR. COX: I'll motion to seek -- or to take

23 Staff's recommendation and move forward with that.

24 CHAIRMAN GREEN: Is there a second?

25 MR. GEORGE: I second that.

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1 CHAIRMAN GREEN: Any further discussion?

2 MR. CIRIELLO: Just a question. According to  
3 this Staff recommendation, that's not  
4 automatically going to allow them to continue on  
5 after the appraisals and everything into a eminent  
6 domain proceeding; is that --

7 CHAIRMAN GREEN: No. My understanding, sir,  
8 is just to allow them to go forward with the  
9 appraisals.

10 MR. CIRIELLO: I want to be sure of that.

11 CHAIRMAN GREEN: Then we'll get together with  
12 LPA and see where we are. Any further discussion?

13 (No further discussion.)

14 CHAIRMAN GREEN: All in favor of accepting  
15 Staff's recommendation?

16 MR. GEORGE: Aye.

17 CHAIRMAN GREEN: Aye.

18 MR. COX: Aye.

19 MR. GORMAN: Aye.

20 CHAIRMAN GREEN: All opposed?

21 MR. CIRIELLO: No.

22 CHAIRMAN GREEN: Ayes carried. Staff  
23 recommendation will be accepted. Let's go to G,  
24 which is the inventory action.

1 MR. WUELLNER: Okay. We've identified -- I  
2 think it was the slide before this. It's again  
3 Araquay Park, we've changed the orientation. I  
4 apologize for that. But the darkened -- there are  
5 four properties located there that are darkened,  
6 three of which are east of Casa Cola. Three of  
7 the four are mobile home properties.

8 We -- we did, on your behalf -- and, you  
9 know, I know Mr. Gorman, this was kind of a  
10 hot-button issue with him over -- over time, but  
11 we did contact a company that specialized not only  
12 in home inspections but also dealt with the  
13 concept of putting these properties or the homes  
14 themselves proper into the domain of bidding those  
15 properties or allowing other people to -- to  
16 acquire ownership of the building itself with the  
17 idea of removing that from the property.

18 And generally, the advice we got was that  
19 anything one story, that -- or mobile unit, that  
20 was a possibility and a rational possibility that  
21 you may get some -- some folks that are interested  
22 in that.

23 There are some assumptions that have to be  
24 made in going through that process, which are that

25 the home can be brought to code, because that

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1 would be a requirement before it could be used at  
2 a new site; the individual would have to know --  
3 have to own a piece of property for that purpose;  
4 and that would have to be brought up to speed for  
5 code purposes to be able to use it. So --

6 CHAIRMAN GREEN: Just --

7 MR. WUELLNER: -- we were just looking at --  
8 obviously, we don't want to make those investments  
9 in advance of -- of allowing someone to -- to  
10 acquire that home. The -- the recommendation was  
11 to put it out there in an as-is condition --

12 MR. GORMAN: Right.

13 MR. WUELLNER: -- solicit those bids in the  
14 event we get some. You know, the -- the bid  
15 process would ascribe some times in there that  
16 they'd have a 30-day period to evaluate the home  
17 for purposes of making it to code, and some time  
18 to get it off the property after that.

19 Putting those things in the mix, it seemed  
20 prudent to us that we could probably go ahead and  
21 go through that with these four homes. If we get  
22 some bids, great. If we don't, then the backup  
23 course of action would then be to move into  
24 demolishing the homes, just the same method we've

25 been doing.

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1 So, that's our recommendation for the four of  
2 them, is go out through that process. It's only a  
3 30-, 45-day, maybe 60-day, top, process. Once we  
4 get an answer, if it -- if it -- nobody bids on  
5 it, we've got our answer. We'll move -- if -- if  
6 you accept the agenda item, we'll move into the  
7 demolition phase, solicit bids, and get through  
8 that.

9 In the event we do, we've got to bring those  
10 back, because you would have to concur in the  
11 actual transfer of the physical ownership of the  
12 property.

13 CHAIRMAN GREEN: Okay. Is there any public  
14 comment?

15 (No public comment.)

16 CHAIRMAN GREEN: No public comment? Board?

17 MR. GORMAN: Well, that's excellent. In  
18 other words, we are trying to maximize any income  
19 possible for the municipality.

20 MR. WUELLNER: Right.

21 MR. GORMAN: Well, that sounds -- that's  
22 excellent. That's -- was the initial idea. Thank  
23 you.

24 CHAIRMAN GREEN: Any -- oh, Mr. George?

25 MR. GEORGE: Ed, what was -- what did the

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1 demolition of the other ones cost us?

2 MR. WUELLNER: It -- it varied. But it  
3 ranged, my memory was about \$15-, \$1600, all the  
4 way up to about \$4- or \$5,000, depending on the  
5 size of the -- of the structure and type.

6 MR. GEORGE: So, the total amount of that --  
7 of that -- the total amount that -- I'm trying to  
8 figure out where that is in the budget for this  
9 year for demolition of that, where -- what budget  
10 item would that include?

11 MR. WUELLNER: Would come under contractual  
12 services.

13 MR. GEORGE: Okay. Then this is not -- if we  
14 have to go to option number two, that's not going  
15 to bust the contractual services budget; is that  
16 correct?

17 MR. WUELLNER: No, sir.

18 MR. GEORGE: Okay.

19 CHAIRMAN GREEN: Hearing no more board  
20 comment, is there a motion on Staff's  
21 recommendation?

22 MR. GORMAN: I'll make a motion to accept  
23 Staff's recommendation.

24 CHAIRMAN GREEN: Is there a second?

25 MR. COX: Second.

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1 MR. GEORGE: Second.

2 CHAIRMAN GREEN: Any further discussion?

3 (No further discussion.)

4 CHAIRMAN GREEN: All in favor of accepting

5 Staff's recommendation, say aye.

6 MR. CIRIELLO: Aye.

7 MR. GEORGE: Aye.

8 CHAIRMAN GREEN: Aye.

9 MR. COX: Aye.

10 MR. GORMAN: Aye.

11 CHAIRMAN GREEN: All opposed?

12 (No opposition.)

13 CHAIRMAN GREEN: Motion carries. I think

14 with our court reporter's approval, we have one

15 more we could probably do, that's just the release

16 of funds on 7.H., and then we'll take a quick

17 five-minute break.

18 MR. WUELLNER: Okay.

19 7.H. - RETAINAGE RELEASE - NORTH CORPORATE

20 HANGARS #5 AND #6

21 MR. WUELLNER: As I mentioned in the updates,

22 the project updates, that hangars 5 and 6 and the

23 infrastructure on the north end are -- are

24 complete at this time. And as per Authority



25 policy, you reserve the right to release retainage

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1 on those jobs. And we're respectfully requesting  
2 that the Authority authorize the -- the release of  
3 retainage to DiMare for hangars 5, 6 and the  
4 related infrastructure. That -- that total  
5 approximates \$232,000.

6 CHAIRMAN GREEN: Any public comment?

7 (No public comment.)

8 CHAIRMAN GREEN: Seeing no public comment,  
9 board comment? Joe?

10 MR. CIRIELLO: No comment. I'd just go ahead  
11 and make the motion to go ahead and accept Staff's  
12 recommendation.

13 CHAIRMAN GREEN: Mr. George?

14 MR. GEORGE: Ed, is this -- have we got the  
15 Certificate of Occupancy for both -- for both of  
16 these?

17 MR. WUELLNER: Yes, we do.

18 MR. GEORGE: So, there's no other thing we  
19 have to get any approvals on beforehand.

20 MR. WUELLNER: No, sir.

21 MR. GEORGE: Okay.

22 CHAIRMAN GREEN: That includes punch list? I  
23 know your recommendation says we'll do it after  
24 punch list, but --

25 MR. WUELLNER: They're still working a few

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1 cosmetic items, but that -- that's not holding up  
2 CO or anything else. And, obviously, we -- we  
3 require those things to be done before we lease  
4 it, as well as get all of our lien releases from  
5 the contractor.

6 CHAIRMAN GREEN: Our contract probably says  
7 upon a CO, we have a duty to release it.

8 MR. WUELLNER: Right.

9 CHAIRMAN GREEN: Okay. Any further  
10 discussion?

11 MR. CIRIELLO: How about a second?

12 MR. WUELLNER: You're also -- they're still  
13 involved in hangar 7, too, so it's not like  
14 they're completely off the job site.

15 CHAIRMAN GREEN: I'll consider Mr. Ciriello's  
16 comment, then. He's making a motion to accept  
17 Staff's recommendation?

18 MR. CIRIELLO: Yeah. Right.

19 CHAIRMAN GREEN: Is there a second?

20 MR. COX: I second it.

21 CHAIRMAN GREEN: Any further discussion?

22 (No further discussion.)

23 CHAIRMAN GREEN: All in favor of accepting  
24 Staff's recommendation, say aye.

25 MR. CIRIELLO: Aye.

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1 MR. GEORGE: Aye.

2 CHAIRMAN GREEN: Aye.

3 MR. COX: Aye.

4 MR. GORMAN: Aye.

5 CHAIRMAN GREEN: All opposed?

6 (No opposition.)

7 CHAIRMAN GREEN: All ayes? Staff

8 recommendation is accepted.

9 By the official airport clock -- my clock

10 says 5:48. We'll start back in five minutes.

11 (Whereupon, a recess was had.)

12 CHAIRMAN GREEN: Going to call the meeting

13 back to order. Our next agenda item is the

14 terminal parking design contract?

15 7.I. - TERMINAL PARKING DESIGN CONTRACT

16 MR. WUELLNER: Right. You -- you were

17 provided a copy of -- of the design contract or

18 the contract proposal with Passero & Associates

19 covering work in the terminal area. I think

20 they're here and prepared to make a very, very

21 brief -- just show you exactly what we're all

22 talking about in terms of improvements.

23 By virtue of updates at this morning's EDC

24 breakfast with Congressman Mica's office, we had

25 a -- I had a chance to -- to talk again with one

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1 of the folks at Grumman. And they've assured me  
2 they made it a priority and we should expect to  
3 have that -- that quarter-acre corner back there  
4 in the terminal signed and done now within the  
5 next ten days. So, it's --

6 MR. COX: Turned over to us.

7 MR. WUELLNER: Yeah. The lease should be  
8 done and we should be in a position to get in  
9 there and get the fence changed, the old building  
10 out of there, and -- and perhaps do some  
11 improvements and get it all -- get it all back in  
12 the inventory.

13 So, that -- that should -- should greatly  
14 increase our chance -- or our -- not only the  
15 flow, but certainly add some additional spots in  
16 the terminal area in total. That was a thing  
17 we've been waiting on for -- I know we've been  
18 fooling with it for over two years, trying to get  
19 action out of Grumman, and back and forth through  
20 attorneys. And, you know, it just is not a big  
21 priority issue with Northrop Grumman Corporation,  
22 as you can well imagine. So, for a quarter-acre  
23 of property of parking lot that no -- in  
24 nowheresville.

25           So that's -- that's kind of how they're --

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1       but anyway, it's -- it was made a priority and now  
2       it looks like it's going to wrap up in the next  
3       ten days.

4           With that, let me get cued there. A  
5       little -- it's only a three-slide thing, so  
6       don't -- don't get all -- don't get all weird on  
7       me.

8           MR. GEORGE: All weird?

9           MR. WUELLNER: Oh, I know. I know where to  
10       go. I thought I was -- I thought I was looking at  
11       the PowerPoint, and I was looking at something  
12       else.

13          MR. COX: Is that the new parking lot?

14          CHAIRMAN GREEN: Don't you -- don't you dare.

15          MR. HOLESKO: I'm waiting.

16          MR. WUELLNER: There you go. There you go.

17       If you --

18          MR. HOLESKO: Okay. Just to do a little  
19       recap on it. One thing I guess I want to note to  
20       you, Dave and I met, Dave Harris and I, over  
21       adjacent to the new hangar which is about to be  
22       complete. And today is the first time that I've  
23       seen parking lot D, as we call it, which is the  
24       back lot next to Grumman, really starting to fill

25 up. I mean, today was the most busy it has been

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1 back there of all. So, some of that demand has  
2 certainly gone back there.

3 We've got three simple slides for you. Just  
4 going to recap some of the components and some of  
5 the associated costs, really to take the access  
6 road starting here and the administration  
7 building, straightening it all the way through all  
8 the way to the back on the other side,  
9 straightening everything out.

10 You have the access road itself, a little  
11 over \$50,000. Realigning and relocating parking  
12 curbs, a little over \$20-. Removing or relocating  
13 landscaping for \$6-. Base paving asphalt,  
14 \$17,000. Rejuvenation of the entire lot, so when  
15 the project is done, you're actually going to look  
16 and see what -- a brand new sealed parking lot  
17 throughout the entire area. Signage and markings.  
18 Lot transition.

19 Ed mentioned, obviously, the Grumman lot. It  
20 is higher than parking lot D and parking lot C,  
21 which are abutted. Obviously, we're going to have  
22 to do some -- a little bit of a cut and fill back  
23 there to make it all work. We've put some  
24 contingency on there, as we do for every project.

25 And then we've got professional services.

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1 Totaling about \$260,000. There's the five lots  
2 (indicating).

3 MR. WUELLNER: Their graphic would have been  
4 way better. We stuck this in there just for  
5 clarification.

6 MR. HOLESKO: The circular area out to the  
7 left is -- is parking lot A. You can see the -- a  
8 little bit of a concept for the road realigning.  
9 Parking lot B -- parking lot B is in front of the  
10 terminal building. Parking lot C is the long,  
11 dark one. Parking lot D is in the back, which was  
12 filling up quite a bit today. And then parking  
13 lot E is there (indicating), which is about to be  
14 turned over to you.

15 The flow is going to be greatly improved back  
16 there, obviously when we open up E and can have  
17 cars driving all the way through. So, that's the  
18 layout.

19 And there's the third one (indicating). Just  
20 looking at the objectives and -- and what we are  
21 accomplishing. Traffic flow, we are straightening  
22 out the internal access road, optimizing parking.  
23 Eliminating parking completely in front of the  
24 terminal. There isn't going to be any parking

25 allowed in front of the terminal building when

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1 this is done. We're going to put some signs up in  
2 that area.

3 And then in terms of increase in parking,  
4 area A is going to go from 10 to 24. B goes from  
5 32 to 36. C gets 10 spaces. D gets 11. And E  
6 goes out 13 more.

7 And then related benefits, things that aren't  
8 exactly quantified right there, we are going to  
9 have signage in every single parking space back  
10 there. So, there will be someone parked in spot  
11 B-4, whatever the case may be, when the Authority  
12 does the monitoring or any other question on who's  
13 parking where.

14 The rejuvenated pavement is going to make the  
15 entire parking area brand new and sealed. And  
16 then improving drainage and landscaping and things  
17 like that. Ed, Bryan, and I were talking last  
18 week. You know, there's some other things that  
19 we're going to be able to do to help your own  
20 staff on some of the maintenance issues that  
21 they've got out there. So, that's the project.

22 CHAIRMAN GREEN: Thank you.

23 MR. WUELLNER: And you have, again, the  
24 agenda item on this. It is a total design fee for



25 all of that, at \$31,500.

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1 CHAIRMAN GREEN: Any public comment?

2 Seeing -- I'm sorry. Go ahead, Mike.

3 MR. SLINGLUFF: Ed, what's the time frame?

4 When was it -- when would it get started and then

5 how long would it take to complete?

6 MR. WUELLNER: Really, a part of it's

7 budgeted this year. One hundred thousand dollars

8 is budgeted in current year. When you subtract

9 the design fees, there are about \$70,000 in

10 construction money that's available within the

11 current budget. I would suspect that design would

12 be done early summer kind of time line.

13 MR. HOLESKO: Sixty to ninety days.

14 MR. WUELLNER: And I would think parts of it

15 could be begun right away. I would think it's

16 going to be bid one time with one company.

17 There were significant items in there that

18 could be done in-house; they just can't be done

19 without some sort of level of design to tie it

20 together, such as the striping, perhaps, and --

21 and parking block locations and some things like

22 that that could be done in-house and done a whole

23 lot cheaper than bidding it out. And it may even

24 be able to come out of some other budget items so

25 that -- such as buildings and -- or grounds

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1 maintenance or something along that line.

2 So, I don't -- I don't have an absolute  
3 answer for you, but it would -- I would think  
4 worst case would straddle into next budget year  
5 into October. But I'm optimistic we could get a  
6 big chunk of it done before the end of the current  
7 year once it's bid. There's nothing in here  
8 that's a major construction item. So, I  
9 wouldn't -- I wouldn't think it --

10 MR. SLINGLUFF: Okay.

11 MR. WUELLNER: The rejuvenation thing is like  
12 a less-than-two-week effort once it starts. So...

13 CHAIRMAN GREEN: Any other public comment?

14 (No further public comment.)

15 CHAIRMAN GREEN: Seeing none, Mr. George?

16 MR. GEORGE: I -- I seem to be missing a step  
17 in this whole process.

18 MR. WUELLNER: Okay.

19 MR. GEORGE: I was under the impression at  
20 the last meeting, we approved for you to get with  
21 the consultant and come up and give us a plan.

22 MR. WUELLNER: Which is what you're looking  
23 at, the design plan.

24 MR. GEORGE: This is the first I have seen

25 the plan. So, my vote's going to be to shelve or

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1 table this contract for 30 days --

2 MR. WUELLNER: Okay.

3 MR. GEORGE: -- until I can take a look at  
4 the plan and better understand it. The handout is  
5 the contract to do the work that I didn't see the  
6 plan -- I didn't see the schematics that he was  
7 talking about in -- in conjunction with the ones  
8 that we had previously. I think we just jumped  
9 right past the --

10 MR. WUELLNER: Okay.

11 MR. GEORGE: -- letting the board approve  
12 which one of those options you plan on  
13 implementing. I thought that's what the -- I  
14 thought that's what the last meeting said, was  
15 that the two of you would get together and you  
16 would come up with a recommendation to the board  
17 on how we meet the 75 parking spaces.

18 And I see that there's a contract to proceed  
19 with a design and, you know, that's the first I'm  
20 looking at what you actually selected to do.

21 MR. WUELLNER: Okay. I thought we gave you  
22 that.

23 CHAIRMAN GREEN: Mr. Gorman, do you have a --

24 MR. GORMAN: I have a comment, too, very

25 short.

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1 CHAIRMAN GREEN: While he looks, go ahead.

2 MR. GORMAN: Because we've -- we've certainly

3 tightened it up a lot, but, I mean, is two weeks a

4 realistic time for construction because --

5 MR. WUELLNER: No, it's two -- two weeks for

6 the rejuvenation. It was just the parking lot

7 slurry element of it. I mean, that's just a

8 two-week item once they start work.

9 MR. GORMAN: My concern is, of course, the

10 operating and Mr. Slingluff and of course the

11 flight school and of course -- I had to cruise for

12 a parking spot today. I mean, so -- in other

13 words, in reality, what do you think it's really

14 going to take to do all of this in time line?

15 MR. WUELLNER: I'm going to have to defer

16 to --

17 MR. HOLESKO: Ninety to a hundred and twenty

18 days.

19 MR. GORMAN: And how long is that going to

20 tie up the front of that terminal?

21 MR. HOLESKO: Well, and I -- we do not have a

22 phasing plan prepared yet. That's something we

23 would certainly expect to sit down with you. And

24 it's one of those challenges that, if you're

25 looking at what that project is going to do,

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1 obviously, there's going to be, you know, a  
2 phasing challenge to -- to have areas opened and  
3 closed.

4 MR. WUELLNER: You can't just close the thing  
5 for 60 days.

6 MR. GORMAN: Right. That's my point.

7 CHAIRMAN GREEN: Joe?

8 MR. CIRIELLO: Yes. I want to -- I guess I'm  
9 thinking like Mr. George. It's my understanding  
10 that we've already paid these people some \$32,000  
11 for an initial -- remember when you took me over  
12 there and showed me where all of these areas and  
13 everything -- what was that?

14 MR. HOLESKO: That was \$8,000.

15 MR. CIRIELLO: Oh, I thought --

16 MR. WUELLNER: That was a study.

17 MR. CIRIELLO: What was that \$32- we passed  
18 here a couple of meetings ago?

19 MR. WUELLNER: You did a RPR services for  
20 the -- for the maintenance building.

21 CHAIRMAN GREEN: Uh-huh.

22 MR. CIRIELLO: That wasn't for the parking?

23 MR. WUELLNER: At the last meeting or meeting  
24 before?

25 MR. CIRIELLO: Well, okay. All right. So --

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1 but anyhow, more or less in line with what Mr. --  
2 Mr. George said, we have some problems with the  
3 parking, none of your doings (indicating). And  
4 until this board can get together with one, two,  
5 three, four, a dozen meetings, and decide how the  
6 parking situation is going to be, I'm not willing  
7 to put any money out in -- into it -- because, you  
8 know, it -- it's been a mess. There's been people  
9 back there using the parking lot for storage area  
10 and this and that, taking up spaces. Admittedly,  
11 it was a dozen. Now it's down to three.

12 But nonetheless, until we have all of our  
13 ducks in a row, well, like they were saying about  
14 different areas, stamps or stickers on your cars  
15 and different things like that, until all of that  
16 is settled by this board in how we're going to do  
17 this, I'm not willing to give them any contract to  
18 start doing any constructions or anything else.

19 As a matter of fact, I -- what is the total  
20 number of parking spaces we're going to gain with  
21 this \$266,000?

22 MR. GEORGE: Forty-one to take it to 175,  
23 right?

24 MR. HOLESKO: And if you recall, when we

25 started off, the minute that we started off, the

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1 code I think subtracted 17. So, it's 52 minus the

2 17, so --

3 MR. GEORGE: Sixty-nine.

4 MR. HOLESKO: Sixty-nine.

5 MR. CIRIELLO: In other words, if we go with

6 this plan for the 200-and-some thousand dollars,

7 we're going to gain 69 parking spaces.

8 MR. HOLESKO: In terms of parking.

9 MR. CIRIELLO: Okay. Now, I don't know what

10 the figures are -- if you take that 69 parking

11 into that figure, how much per parking space is

12 that coming out to?

13 MR. WUELLNER: Three- to \$4,000 a space.

14 MR. CIRIELLO: In other words, we're going to

15 spend \$3- to \$4,000 to put one car on a spot. And

16 as far as I know right now, there's no return

17 coming back to us. And if we're going to put that

18 kind of money out, a couple of thousand dollars

19 for a car - Mike, it's -- it helps you, but we're

20 trying to run this airport and get it off the tax

21 rolls. And if we spend money and get nothing back

22 for it, we're helping you, but we're not helping

23 ourselves. And I'm not against you; don't get me

24 wrong. But I --

25 MR. SLINGLUFF: We pay a lot of rent every

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1 month.

2 MR. CIRIELLO: Not on parking. Well, it's  
3 included in some of your lease. But we're talking  
4 about parking for the general public here. We're  
5 not talking about you.

6 MR. SLINGLUFF: Well, they happen to be our  
7 customers.

8 CHAIRMAN GREEN: Well, we need to get back on  
9 the agenda item here, which is discussion on  
10 whether -- I've heard discussion from Mr. Gorman  
11 that we weren't really on par with this was the --  
12 I think there were A, B, C, or D. I mean, George  
13 and Mr. Gorman, too. But I didn't -- A, B, C, or  
14 D were different plans? And whether we chose A,  
15 B, C, or D, because there were double-level  
16 garages and all kinds of things.

17 MR. WUELLNER: I guess I was a little  
18 confused on where -- where we were going with it.  
19 Because what -- you had all of those, what the  
20 proposals were in terms of what they were -- were  
21 saying needed to be done in those individual areas  
22 as a part of the plan or the study that was done  
23 and accepted, I guess you would call it, at the  
24 last meeting when the final revision was -- was



25 presented to the Authority.

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1 We then went back. They developed the  
2 last -- what are your last two pages here, which  
3 by area, took that plan through its  
4 implementation, which resulted in the  
5 200-and-whatever it is, estimate, \$265,000  
6 construction estimate, for all of those  
7 improvements. Which we looked -- in our -- in an  
8 effort simply to just save a step in losing yet  
9 another month in implementing something, if that's  
10 the board's desire, ask them to determine what it  
11 would cost to implement these items.

12 Now -- you know, this is not -- we're only in  
13 an expenditure side looking at \$31,000 in design.  
14 This is not the expenditure of 200-and-some-odd  
15 thousand dollars in this. You can piece that  
16 together. You can do it as one contract with  
17 someone, whatever your desire is, as we get past  
18 the engineering phase.

19 MR. CIRIELLO: Well, if we go with this Staff  
20 recommendation, we're not telling -- we're not  
21 saying we're going to go ahead and do this  
22 \$266,000 construction yet. That will be another  
23 item.

24 MR. WUELLNER: Correct.

25 MR. CIRIELLO: Well, one question, though.

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1 What did you give Grumman, or what are they going  
2 to get for that little quarter?

3 MR. WUELLNER: They're were amending it to  
4 their old lease, and it -- my recollection is it's  
5 like a hundred dollars a month or something. I  
6 mean, it's a -- it's a nominal number for improved  
7 parking in that area.

8 MR. CIRIELLO: In other words, we're not  
9 trading off something in the lease that --

10 MR. WUELLNER: Not at all.

11 MR. CIRIELLO: Okay. But my whole -- my  
12 whole statements, maybe you guys misunderstood,  
13 that I'm not completely against this parking and  
14 everything. I'm just saying that until we get  
15 rules and regulations and a procedure in line from  
16 this board in how we're going to monitor that  
17 parking, I'm not ready to go -- this part, this  
18 \$31,000, I'm okay with, but I'm not ready to do  
19 any construction until we get these other things  
20 straightened out. That's all I'm really saying.

21 MR. WUELLNER: You're looking for more of an  
22 operating plan versus a construction plan, if I'm  
23 hearing you correctly.

24 MR. CIRIELLO: Okay. Yes.

25 CHAIRMAN GREEN: Mr. Cox?

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1 MR. COX: Two things, Ed. This contract  
2 we're talking about is not -- when we were  
3 presented with this last meeting, this is not  
4 saying we accept term -- plan A, B, C, or D. This  
5 is -- this contract --

6 MR. WUELLNER: This -- this picks up the  
7 items that are, quote, unquote, reasonable. It  
8 eliminates things like the covered parking back in  
9 area -- what was it, Delta, that, you know, was  
10 hundreds of thousands of dollars.

11 MR. COX: Yeah.

12 MR. WUELLNER: And, you know, these were the  
13 short-term, what we -- what I would consider  
14 practical solutions, such as tying the new area  
15 Echo into Delta into Bravo and -- and to allow  
16 that flow and allow that to be marked and done  
17 properly.

18 Eliminating the old electrical vault location  
19 as to allow the straightened road through there  
20 and the addition of the -- what is it, six or  
21 eight spots in what are -- would now be considered  
22 employee parking on the -- on the south side here.

23 It -- it's cleaning up the entrance there and  
24 eliminating that odd curve that requires a really

25 weird turn in the main entrance to get to -- to

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1 the south side. It's -- it's that kind of stuff.

2 Eliminating the landscape area between a few of

3 those spots out there that make the parking very

4 difficult and also eat up valuable spaces.

5 They aren't required by County code because

6 of the hedging that's been done along U.S. 1.

7 It's that kind of cleanup and pickup that's --

8 that's being proposed in this.

9 MR. COX: The second -- when we take over the

10 Grumman area, you said ten days, that's the 25th,

11 how long will it take us to be able to allow

12 people to start parking in that area?

13 MR. WUELLNER: We've got a short-term project

14 of getting that mobile unit out of there, which I

15 can't imagine's, you know, a week or two,

16 assuming --

17 MR. COX: When does the impact of TPC start?

18 MR. SLINGLUFF: Next week.

19 MR. WUELLNER: Yeah.

20 MR. COX: So, the 25th is going to be outside

21 of that?

22 MR. SLINGLUFF: No, I'm more worried about

23 Super Bowl here than TPC.

24 MR. COX: Yeah. Okay.

25 MR. WUELLNER: And there's still time to

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1 react. I'm not trying to shove anything down --  
2 down your throat.

3 There's -- if you want -- if you want to  
4 delay it a month, think about it, if there's  
5 something else -- as Mr. Ciriello pointed out, you  
6 want to look at, you know, more of an operating  
7 nature and -- and/or look at other pieces and  
8 parts, it makes no difference to us. We just kind  
9 of felt like there was a way to tie it together  
10 and -- and move it through to -- at least through  
11 design, to allow some construction on the horizon.

12 CHAIRMAN GREEN: Mr. Gorman?

13 MR. GORMAN: Yeah. That's my point, is  
14 probably Bob's point, is that's been discussed  
15 before. I mean, is there a way that maybe we  
16 eliminate the \$57,000 and eliminate initially  
17 straightening out that particular little curve,  
18 because that way we don't tie up both the flight  
19 school and Mr. Slingluff's, you know, operations  
20 so it's not even usable for so long? That's my  
21 concern.

22 MR. WUELLNER: I think that's a -- frankly, I  
23 think that's more of a phasing issue when you get  
24 down to the construction side.

25 This looks at designing the whole thing.

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1 Then you look at, well, how do you implement that  
2 design? Is it you don't do that piece till last?  
3 You do that first because it makes more sense?  
4 Obviously, you don't rejuvenate the parking lot  
5 with the -- you know, there's a slurry until the  
6 work underneath it's been done.

7 MR. GORMAN: Shouldn't common sense-wise,  
8 then we should move ahead very rapidly with the  
9 Grumman acquisition and kind of table the rest of  
10 it for design-wise until we can hash it out a bit?

11 MR. WUELLNER: I don't -- I don't think the  
12 Grumman piece makes any difference relative to  
13 design.

14 MR. GORMAN: Okay.

15 MR. WUELLNER: You know, it's -- it's assumed  
16 here to tie it in.

17 MR. GORMAN: You think --

18 MR. COX: This is not --

19 MR. WUELLNER: Hold it at construction. If  
20 you're not comfortable, we'll talk about the  
21 phasing program at that point.

22 CHAIRMAN GREEN: Do we have any -- any  
23 motions with regards to Staff's --

24 MR. COX: I move that we accept Staff

25 recommendation and move forward with this

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1 contract.

2 CHAIRMAN GREEN: Design contract.

3 MR. COX: Absolutely.

4 CHAIRMAN GREEN: Any second?

5 MR. GORMAN: I'll second it because we need

6 to move forward with it.

7 CHAIRMAN GREEN: Now discussion. Any further

8 discussion on it? Joe?

9 MR. CIRIELLO: Yeah. I -- I can go along

10 with what you guys are saying to get this thing

11 off -- off and running. Then if we get the design

12 all taken care of, could you see it taking very

13 long for the board to get together to come up with

14 what my concern is, is how to run this thing so

15 that in a week or a week and a half, two weeks,

16 you could -- we could be cohesive into one thought

17 and then go ahead and tell these guys to go on

18 with the construction part? I mean -- but we have

19 to get this design phase out of the way first. I

20 can understand that.

21 CHAIRMAN GREEN: I think you're right.

22 Because the last time, we went through the

23 different types of designs that we have. All of

24 us were in somewhat of an agreement that we didn't

25 want the covered parking and we didn't want this

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1 or that.

2 MR. GEORGE: Can I ask -- I was going to

3 have --

4 CHAIRMAN GREEN: Wayne, did you have --

5 MR. GEORGE: -- another comment. Reading on

6 page 111 from last month's meeting.

7 "Mr. George: Ed, listen to me and see if I'm

8 rephrasing what you had said. I make a motion

9 that Passero and its staff work with Ed to come up

10 with a plan that best accomplishes a minimum of 38

11 more parking spots with a time line, and estimated

12 cost approval from that point would be to get the

13 engineering done, to make it happen."

14 I just don't think that we have -- we were

15 presented options in the nice form of a schematic

16 pictures of where this was going to go.

17 MR. WUELLNER: Okay.

18 MR. GEORGE: And I just see we jumped -- we

19 jumped right past your plan, which the plan would

20 also include, as Joe said, what are you going to

21 do about parking meters? What are you going to do

22 about permits? What are you going to do about

23 this? And we jumped right past the plan, and

24 we're going to spend \$31,000 to get into a design.



25 MR. WUELLNER: Okay.

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1 MR. GEORGE: So, I -- I would vote against  
2 it.

3 MR. GORMAN: Do you have an alternative, just  
4 an alternative amendment to the -- what would that  
5 be?

6 MR. GEORGE: Yeah. Shelve this for 30 days  
7 and have them get us a plan of what they intend to  
8 do with the overall parking plan to satisfy that  
9 project over there.

10 CHAIRMAN GREEN: Any further discussion?  
11 There's a motion on a floor.

12 MR. CIRIELLO: Well, question to Mr. George.  
13 Before they can come up with this plan that you  
14 want to see before we go on, wouldn't that be what  
15 this \$31,000 is, to let them come up with a plan  
16 so we could -- before we go any further?

17 MR. GEORGE: If we had a conceptual plan that  
18 was presented to us before, here's an option;  
19 here's a parking garage; here's a this; here's a  
20 that. The idea was, go back and tell me which  
21 ones you're going to do.

22 I haven't seen which ones he's going to do.  
23 That would be a conceptual plan. Once we as a  
24 group have approved the parking plan, along with

25 permits and meters and whatever, then I would pay

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1 somebody to design what they said they were going  
2 to do.

3 MR. GORMAN: I'm -- I'm -- even though I  
4 seconded it, I'm quite confused at this point. I  
5 thought that's exactly what we were going to do,  
6 is -- is get this design concept. We were going  
7 to -- we were going to approve the design concept  
8 so that we could then --

9 MR. GEORGE: We designed -- we're approving  
10 them to draw engineering plans, from which they  
11 can get permits to go ahead and do the work that I  
12 haven't seen a clear definition of what the work  
13 is.

14 MR. GORMAN: Can we --

15 MR. GEORGE: That's my concern.

16 MR. GORMAN: Then can we just amend it to get  
17 the design plans done without, you know, going  
18 ahead to permit so that we can at least get some  
19 work done?

20 MR. GEORGE: Okay. But what if they spend 80  
21 hours designing how they're going to get the vault  
22 out of there, and all of a sudden we decide we  
23 don't want the vault out of there right now? You  
24 know, what are you -- you've got 80, a hundred

25 hours worth of work done.

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1 All I'm asking for is the same types of  
2 presentation that they made last time, to say,  
3 "Okay. We gave you ten options. We, Ed and  
4 Passero, are recommending that you take these  
5 six."

6 MR. GORMAN: Bob, do --

7 MR. GEORGE: That's what was presented here.

8 MR. COX: Did you give us three options last  
9 time?

10 MR. HOLESKO: Actually, there was five.

11 MR. COX: Basically.

12 MR. HOLESKO: There was five different areas.

13 MR. COX: Five areas?

14 MR. HOLESKO: Areas A through E were each of  
15 the parking lots.

16 MR. COX: Right.

17 MR. HOLESKO: And then you had additional  
18 alternatives. You had amenities such as covered  
19 parking, you had a parking garage, and you had the  
20 walkway across U.S. 1.

21 What you see here today is what Ed and I have  
22 discussed to bring you this, these objectives and  
23 these costs. Areas A through E, they were not  
24 development alternatives in terms we would do A or

25 B or C. They were all of A through E, including

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1 the Grumman lot, assuming that it was going to  
2 come back into the Authority, but no covered  
3 parking, no parking garage, and no walkway.

4 But, also, if you decide in the future that  
5 any of those, you decide you want to implement,  
6 those would all work, too. These were the  
7 immediate things that you controlled right now,  
8 including the Grumman lot.

9 MR. COX: There's -- there's no options that  
10 we've talked about here now that would be excluded  
11 if we --

12 MR. HOLESKO: No.

13 MR. COX: -- changed our mind. So, what --  
14 so, if we sign a contract or if we allow that to  
15 be signed, what exactly is that going to -- for  
16 you guys, what will you do then, what we're seeing  
17 here?

18 MR. HOLESKO: We're going to do a topographic  
19 survey of exactly where everything is out there  
20 and bring you a bid document, which Ed has  
21 requested in a type of a menu format, because  
22 there's some things that the Authority may wish to  
23 do with their own staff or not do at all. And  
24 that's -- and that's the way the bid's going to be

25 set up.

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1 MR. COX: Do you feel we can meet  
2 Mr. George's concerns within those parameters and  
3 still --

4 MR. HOLESKO: Yes. And not only that, but if  
5 you want, you can go back to the layout right  
6 there. We can discuss what's on those --

7 MR. COX: Yeah.

8 MR. HOLESKO: -- on those areas right now and  
9 we can -- we can talk about them.

10 They really haven't changed since the very  
11 first presentation.

12 MR. COX: Does that help?

13 MR. GEORGE: That would be what I would have  
14 expected prior to coming to this meeting so that I  
15 could compare it to the previous recommendations  
16 to see if it was the same number of spots and  
17 stuff like that. I don't have my documents with  
18 me.

19 CHAIRMAN GREEN: Well, we have a motion on  
20 the floor. Any further discussion?

21 (No further discussion.)

22 CHAIRMAN GREEN: There's a motion on the  
23 floor to accept Staff's recommendation.

24 MR. COX: Second. Well, I made it.

25 CHAIRMAN GREEN: It's been seconded. So,

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1 it's up for a vote now. All in favor of accepting

2 Staff's recommendation, say aye.

3 MR. COX: Aye.

4 MR. CIRIELLO: Aye.

5 CHAIRMAN GREEN: Aye.

6 MR. GORMAN: Aye.

7 CHAIRMAN GREEN: All opposed?

8 MR. GEORGE: Aye.

9 CHAIRMAN GREEN: You can say nay, but that's

10 good enough. We have one opposed. Okay. Then

11 the Staff recommendation would be, as I would

12 recommend, as -- and/or as Mr. Passero's office

13 says, to do the detail that we're looking for, to

14 help with Mr. --

15 MR. WUELLNER: And we'll make sure we bring

16 that before we bid anything so that there's no --

17 you know, we're not jumping the gun there. I

18 don't think I understood what the missing piece

19 was until tonight.

20 MR. GORMAN: We're just not permitting

21 anything, right?

22 CHAIRMAN GREEN: No.

23 MR. WUELLNER: Correct. We're not doing

24 anything.

25 CHAIRMAN GREEN: With the board's approval,

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1 I -- I must deliver an escrow check or else I will  
2 have a bank very upset with me.

3 MR. COX: Nay.

4 CHAIRMAN GREEN: I'm going to pass the gavel.

5 MR. GEORGE: Nay now?

6 CHAIRMAN GREEN: Nay.

7 MR. GEORGE: Okay. Item J. Apron design  
8 grant.

9 (Whereupon, Chairman Green leaves the meeting.)

10 7.J. - APRON DESIGN GRANT AND APRON DESIGN CONTRACT

11 MR. WUELLNER: Apron design grant. This  
12 is -- we're expecting literally any day the  
13 documents from the Federal Aviation Administration  
14 relative to use of -- of funds at 90 percent basis  
15 to design the apron area to go back to Araquay  
16 Park.

17 Now, there again, the design of that and the  
18 physical layout of that will be a function of the  
19 Master Plan chosen alternatives. But -- but in  
20 order to get grant -- the grant from FAA, you need  
21 to put -- be in a position to execute the  
22 agreement.

23 In order to execute the agreement, you need  
24 to have the engineering document -- or not -- not

25 the design, but the agreement to do the

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1 engineering in place. This allows or provides for  
2 the design fees of that apron under the FAA grant  
3 and would also provide that we could execute the  
4 grant when it shows up in the next few days.  
5 Because knowing FAA, this will need to be back to  
6 them fully executed by the end of March, just  
7 knowing the way they play the quarter game.

8 Later, after design's complete, I would  
9 expect that the grant for construction will come  
10 out, at which point we'll need to bid this very  
11 rapidly so that we can meet a bid date -- or,  
12 excuse me -- a grant offer date by FAA. But  
13 that's -- that's later. I don't know what  
14 those -- what those horizons are yet from FAA.  
15 We're lobbying Congressman Mica's office to  
16 facilitate the funding side of that.

17 MR. GORMAN: I have a tremendous --

18 MR. GEORGE: Wait, wait.

19 MR. GORMAN: Go ahead. I'm sorry.

20 MR. GEORGE: Public comment.

21 MR. GORMAN: Yeah.

22 MR. GEORGE: Is that it?

23 MR. WUELLNER: Yes, sir.

24 MR. GEORGE: Any public comment?



25 (No public comment.)

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1 MR. GEORGE: Board comment. Mr. Gorman?

2 MR. GORMAN: Okay. Board comment. I want to

3 make sure I'm not confused by this apron design

4 grant. Will this -- could this design grant

5 compromise the use of runway 2/20?

6 MR. WUELLNER: No, no.

7 MR. GORMAN: Okay.

8 MR. WUELLNER: The identified -- the area

9 identified for the apron expansion --

10 MR. GORMAN: Right.

11 MR. WUELLNER: -- was the -- was the Araquay

12 Park area.

13 MR. GORMAN: Okay. Just wanted to make sure

14 that -- an apron's an apron, so --

15 MR. WUELLNER: That's what was -- that's what

16 the design grant's based on that area. It is not

17 locked in dimensionally or location-wise within

18 there at this point. That will be a function of

19 what alternative you pick in the Airport Master

20 Plan. They're not going to begin any work until

21 that's selected. So, we aren't -- we aren't

22 wasting effort or -- or designing something in a

23 place that ultimately isn't chosen as a design --

24 as an alternate, if that makes sense.

25 MR. GORMAN: It does.

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1 MR. GEORGE: Any other comment?

2 MR. COX: No.

3 MR. GEORGE: Let me restate it in my words  
4 and get your okay. You're asking us to authorize  
5 you to do a contract for \$157,000 on laying out  
6 something that a different consulting firm hasn't  
7 even defined yet.

8 MR. WUELLNER: Correct. In order to not miss  
9 your 90 percent grant from FAA for the entitlement  
10 funds for current fiscal year.

11 MR. GEORGE: So, at what point in time --  
12 what action do you take to release them to start  
13 work on this?

14 MR. WUELLNER: It will be -- it will be  
15 two-fold. One, we'll issue a notice to proceed,  
16 but that won't occur until after you, this board,  
17 have selected the preferred design or development  
18 alternative associated with the Master Plan.

19 MR. GEORGE: Which you anticipate to be what  
20 time frame?

21 MR. WUELLNER: May, June at the earliest,  
22 based on what we talked -- what the schedule  
23 presented by LPA was.

24 MR. GEORGE: Okay. So, then this is just to

25 facilitate rapid movement after we get the design.

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1 MR. WUELLNER: That's kind of the fringe  
2 benefit. The -- the actual motivation for putting  
3 it under contract right now is so that we don't  
4 lose the entirety of the grant funds available for  
5 the design. You kind of have to commit to do the  
6 design up front in order to get the -- the grant.  
7 Nobody's expending any money. That -- you've got  
8 plenty of time to expend the money; you just don't  
9 have plenty of time to get the money.

10 MR. GEORGE: Do we need to add to your staff  
11 recommendation that no work will begin on this  
12 contract until after the board has approved the  
13 conceptual design? If you tell me no in the  
14 minutes, I don't have a problem with that.

15 MR. WUELLNER: I -- we have no -- yeah, we  
16 have no intention of beginning design until the  
17 Master Plan's done. I mean, it is that simple.

18 MR. GEORGE: I'm not saying put that in the  
19 contract. I'm saying put that in what we are  
20 approving today.

21 MR. WUELLNER: I don't have any problem with  
22 you adding it. If you -- if you -- if you're more  
23 comfortable with it in there than out -- there's  
24 nothing for them to design until we have a

25 conceptual layout, which is a function of the

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1 Master Plan, so...

2 MR. GEORGE: Okay. Any other comment?

3 (No further comment.)

4 MR. GEORGE: I'll entertain a motion for

5 whatever you guys want to do.

6 MR. COX: Motion --

7 MR. WUELLNER: Yeah. You're just going to do

8 it --

9 MR. COX: -- to accept Staff's

10 recommendation, with your concerns on that.

11 MR. GEORGE: I second that. Any other

12 discussion?

13 (No further discussion.)

14 MR. GEORGE: All in favor?

15 MR. COX: Aye.

16 MR. GEORGE: Aye.

17 MR. GORMAN: Aye.

18 MR. GEORGE: All against?

19 MR. CIRIELLO: No.

20 MR. GEORGE: One opposing. Passed. Next

21 item.

22 MR. COX: Did you say aye?

23 MR. GORMAN: Yeah.

24 7.K. - CORPORATE HANGAR LEASE

1 lease approval. And as I have spoken to a few of  
2 you since the last meeting where we approved  
3 the -- what is it, five -- five-plus leases, one  
4 of those backed out. They were slated to take  
5 the -- what is the original SK Logistics hangar  
6 building.

7 That company, during the time we were  
8 approving it, sold their assets to another company  
9 and were -- which was currently located on Craig  
10 Airport, and they've elected to combine that  
11 business and keep it up at Craig Airport, which  
12 freed that hangar.

13 We moved down the hangar list again, the  
14 corporate hangar list, and have gone through two  
15 or three people on that list, determining  
16 suitability. And the company called Hangar  
17 Partners of St. Augustine, which was Blake Deal,  
18 those of you trying to compare it to the original  
19 hangar lease, the company name would be this  
20 Hangar Partners of St. Augustine, which is a  
21 consortium of three general contractors. They're  
22 not subletting any space. It's just simply the  
23 three contractors sharing this hangar collectively  
24 by forming their own company for the purposes of

25 leasing the hangar.

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1 It is the exact same business arrangement as  
2 was presented the last month for the facility.  
3 And -- and I included the summaries and ROI  
4 calculations, which are -- as I state in the  
5 agenda memo, are virtually identical to what was  
6 on the last. And Staff's recommending approval  
7 consistent with what y'all approved last month.

8 MR. GEORGE: Any public comment?

9 (No public comment.)

10 MR. GEORGE: Okay. Open it to board comment.

11 I've got a couple of financial questions.

12 MR. WUELLNER: Okay.

13 MR. GEORGE: The previous company, Airborne  
14 Data, they had a lease with us. They had  
15 escalators in that lease.

16 MR. WUELLNER: Uh-huh.

17 MR. GEORGE: What rate per square foot were  
18 they paying in their lease?

19 MR. WUELLNER: Four dollars a square foot  
20 initially.

21 MR. GEORGE: That's initially. But they had  
22 had that lease for how long?

23 MR. WUELLNER: No, no, no. They were  
24 current -- currently not located on the airport.

25 MR. GEORGE: Oh, I'm sorry. Okay. I thought

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1 that --

2 MR. WUELLNER: No, they were a new tenant,

3 also.

4 MR. GEORGE: Okay. So, this is a brand-new

5 tenant, then.

6 MR. WUELLNER: Correct.

7 MR. GEORGE: Okay. All right.

8 MR. WUELLNER: They were relocating out of, I

9 believe it was Flagler or Ormond.

10 MR. GEORGE: Okay. I don't have any

11 questions.

12 MR. COX: Motion to accept.

13 MR. CIRIELLO: Second.

14 MR. GEORGE: I have a motion and second. Any

15 other discussion?

16 (No further discussion.)

17 MR. GEORGE: All in favor?

18 MR. CIRIELLO: Aye.

19 MR. GEORGE: Aye.

20 MR. COX: Aye.

21 MR. GORMAN: Aye.

22 MR. GEORGE: Opposed?

23 (No opposition.)

24 MR. GEORGE: Passed.

1 MR. WUELLNER: Okay. Last item I have for  
2 you is relative to the FBO lease codification.  
3 You know, you've seen quite a bit of -- of the  
4 information, including the memo of understanding  
5 that was done in 2000, relative to combining all  
6 of the lease agreements and all of the  
7 modifications to the original leases in the FBO  
8 area.

9 This has turned out to be quite a bit of --  
10 of legwork on Staff's part to -- to pull this  
11 together, including revising all of the exhibits  
12 related to the lease. And -- and, frankly,  
13 Michael and I have some time this week scheduled  
14 to hash out the balance of -- of the issues  
15 related to the lease so that we can get a final  
16 document in front of you folks for hopefully the  
17 April meeting.

18 What we're asking here is, since that space  
19 is -- some of that space is likely to become  
20 available on the short term here with the CO being  
21 issued with the County, so as not to prejudice  
22 them being able to move into that space, we're  
23 asking that just by a letter agreement, that both  
24 parties, Aero Sport and us, append that property



25 or that new space to the existing lease for a

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1 period of not more than 60 days -- and we can do  
2 that by a letter agreement, just tying it in the  
3 description, until that document gets presented  
4 and is ultimately approved by the Airport  
5 Authority.

6 So, it's just a little stopgap measure to  
7 allow them to occupy it, keeps it on a -- so it's  
8 handled contractually so that there's no  
9 misunderstandings on the way it's operated for the  
10 period of not to exceed 60 days while we get the  
11 lease finalized.

12 MR. GEORGE: Any public comment? Mike?

13 MR. SLINGLUFF: We -- we look forward to  
14 it --

15 MR. GEORGE: Okay.

16 MR. SLINGLUFF: -- so we can finally get into  
17 those buildings.

18 MR. GEORGE: Okay. No other public comment.  
19 Board comment?

20 (No board comment.)

21 MR. GORMAN: Then let's go.

22 MR. CIRIELLO: Motion to accept.

23 MR. COX: Second.

24 MR. GEORGE: I have a motion and a second.

25 Any discussion?

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1 (No discussion.)

2 MR. GEORGE: All in favor?

3 MR. CIRIELLO: Aye.

4 MR. GEORGE: Aye.

5 MR. COX: Aye.

6 MR. GORMAN: Aye.

7 MR. GEORGE: Opposed?

8 (No opposition.)

9 MR. GEORGE: The ayes have it. Item number  
10 M., financial goals and focus.

11 7.M. - FINANCIAL GOALS AND FOCUS

12 MR. GORMAN: Oh, my. We've actually gotten  
13 to that. Well, let's see. Members -- many  
14 members have stated their goal is to get off the  
15 ad valorem tax rolls. And this means, plainly  
16 spoken, to stop spending \$2.9 million a year in  
17 ad valorem taxes. And to date, we've -- I have  
18 not seen, myself, a business plan or a projection  
19 of achieving this goal, at least not in the  
20 immediate future.

21 And I know Mr. George has taken many hours of  
22 his time and started an examination of the  
23 business. And it's obvious that he's pretty  
24 astute to the financial plan and takes a good look

25 at. And he has a good background for this.

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1 And I'm going to ask for the board's -- for  
2 the board's consideration of hiring an independent  
3 operational audit, and this firm to be selected by  
4 committee. And this will give us a second opinion  
5 and could lend valuable insight into our  
6 expenditures and business practices.

7 We need to start planning ahead and start  
8 this reduction. We need to start reducing  
9 spending money. It's always going to hurt. And I  
10 think it's high time that we really try to do that  
11 plan.

12 I'm starting to climb on Joe's turnip truck  
13 there and start to holler that we're never going  
14 to get off the tax rolls unless we start to run  
15 that ad valorem tax down every year. In other  
16 words, one of the city commissioners that  
17 mentioned that we do 25 percent a year in four  
18 years, I'm not sure that's attainable. But we've  
19 got to start sometime.

20 And I was going to ask my -- our treasurer if  
21 he might consider this, some help in this large  
22 task. Do you think that would be a good business  
23 practice? What do you think -- I'm actually now  
24 just asking your opinion -- of hiring an

25 independent operational audit as a business

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1 practice?

2 MR. GEORGE: From having looked at the books,  
3 you know, and the practices from the financial  
4 standpoint for the last year and a half, I think  
5 that we're in good shape.

6 I think that a stake in the ground, you know,  
7 would be a good point, you know, to make sometime  
8 next year. And we have a budget coming up. And I  
9 would think that that would be a line item that  
10 we'd want to put in the budget to do something  
11 like that, because that gives us a stake in the  
12 ground from which we can start implementing the  
13 Master Plan.

14 And we then eliminate, you know, a lot of  
15 questions of, you know, are we running the  
16 operations right? Would the -- would it be  
17 cheaper to have somebody from the outside come in  
18 and assume all this sort of stuff? We just kind  
19 of put a stake in the ground.

20 When I went to the AAAE, and all of you guys  
21 have that -- or the next registration brochure --  
22 I've been to one. I think it was well worthwhile  
23 to see how it's run. It's a real professional  
24 organization. And I would -- you couldn't make it

25 last time. I would strongly recommend that --

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1 that everybody on the board go at some point in  
2 time, to -- to get an idea of that.

3 Well, the AAAE has a consulting arm, you  
4 know, that they can come out, you know, and  
5 they -- they work with all of the airport  
6 executives all around. So, that would be one  
7 person that could come in and do that. And I  
8 would -- I would -- I can support that to put the  
9 stake in the ground, yeah.

10 MR. GORMAN: That was my idea, was to -- to  
11 whoever we had do that, to have them selected by  
12 committee, in other words, so that we -- of  
13 course, we'd have to pull the staff out of the  
14 loop on that one. And -- but your recommendation  
15 sounds ideal.

16 MR. GEORGE: I think that the time to discuss  
17 that is by -- you know, when we discuss the  
18 budget.

19 MR. GORMAN: All right.

20 MR. GEORGE: I think, that way, Staff will  
21 have an idea of what it could cost us, this, that,  
22 and the other. And we could all -- we'll have the  
23 Master Plan done or close to being done. And so,  
24 we can at that time, you know, address that.

25 MR. GORMAN: Then what do you think would be

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1 the best way to expedite furthering this  
2 discussion, leave it on as an agenda item for  
3 discussion --

4 MR. GEORGE: Let's --

5 MR. GORMAN: -- under the budget?

6 MR. GEORGE: Let's put it open to the public,  
7 you know, for our public comment, and then -- then  
8 let's get ours.

9 MR. COX: Mary.

10 MR. GEORGE: I open it to public comment.  
11 Mary?

12 MS. WILLIS: Do I have to stand?

13 MR. GEORGE: No, no, no. You can sit there.

14 MS. WILLIS: You can hear me. You can hear  
15 me. Mary Tarver Willis, Araquay Park. Thank you.  
16 I have two questions. One, do you not already  
17 have an independent audit?

18 MR. WUELLNER: Financial audit.

19 MR. GEORGE: We have a financial audit that  
20 goes through the books to make sure that it's an  
21 audited financial statement.

22 MS. WILLIS: And are you not complying with  
23 GASB?

24 MR. GEORGE: Yes, we are. That's generally

25 accepted accounting --

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1 MS. WILLIS: Accounting --

2 MR. GEORGE: -- practices --

3 MS. WILLIS: Right.

4 MR. GEORGE: And it has to be with the  
5 financials. And we do that every year. And I  
6 might add, this year we had a clean bill of  
7 health.

8 MS. WILLIS: Good --

9 MR. GEORGE: No --

10 MS. WILLIS: Good for you.

11 MR. GEORGE: No discrepancies whatsoever.

12 MS. WILLIS: Okay. I was just wanting to  
13 ascertain that. Thank you.

14 MR. GEORGE: I think that was one of  
15 Mr. Gorman's concerns, you know, before, that,  
16 yeah, a lot of companies get -- you know, get  
17 financial audits, but not --

18 MS. WILLIS: Compliance, you also have to  
19 have.

20 MR. GEORGE: -- you know, to dive into --  
21 that's right. We do. Yeah. Any other public  
22 comment?

23 (No further public comment.)

24 MR. GEORGE: Ed, where would I get your

25 comments in on this, where with us kicking around,

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1 at board time or --

2 MR. WUELLNER: I think it would be productive  
3 for us to be able to -- to help you to help -- if  
4 you can assist us in defining the scope, not  
5 necessarily tonight but, you know, the specifics  
6 so -- of what you're looking to see. You know,  
7 what is it -- what is it you're -- you're trying  
8 to see, you know, and plan for?

9 MR. GORMAN: I would probably like to,  
10 myself, leave that open for recommendation by the  
11 firm selected. In other words, the scope is going  
12 to have to be selected by this independent firm,  
13 and that's why you use an independent firm, so you  
14 can then let them define that because --

15 MR. GEORGE: We have to give them an  
16 objective and a goal.

17 MR. WUELLNER: Well, I think you -- yeah,  
18 you've got to give them some idea what you're  
19 trying to accomplish, not necessarily how to do it  
20 or what the scope of getting there is, but...

21 MR. COX: Ed --

22 MR. GEORGE: Any other public comment?

23 MR. COX: Oh, I thought we were --

24 MR. GEORGE: Excuse me. I'm sorry. We eased



25 into it, so board comment. Bob?

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1 MR. COX: Doesn't ACI or AAAE, either one,  
2 don't they have folks, or they -- that -- that  
3 are -- I don't want to say auditing firms, that --  
4 or -- that can do what Jack is looking for,  
5 that -- hopefully, I don't think they'd cost us  
6 anything. Aren't we members of ACI and AAAE?

7 MR. WUELLNER: AAAE. We're not ACI.

8 MR. COX: All right. Well, either one.

9 MR. WUELLNER: Primarily because of the cost.

10 MR. COX: Because I think Buzz had a good  
11 suggestion. If we were looking for places for the  
12 airport to help cut corners and start to move  
13 downward on the ad valorem taxes, to get a  
14 consultant in here or somebody that's really into  
15 it, that's gone all over the U.S. and done this  
16 kind of stuff, because we may be looking at stuff  
17 with blinders on; I don't know. But I'd be more  
18 prone to saying, have a professional in the  
19 industry come down as opposed to just getting an  
20 independent organization to come in and do an  
21 audit.

22 MR. GORMAN: I would certainly -- he'd  
23 certainly have to be absolutely astute as to  
24 airport business. Yeah. I agree totally. Yes.

25 Certainly.

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1 MR. COX: I think maybe our outreach should  
2 be to somebody like AAAE first and then -- to help  
3 resolve that.

4 MR. GEORGE: Let me make a comment about it.  
5 One of the reasons you haven't seen us come up  
6 with a plan, you know, to get off the ad valorem  
7 tax rolls is because we all agreed to wait for the  
8 Master Plan. We don't know what's going to happen  
9 three years from now until we approve a Master  
10 Plan.

11 With that in mind, I would like to propose a  
12 big motion -- I'd like to propose a subject  
13 we'll -- and I'll discuss it -- and you guys need  
14 to think about it. I would like to see -- in the  
15 budget that we do this year, I would like to see  
16 Staff put a forecast together of revenues coming  
17 in and foreseeable expenses, and come up with a  
18 point in time, be that eight years, nine years,  
19 ten years down the road, that based on this plan,  
20 we can get out of the tax rolls, you know, at this  
21 point. And maybe we cut it down to 50 percent the  
22 first year and -- and 25 the next year, but  
23 something that we have a target that we all agree  
24 to.

25 Then I would like to impose on future

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1 Authority members that every time we do an annual  
2 budget, that this plan be reviewed and recommitted  
3 to, or changed, if -- if the circumstances change.

4 But that way, we get it as an annual thing that  
5 the board has to, while they're looking at the  
6 budget, to make a commitment that they are going  
7 to stick to that plan, that in the year 2011,  
8 we're out of the tax rolls or whatever.

9 MR. GORMAN: Exactly the point to the whole  
10 thing.

11 MR. GEORGE: Yeah. And I would say that the  
12 time to do that would be when we get ready to do  
13 the budget, for me to bring that up as a motion at  
14 that time when we've all had a chance to talk --  
15 think about it.

16 MR. GORMAN: You wouldn't entertain -- or  
17 would the board entertain a motion from myself to,  
18 when this budget discussion is in effect, to bring  
19 in a -- an independent audit consultant firm to be  
20 able to help with this process?

21 MR. GEORGE: I'm -- I'm not sure that I  
22 understand --

23 MR. COX: I didn't, either.

24 MR. GEORGE: -- what you're saying, no.

25 MR. GORMAN: In other words, you bring in --

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1 when -- when we're budgeting and when we're doing  
2 this budget process and when we're doing this  
3 planning process, this is when we'd bring in this  
4 firm to expedite this and to -- to plan to have  
5 them on board to help expedite that process.

6 MR. GEORGE: I would suggest this as an  
7 alternative: That we have Staff look at different  
8 ways, of different aviation-oriented  
9 organizations, that could provide us -- and then  
10 we come up with -- with the concept behind what  
11 they've done before, give you a chance to go talk  
12 to the -- to the people over in Tampa or wherever  
13 it's been. But in the budget, that's when we put  
14 in we're going to budget \$26,000 to have this  
15 done, and as soon as the budget is approved in  
16 September, because the budget's approved, you  
17 know, openly --

18 MR. GORMAN: Right.

19 MR. GEORGE: -- then in September, we have  
20 them come in and start doing it.

21 MR. GORMAN: And I would agree with  
22 everything you said. The -- my only caveat would  
23 be that the selection of the firm be done by  
24 committee, not by Staff.

25 MR. GEORGE: That's fine.

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1 MR. GORMAN: Because I think --

2 MR. GEORGE: That's when --

3 MR. GORMAN: -- it keeps the whole process  
4 certainly pure.

5 MR. GEORGE: -- we need to draw it up, at  
6 budget time, yeah.

7 MR. GORMAN: Right. And everything else.

8 MR. CIRIELLO: You say by committee and not  
9 by Staff. You mean not by the board or not by  
10 Ed's people?

11 MR. WUELLNER: Not by me.

12 MR. GORMAN: Not by Ed's people. It just  
13 keeps him out of the loop, and probably  
14 necessarily so.

15 MR. CIRIELLO: We're the ones that will  
16 select --

17 MR. GEORGE: Exactly. Right.

18 MR. GORMAN: Produce our own committee.

19 MR. CIRIELLO: Yeah. Okay.

20 MR. GEORGE: So, is that agreeable to the  
21 group, that we, you know, handle it in that  
22 process?

23 MR. COX: Works for me.

24 MR. GORMAN: So, my -- then my motion is that

1 MR. GEORGE: Then, fine. Make the motion.

2 MR. GORMAN: I'm going to make a motion that  
3 we entertain the -- a consultant being brought in  
4 as an independent audit during the budgetary  
5 proceedings to help implement a budget that will  
6 help us plan financially.

7 MR. GEORGE: Okay. Added to that, the  
8 present Authority members making a commitment to  
9 be off the tax rolls.

10 MR. GORMAN: Right. The end goal being --

11 MR. GEORGE: That will be brought up during  
12 the --

13 MR. GORMAN: The end goal being --

14 MR. GEORGE: -- budget cycle, also.

15 MR. GORMAN: The end goal being a financial  
16 focus point, a time line to be off the tax rolls.

17 MR. GEORGE: Right.

18 MR. GORMAN: And that will be the goal of  
19 this firm. I mean, it's a heck -- it's a long --

20 MR. GEORGE: Okay. Do we have a motion?

21 MR. GORMAN: Right. There's a motion.

22 MR. COX: Discussion.

23 MR. GEORGE: Okay. Discussion?

24 MR. COX: I don't think we need to make a

25 motion. We all agree on it. And unless you're

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1 going to make it an agenda item for the next

2 meeting or something --

3 MR. GORMAN: I want to keep it on the agenda.

4 That's why I make the motion of it. I want it to

5 be agreed to so that it's written down.

6 MR. COX: Is it a problem to have it on the

7 agenda? We don't need a motion to do that, do we?

8 But I -- but I just -- I have some discomfort with

9 saying have them in there during budgetary

10 proceedings, because they're going to need to be

11 there way beyond the budgetary proceedings.

12 MR. GORMAN: That's true.

13 MR. COX: The scope of this --

14 MR. GORMAN: Certainly.

15 MR. COX: -- of what you're trying to do --

16 MR. GORMAN: Right.

17 MR. COX: -- is beyond just the budget.

18 They're going to help develop the budget. So,

19 having them there for the budget proceeding is

20 going to be --

21 MR. GORMAN: That's what I mean. In other

22 words, during -- in other words, during these

23 proceedings. I should have said that, yes.

24 MR. COX: All right. I think we can just put

25 it on as an agenda item. And --

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1 MR. GEORGE: Yeah. I agree with Mr. Cox. I  
2 don't think we need to make a motion for it, if  
3 you're comfortable with that.

4 MR. GORMAN: As long as the board accepts it.  
5 It sounds like we're all acceptable to it --

6 MR. GEORGE: Right.

7 MR. GORMAN: -- then that's fine.

8 MR. GEORGE: And that would be up to you to  
9 bring it up again when we do the -- to remind us  
10 all of it.

11 MR. GORMAN: Can we leave that on as a  
12 continuing project?

13 MR. WUELLNER: Sure. Yeah.

14 MR. GEORGE: Don't lose --

15 MR. GORMAN: In other words, so that we  
16 continue to discuss this.

17 MR. GEORGE: -- visibility, okay.

18 MR. WUELLNER: Just for point of  
19 clarification --

20 MR. GORMAN: Right.

21 MR. WUELLNER: -- you're -- you're expecting  
22 to use this firm --

23 MR. GORMAN: Yes.

24 MR. WUELLNER: -- in developing the '05



25 budget or '05-'06 budget. I mean, you're --

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1 you're looking at having 90 days now till --

2 MR. GEORGE: I understand what was said. I  
3 think what we're saying is we're going to bring it  
4 up when we go over the budget and then we'll  
5 decide their scope.

6 MR. WUELLNER: Correct. For moving in past  
7 October of this year.

8 MR. GEORGE: Exactly, right.

9 MR. WUELLNER: I just want to make sure of  
10 the time line, because there really is no reaction  
11 time right now to go through the process of  
12 bringing anybody on board, let alone be useful.

13 MR. GEORGE: There is some action time on  
14 your part over the next --

15 MR. WUELLNER: Exactly.

16 MR. GEORGE: -- few months to get an idea of  
17 that.

18 MR. WUELLNER: I got that.

19 MR. GEORGE: Yeah. Okay. Everybody's  
20 comfortable with that?

21 MR. GORMAN: As long as we keep it on a  
22 project update or --

23 MR. WUELLNER: Is that where you want it?

24 MR. GORMAN: -- continuing discussion.

25 MR. GEORGE: Okay.

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1 MR. GORMAN: That's fine.

2 MR. GEORGE: That ends our -- our items. But  
3 we now go -- to go to the Authority members if  
4 they have any comments to make.

5 8.B. - MR. JOSEPH CIRIELLO

6 MR. CIRIELLO: I have nothing.

7 MR. GEORGE: Mr. Ciriello? Mr. Gorman?

8 8.E. - MR. JOHN GORMAN

9 MR. GORMAN: No. I'm fine.

10 MR. GEORGE: Mr. Cox?

11 8.D. - MR. BOB COX

12 MR. COX: (Shakes head.)

13 8.C. - MR. WAYNE GEORGE

14 MR. GEORGE: And I don't have any, either.  
15 Public comment?

16 9. - PUBLIC COMMENT

17 (No public comment.)

18 10. - NEXT REGULAR BOARD MEETING

19 MR. GEORGE: Hearing no public comment, then  
20 the next regular meeting would be April the 19th.  
21 Hearing no objection to that, we'll make it April  
22 the 19th.

23 MR. CIRIELLO: At 4:00?

24 MR. GEORGE: I would like point out that --

25 MR. WUELLNER: Yes.

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1 MR. GEORGE: -- that I would like to have --  
2 for May, I would like to do it May the 12th, a  
3 week earlier. But just think about that when  
4 you're doing your schedule.

5 11. - ADJOURNMENT

6 MR. GEORGE: Hearing no other, adjourned.  
7 (Thereupon, the meeting adjourned at 6:45 p.m.)

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1 REPORTER'S CERTIFICATE

2

3 STATE OF FLORIDA )

4 COUNTY OF ST. JOHNS )

5

6 I, JANET M. BEASON, RPR-CP, RMR, CRR, certify

7 that I was authorized to and did stenographically

8 report the foregoing proceedings and that the

9 transcript is a true record of my stenographic

10 notes.

11

12 Dated this 30th day of March, 2004.

13

14

\_\_\_\_\_  
JANET M. BEASON, RPR-CP, RMR, CRR  
Notary Public - State of Florida  
My Commission No.: DD102224  
Expires: April 30, 2006

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