

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Budget Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, September 14, 2015

from 5:01 p.m. to 5:33 p.m.

* * * * *

BOARD MEMBERS PRESENT:

CARL YOUMAN
ROBERT COX
SUZANNE GREEN, Chairman
RANDY BRUNSON

BOARD MEMBERS ABSENT:

BRUCE MAGUIRE

* * * * *

ALSO PRESENT:

DOUGLAS N. BURNETT, Esquire, St. Johns Law Group,
509 Anastasia Boulevard, St. Augustine, FL, 32080,
Attorney for Airport Authority.

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

* * * * *

JANET M. BEASON, RPR, RMR, CRR
St. Augustine Court Reporters
1510 N. Ponce de Leon Boulevard
St. Augustine, FL 32084
(904) 825-0570

ORIGINAL

I N D E X

PAGE

CALL TO ORDER	3
MILLAGE	
Discussion of Millage Rate by Authority	3
Public Comment	7
Tentative Adoption - Resolution 2015-02	7
BUDGET	
Proposed Budget - Staff	10
Discussion	14
Public Comment	26
Tentative Adoption - Resolution 2015-03	29
COMMENTS	31
REPORTER'S CERTIFICATE	33

MR. WUELLNER: It's now up to you.

CHAIRMAN GREEN: Any recommendations to accept staff's recommendation of the 0.0 millage?

MR. COX: Well, redefine that 0.0 mills to what it really is.

CHAIRMAN GREEN: No money from the taxpayer.

MR. COX: No, no. It's not just no money. It's not zero exactly. So let's --

MR. WUELLNER: Well, no, it is.

MR. YOUMAN: It is.

MR. WUELLNER: It is zero dollars.

MR. COX: And so we're leaving ourself with no loophole to go back into the --

MR. YOUMAN: We've got it -- I'm sorry.

MR. WUELLNER: We since came to that conclusion. We did that the very first year.

MR. COX: Right. Okay.

MR. WUELLNER: Since that time, we solicited an opinion from the tax -- the Division of Revenue with the state --

CHAIRMAN GREEN: DOR.

MR. WUELLNER: -- and they indicated it was not an issue going forward.

MR. COX: That was that year and was it the same administration that's in there currently now

P R O C E E D I N G S

CHAIRMAN GREEN: Okay. It's 5:01. Call to order the first public hearing on the airport's 2015-16 preliminary budget. Mr. Wuellner?

MR. WUELLNER: Yes, ma'am. First order of business is to turn on the mic. Let's start with that as the first order of business.

MR. COX: Just don't knock us out of here.

DISCUSSION OF MILLAGE RATE BY AUTHORITY

MR. WUELLNER: That's up to her. All right. Try this again.

The first order of business, as is required for all of these budget public hearings, is that the board must discuss and come to a conclusion relative to the millage. Then after that, we can talk actual budget.

As previously brought to your attention, that we would be building this budget again to reflect a zero millage approach to -- to next year's fiscal -- fiscal budget. As such, we are pleased to recommend to the Airport Authority that the Airport Authority tentatively adopt as a part of today's meeting a millage rate of 0.0 mills for the fifth year in a row.

MR. BRUNSON: Wow.

and do we still have that same --

MR. WUELLNER: Yes. It would be the same administration.

MR. COX: Okay. And it's -- so the same opinion is still holding.

MR. WUELLNER: That we do not need to do 0.0001 or any other --

CHAIRMAN GREEN: To have a holding place.

MR. BURNETT: No, we don't have to do --

MR. COX: Here's my question. If we decide we need to go back onto the tax -- to tax --

MR. BURNETT: Uh-huh.

MR. COX: -- base, we can do that at any time.

MR. BURNETT: Yes.

MR. WUELLNER: It just requires a super majority of the -- four members or more voting in the affirmative. That's all it ever requires.

CHAIRMAN GREEN: So there's no holding place required like 1 cent for alimony of \$1.

MR. WUELLNER: No, not anymore.

MR. BURNETT: No. And I think the only thing where you may -- would face a challenge is if you went back to whatever the last millage was that we leveled -- levied, if you tried to exceed that, by more than the statutory rate. I mean, I could see

1 that coming into play that someone could possibly
2 make that argument, but highly unlikely.

3 MR. WUELLNER: And as I recall, the year we
4 got off, it was in the 1 -- .13 --

5 MR. COX: Right.

6 MR. WUELLNER: -- range.

7 MR. COX: Yeah.

8 MR. WUELLNER: Still a significant --

9 MR. COX: Okay. So we are -- we're protected
10 in that manner.

11 MR. WUELLNER: Yes.

12 MR. COX: All right.

13 MR. BURNETT: And we continue to follow the
14 formality every year to make sure that we have levy
15 to millage.

16 CHAIRMAN GREEN: Instead of skipping it.

17 MR. COX: That's all I have.

18 CHAIRMAN GREEN: Okay. Mr. Youman?

19 MR. YOUMAN: Are you going to make sure we get
20 front page like everybody else? Especially after
21 five --

22 MR. WUELLNER: We'll do our level best.

23 MR. YOUMAN: -- after five years of 00.

24 MR. BURNETT: It is the fifth anniversary.

25 MR. YOUMAN: That's correct.

1 MR. WUELLNER: We can have cake.

2 MR. YOUMAN: It's like 450th, we should
3 celebrate.

4 CHAIRMAN GREEN: I was going to say. 450,
5 five years. We've got Spanish royalty.

6 MR. YOUMAN: Right. It's -- it's in
7 correlation, a confluence of happenings.

8 CHAIRMAN GREEN: Okay. Any public comment?

9 PUBLIC COMMENT

10 MR. MARTINELLI: No.

11 MR. BURNETT: Madam Chair, if I might read the
12 resolution into the record.

13 CHAIRMAN GREEN: Yes, please.

14 MR. MARTINELLI: One quick question. Isn't it
15 in the charter that you have? Isn't it in the
16 airport charter that you have the right to --

17 MR. BURNETT: The technical issue isn't
18 whether or not we have the right to levy the
19 millage; it's how much we can increase the millage.

20 MR. MARTINELLI: Okay.

21 CHAIRMAN GREEN: Please.

22 TENTATIVE ADOPTION OF RESOLUTION 2015-02

23 MR. BURNETT: Okay.

24 "The St. Augustine-St. Johns County Airport
25 Authority Resolution 2015-02.

1 "A resolution of the St. Augustine-St. Johns
2 County Airport Authority of St. Johns County,
3 Florida, adopting the tentative levy of ad valorem
4 taxes for Fiscal Year 2015-2016; provided for an
5 effective date.

6 "Whereas, the St. Augustine-St. Johns County
7 Airport Authority of St. Johns County, Florida, on
8 September 14th, 2015 adopted for Fiscal Year
9 2015-2016 a tentative millage rate following a
10 public hearing as required by Florida Statute
11 200.065; and

12 "Whereas, the St. Augustine-St. Johns County
13 Airport Authority proposed a millage right of
14 0.0000 and said rate does not exceed the rolled
15 back rate.

16 "Now, therefore, be it resolved by the
17 St. Augustine-St. Johns County Airport Authority of
18 St. Johns County, Florida, that the Fiscal Year
19 2015-2016 operating tentative millage rate is
20 0.0000 mills which does not exceed the rolled back
21 rate.

22 "This Resolution shall take effective
23 immediately upon its adoption.

24 "Duly adopted at a public hearing this 14th
25 day of September, 2015. St. Augustine - St. Johns

1 County Airport Authority."

2 And I apologize to Ms. Beason for talking so
3 fast. It's a rare occasion that I do that.

4 CHAIRMAN GREEN: Okay. We've read the -- had
5 the resolution read into the record. And having no
6 other comment, so I'll take a motion as far as
7 adopting the resolution.

8 MR. COX: Move to adoption Resolution 2015-02
9 as so read --

10 MR. YOUMAN: Second.

11 MR. COX: -- by counsel.

12 MR. BRUNSON: Second.

13 CHAIRMAN GREEN: There's a second. Any
14 further board discussion?

15 (None.)

16 CHAIRMAN GREEN: Hearing none, all of those in
17 favor of adopting the resolution as proposed?

18 MR. BRUNSON: Aye.

19 MR. COX: Aye.

20 MR. YOUMAN: Aye.

21 CHAIRMAN GREEN: Aye. All opposed?

22 (None.)

23 CHAIRMAN GREEN: The resolution is passed.

24 MR. WUELLNER: Okay.

25 CHAIRMAN GREEN: Now --

PROPOSED BUDGET - STAFF

MR. WUELLNER: Now we can move on to budget.

As we presented back in July, the budget remains basically the same. The -- the minor adjustments as promised surround the issues of insurance primarily, and that includes a -- a very modest increase in the cost of health care insurance to employees, and that's almost completely offset -- in fact it's more than offset by reduction in our other insurances for property, liability, and the like. That nets a \$791 potential contribution to reserves for the year. We knew that would make Mr. Youman excited. But at least we're on the right side of the zero at this point for this year.

If you don't mind, let me walk through the highlights of the budget so that that's -- that's there for the benefit of those who might read the minutes who aren't in attendance today.

Fuel service proposed for this year revenues, I'm going to hit revenues first, include \$70,000 for self-fuel. \$100,129 projected for FBO fuel flowage fees to the Airport Authority. Commercial leases totaling \$430,000. Corporate leases totaling \$450,000. Major leases to include Grumman

and FBO, \$1,641,337. Other leases at \$305,000. And rentals, which would be largely T-hangars and a few -- few remaining rental homes, but primarily T-hangars, at \$525,000.

CHAIRMAN GREEN: Why did that go down just a little bit?

MR. WUELLNER: Removal of some port-a-ports that were scrapped. It's also very flat. If you notice the numbers this year, CPI is essentially nonexistent.

CHAIRMAN GREEN: Uh-huh.

MR. WUELLNER: Coming under agreements, airline operations, this includes rental cars, parking and the like, at \$464,478. Operating fees -- operating leases -- or operating agreements, which include things like banner towing and rights to come on the property and work on -- or polish airplanes and do things like that totaling \$4,367. And other use fees at \$75,000.

Bringing a total revenue projection at 100 percent at \$4,065,311. It's the first time ever in the Authority's history we've had a revenue projection of over \$4 million. When that reduced by -- to 95 percent, it comes out to \$3,862,045.

On the expense is side, personnel and benefits

down 14.6 percent to \$1,019,258. Airline operations to \$75,000. Professional services at \$131,000. Travel and per diem at \$14,000. Communications at \$54,000. Leases at \$155 -- I'm sorry, utility services at \$155,000. Leases at \$500. These are leases we make with others that we pay, not to -- not revenue stream. Insurance and liability to \$262,000. That's down \$8,000 this year. Repair and maintenance buildings \$290,000. Outside communications at \$175,000. That's essentially marketing, PR, and the like.

Government obligations at \$135,000. The largest chunk of that is U.S. Customs. Office expenses at \$18,000. Operating expenses at \$120,000. These are largely consumable kinds of items on property. Publication and memberships at \$15-. And professional development at \$7500.

That leaves a revenue -- excuse me, an expense budget of \$2,471,258. That results in a net operating income of \$1,390,787.

MR. YOUMAN: Love it.

MR. WUELLNER: That's a happy number.

We have no projected -- moving to the next page, nonoperating, we have no projected debt service at this point, largely because we were able

with that kind of operating income to offset our largest capital project or meet its 50 percent obligations, that being the terminal project, and budget that as a cash transaction instead of having to borrow money. No other ad valorem -- excuse me, no other operating expenses or revenues including ad valorem taxes or investments. That still leaves \$1,397,000 -- excuse me, \$390,787.

Now we plug in the capital -- projected capital program. FAA revenues of \$1,186,600. Projected FDOT at \$1,383,700. FIND grant at zero this year. We are not expecting any money. The Airport Authority's match is projected at \$1,383,700. When you -- that is broken down into construction and planning. Total projects of \$3,954,000. Equipment at \$6,296 or \$3,960,296 in expenditures.

That leaves when you get to the bottom line a balance after capital of \$791, and we are projecting that to reserves. That effectively balances the projected 2015-16 fiscal year budget at \$9,528,133.

Capital projects, if you'd like to see a little bit more there, you have MALSR project that we just mentioned was funded by FAA, so that grant

1 is now executed. Airline terminal improvements at
2 \$2 million. Ramp work at \$100,000. Airline
3 support equipment at \$250,000. Airline support
4 infrastructure at \$250,000. And the balance of our
5 SCASD, the Small Community Air Service Development
6 grant, at \$80,000.

7 That basically carries forward to the previous
8 sheet and plugged into the capital, if you didn't
9 catch that. Again, total budget projected for
10 15-16 at \$9,528,133 and zero ad valorem taxes
11 involved.

12 DISCUSSION

13 MR. COX: Where is that number at, 9 million
14 and --

15 MR. WUELLNER: It's on the very first sheet.

16 MR. COX: The very first sheet. Got it.
17 Okay. So --

18 MR. WUELLNER: And that's your summary.

19 CHAIRMAN GREEN: Sure.

20 MR. COX: So as I understand it, you've got
21 like the hangar improvement program is under the
22 capital --

23 MR. WUELLNER: Yes, sir.

24 MR. COX: -- improvement in the 3.9 million
25 total.

1 MR. WUELLNER: The entirety of the capital
2 program, yes.

3 MR. COX: Yeah.

4 CHAIRMAN GREEN: And, Ed, the larger number
5 that -- on your nonoperating Airport Authority
6 match, the 1.3 and change, that's mostly due to our
7 terminal.

8 MR. WUELLNER: It's -- you're referring to
9 the --

10 CHAIRMAN GREEN: Nonoperating.

11 MR. WUELLNER: I'm not following you. Yes.
12 Okay.

13 CHAIRMAN GREEN: Yeah, that's largely -- I
14 mean, it's just up -- but that's our terminal.

15 MR. WUELLNER: Yeah -- well, it's the entirety
16 of the capital program. It's unmatched to all
17 grants.

18 CHAIRMAN GREEN: But I meant it's a little
19 higher because of --

20 MR. WUELLNER: It is. That -- that number has
21 grown significantly over the last -- and a good
22 one.

23 Normally we would -- two years ago, we
24 wouldn't have been able to carry that, it would
25 have had to have been a borrow situation. And

1 really watching what we're spending this year on
2 the capital side allows us to do that cash. And I
3 would expect a similar number being available next
4 year, which is great news. It allows us to
5 hopefully do some significant projects with still
6 not borrowing money.

7 The only -- I want to just keep your attention
8 drawn to this. You know, as we move forward with
9 the land acquisition over at -- or potentially with
10 Flagler Development, as that plays out in the -- in
11 next year sometime, depending on how the
12 legislature acts on that money or doesn't act on
13 that -- on getting additional money in there, we
14 may need to still talk about borrowing to be able
15 to purchase the just short of 4 -- 500 acres over
16 there. But that's -- we're not at a point to even
17 deal with that.

18 We don't know what that number is and it's
19 really kind of dependent on what the legislature
20 is -- and we may even be able to kick it into next
21 fiscal year, too, depending on the time frame. So
22 we'll just see how it plays out. But we --
23 obviously you've got to be in the loop because
24 you've got to approve all of those transactions,
25 and then of course -- somebody's going to want to

1 know how we're paying for this.

2 CHAIRMAN GREEN: That 18,000 for our lovely
3 little building, that's just going to --

4 MR. WUELLNER: We're just -- we will try to
5 absorb it in this year's operating budget.

6 CHAIRMAN GREEN: Okay. Mr. Youman?

7 MR. YOUMAN: Bear with me. What will we have
8 left at the end of the year in reserves?

9 MR. WUELLNER: It's forecast to be \$3,095,788.

10 MR. YOUMAN: Where is that?

11 MR. WUELLNER: If you go on your nonoperating
12 page, all the way near the bottom, it says
13 "Reserves" in a purple box. I think it's purple or
14 blue, whatever your color.

15 MR. COX: Should have showed you that 798 --

16 MR. YOUMAN: \$3,096,579 is what you said?

17 MR. WUELLNER: That would be at the end of
18 next fiscal year. The number before the fiscal
19 year would be the number above it at \$3,095,788.

20 MR. YOUMAN: Okay.

21 MR. WUELLNER: That's our best guess right
22 now.

23 MR. YOUMAN: Right. So, we're flowing through
24 the projects and then maintaining our reserves.

25 CHAIRMAN GREEN: Right.

MR. WUELLNER: Correct.

MR. YOUAMAN: Oh, man. And no debt.

CHAIRMAN GREEN: Uh-huh. I had one more question.

Actually, under expenses, insurance and liability and property, we had all this discussion with searching up new insurance people and having them cover everything, and you came under after all that.

MR. WUELLNER: Uh-huh.

CHAIRMAN GREEN: I think that's -- because insurance is going the other way.

MR. COX: Yeah.

CHAIRMAN GREEN: For us to even find something to cover all that is amazing.

MR. WUELLNER: We've got tremendous coverage right now. I'm very pleased with the level of coverage.

One of the things I did agree with, we had a -- one of our board members mentioned it at a previous meeting about concern about doing that -- something other than local. I have since met with him and we have sort of tentatively agreed to an administrative process to go through next year going into insurance time wherein we'll do

something more akin to a professional services solicitation and then that company whoever is selected would then do the quoting of the insurance.

One thing we've just never been successful in doing is trying to get insurance companies to play apples to apples. It's just not how that business works. And most of the gray hair I have is a direct result of trying to do insurance work.

So we will -- we're going to try it a little different, the process, and see how it -- see if there's any benefit or we can even find a local firm that has the qualifications to do that. But very pleased where with we are and we're very pleased with the savings this year. That's not a compromise in coverage; it's just a reduction in the underwriting clause system.

CHAIRMAN GREEN: And with Frontier suspending for that period of time, do you see much impact?

MR. WUELLNER: This is --

CHAIRMAN GREEN: The rental car I know --

MR. WUELLNER: Yeah. What we've done in forecasting the revenue piece of this, which I think is important to call attention to, is we took what we know at this point and -- and tried to

build what that means from a revenue standpoint.

We know there's a period of time that's off.

We know where we -- you know, we're at three -- well, almost four flights a day by the end of the calendar year and then that stops and it comes back. But when it comes back at this point, the expectation and what we're being led to believe is that will go to daily service. So you'll go from, you know, three flights a week to seven flights a week on Frontier at that point.

And also -- we've also basically called one additional Frontier flight, we're using that to be basically everything that's done with ViaAir. So rather than try to figure out the nuances of a 32-seat airplane in the budget, we just treat it as all the flights they operate in a week equate to one operation of an airbus, which is probably really close. So -- and then we forecast revenues. The revenues are forecast based on our now 15 or 16 whatever it is month history on what we've been getting out of our revenue sources.

We know that our earnings per passenger are -- are really -- we're seeing close to \$14 an enplanement, which is almost double what the industry standards are for that kind of revenue

stream.

And we manage that very closely, and a lot of that's due to the fact we don't have a lot of -- we don't have personnel costs in that mix. We're not hiring parking attendants to collect money and do some of those costs. It's basically an automated process. As a result, we get a very high earnings per passenger.

Now, we don't use the \$14. We're probably using a 11, 11 1/4 kind of number for budget purposes so that if things change or whatever, that's what it is. But that's forecast out using sort of a very unsophisticated basic modeling technique. That's how we get to the number we use to plug into the revenue side.

And then of course we have -- do the exact same thing on the personnel side, project the manhours required. We now have a real good feel for how many hours are required to work every flight. So we can plug that in in a manhour component and then make sure that the hours we have projected for our part-time employees that do airline work, we have more hours, typically about 10 or 15 percent more hours in the budget than should be required to work the flight. And then of

1 course have a revenue source directly from the
2 flight, too, because we get paid a fee to turn the
3 airplane. So we do recover some of the personnel
4 costs in that mix, too.

5 CHAIRMAN GREEN: So that cushion's built in.

6 MR. WUELLNER: Yes, yes. Always.

7 CHAIRMAN GREEN: Right. And --

8 MR. WUELLNER: You also have this beautiful --
9 I say beautiful, but the mere fact we start the
10 budget with only using 95 percent of the money, you
11 know, for our purposes that's a \$200,000 cushion to
12 start a -- to start a year. So we know we're there
13 at that point.

14 And that -- you know, we are -- not blowing
15 our horn, but we're very good at the revenue
16 projection side. We have very consistent revenue
17 sources because they're all lease agreements and --
18 and rarely does it, you know, hiccup at all, let
19 alone -- we typically are recovering very close to
20 100 percent of the revenue every year, not 95
21 percent.

22 MR. COX: Yeah.

23 MR. WUELLNER: So it ends up even helping at
24 the end of the day when unexpected things come up
25 or like in some cases we're just lucky enough to be

1 able to make a better contribution to reserves at
2 the end of the day. It just depends on how it
3 plays out --

4 CHAIRMAN GREEN: Okay.

5 MR. WUELLNER: -- how it works.

6 MR. YOUMAN: Question.

7 CHAIRMAN GREEN: One more board discussion and
8 then --

9 MR. MARTINELLI: Okay.

10 MR. YOUMAN: Government obligations, is that
11 Customs?

12 MR. WUELLNER: Primarily Customs. We do have
13 other fees we have to pay the state and we have
14 our -- a few property tax items that we have to pay
15 because of how they're -- how the leases are done
16 or how the agreements are. But the vast majority
17 is U.S. Customs.

18 MR. YOUMAN: We're still not recovering our
19 costs for Customs yet, are we?

20 MR. WUELLNER: No. We are -- from a staff
21 side, we're trying to walk away -- walk back from
22 the idea of making that a break-even. It -- it's
23 much more beneficial as an overall service.

24 And frankly, since we had the great idea of
25 doing this, it's sprouted mushrooms all over the

1 state and now virtually every airport has found a
2 way to open a U.S. Customs user fee. So now we're
3 competing with every other entity --

4 MR. COX: Let's charge a consultant fee for --

5 MR. WUELLNER: -- in the state. If we had
6 only thought of that before, but it -- we have
7 absolutely consulted with any number of them, you
8 know, wanting to know what our experience was and
9 what was involved.

10 MR. YOUMAN: Will the regional transportation
11 concept which is supposed to include the
12 St. Augustine area have a big effect on our
13 operations or on our airport from your viewpoint?

14 MR. WUELLNER: I'm not sure what you mean
15 regional transportation.

16 MR. YOUMAN: Well, they're -- they're
17 developing a new regional area for concentration of
18 economic in the transportation area and now they're
19 going to include the St. Augustine area, which
20 would include the airport, which it didn't before,
21 the economic development.

22 MR. WUELLNER: I'm not familiar enough to
23 really tell you whether it has a budget impact on
24 this at some point.

25 CHAIRMAN GREEN: Our budget at least right --

1 where we are right now.

2 MR. WUELLNER: Yeah. I'm not aware. Other
3 than our participation in things like TPO, I don't
4 know where else.

5 MR. YOUMAN: Now, our being a free trade zone,
6 has that benefited us in any way yet?

7 MR. WUELLNER: Not yet. That would come with
8 development of west side assets.

9 MR. YOUMAN: Okay.

10 MR. WUELLNER: I hope. That would be where I
11 would expect to see the impact.

12 MR. YOUMAN: Is this building paying for
13 itself?

14 MR. WUELLNER: This building has always paid
15 for itself.

16 MR. YOUMAN: Are we still getting good use of
17 the --

18 MR. WUELLNER: I'd say reasonable use.

19 MR. YOUMAN: -- meeting source?

20 MR. WUELLNER: Most of it's -- most of it's
21 freebie in terms of if you looked at the hours
22 used, it's certainly -- you know, schools, it's
23 school board, it's county, and the Airport
24 Authority for that matter. So it's certainly
25 providing a good public benefit.

1 MR. YOUMAN: Good PR.
 2 MR. WUELLNER: Yes.
 3 MR. YOUMAN: Now we're --
 4 CHAIRMAN GREEN: Now the -- oh, I'm sorry.
 5 MR. YOUMAN: We're fully rent -- the building
 6 is fully rented and its office space?
 7 MR. WUELLNER: Yes, sir.
 8 MR. YOUMAN: Thank you, very much.
 9 MR. WUELLNER: Since day one.
 10 CHAIRMAN GREEN: Public comment,
 11 Mr. Martinelli?

PUBLIC COMMENT

12
 13 MR. MARTINELLI: Yes. Do I need to? Do I
 14 need to go up there?

15 CHAIRMAN GREEN: Janet can hear you.

16 MR. MARTINELLI: Okay. I'm sure you're all
 17 aware that there has been a kind of ground swell on
 18 the GA side saying, "Hey, you're short-changing us
 19 because of the commercial side." And I think that
 20 there's a great opportunity here to -- to translate
 21 all of the good things that the airlines are
 22 bringing here, that commercial service is bringing
 23 here, to the benefit to a GA community.

24 And I think somewhere along the line, if you
 25 could do that, it would really help matters a heck

1 of a lot. Because right now, the -- the feeling is
 2 that taking care of the GA people has taken a back
 3 seat. Our lawns are -- our hangars don't get mowed
 4 and the weeds are coming through there. I mean,
 5 you've heard it all.

6 MR. WUELLNER: Uh-huh.

7 MR. MARTINELLI: You're not building hangars,
 8 you know, we've got a waiting list for hangars.

9 You know, all of this commercial service is
 10 really benefiting GA, but I think if you can draw
 11 the crosswalk in dollars and cents or in some
 12 concrete way, it will be tremendously helpful to
 13 public relations on the airport. That's my
 14 comment.

15 CHAIRMAN GREEN: Okay. Thank you. I kind of
 16 think that's why we have those reserves and we're
 17 bidding it up and then putting it for that, because
 18 as you know we discussed the port-a-ports and just
 19 make a right decision of what's -- of what to do
 20 with them.

21 MR. MARTINELLI: Yeah, but that's kind of down
 22 the road. I'm talking about today. And today
 23 right now I think running this -- if I were running
 24 this airport, if I didn't have the revenue stream
 25 from commercial, I think I'd be raising GA's fees

1 and rents just to stay solid, to stay off the tax
 2 rolls. And so --

3 CHAIRMAN GREEN: Have to.

4 MR. MARTINELLI: -- if you can draw that
 5 crosswalk and say, "Hey, look, you know, here we've
 6 got X dollars coming in that didn't come in before
 7 that would have to be made up in a shortfall and
 8 the only people to make it up are you guys."

9 CHAIRMAN GREEN: Uh-huh.

10 MR. MARTINELLI: So -- and also the way the
 11 airport has been laid out, the -- the concentration
 12 of commercial service there, the peaceful
 13 coexistence of commercial with GA, all of that I
 14 think really you've got to get out there and sell
 15 that more because if you don't, the blinders are
 16 going to take place and it's going to be "GA, GA,
 17 and golly we're being discriminated against." My
 18 thought.

19 CHAIRMAN GREEN: Thank you. Well, I think
 20 that's what this airport had in mind years ago --

21 MR. MARTINELLI: Oh, yeah.

22 CHAIRMAN GREEN: -- when we -- when we fought
 23 the eminent domain and purchased those other -- all
 24 of the 50 or whatever hangars that we had to build
 25 back there. And we took a lot of heat for that --

1 MR. MARTINELLI: Sure.

2 CHAIRMAN GREEN: -- but that was definitely
 3 with GA in mind.

4 MR. MARTINELLI: Absolutely. Absolutely. And
 5 the architect was sitting right there.

6 CHAIRMAN GREEN: Mr. Wuellner. Okay. So
 7 we've had public comment. Now we need an adoption
 8 of the resolution or tentative adoption.

TENTATIVE ADOPTION OF RESOLUTION 2015-03

10 MR. BURNETT: And very briefly, if I might,
 11 I'll read it in the record.

12 "St. Augustine-St. Johns County Airport
 13 Authority Resolution 2015-03.

14 "A Resolution of the St. Augustine-St. Johns
 15 County Airport Authority of St. Johns County,
 16 Florida, adopting a tentative budget for
 17 Fiscal Year 2015-2016 providing for an effective
 18 date.

19 "Whereas, the St. Augustine-St. Johns County
 20 Airport Authority of St. Johns County, Florida on
 21 September 14th, 2015 adopted for Fiscal Year
 22 2015-2016 a tentative budget following a public
 23 hearing as required by Florida Statute 200.065; and

24 "Whereas, the St. Augustine-St. Johns County
 25 Airport Authority has provided -- prepared a budget

1 for Fiscal Year 2015-2016; and

2 "Whereas, the St. Augustine-St. Johns County
3 Airport Authority adopted a tentative millage rate
4 prior to adopting this resolution.

5 "Now, therefore, be it resolved by the
6 St. Augustine-St. Johns County Airport Authority of
7 St. Johns, Florida, that:

8 "1. The annual budget estimates of revenues
9 and expenditures of the St. Augustine-St. Johns
10 County Airport Authority for Fiscal Year 2015-2016,
11 as considered and acted upon, under and by the
12 authority of the Laws of Florida, are hereby
13 ratified, approved and tentatively adopted, and the
14 amounts of money set forth therein hereby
15 appropriate.

16 "2. The annual budget of revenues and
17 expenditures tentatively adopted for the ensuing
18 fiscal year 2015-2016 shall be attached to the
19 minutes of this meeting.

20 "This Resolution shall take effective
21 immediately upon its adoption.

22 Duly adopted at a public hearing this 14th day
23 of St. Augustine, 2015."

24 And that would be the resolution.

25 CHAIRMAN GREEN: Do I have a motion to adopt

1 this budget.

2 (None.)

3 CHAIRMAN GREEN: All right. Hearing none,
4 then we will reconvene next Monday at 5:01 for the
5 finality of the budget. Good night, guys.

6 MR. BRUNSON: Great job.

7 (Hearing concluded at 5:33 p.m.)
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

1 the --

2 MR. YOUMAN: I make a motion to adopt
3 Resolution 2015-03 --

4 CHAIRMAN GREEN: That's a tentative
5 adoption --

6 MR. YOUMAN: -- as presented by --

7 CHAIRMAN GREEN: -- correct. Is there a
8 second?

9 MR. BRUNSON: Second.

10 CHAIRMAN GREEN: Any further discussion from
11 the board?

12 (None.)

13 CHAIRMAN GREEN: All in favor of the tentative
14 adoption, this resolution proposed?

15 MR. BRUNSON: Aye.

16 MR. COX: Aye.

17 MR. YOUMAN: Aye.

18 CHAIRMAN GREEN: Aye. Any opposed?

19 (None.)

20 CHAIRMAN GREEN: Hearing none, then this
21 adoption (sic) is adopted and we will wait for next
22 week for the finality of it.

23 COMMENTS

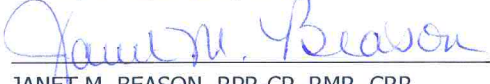
24 CHAIRMAN GREEN: Okay. Any other last
25 comments? That's all we have on our agenda for

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 that
7 I was authorized to and did stenographically report the
8 foregoing proceedings and that the transcript is a true
9 record of my stenographic notes.

10 Dated this 17th day of September, 2015.

11 
12 JANET M. BEASON, RPR-CP, RMR, CRR
13
14
15
16
17
18
19
20
21
22
23
24
25