

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, February 25, 2008

6 from 4:02 p.m. to 6:35 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

9 WAYNE GEORGE

RANDY BRUNSON

10 JOHN "JACK" GORMAN

SUZANNE GREEN, Chairman

11 KELLY BARRERA, Secretary-Treasurer

12 * * * * *

13 ALSO PRESENT:

14 DOUGLAS N. 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.

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JANET M. BEASON, RPR, RMR, CRR, FPR

22

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1 P R O C E E D I N G S

2 CHAIRMAN GREEN: Call to order the meeting of
3 the St. Johns County-St. Augustine Airport
4 Authority. If we can stand for the pledge,
5 please.

6 (Pledge of Allegiance.)

7 3. - APPROVAL OF MINUTES

8 CHAIRMAN GREEN: Okay. Our first order of
9 the business is the approval of the minutes. Any
10 objections, exceptions to the minutes as
11 presented?

12 (None.)

13 CHAIRMAN GREEN: Hearing none, we'll approve
14 the minutes as presented. Okay. Next is
15 financial report. Jack?

16 4. - FINANCIAL REPORT

17 MR. GORMAN: We are going to go over the
18 financial report at the next meeting, as I have
19 more questions for Mr. Wuellner.

20 CHAIRMAN GREEN: Okay. So, you want to

21 delay --

22 MR. GORMAN: Delay.

23 CHAIRMAN GREEN: -- last --

24 MR. GORMAN: Yes.

25 CHAIRMAN GREEN: Okay. So, Ed, we can put

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1 that on -- we can do both months --

2 MR. WUELLNER: Sure.

3 CHAIRMAN GREEN: -- next month. Are we going

4 to have next month's -- or this month's in time

5 for the March 10th meeting so Jack can have both

6 of them?

7 MR. WUELLNER: When is the meeting, the 10th

8 of March?

9 MS. HOLLINGSWORTH: March 10th.

10 CHAIRMAN GREEN: The 10th.

11 MR. WUELLNER: That will be close, having the

12 March stuff. We'll have it if we can.

13 CHAIRMAN GREEN: February.

14 MR. WUELLNER: I mean February's. Yeah. And

15 it takes about six or seven days to get the bank

16 statements before they --

17 CHAIRMAN GREEN: Right.

18 MR. WUELLNER: -- even sort them. So,

19 somewhere around that date, we'll have the

20 February information. But we still have January's

21 we can talk about.

22 MR. GORMAN: Since there's generally no

23 discrepancies, that should be --

24 MR. WUELLNER: Yeah.

25 MR. GORMAN: -- no problem.

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1 MR. WUELLNER: It's just we don't always get
2 the compilation until --

3 MR. GORMAN: I understand. It's a little
4 early in the month.

5 CHAIRMAN GREEN: It is.

6 MR. WUELLNER: Yeah.

7 5. - AGENDA APPROVAL

8 CHAIRMAN GREEN: Okay. Agenda approval. Any
9 exceptions? We do have a long agenda this
10 afternoon. No exceptions or additions or
11 deletions to the agenda?

12 MR. WUELLNER: I assume we're talking about
13 the re -- the revised agenda that came out Friday
14 afternoon, to be sure.

15 CHAIRMAN GREEN: The agenda that should be in
16 front of the board members?

17 MR. WUELLNER: Right.

18 CHAIRMAN GREEN: Yeah. Okay. Hearing none,
19 the agenda will stand as printed. The committee

20 reports. MPO?

21 6.A. - REPORTS - MPO

22 MR. BRUNSON: MPO, in between meetings just

23 now.

24 CHAIRMAN GREEN: When's the next meeting?

25 MR. BRUNSON: I don't have the date. I'll

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1 let you know.

2 6.B. - REPORTS - EDC

3 CHAIRMAN GREEN: Okay. EDC, also in between
4 meetings. The next meeting is March 13th at 7:30.

5 I was informed February, there is a luncheon,
6 which they do once a quarter or something.

7 MR. BURNETT: Yes.

8 CHAIRMAN GREEN: That was not a formal
9 meeting, but I'll attend the March 13th meeting.
10 Intergovernmental?

11 6.C. - REPORTS - INTERGOVERNMENTAL

12 MR. GEORGE: They are in between meetings,
13 also. The next meeting is March the 5th. They'll
14 elect new officers at that time.

15 CHAIRMAN GREEN: Aerospace? Kelly?

16 6.D. - REPORTS - AEROSPACE ACADEMY

17 MS. BARRERA: I was out of town. Ed?

18 MR. WUELLNER: I think I'm the only one that
19 attended that.

20 CHAIRMAN GREEN: Yeah, I was out.

21 MR. WUELLNER: They met, talked about the

22 curriculum and curriculum adjustments going into

23 next year. They also met about coming out here in

24 early -- I believe it's early May to do a -- an

25 event for the Aerospace Academy students and their

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1 parents on the -- on the airfield on a Saturday
2 morning probably, instead of doing the -- not
3 fly-in, but they used to bring them out here for
4 an airport orientation or airport tour. But we're
5 opening it up to the entire academy and bringing
6 them out and trying to get them exposed to
7 aviation and also some exposure to some of the
8 businesses that have agreed to accept interns from
9 the Aero Sport Acad -- Aero Sport -- the Aerospace
10 Academy over this next -- next quarter.

11 And we have seven students from the Aerospace
12 Academy that will be employed, for lack of better
13 terms, on the airport with a grant that the
14 Jacksonville Chamber of Commerce provides to
15 the -- provides to the school district itself, not
16 to the airport.

17 They pay for the students, pay them a stipend
18 on a weekly basis. And we've got seven students
19 placed on the airport, one each at Galaxy, SK,

20 Southeast, the tower. We've got some that are
21 interested in civil engineering with Passero. And
22 the Airport Authority's going to -- going to take
23 one. So, it's kind of a good group of kids.

24 We met them all, did an all-day orientation
25 last -- not this past Friday, but about ten days

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1 ago. Great group of kids, and I think they're
2 going to have a bang-up time out here. And I
3 think some of these employers are going to really
4 get a heads-up for some of the talent that's out
5 there in that academy.

6 CHAIRMAN GREEN: All right. Did they ever
7 find a director?

8 MR. WUELLNER: Yes, they did. They now have
9 a full-time director.

10 CHAIRMAN GREEN: Okay. Kelly, PR?

11 6.E. - REPORTS - PR COMMITTEE

12 MS. BARRERA: Actually, that would be Buzz.

13 CHAIRMAN GREEN: Oh, sorry.

14 MR. GEORGE: We had a real good meeting a
15 couple of meetings back with the PR committee, and
16 it kind of crystallized the organization of it.
17 Bryan is the point man, you know, for the PR
18 committee, and as such, organizes it and -- and
19 runs it.

20 One of the first functions that were done was
21 the fly-in for the seaplanes, and I understand
22 that was quite a success. I've heard from 18 to
23 22 different airplanes, you know, that were here.
24 And a lot of people from the PR committee and from
25 the Pilots Association and from the airport need

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1 to be given congratulations of running it. It was
2 done very, very smoothly.

3 CHAIRMAN GREEN: Excellent.

4 MR. GEORGE: I didn't make the last meeting,
5 but were you able to make it, the PR committee?

6 MS. BARRERA: I -- I made one of the
7 meetings, and I don't know if it was the very last
8 one or not.

9 MR. GEORGE: Okay. I think it was. There's
10 only been two, so -- yeah. It was right before
11 the seaplane thing.

12 MS. BARRERA: Right.

13 MR. GEORGE: Because I was out of town, so...

14 MS. BARRERA: Right. Right. And it looks
15 like the PR committee's going strong with -- with
16 trying to, you know, educate people. And that's
17 really the focus of the PR committee, is to
18 educate.

19 MR. GEORGE: Yeah. I think now that we've

20 got it organized and everything and under some

21 control, it's going to go very well.

22 CHAIRMAN GREEN: Ed's helping out. We've

23 been approached to give a PowerPoint presentation

24 to a women's political group here in

25 St. Augustine, which I'm going to -- Ed's going to

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1 present a PowerPoint and I'm going to present on
2 behalf of the airport. It's more of what's going
3 on, we want to know what's going on --

4 MR. GEORGE: Good.

5 CHAIRMAN GREEN: -- with the airport. So,
6 it's an informative thing. March 19th at
7 Palencia. It's a luncheon at 11:30. It's the
8 Republican -- St. Johns County Republican Women's
9 Club that made the inquiry. So, I thought that
10 was a good opportunity for the airport to at least
11 get some information out there for PR.

12 MR. GEORGE: Is any of our County
13 Commissioners going to be there so they can learn
14 what's going on?

15 CHAIRMAN GREEN: Well, Mr. Sanchez, who has a
16 wealth of knowledge, said he's going to try and
17 get there.

18 MR. GEORGE: Oh, good. Well, I knew he had
19 the knowledge. I was opening it up to the rest of

20 the commissioners.

21 COMMISSIONER SANCHEZ: What a compliment:

22 Wealth of knowledge.

23 CHAIRMAN GREEN: Maybe we could send them an

24 invitation.

25 MR. GEORGE: Not a bad idea.

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1 COMMISSIONER SANCHEZ: I have a suggestion
2 when I get up to talk.

3 CHAIRMAN GREEN: Okay. Reports. Your turn.

4 COMMISSIONER SANCHEZ: Oh, you just slipped
5 that right in there, didn't you?

6 CHAIRMAN GREEN: Yeah.

7 MR. GEORGE: What a nice segue.

8 7. - REPORTS

9 COMMISSIONER SANCHEZ: Well, for public
10 relations, I would highly suggest if you could
11 make Commissioner Manuel a target, that would
12 really be good, you know?

13 MR. BRUNSON: We already have.

14 COMMISSIONER SANCHEZ: Yeah. There was
15 another slight comment at the last meeting, but it
16 was during commissioners' comments. And I didn't
17 even respond. So, don't feel like I've had any
18 change of mind here, because I haven't. But
19 anyway, we'll handle it when the time comes and --

20 there's really no other -- no other reports,
21 unless anyone's got any questions about the
22 county.
23 I will be leaving out of here shortly. I
24 have another meeting tonight, and I'm going to a
25 memorial service for Michael Kemper and, you know,

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1 so -- I've known him since the '60s when he was in
2 a band I managed back then.

3 Anyway, if anyone has any questions about
4 anything happening at the county, other than other
5 commissioners... I killed that, didn't I? The
6 two of you had a question, didn't you?

7 MR. GEORGE: That's right.

8 COMMISSIONER SANCHEZ: Okay.

9 MR. BRUNSON: We will respect your request
10 not to ask anymore questions. But...

11 CHAIRMAN GREEN: Michael, Galaxy?

12 MR. SLINGLUFF: Nothing to report.

13 CHAIRMAN GREEN: Northrop?

14 MR. NEVADOMSKI: Nothing.

15 CHAIRMAN GREEN: Reba, SAAPA?

16 MS. LUDLOW: It's not --

17 CHAIRMAN GREEN: Oh, it's not? Okay. Any
18 report from the Pilots Association?

19 MS. HUGGINS: No, I don't.

20 CHAIRMAN GREEN: Okay. Bjorn, I did not see.

21 Okay. Doug?

22 MR. BURNETT: I was wondering if I escaped

23 the list. Nothing specifically to report other

24 than a general observation of, boy, this job has

25 changed since May or June of last year. There is

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1 a lot going on on a weekly basis around here, and
2 it's interesting to get to work on a lot of the
3 things. And a couple of items are on in fact
4 today related to the advertising and the easement
5 with Flagler Development. So, anyways, I'll save
6 comments for then specifically.

7 CHAIRMAN GREEN: Okay. Tower? I didn't see
8 Dave.

9 MR. WUELLNER: I have the -- this year's
10 version of the chart. Total operations for -- for
11 2008, January, is 8800. Compared to the last
12 three years, it's down about 500 ops for the month
13 of January, keeping in mind you had an early part
14 of the month in particular that was plagued by fog
15 and a lot of precipitation, so like it's reflected
16 in fuel sales, it's reflected in everything this
17 month. So, hopefully, it will pick back up a
18 little bit, too.

19 CHAIRMAN GREEN: Okay.

20 MR. WUELLNER: That's about all I can tell

21 you about it.

22 CHAIRMAN GREEN: Okay. Project updates.

23 8. - PROJECT UPDATES

24 MR. WUELLNER: Project updates. Today, we've

25 got for you the T-hangar development project; the

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1 rental car facility; U.S. Customs facility;
2 terminal operations; marketing and public
3 relations; and airport leasing activities.

4 And I will point out, beginning next month,
5 we will have an additional item to report on. We
6 will begin reporting on the park development
7 project as a part of our regular -- regular
8 updates so that everybody becomes aware of where
9 we are in -- in that project moving forward. And
10 I'll ask Bryan at that point each month to get up
11 and give a quick -- quick summary of the month's
12 activities.

13 All right. First, T-hangar project.
14 Construction obviously is ongoing. If you've been
15 back to that site it all, you'll see there's quite
16 a bit of activity going on daily. Today, we
17 poured the first slab for what would be Building
18 N, I believe it is. So, the first T-hangar slab
19 has been poured today.

20 The first building is due on-site early next
21 week. That will begin the, kind of alternating
22 once a week a new slab and -- and a building
23 delivered basically one week each week. So, from
24 this point forward, it should -- should rapidly
25 begin to look like some vertical construction

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1 going on back there. And I would hope within the
2 next six weeks to have it looking very much like
3 it's well underway.

4 MR. GEORGE: I know with a regular house, you
5 know, the walls go up and the -- and the roof goes
6 on fairly quickly. Then all of a sudden, it's why
7 isn't anything happening? How much time do you
8 look for from the time the buildings are delivered
9 till the time they're ready to be occupied?

10 MR. WUELLNER: Well, and unlike a -- unlike a
11 house in this case, there's not a lot of finish
12 work on the inside.

13 MR. GEORGE: Right.

14 MR. WUELLNER: We do have a firewall
15 requirement. Every third unit has a one-hour
16 rated wall, but that's a simple Drywall structure.
17 So, I -- to answer your question, I think it's
18 fairly simple.

19 I think the only time-consuming item in terms

20 of installs are the actual doors, but they'll
21 be -- you know, as the building gets completed,
22 they'll work through that. It's not a long
23 process, but just, you know, putting the structure
24 up and getting the hydraulic system working.
25 MR. GEORGE: Does six weeks after the

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1 buildings are delivered sound reasonable, or six
2 to eight?

3 MR. WUELLNER: I think -- you know, I think
4 they'll be delivered basically at about a six- to
5 eight-week interval that you'll start seeing one
6 on line a week.

7 MR. GEORGE: Yeah.

8 MR. WUELLNER: Assuming we can get the CO
9 staggered like that. I'm not exactly sure how
10 that's --

11 MR. GEORGE: Oh. So, we're going to have to
12 get a CO for all of them before we can occupy.

13 MR. WUELLNER: I'm not sure. Matt, do we --

14 MR. HOLESKO: I think there's two or three.
15 Not individual.

16 MR. WUELLNER: Yeah, we -- it's not
17 individually building permitted. There -- there's
18 two or three permits involved for the whole
19 complex. So, as each one of those permits meets

20 its obligation, it can be released as a CO.

21 MR. GEORGE: Oh, okay. Good.

22 MR. WUELLNER: There's a high probability of

23 being phased in over the course of a few weeks.

24 MR. BRUNSON: But -- but you can get

25 information visits to make sure --

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1 MR. WUELLNER: Oh, yeah.

2 MR. BRUNSON: -- you have no problem.

3 MR. WUELLNER: But it -- it's -- it's

4 exciting now, it's starting to look like -- and

5 they -- they haven't quit working on the site. I

6 know they've done the stabilization for all the

7 taxi lanes and all that, so it -- that will

8 rapidly follow up with -- with lime rock and

9 getting that paving, too, while -- done while

10 buildings are being constructed.

11 So, in terms of -- we've compressed the

12 schedule at the end to allow a number of

13 concurrent activities that might normally just

14 follow one another. So, we'll make up some time

15 here.

16 Rental car facility, just point out bids were

17 received, and that's also an action item on the

18 agenda, so we'll -- we'll hit that in a little

19 more detail as we move forward.

20 U.S. Customs facility, we received comments
21 back from the preliminary plan submittal -- or
22 it's more like a site plan submittal and building
23 schematic-type drawing submittal to Customs. We
24 have their comments back. They were extremely
25 minor in nature.

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1 They're in the process -- "they" being
2 Passero, are in the process of incorporating those
3 comments, and we'll get them started through the
4 process with -- with the County's DRC as well as
5 building permitting and getting it prepared for
6 bid, for contract to bid. So, this has a
7 completion date of December of '08, it needs to be
8 completed. We need to have expended the money in
9 order to -- to salvage the dollars under the
10 grant. So, it looks good.

11 This is a very easy project compared to many
12 because there's very little site work involved.
13 It's really just some utility hookup and the
14 site's pretty much ready to go. It's a buildable
15 lot compared to some of our other projects.

16 Next item, terminal milestones for January.
17 Pleased to report inbound was a little over 10,000
18 individuals arrived at St. Augustine Airport via
19 Skybus in the month of January. Just missed

20 10,000 enplanements for the month of January,
21 being 9,821 outbound. Represents a load factor of
22 68 percent when you -- when you consider January's
23 one of the lowest -- or lowest traveled months
24 in -- throughout the year. So, load factor is
25 still strong considering the month of the year.

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1 I really expect February's numbers to exceed
2 11- or 12,000 outbound. So, you will also have
3 the first full month's worth of data with four
4 flights.

5 As you recall, you added a -- one flight
6 added in January, but it only added a half a
7 month, so the numbers don't reflect a full month
8 of four flights a day. So, it's three and a
9 half-ish. So, we're curious to see what it is.

10 And just a reminder that new service began to
11 Greensboro on January 15th, so you now are up to
12 four flights a day with them.

13 MR. GEORGE: I came back from Portsmouth on
14 Sunday the 17th, something like that, and there
15 were five seats on the airplane empty. So, they
16 had a nice load for a Sunday, you know, coming
17 back when they had the President's Day the next
18 day.

19 CHAIRMAN GREEN: I was on one back from

20 Greensboro, same thing, that same Sunday --

21 MR. GEORGE: Oh, is that right?

22 CHAIRMAN GREEN: -- and it was packed.

23 MR. GEORGE: Great.

24 MR. WUELLNER: Yeah.

25 MR. BRUNSON: And, Madam Chairman, I might

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1 mention that all of the sudden, like people like
2 Melvin McQuaig that owns St. Johns Food; Charlie
3 Lassiter owns Avenida Inn, is saying they're
4 having the best months they've had in a long time,
5 and they asked me specifically if -- if we could
6 contribute that to the Skybus, because they said
7 it -- I said I don't know if we have a real --

8 MR. GEORGE: Oh, yeah. Let's take it.

9 MR. BRUNSON: Yeah, but we track it a little
10 bit, but -- you know, but I think it has an
11 influence, I really do.

12 MR. GEORGE: I had an interesting thing.

13 CHAIRMAN GREEN: Go ahead.

14 MR. GEORGE: I -- on that plane back, I met a
15 couple from Atkinson, New Hampshire, and they were
16 going to take a trip to Florida somewhere, and
17 somebody told them about Skybus the same day that
18 they read in one of the local papers about value
19 vacation spots. And St. Augustine was there

20 highlighted in the article. They said, fine,
21 let's go. So, I had lunch with them on Wednesday
22 after they'd been down here --
23 MR. WUELLNER: Oh, nice.
24 MR. GEORGE: -- and they said, we're coming
25 back; we had too many things we didn't see. And I

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1 told them to stop drinking that Fountain of Youth
2 stuff, you wouldn't be old enough to get on the
3 plane. But it was very good press.

4 MR. BRUNSON: That was great.

5 MR. WUELLNER: And the company that did some
6 initial surveys, not for us, but had done some
7 surveys related to travel will be back out in
8 July. They want to follow up with kind of an
9 annual review of the experience people are having
10 traveling an airline, and through theirself (sic),
11 we will see some -- some data. I don't know what
12 it will amount to.

13 MR. BRUNSON: How about --

14 MR. WUELLNER: Get the interviews.

15 MR. BRUNSON: How about any input from
16 Skybus; how their -- are they satisfied with the
17 percentages of load factors, as far as you know?

18 MR. WUELLNER: To my knowledge, they're very
19 happy. We've got one of their representatives

20 down here tomorrow to talk about what they see for
21 us and just go over some business issues between
22 Galaxy and us. So, I think things are going very,
23 very well generally. I'm not hearing a lot of
24 negative. And certainly there are days everybody
25 has their hiccups, but generally it seems to be

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1 working very well.

2 CHAIRMAN GREEN: Okay.

3 MR. WUELLNER: Marketing and public

4 relations. Several press releases this month.

5 Seaplane Fly-In event, as -- as you mentioned, was

6 held February 9th and 10th. By my count, we had

7 15 seaplanes on the ground around that area.

8 MR. GEORGE: Were they in the water?

9 MR. WUELLNER: Actually, most of them taxied

10 right out, believe it or not.

11 MR. COX: Okay.

12 MR. WUELLNER: Most of them were amphibians,

13 although we had several. They made approaches and

14 didn't necessarily stay in true seaplanes. But

15 I'd like to add our thanks to Galaxy, the Pilots

16 Association, and the PR committee in particular

17 for pulling off -- pulling together and pulling

18 such a great event together. It went very, very

19 well. We ought to add the restaurant to that

20 list, too, now that I'm thinking about it, because
21 they contributed some -- some lunch out there at
22 the site.

23 And by all accounts, everybody had a great
24 time. They're looking forward to maybe staging
25 that kind of event a couple of times a year back

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1 here. And a concern I've already had to express
2 to everybody is you've already outgrew your venue
3 out there. We probably need to start looking at a
4 spot that -- you know, more toward the south side
5 to -- to hold the event so that they can spread
6 out and -- and do it.

7 It was just kind of a difficult location with
8 no restroom facilities and -- and the like. We
9 pretty much drove the tower nuts with ground
10 operations that day, just getting people back and
11 forth to restrooms, and everything had to be
12 brought out there.

13 So, we'll keep -- we'll keep working it, but
14 everybody seemed genuinely excited about the
15 facility, about what was offered at the -- at the
16 new seaplane dock facilities and all that. So, I
17 think we -- we made a few believers out there of
18 people who didn't know all those improvements
19 we've made. So, nothing but good.

20 Is there anything, Sacha or Bryan or anybody
21 wanted to add to that, seaplane, or anybody on the
22 PR committee? You guys are certainly welcome
23 to -- yeah, if you want, come up.

24 MS. LUDLOW: Do I have to go up there?

25 CHAIRMAN GREEN: Yeah.

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1 MS. LUDLOW: Reba Ludlow, 46 Village Walk

2 Drive, Ponte Vedra.

3 Yes. We had a fabulous turnout. We had at
4 least 22 planes, just like Ed said. Really just a
5 repeat of what Ed and Wayne said. But we got so
6 many pictures. Sacha has -- Bryan has all the
7 surveys of what every -- everybody signed in and
8 what they flew in.

9 And Sacha has been in touch with many of
10 them, as has Alice. And they all said if they had
11 known more about what we had going on, like we had
12 fuel they could have, we had water down on the
13 ramp that they could have, plus, you know, access
14 to the ladies' and the men's room, they said if we
15 do it again next year, they will double what we
16 had this year. And then Bryan and Ed both said,
17 oh, my gosh, what will we do then? Where will we
18 put them?

19 But we have made our place on the map for the

20 seaplanes, let me tell you. We did a really,

21 really great job for everybody.

22 CHAIRMAN GREEN: Thanks.

23 MS. LUDLOW: Sure.

24 MR. WUELLNER: Last item I have under reports

25 (sic) is the airport leasing activities, and

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1 there's really nothing new to report.

2 I will mention that the eastside agreements
3 with Grumman are completely executed at this point
4 and in everybody's hands. So, that -- the
5 eastside ground lease and facilities lease
6 documents are finally complete. And they -- yes,
7 they are retroactive back to October, just so
8 everybody's clear on that. It took a while to get
9 them all in final form and signed, but they are
10 back to the original dates.

11 MR. BURNETT: And, Ed, I think -- I just want
12 to throw out one thing that might be interested --
13 interesting to a lot of folks. And I know y'all
14 know this, but that actually resulted in a big
15 release of land back to the airport for future
16 use.

17 MR. WUELLNER: Right. Plus a check.

18 CHAIRMAN GREEN: I was going to -- and
19 realized income now.

20 MR. BURNETT: Yes.

21 MR. WUELLNER: They're all good things.

22 MR. GEORGE: Are we talking about the 70

23 acres?

24 MR. BURNETT: Yes.

25 MR. WUELLNER: Yes.

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1 MR. GEORGE: Okay.

2 9.A. - FLAGLER DEVELOPMENT EASEMENT

3 MR. WUELLNER: Okay. First item on the
4 agenda is Flagler Development made a request to be
5 on the agenda relative to Cordova Palms. Doug,
6 anything you want to set up with that?

7 MR. BURNETT: I know Tom Ingram's here. I
8 don't want to take from Tom. I will pass out,
9 while Tom's talking, the avigation easement that
10 they've agreed to execute, so I'll show you.

11 And what did they provide -- and you'll see
12 this is in a strike-through underline version,
13 because it's a comparison of one they drafted
14 versus the one Madeira did previously for the
15 Ponce golf course.

16 CHAIRMAN GREEN: Uh-huh. Tom?

17 MR. INGRAM: Yeah.

18 MR. WUELLNER: Okay. I pulled these up from
19 the old one. I don't know whether they're at

20 least anyways current, so...

21 MR. INGRAM: There's no change since the last

22 one you saw.

23 We were last here I believe in late January

24 of '07 to talk with you about the draft avigation

25 easement, and at that time, we were also

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1 requesting a secondary emergency access easement
2 through some land owned by the Airport Authority
3 to the south of -- of Cordova Palms.

4 Since then, I'll bring you up to date a
5 little bit, no real change to the development
6 plan. It's -- still the same. We have agreed to
7 construct 80,000 square feet of office in Phase 1
8 of the project. That was a -- that has been a --
9 and some feedback we've received from the
10 commission to see some -- some employment
11 opportunities here soon. And also, we are
12 committing to not have any residential before
13 2010.

14 And probably the most significant is a
15 transportation mitigation. We are proposing as
16 part of Phase 1 to extend State Road 313, which is
17 the road shown there, to Big Oak Road as part of
18 Phase 1 of the improvements. That will give us
19 that back door that we were looking for originally

20 from the Airport Authority. So, there's --
21 there's no need to really further discuss anything
22 with the Airport Authority on that front.
23 Early on, Mr. Wuellner's requested an
24 avigation easement, and we are still committed to
25 giving that to the Airport Authority. We

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1 submitted a draft to y'all in late January last
2 year.

3 There are a couple of changes in the one
4 before you, compared to the version you last saw.
5 One, there was a comment I think that y'all wanted
6 to make sure you had all remedies available to
7 enforce this, and that change has been made.

8 Another comment that was made was making sure
9 that it applied to all of the residential areas
10 within Cordova Palms, not just most of it, because
11 we're -- you know, what I had proposed previously
12 is some of the northernmost area might have been
13 outside the easement area. But we are -- we are
14 comfortable putting it over all of the residential
15 area.

16 The school site would be excluded. It's --
17 the school site is where it is because it is
18 outside of that statutory -- there's -- there's an
19 area which by statute you can't site new schools

20 near airports. And the purple up there is -- is

21 outside of the statutory area of limitation.

22 The other -- other difference between this

23 easement and -- and that -- and Madeira is really

24 a clarification. But there are some limitations

25 in this easement about building height, smoke,

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1 lighting, and electrical interference.

2 And what we are proposing is that -- just as
3 a clarification, that the Airport Authority speaks
4 for all of aviation if there becomes an issue or
5 dispute about whether a building's too tall, the
6 lighting's -- is -- is in violation of those
7 requirements. But I'm sure you understand we'd
8 like to deal with one person.

9 If -- if a pilot has an issue, they should
10 come to the Airport Authority, and the Airport
11 Authority can then come to us. But that's --
12 that's really in the way of clarification. I
13 don't know that -- that under Madeira, that a
14 pilot has that sort of right. But that -- that's
15 what I was trying to get at; if you see the
16 underlined strike-through on -- let's see, on page
17 3 of your red line, that section entitled "Running
18 of Benefits and Burdens."

19 With that, I'd be happy to answer anymore

20 questions about the project. Ray Spofford with
21 England-Thims & Miller is here. He's a planner on
22 the project. And Karl Hanson with Flagler
23 Development Group is -- is here also. Thank you.

24 CHAIRMAN GREEN: Okay. I have -- open up to
25 public comment. Reba, did you have a question?

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1 MS. LUDLOW: No, thank you.

2 CHAIRMAN GREEN: Michael?

3 MR. SLINGLUFF: No, thank you.

4 CHAIRMAN GREEN: Victor?

5 MR. MARTINELLI: Just a quickie. I thought I

6 could get away with that.

7 COMMISSIONER SANCHEZ: You got caught, didn't

8 you?

9 MR. MARTINELLI: Could you just for my

10 edification locate the development on that

11 display, to where it is?

12 MR. INGRAM: Do you have a laser pointer?

13 You are probably better than me.

14 MR. WUELLNER: Okay. Their -- their

15 development's this shaded area here.

16 MR. BURNETT: It's the blue boundary.

17 MR. MARTINELLI: Okay.

18 MR. WUELLNER: The airport is right here.

19 MR. MARTINELLI: Gotcha.

20 MR. BURNETT: The blue boundary with the tan
21 background.

22 MR. WUELLNER: And this line is our extended
23 center line.

24 MR. MARTINELLI: Okay. Now, the landfill is
25 up there close by. Is that any -- is there any

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1 problem with that?

2 MR. INGRAM: No.

3 MR. MARTINELLI: Okay. That's all.

4 CHAIRMAN GREEN: Bryan?

5 MR. COOPER: Bryan Cooper. I -- I had two
6 questions. And these have -- may have been
7 covered, and I apologize for not being as up to
8 speed on this project as -- as I may should --
9 should be.

10 But it was my understanding -- question
11 number one: My understanding from the meetings
12 that we had previously a number of years ago with
13 the state and the planners involved in -- and at
14 that time the 312 extension now, which I think's
15 called 313, that there would only be one exit off
16 of 313 going over toward the airport.

17 And there was a lot of discussion on that,
18 and it was the Airport Authority's feelings at the
19 time that it was extremely important that that be

20 on the south side of that over approximately at
21 5th Avenue, or the street just south of us here,
22 and would come out in that area instead of Big
23 Oak.

24 And at that time, there were a number of
25 reasons that we wouldn't want to do that on Big

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1 Oak, one being the potential crosswind runway that
2 would go through that if it was that -- that area.
3 So, I'm wondering is -- has that been discussed
4 with DOT, that the Big Oak exit is now okay when
5 it wasn't a couple of years ago?

6 And the other question that I had -- I -- I
7 agree with what you're suggesting about the
8 airport, if you have pilots that are complaining,
9 that they only speak with one voice. Could we do
10 that the other way, too? If there's any
11 complaints up in that area, that we only speak
12 with one voice in dealing with those complaints?
13 Noise complaints and overflights, low-flying
14 aircraft.

15 MR. INGRAM: Sure. I'll try to respond to
16 the second question first.

17 As to -- as to people who purchase or rent
18 land subject to the avigation easement, which says
19 that basically they waive all rights to complain,

20 unfortunately some people will still do that.

21 And -- and that's the very reason why y'all are

22 asking for the avigation easement.

23 It's the strongest assurance that we can give

24 you that you can show them and so that it's on

25 their title before they close on any property

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1 here, it will show up on their title commitment to
2 say that there's an airport there. It's right
3 there -- you know, it's nearby and that they've
4 waived their rights to noise. So, it's an effort
5 to -- to put everyone on notice, even someone who
6 buys from out of town, sight unseen, not -- you
7 know, not that anybody should ever do that. But
8 that is -- that is why it's there.

9 And -- and I can't say I, you know -- you
10 could probably get somebody that will say it's
11 noisy, and then you -- you know, Mr. Burnett sends
12 them a copy of the easement, you know, and that
13 should really resolve the matter from your
14 perspective.

15 The -- the next question, is DOT comfortable
16 with an intersection at Big Oak? And DOT is.
17 This is -- we're proposing to build a road that's
18 been a high priority for this area, including on
19 DOT's projects list for some time, and, you know,

20 it's going to be developer funded. Ultimately, as
21 part of Phase 2, we'll take it down further south
22 towards Woodlawn, and then DOT will take it all
23 the rest of the way to State Road 16.

24 So, I don't know if that answers your
25 question fully, but DOT is aware of the proposal

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1 to go to Big Oak. Thank you.

2 CHAIRMAN GREEN: Public comment? Go ahead.

3 MR. HOLIDAY: Looking at your drawing and

4 measuring the length of 31/13, if you take your --

5 your project will be approximately, intersection

6 of the approach to 13, about two miles from the

7 end of the runway. You're aware of that. I just

8 wondered if everybody else is aware of that.

9 About two miles. That's pretty close.

10 MR. WUELLNER: It's actually less than that.

11 It's less than a mile.

12 MR. GEORGE: It's less than a mile?

13 CHAIRMAN GREEN: Yeah.

14 MR. HOLIDAY: Yes?

15 MR. WUELLNER: To point of intersection.

16 CHAIRMAN GREEN: Having no more public

17 comment, board comment?

18 MR. BURNETT: Go ahead.

19 CHAIRMAN GREEN: Whoever wants to go first,

20 because I've got concerns over this, too.

21 MR. WUELLNER: Do you want to hear from Doug

22 first?

23 MS. BARRERA: Yes.

24 CHAIRMAN GREEN: Sure. Go, Doug.

25 MR. BURNETT: Yeah, I've just got a -- I've

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1 got a couple of comments. And I just want to make
2 sure -- sometimes when -- when things are going on
3 in a meeting you may not catch everything, so I
4 want to make sure that some things were -- are
5 very clear to you. And -- and really it's a --
6 it's a function of I think your base assumption is
7 everything's the same as Madeira or the Ponce,
8 and -- and I know you're recognizing it's not, but
9 I want to make sure you're -- you're aware of a
10 couple of things.

11 One is it's not covering the entire property.
12 It's covering the residential portion of the
13 property.

14 The portion about running with the land --
15 and that's always an important aspect of
16 easements; otherwise, all you have is a license,
17 essentially.

18 There are three provisions in here, as you --
19 as Tom pointed out in -- in the bottom of page 3,

20 the subparagraph -- which the sub -- two of the
21 subparagraphs are on page 2. So, subparagraph E,
22 F, and H would be rights that are entirely the
23 Airport Authority's alone and not have any benefit
24 to third parties.

25 And one thing that they've added is the

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1 sentence at the end of page 3, which quite frankly
2 I can see as being a reasonable thing that was not
3 in the Ponce one, which is if the airport suspends
4 flight operations -- and it says two years. I
5 don't know what the magic time frame is. But it's
6 reasonable that if the airport suspends flight
7 operations at this property, that the easement
8 would go away. I mean, that -- that makes logical
9 sense. Which is a request they've made that's in
10 here that's a change.

11 MR. GEORGE: Is there a definition of flight
12 operations?

13 MR. BURNETT: Well, that part's not defined,
14 and maybe we need to button that up. But that --
15 that's a concept they've put in here. And I don't
16 know that overall I have a problem with it. But
17 it's a function of, you know, what time frame,
18 what -- what the reason for suspension of flight
19 operations, and, yeah, maybe the definition of

20 flight operations.

21 MR. GEORGE: Well, it's a theoretical point,

22 but we could cease all of Skybus and all of the

23 general aviation operations and put it over Tom

24 Manuel's backyard, but leave Grumman here, and

25 they would have only a flight, you know, once a

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1 month or so. Then we'd still have flight
2 operations.

3 MR. WUELLNER: There's another item that
4 would be on the table, also, is in the event of a
5 large-scale war, you could very well see some of
6 these airports reseized by the federal government
7 and operated as -- as a military installation and,
8 you know, then you could have an argument later
9 about whether it was air operations for purposes
10 of St. Augustine Airport --

11 MR. GEORGE: Right.

12 MR. WUELLNER: -- or -- or military and they
13 counted. I mean, I could see some of that getting
14 a little weird later. So, I mean, again, it comes
15 down to just the definition of it.

16 MR. GEORGE: Exactly right.

17 MR. WUELLNER: I think you're -- I think
18 you're dead on it if you can just make the
19 clarification within there.

20 CHAIRMAN GREEN: Other board comment?

21 MR. GEORGE: Can I continue with Doug's,

22 my --

23 CHAIRMAN GREEN: Sure.

24 MR. GEORGE: -- discussion with --

25 CHAIRMAN GREEN: Doug still has some points,

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1 I think, too.

2 MR. BURNETT: I had two other points related
3 to it.

4 CHAIRMAN GREEN: Yeah.

5 MR. BURNETT: And -- and one -- and I think
6 Tom touched on this, but just so you know, the
7 reason this is the same plan as you saw, seems
8 like a year ago is, for lack of a better
9 characterization of it, they've been bogged down,
10 if you will, trying to work through the issues
11 related to 313, as I understand it. And they've
12 resolved those issues and that's why it's moving
13 forward and getting traction again.

14 So, 3 -- the 313 or 312 extension is an
15 important part of their project, and working
16 through those issues is obviously one that's taken
17 time. So, that's -- that's the issue there.

18 And one thing that was on the table
19 previously was this concept of rail relocation,

20 which your staff and Ed Wuellner thought was
21 important to have something related to the
22 potential ability to relocate the rail and having
23 something in writing from FEC.

24 There's a -- there's a letter related to that
25 matter, and initially it was -- Ed thought it

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1 would be a good trade, so to speak, to get that
2 issue resolved in exchange for this access that
3 they previously needed. Apparently they don't
4 need that access now, so I think that issue's gone
5 away, but it was one that's been important to
6 Ed -- to Mr. Wuellner to be able to find a way to
7 secure the -- the ability to relocate the rail
8 line, if that needed to be done in the future for
9 airport expansion.

10 And that's all -- that's all I know related
11 to the issue that I can think of right now that
12 would be important to your decision.

13 CHAIRMAN GREEN: Buzz?

14 MR. GEORGE: Okay. You mentioned that the
15 avigation easement is only over the residential
16 portion. Is there a possibility that the
17 residential per -- portion could expand or
18 contract and it would never be brought back to us
19 for -- you know, to look and see how it is?

20 That's one question.

21 Second question is, what happens to the

22 businesses? You know, we're going to put office

23 space in there and they're not going to be

24 susceptible to this avigation easement. Does that

25 mean that they'll burn Bryan's phone up, you know,

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1 every time an airplane comes by? I don't think we
2 can have that.

3 MR. INGRAM: And I -- I should have been more
4 clear, and I apologize. We're proposing to put
5 the avigation easement over all of the development
6 area in the DRI except for the school site.

7 MR. GEORGE: Okay.

8 MR. INGRAM: So, all of the office and
9 industrial.

10 UNIDENTIFIED SPEAKER: Except over the
11 residential?

12 MR. GEORGE: Except the what?

13 MR. INGRAM: Except for the school site, the
14 school site, which is outside of the statutory
15 area. It's in an area where it's okay to have a
16 school site because of its distance from the
17 runway. And it's -- it's also further -- I think
18 it's twice the distance laterally from the runway
19 going north. But anyway, that's -- that's the one

20 caveat that we're suggesting here. And the school

21 site is going to the St. Johns County School

22 Board.

23 The -- the other -- I'm sorry. I just want

24 to -- one other thing. As to if there's a war or

25 if Northrop Grumman -- Northrop Grumman were to be

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1 the only operator, we -- we weren't trying to play
2 any games. We'd be happy to, you know, work with
3 you to come up with some language.

4 But the intent was if -- if it's no longer an
5 airport or if there are planes no longer flying in
6 and out for two years consecutively, that's what
7 we're proposing, that that be an end date. And
8 we're -- we're flexible. We just want it to clear
9 up the title.

10 MR. GEORGE: Okay. Back to the schools. If
11 a school comes -- you know, you say that they're
12 excluded because they're planned right now to be
13 outside of the range that would affect them.

14 So, this avigation easement could be changed
15 to say anything that is developed by your company
16 within that category. In other words, if somebody
17 decides to move the school, and it won't
18 necessarily come back to us, that school needs to
19 have the same type of restrictions. Don't want

20 Bill Mignon standing in here.

21 MR. INGRAM: By Florida law, the school site

22 couldn't go anywhere else, essentially. I mean,

23 it's -- it's the one spot in the project where it

24 can go.

25 MS. BARRERA: That's not --

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1 MR. INGRAM: It has to do with distance
2 limitations.

3 MS. BARRERA: -- what he's saying.

4 MR. INGRAM: I'm sorry.

5 MS. BARRERA: What he's saying is that where
6 you would like the avigation ease -- where you
7 would give us the clause that for two years there
8 wasn't an airport, could there not be a like
9 clause for if there was a school, that the
10 avigation easement would apply for any reason?

11 MR. GEORGE: In other words, if -- if we have
12 it in here that the avigation easement applies to
13 any structure, residential, commercial,
14 government, or whatever in our area --

15 CHAIRMAN GREEN: Development area.

16 MR. GEORGE: -- in our development area, and
17 then someone wants to come in, it would be up to
18 them to say, hey, in accordance with law 197.3 of
19 the statutes, I can come in. But at least that's

20 brought to our attention and we can discuss it at

21 that time.

22 MR. INGRAM: I don't know that the -- the

23 development order we're proposing for approval

24 will require us to give that site to the school

25 board. It's identified on map H.

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1 We would have to go back to Commissioner
2 Sanchez and St. Johns County and to the Department
3 of Community Affairs and the Regional Council
4 to -- to develop it. It's -- it's set aside. I
5 think it's -- at this point, it's -- it's not
6 our -- not our proposal.

7 If -- if we did propose to develop that --
8 and there's no intent, absolutely none, to develop
9 it -- but if we did, there's certainly an
10 opportunity for the Airport Authority to weigh in
11 on a change like that, because we'd be back --

12 MR. GEORGE: But that --

13 MR. INGRAM: -- before the board.

14 MR. GEORGE: I understand your point. But
15 that's not an automatic and a mandatory for the
16 airport to weigh in on it. I'm trying to make it
17 a mandatory.

18 I have a gentleman that we went to the
19 Planning and Zoning Board for him to build a dock

20 next to -- on the lot next to my house, and he
21 took the conclusion, which was the schematic, and
22 somehow or another got it approved for 70 percent
23 increase in the size of the dock. Didn't have to
24 come back to me because it had already been
25 approved.

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1 I just want the airport to be notified of
2 these things. Not saying that we will
3 unreasonably withhold our concurrence to it. I'm
4 just trying to get it where we are at least
5 legally notified of it.

6 MR. INGRAM: Well --

7 CHAIRMAN GREEN: Basically you're saying any
8 change in the developmental area as planned now.

9 MR. GEORGE: Right.

10 MR. INGRAM: Here's the issue: I mean, we'd
11 rather not record something against that just in
12 the title. But if -- if you'd like a letter
13 agreement or something that Doug and I can work
14 out that's acceptable to the Authority and us just
15 to say, if we propose to develop that site, that
16 we would notify you, that's fine.

17 I mean, there's -- there's -- there's no
18 intent to -- to hide the ball or anything like
19 that. That, from the beginning of this project,

20 has been set aside as a school site.

21 There -- I think there are a lot of checks

22 and balances here. I know you may not be required

23 to be notified, but a commissioner does sit on the

24 Authority board, or a member of the board or ex

25 officio?

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1 COMMISSIONER SANCHEZ: No, I'm not. I'm
2 liaison.

3 MR. INGRAM: Liaison?

4 COMMISSIONER SANCHEZ: I'm representing the
5 County Commissioners.

6 MR. INGRAM: So, it -- it'd be hard to sneak
7 through a change to that. I mean, it's just
8 not -- it's extremely unlikely, but we'd be happy
9 to enter into some agreement with the Authority to
10 commit to give you notice.

11 MR. GEORGE: Okay. Well, I've laid my
12 concern out. I'll listen to my counsel and get an
13 answer.

14 MR. INGRAM: And -- oh, and, excuse me. Karl
15 is clarifying. We not only give notice, but we
16 would commit to place it under avigation easement,
17 if -- if that were the case, that that would be
18 fine.

19 MR. WUELLNER: Yeah. I was -- I was trying

20 to get a clarification from Doug because I want to
21 just make sure I understand this, because I'm sort
22 of agreeing with you.

23 My -- my -- my thinking is that if they
24 abandon it as a school site and they attempt to
25 change that later on in five years -- for

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1 instance, the school's made the determination
2 they're not going to put a school there, it's
3 never going to be used that way, and they go back
4 to the County and approach them to change it to
5 commercial or additional residential units,
6 whatever they do, I'm wondering by the development
7 order, would it -- because it's a -- based on use,
8 correct, not a map? So, wouldn't it automatically
9 then be covered by the easement?

10 MR. INGRAM: The easement --

11 MR. WUELLNER: You don't really reference a
12 drawing, you know what I'm saying?

13 MR. INGRAM: Ultimately, it will need to --
14 it needs to be by legal description to be clear
15 and enforceable.

16 MR. WUELLNER: Okay.

17 MR. INGRAM: But perhaps -- and I haven't run
18 this by Karl, but if we put something in the
19 development order itself to state that if that

20 school site is ever developed for something other

21 than school uses...

22 MR. HANSON: I don't think we have an issue

23 with the avigation easement. We'll document it

24 any way you're comfortable.

25 MR. INGRAM: Yeah.

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1 MR. BURNETT: They -- they could easily, as
2 Tom -- where Tom was going is -- is an easy thing
3 they could potentially do, which would be to put
4 in, related to the school site, that if it's going
5 to -- well, they could put in the DO that any
6 change to the DO, they provide notice to the
7 Authority.

8 MR. INGRAM: That -- that's absolutely fine.

9 MR. BURNETT: That covers its.

10 MR. GEORGE: Okay.

11 MR. BURNETT: And then -- then you'll get
12 notice of anytime they do what -- what is called
13 an NOPC, notice of proposed change, you would
14 actually get notice of it when it was going on.
15 That way, your staff could bring it to your
16 attention and -- and you'd have an opportunity to
17 weigh in -- weigh in on the subject.

18 The other thing, very quickly, going along
19 with this topic or this discussion, is timing for

20 when the avigation easement gets recorded and when
21 it's defined, and I guess that's one Tom Ingram
22 could speak to. But they put it in their DO that
23 they will grant an avigation easement to the -- to
24 the Authority.

25 MR. INGRAM: As to timing, we -- we would

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1 have it in place before we -- it had any building
2 permits issued for vertical construction. So,
3 before any COs, before any buildings go up, that
4 would be in. We would certainly be waiting until
5 we knew that we had all the approvals to do the
6 project. But it would be in place well before
7 any -- any people were there.

8 MR. WUELLNER: And I have one more question.

9 If you spoke to this earlier, I didn't catch it.

10 313 alignment is the alternate alignment or -- as
11 shown up here, or is it the original alignment,
12 the DOT alignment?

13 MR. INGRAM: The current plan is to go with
14 the alternative alignment, which goes through the
15 Lemberg South tract.

16 MR. GEORGE: We talk about a 313. I don't
17 see a 313 on the chart.

18 MR. WUELLNER: It became 313. It used to be
19 delineated as 312 Extension.

20 MR. GEORGE: 312?

21 MR. WUELLNER: It's now called 313, but it's

22 the same -- same road.

23 MR. GEORGE: Okay.

24 MR. WUELLNER: And you -- you need to know

25 that that selection of the alternate route in a

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1 sense negates your Airport Master Plan relative to
2 second runway.

3 CHAIRMAN GREEN: Right.

4 MR. WUELLNER: So, you need -- you need to
5 know that.

6 MR. GEORGE: Okay.

7 CHAIRMAN GREEN: Jack, go ahead, because that
8 was -- that's my question, but I'm going to let
9 you --

10 MR. GORMAN: Good. That ties into the whole
11 thing. In other words, question one is, what
12 would you want this board to do now? Are we going
13 to be asked to actually vote on whether to grant
14 this easement today?

15 MR. WUELLNER: You're -- you're technically
16 not granting it.

17 MR. GORMAN: Right. Okay. Then -- then we
18 go to question two. Another question: Should we
19 not be looking in depth at this plan, this Cordova

20 Palms plan superimposed on our 10-year plan with
21 our parcels that we own now actually colorized so
22 that we can actually in depth discuss what we're
23 doing here?

24 Because certainly this would -- could affect
25 our 10-year plan. In fact, if our 10-year plan

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1 changes, the sales of our property or the trade of
2 our property, whatever. In other words, this is
3 going to take an in-depth discussion before you
4 grant this.

5 I mean, whether you -- I'm not saying whether
6 you do or don't, but, I mean, it's certainly going
7 to have to be in depth. Because you've to talk
8 about what you own now, what you're going to do
9 with it, and what you might do with it. And then
10 of course you've got the road issue.

11 MR. WUELLNER: Well --

12 MR. GORMAN: And the last thing I want to
13 ask -- and this is a little bit snide, but it's
14 almost funny -- what do we get? What does the
15 Airport Authority get in benefit from granting
16 this? You know, in total. In revenue or -- in
17 other words, we talked about that movement of
18 the -- of the -- of the facility, rail facility.
19 What in total will happen? So, it's -- it's a big

20 discussion.

21 MR. WUELLNER: Yeah. I would assume the

22 intent of the avigation easement for their

23 purposes is to -- and by the way, they grant this,

24 not --

25 CHAIRMAN GREEN: Not us.

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1 MR. WUELLNER: We're not granting it. We're
2 just kind of the recipient of the -- of the
3 easement itself.

4 I would assume the intent is that the Airport
5 Authority then essentially has its -- its
6 objectives covered as a result of the easement and
7 that we essentially go away and don't oppose their
8 project. I would assume that's what they're
9 trying to get to with -- with an easement, is to
10 satisfy their development requirements within the
11 DRI as it relates to its proximity to the airport.

12 I think you're absolutely correct in
13 observing that how does this -- how does this --
14 you know, with the alternate route selection, what
15 is the impact? I can tell you right away it has a
16 significant impact on runway development.

17 Although the runway's shown in a planning con- --
18 you know, we've always made the statement it's in
19 a planning context. But -- but it certainly does

20 not allow it to be developed as shown on the
21 Master Plan, should you choose to do that at some
22 point.
23 So, to put it in context, you need -- you're
24 correct, you need to look at it and see how it
25 impacts before making a decision whether you would

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1 oppose the development perhaps independently of
2 the easement. I don't know.

3 MR. BURNETT: And if I could just add one
4 thing to that. It is routine for County staff --
5 because there is the Airport Overlay District,
6 it's routine for County staff -- and formerly City
7 staff when we were dealing with the bonds. It's
8 routine for County staff to ask the Airport
9 Authority staff as to their position on different
10 projects. So, this falls into that category.
11 It's just larger than the average project we deal
12 with and has some other moving parts related to
13 it.

14 CHAIRMAN GREEN: Randy, did you want --

15 MR. BRUNSON: Yeah. Basically what I --
16 answer me this, Tom. What stage of -- with
17 Planning and Zoning and staff at the County are
18 you in now?

19 MR. INGRAM: Sure. We are currently in the

20 transmittal phase. There -- there's really two
21 rounds of hearings. The first round is to
22 transmit the amendment to the future land use map
23 to the Department of Community Affairs for review.

24 We are coming up on our hearing with the
25 Board of County Commissioners in a few weeks on

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1 that. Then it will be reviewed. They'll provide
2 comments and it will come back for three different
3 things, potentially.

4 It will at least be -- the land use map
5 amendment up for adoption and the Development of
6 Regional Impact approval will be heard at the same
7 hearing. Potentially they'd hear the zoning, but
8 it may well be trail behind at a later hearing.
9 So, we're several months away. Probably late
10 summer, sometime in late summer.

11 MR. BRUNSON: Okay. And in your opinion,
12 this -- you granting us this easement would help
13 you in your presentation to the -- to the board?

14 MR. INGRAM: It's -- it is -- it's certainly
15 an effort to -- to make -- make you all feel more
16 comfortable about the prospect of this project in
17 this -- in this area.

18 We -- we would love to have your support.
19 You don't necessarily support this solely because

20 you accepted the easement. We'd like that, but
21 we're here offering it and -- and wanted to see if
22 the form's acceptable to you.

23 MR. BRUNSON: I understand. But the way I
24 look at this, though, I don't think we're going to
25 take a vote as a board whether we would go to --

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1 and I think we'd have to talk personally at the
2 board whether we approve -- had an objection to
3 it. But I -- I think it's good information us to
4 have.

5 CHAIRMAN GREEN: Tom, I have a question. Who
6 brought up or how did the discussion start about
7 changing 312/13?

8 MR. INGRAM: To the -- to the alignment that
9 we're going with now?

10 CHAIRMAN GREEN: Uh-huh.

11 MR. INGRAM: Well, there's a couple of
12 issues.

13 The -- the earlier alignment goes through
14 lands that were acquired by the board of trustees
15 of the Internal Improvement Trust Fund, which is
16 the Governor and Cabinet, and also by the Water
17 Management District. They -- they own it 50/50.

18 Anytime you build a road or other
19 infrastructure through a public park, essentially,

20 it requires their permission. Y'all are probably
21 familiar with the efforts to widen Mickler Road up
22 there by the Guana. This is probably not the same
23 magnitude, though the District has expressed its
24 preference for the alternate alignment. It -- it
25 avoids impacts to the Twelve Mile Swamp.

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1 That sort of issue will be, you know --
2 that's really how it came up. I mean, the --
3 the -- the shaded area just to the east of the
4 Twelve Mile Swamp, that land is owned by Flagler
5 Development Company. It's the Lemberg South
6 tract.

7 MR. WUELLNER: It's this here.

8 MR. INGRAM: So, what it does is it takes --
9 takes it right away over on to our land, instead
10 of across the land that's owned by the -- you
11 know, the Governor, Cabinet, and the District.
12 It's, you know, complicated.

13 MR. WUELLNER: Yeah, the State owns all the
14 light green colored property there.

15 CHAIRMAN GREEN: And that's just my only
16 concern. Because when we had discussed this, and
17 I think Bryan and I went to Tallahassee and
18 Senator King and whatever, about a year ago,
19 dealing with this extension and our 10-year plan,

20 that's my concern. It puts a big damper on our
21 10-year plan. And look what's happened to us in
22 one year.

23 I mean, that could really significantly --
24 except apart from the easement, the avigation
25 easement, I'm talking about, the relocation of

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1 312, with now you don't need that other access
2 road, which as Doug said, now, that's not going to
3 deal with FEC. It changes a lot as to what was
4 presented before, I think, as it affects the
5 airport in the future.

6 MR. INGRAM: Well, there are -- there are
7 certainly a lot of challenges for the Airport
8 Authority to add a second runway there. This
9 would just be one of -- one of many.

10 You've got the railroad. You have U.S. 1.
11 You've got land owned by the Governor, Cabinet,
12 and the Water Management District. You've got
13 land owned by Flagler. Yeah, it's -- and that's
14 why it's a long-term vision plan, is there's some
15 challenges. But no doubt.

16 CHAIRMAN GREEN: I understand. I agree. I
17 just wanted to know how it came about because, you
18 know, five years ago, they said we'd never have
19 commercial service here, either, so...

20 MR. WUELLNER: I -- I know you guys have come
21 a long way in the last year, but do you guys
22 philosophically still not really care which
23 alignment, or is it -- is that all kind of now --
24 obviously in a year you've moved beyond that point
25 of, it didn't matter to you.

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1 MR. INGRAM: You could end up in a
2 circumstance where you have one government entity
3 saying move it on to the Water Management District
4 property and another saying, hell, no, I'm not
5 going to allow that, because you've got a
6 perfectly good alignment through your own
7 property. So -- so, yes, we -- we are actively
8 pursuing the alternate alignment. It's --

9 CHAIRMAN GREEN: Okay. Anymore board
10 discussion?

11 MR. WUELLNER: Has -- has DOT moved off that
12 position?

13 MR. HANSON: Which position?

14 MR. WUELLNER: Did -- did DOT move off the
15 original -- they seemed steadfast a year ago on
16 the original alignment. Have they --

17 MR. HANSON: It greatly simplifies the
18 right-of-way acquisition with the alternate
19 alignment.

20 MR. BURNETT: That was Karl Hanson.

21 CHAIRMAN GREEN: Kelly, did you want last

22 comment?

23 MS. BARRERA: Well, even with the old

24 extension on 312, you were going across the

25 waterway. The -- the amount that you're going

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1 across that last little square into Cordova Palms
2 across the waterway, you're -- you're using that
3 same amount of pavement.

4 MR. INGRAM: It's the land further south.

5 CHAIRMAN GREEN: Right. Where the runway
6 would extend it.

7 MS. BARRERA: Uh-huh.

8 CHAIRMAN GREEN: Or too close. Okay. Doug,
9 but from us, we're just here to be informed --

10 MR. BURNETT: It's --

11 CHAIRMAN GREEN: Or what do you -- what are
12 you asking?

13 MR. BURNETT: Well, Tom may have a request.
14 I'll let him speak first.

15 MR. INGRAM: I just ask if -- if you all are
16 okay with the -- with the avigation easement as
17 written, because we would like -- we've -- Doug
18 and I have exchanged e-mails for a while now and
19 would like to bring that to closure, if it's -- if

20 it's written acceptably. If we need to go back

21 and look at it more, that's fine, too.

22 MR. BURNETT: And it's entirely up to you

23 what, if any, action you take today. I think

24 Mr. Wuellner and your staff may be looking for

25 guidance with the -- the question, if you're going

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1 to review the documents, how much of the property
2 do you want it to cover?

3 The issue of the school, I guess if there's a
4 change in the school property, they could write in
5 their DO language related to that or that you get
6 notice of any change in the development plan,
7 which then resolves that issue.

8 Whether there's any other issues that concern
9 you, you know, that -- the only thing that I see,
10 and I -- I guess part of my job is to try and
11 break things down.

12 And for what it's worth, if I can break this
13 one down, when I look at what is the difference
14 between this project and the Ponce project, which
15 is now called Madeira, the Ponce project gave you
16 an avigation easement for being in proximity to
17 the airport. Similar to this.

18 The only added twist to this really that
19 you're faced with is the fact that the -- the

20 runway 13 -- 13/31, is actually in alignment with
21 the property and will clearly have a flight -- the
22 flight path going over the property. That's the
23 added component to it.

24 MR. WUELLNER: Well, that's one.

25 MR. GEORGE: There's one other added

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1 component to it, also, and that is we didn't --

2 for our 20-year plan --

3 MR. BURNETT: Sure.

4 MR. GEORGE: -- we didn't need any of the

5 Ponce property. You know, when we first started

6 talking to Heidi, you know, about this whole

7 thing, it was as one member of the board. It was

8 my concern that we were going to attack this one

9 step at a time when it really has to be all put

10 together.

11 In other words, we were looking to acquire

12 some of that land from you guys over there for the

13 expansion plan. And Heidi and I were talking

14 that, you know, let's -- let's lay all of our

15 cards on the table. What is everything that we're

16 going to need for our plan, and you lay down what

17 you need for your plan, and then we'll see where

18 we go from there.

19 CHAIRMAN GREEN: Yeah. My -- my position is

20 that if they're going to have a development, we're
21 going to have to have an easement, I mean an
22 aviation easement, no question. And obviously
23 we -- we have input into it, and my input is I'm
24 very concerned about future development of this
25 airport, whether it take an act of God or whatever

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1 with the government. So, I have reservations, I
2 mean, very much.

3 Obviously, if that's where 310 -- 313's going
4 to be, we can't change much of that. But I
5 just -- I am not really in favor of the way it's
6 written because of that move of 312 or 313. I'm
7 not sure that's in your control.

8 MR. INGRAM: Yeah. I just want to make --
9 make clear our position on this. If it's -- if it
10 were the intent of the board to oppose this
11 project, then -- then we just -- we wouldn't want
12 to be promising easements and that sort of thing
13 to you.

14 I mean, if -- if this -- and I'm not -- we're
15 not asking that you come out and support, wave
16 signs or anything, but if -- if -- if y'all are
17 satisfied with the project and are going to remain
18 neutral or support the project, then we are more
19 than happy to give you the avigation easement to

20 take care of those issues later.

21 MR. GEORGE: Can I make a motion?

22 CHAIRMAN GREEN: I'm not sure we need a

23 motion --

24 MR. GEORGE: Okay.

25 CHAIRMAN GREEN: -- but you can discuss, by

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1 all means.

2 MR. GEORGE: I -- I would like to suggest
3 then that our staff put together the total impact
4 on our plans for the next 15 years, whatever it
5 includes, and identify what properties are owned
6 or influenced by this organization, you know,
7 that's requesting this easement.

8 CHAIRMAN GREEN: You mean like an overlay
9 would --

10 MR. GEORGE: Right.

11 MR. WUELLNER: Okay.

12 MR. GEORGE: So that we have a -- you know,
13 with alternatives. If -- if we can't get this
14 property, you know, then maybe one of the
15 alternatives, we have to commit for it now, you
16 know?

17 But in any event, the avigation easement with
18 the caveats that we've added -- asked you to add
19 in, that would seem like it meets everybody's

20 recounts, but our -- but our concern is of the --

21 CHAIRMAN GREEN: The definition of flight ops

22 and that.

23 MR. GEORGE: Yeah, right.

24 MR. WUELLNER: Well, I think, too, another

25 point, unless I missed my guess here, the -- the

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1 alternate route location would likely no longer be
2 a limited access, which was the original 312
3 concept. The FDOT alignment, if you recall, had
4 really very few points of entry -- entrance on it.

5 CHAIRMAN GREEN: Uh-huh.

6 MR. WUELLNER: I'm sure that this location,
7 especially looking that it, you know, abuts a
8 significant piece of Flagler's property, probably
9 is more characterized as a county road and has
10 more normal access roads and points of access that
11 would be granted up and down its corridor. So,
12 the character of that road would be significantly
13 different than what was originally proposed.

14 MR. GEORGE: Well, that's something Staff
15 should consider when they get back to us.

16 MR. WUELLNER: And I -- I'm a little curious,
17 too, whether, while I hear -- hear them saying DOT
18 has, you know -- and I -- I certainly agree; it's
19 an easier permitting road to a -- from a DOT

20 standpoint.

21 I'm a little curious as to what aviation

22 coordination's gone on with the aviation -- state

23 aviation office with surface transportation here

24 relative to protecting the interest the State's

25 already invested in this airport. So, I'm -- I'm

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1 at a loss to tell you what coordination, if
2 anything's, gone on at this point between --
3 within DOT on this -- this single issue.

4 CHAIRMAN GREEN: Since our March 10th meeting
5 is so close, and I know they want to move --

6 MR. WUELLNER: How soon do you -- I mean, I
7 know yesterday would be fine, but I mean --

8 MR. INGRAM: Well, we have our -- our
9 transmittal hearing in two weeks?

10 MR. HANSON: March 4.

11 MR. INGRAM: March 4. And then after that,
12 there is a hiatus, a couple of months at least,
13 between then and the next hearings.

14 MR. WUELLNER: And the transmittal hearing is
15 with Board of County Commissioners?

16 MR. INGRAM: Yes.

17 MR. BURNETT: They went to PZ -- Planning and
18 Zoning Agency a week ago.

19 MR. BRUNSON: Madam -- you know, I hate to

20 mention this word, but this is very serious to the
21 future of the airport, and I think that we should
22 get some answers, have a workshop, get the DOT,
23 and invite Charles Baldwin here and -- and do the
24 overlay and ask some questions of Doug. And --
25 and possibly should support it and with certain

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1 recommendations.

2 CHAIRMAN GREEN: Right now, then, so they can
3 move forward with their transmittal, whatever,
4 could we remain neutral pending what we -- the
5 information that we want?

6 MR. WUELLNER: Yeah. How does this go
7 forward, Doug, relative to -- I mean, is there
8 a -- is next week a critical point relative to our
9 participation of the process, or is that later on?

10 MR. BURNETT: That's -- that's not the
11 easiest one for me to answer. If I was answering
12 as a layperson, I would answer that it's not
13 critical in the process.

14 If you're asking me as the attorney who's not
15 just the attorney for the Airport Authority, but
16 also an attorney who represents a lot of
17 developers, every step for a Comprehensive Plan
18 amendment or a DRI that encompasses a
19 Comprehensive Plan amendment is critical.

20 So, it -- I don't think, though -- let me --
21 let me couch that with a couple of other things,
22 though. You've got a project that when it goes to
23 the DCA, transmittal means it's being transmitted
24 to the Department of Community Affairs, and
25 they're going to take a look at it and weigh in

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1 with any comments or concerns that they have
2 related to the project. And it will come back
3 to -- presumably it will come back to the Board of
4 County Commissioners for an adoption hearing.

5 Then you'll have hearings there where you can
6 potentially have good opportunities to be able to
7 adjust the plan or add conditions to the
8 development order that need to be in place. So --
9 but, yeah, next Tuesday is a critical thing for
10 their -- for their project.

11 I also, while -- while I've been asked the
12 question, will tell you that I think a project
13 like this in the current environment, probably the
14 only way that it has legs, if you will, is because
15 of the attractiveness to the county of getting the
16 right-of-way for the 312 Extension, or 313, as
17 it's called now.

18 CHAIRMAN GREEN: That -- that was my point,
19 that they can't do anything about it. If 312 is

20 going to be there, it's going to be there; we're
21 not going to have much say-so in that.
22 That's why I was, we look at it and say, all
23 right, it's going to have this much impact on our
24 airport, we can't change that because that's where
25 312's going to be, then obviously it would behoove

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1 the airport to have the avigation easement, yes,
2 and support it.

3 But having this thrown at us right now with
4 Ed's questions, not sure what went on with DOT and
5 the State and if all of our interests are taken
6 care of, or at least thought of, then we're okay.

7 MR. WUELLNER: I mean, certainly if DOT's
8 come to the conclusion that the 313 corridor, as
9 it's being advocated today, the benefits of that
10 outweigh the investment they've made in the
11 airport and their concern over this airport's
12 ability to expand, and -- and that's an informed
13 decision, then fine. I mean, we're not -- you're
14 right; we're not going to -- you know, that's your
15 best shot.

16 MR. BRUNSON: And we're -- the Airport
17 Authority's part of the MPO. The County's part of
18 the MPO. We've got input into this. And we need
19 to know what's going on. And we need to have a

20 workshop and do it immediately.

21 CHAIRMAN GREEN: Well, again, my suggestion

22 is, and it's just one person here, we remain

23 neutral, so it's not for or against, so they can

24 go to their transmittal saying, not against it,

25 and get us this information March 10th and make a

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1 decision so they can deal with the -- the
2 development they need to deal with.

3 MR. BURNETT: And the development agreement
4 right now as written has language in it that in
5 the -- that, excuse me, the development order as
6 written right now has in it that they're going to
7 grant an avigation easement.

8 If -- if anything, you may want to put
9 comments related to this -- at least -- let me
10 make a suggestion. Maybe determine whether or not
11 this avigation easement -- let's assume everything
12 is the best -- the best the Airport Authority's
13 going to get out of this is the avigation easement
14 at the end of the day, just for the sake of that
15 assumption for right now.

16 You may want to make comments right now on
17 this avigation easement and decide whether the way
18 it's proposed is okay with you, at least palatable
19 to you. And if that's true, then at least for the

20 purpose of transmittal at Board of -- at the Board
21 of County Commissioners' hearings next week, that
22 this be -- or any change that's made to it, that
23 whatever the avigation easement is that you think
24 is okay, that that be included within their
25 package so that when it's transmitted, the

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1 avigation easement as proposed is going to
2 actually go to the DCA, and that way we know
3 exactly what -- what we're all talking about.

4 In the interim, before it comes back for
5 actual adoption, then you'll have time to study it
6 and look at it in more detail to decide whether or
7 not you need to make a stand at the adoption
8 hearings.

9 CHAIRMAN GREEN: Well, I think, from what
10 I've heard from the board, is if you define flight
11 ops and in the -- the DO, put in, if that's okay,
12 I haven't heard any other objection with regards
13 to the easement. If we can't do anything about
14 312. I think that's what you're asking.

15 MR. WUELLNER: Well, I don't think you can do
16 anything about 312 relative to finding out where
17 the State is as a whole picture as rapidly as next
18 week. What we -- we can get that question posed
19 and start that dialogue, but I -- it's not a

20 six-day or seven-day answer.

21 MR. INGRAM: I -- I just want to clarify. We

22 haven't -- we've been speaking with the road --

23 MR. WUELLNER: Right.

24 MR. INGRAM: -- people at DOT, not the

25 aviation people.

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1 MR. WUELLNER: Sure.

2 MR. INGRAM: So, you're probably having that
3 first conversation with them.

4 MR. WUELLNER: We've got the DOT aviation guy
5 here.

6 MR. INGRAM: There he is.

7 MR. WUELLNER: So -- and I think we've got an
8 opportunity directly with the secretary coming up
9 in a couple of weeks, will be down here touring
10 our facility. So, I think we've got a -- you
11 know, an opportunity to get some of this on the
12 table and get some attention at a fairly high
13 level and make -- just make sure that this has
14 been properly addressed and considered by the
15 State before we jump, you know -- I think, again,
16 if the State's determined it's in their best
17 interest, then that will -- then you're not going
18 to have a lot of change --

19 MR. BRUNSON: It still would be nice to know

20 how this is going to affect our --

21 MR. WUELLNER: I -- I agree.

22 MR. BRUNSON: -- long-range plan.

23 MR. WUELLNER: Yeah. But -- but that's your

24 best shot.

25 CHAIRMAN GREEN: Did you want to add

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1 something briefly?

2 MR. LAMP: Yes.

3 CHAIRMAN GREEN: I know you didn't expect to
4 talk on this, but --

5 MR. LAMP: That's all right. I think for --
6 Gene Lamp, FDOT Aviation out of Jacksonville.

7 The only thing I have about the aviation
8 easement is this two-year -- I don't know. I
9 heard something about two years after -- if there
10 was no flight ops or something. As long as the
11 airport has aviation-related activities and there
12 is a state license, then this airport, you
13 cannot -- I might do some more research on that,
14 but that two-year little clause that they're
15 wanting if you cease flight ops, but as long as
16 there's -- say Grumman's building an aircraft and
17 it takes them four years to build it before they
18 get their first flight out, then they still need
19 that aviation easement out here. Okay. That

20 two-year little clause in there is going to...

21 And then the other thing is that, like I

22 said, this is a -- I -- I've heard of it in bypass

23 from the road department side of it, but

24 aviation-wise, I have not seen or made -- haven't

25 been asked to make comments on this at all. It's

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1 not come across my desk at all.

2 CHAIRMAN GREEN: Okay. Thank you.

3 MR. BRUNSON: Good to know.

4 CHAIRMAN GREEN: Yeah. Okay. Well, like my

5 suggestion is, if we define flight ops just to

6 make sure it complies with what the state

7 licensing is and what have you --

8 MS. BARRERA: Take that clause out.

9 CHAIRMAN GREEN: Yeah.

10 MS. BARRERA: That clause has to come out.

11 CHAIRMAN GREEN: Then I would want an

12 aviation easement. I mean, I don't want to get

13 the calls, I don't want -- if that development

14 goes through. I think that we would need it. So,

15 in other words, Doug's suggestion I -- I think

16 would be the best.

17 MR. BRUNSON: Does this mean we have no room

18 to negotiate with anything after we sign this?

19 MR. WUELLNER: Well, we don't sign it.

20 MR. GEORGE: We don't sign it.

21 CHAIRMAN GREEN: We don't sign anything.

22 MR. BRUNSON: Well, I mean, once we accept --

23 MR. BURNETT: I think simply -- and I think

24 Tom --

25 MR. BRUNSON: You don't sign it, Ed?

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1 CHAIRMAN GREEN: No.

2 MR. BURNETT: Well, yes, at the end of the
3 day --

4 CHAIRMAN GREEN: Not --

5 MR. BURNETT: At the end of the day, yes, it
6 will be signed by a representative of the Airport
7 Authority. But now is not the time to do that.

8 I think what we can probably get the
9 applicant to commit to is to make that --

10 MR. GEORGE: Can y'all hold it down?

11 MR. BRUNSON: Turn that up a little bit.

12 MR. BURNETT: -- is to make the change
13 related to defining how the easement expires. For
14 example, based on what I just heard from Mr. Lamp
15 from DOT, we'll possibly get language that says
16 that if all aviation-related activity or the
17 airport does not have a license -- and the airport
18 doesn't have an active --

19 MR. GEORGE: And the airport --

20 MR. BURNETT: -- and the airport does not
21 have an active license from the FDOT for a period
22 of whatever, two years --

23 MR. GEORGE: Twenty. Whatever.

24 MR. BURNETT: Whatever the time period is --
25 y'all tell me -- then the easement expires. We

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1 get them to make that -- that language change, and
2 then also that they take the revised easement and
3 include that in their package. That goes to the
4 Board of County Commissioners next week, or add it
5 to their package and say this is part of the
6 transmittal to DOT that way.

7 CHAIRMAN GREEN: Right.

8 MR. BURNETT: Or excuse me, part of their
9 transmittal to the DCA.

10 CHAIRMAN GREEN: But we're not signing
11 anything, but what they can do is then say this is
12 the easement we want to grant --

13 MR. GEORGE: That's right.

14 CHAIRMAN GREEN: -- if we're going to do
15 this.

16 MR. BURNETT: Yeah. And then you've got --

17 CHAIRMAN GREEN: We can still --

18 MR. BURNETT: -- plenty of time to evaluate
19 it to make a decision. And -- and what you do

20 right now is not weigh in -- potentially you don't

21 weigh in on the project one way or the other in

22 between now and next Tuesday --

23 CHAIRMAN GREEN: That's --

24 MR. BURNETT: -- and you wait and let it get

25 transmitted, and then you have your follow-up

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1 meetings. And then if we need to talk to the
2 applicant more before it comes back for the
3 adoption hearings, we talk to them and maybe have
4 a workshop and -- and the like in the interim.

5 MR. GEORGE: One thing on the flight ops, the
6 definition, if the State or the feds or whoever
7 owns land here, that we have ceased to operate, in
8 a wartime situation, they could reactivate this
9 base. So, something's got to be put in there that
10 in the event that, you know, the federal
11 government, state government, local government
12 decides to reactivate, you know, operations, then
13 it goes back in effect.

14 MR. BURNETT: Well, and the -- the question
15 on that is right now, the -- three of the
16 provisions, E, F, and H, I think it is, are
17 personal to the Airport Authority --

18 CHAIRMAN GREEN: Right.

19 MR. BURNETT: -- and you can't assign or

20 transfer them. And, you know, that's -- that's

21 part of your -- your concern with it.

22 MR. GEORGE: Fine. Just take the two-year

23 goes away out and leave it there. You know, if

24 this operation at the airport ceases, then

25 somebody living in one of the residences up there

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1 is not going to hear the noise and it's going to
2 be a dead issue. So, don't let it go away.

3 MR. BURNETT: That -- and that's for y'all to
4 say. And then the other thing is whether or
5 not -- and I hear that part of it. The second
6 part, though, is whether you want it to be
7 assignable or transferable, because right now, it
8 doesn't go -- those provisions do not run with the
9 land, correct?

10 MR. INGRAM: Which ones?

11 MR. BURNETT: E, F, and H. They don't run
12 with the land. They're personal.

13 MR. INGRAM: Well, the rights held by the
14 Authority under E, F, and H are personal to the
15 Authority. So, as long as the Authority runs the
16 airport, which I -- I assume would be forever,
17 then -- then you have them.

18 But the issue is, are there any third-party
19 beneficiaries to those rights? For example, a

20 pilot flies and he -- he sees smoke. Our position
21 is, his first call ought to be, well, probably to
22 the FAA and also to the Airport Authority so that
23 we can all work this out and get it fixed, but not
24 for him to hire Eddie Farah and go after whoever,
25 you know, caused the -- caused the incident.

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1 And as to the -- if there were a war, I -- I
2 don't believe that citizens have the right to shut
3 down military flight operations. At some point,
4 there is the practical reality that, you know,
5 that's the sound of freedom, right, if jets are
6 using it. What I'm told, when I hear the planes
7 going over my house at NAS Jax, it's the sound of
8 freedom, so...

9 MR. BURNETT: So right now, the way it's
10 written, Tom, you wouldn't say that -- let's say,
11 for example, the State takes over the airport.

12 MR. INGRAM: Uh-huh.

13 MR. BURNETT: They would still be a
14 beneficiary to the easement?

15 MR. INGRAM: I -- if we need to clarify that
16 it's successors in interest --

17 MR. WUELLNER: Yeah, that's what I was going
18 to suggest.

19 MR. INGRAM: -- such as the State, such as

20 the U.S. Navy, that's -- that's absolutely fine.

21 CHAIRMAN GREEN: I think that's what we need

22 to do to make sure it runs with the land as

23 successors in interest.

24 MR. INGRAM: Well, okay. But not -- yeah,

25 that's fine. We can work that out.

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1 MR. GEORGE: One other -- one other quick
2 question. This -- this residential, would you
3 envision this residential area would have a
4 homeowners' association like most of them do?

5 MR. INGRAM: Yes. To the extent it's for
6 sale products, yes.

7 MR. GEORGE: Let's go back to Mr. Bryan -- to
8 Bryan's --

9 CHAIRMAN GREEN: One voice.

10 MR. GEORGE: -- comment about, you know, if
11 they have a complaint -- you know, they're not
12 supposed to because of the easement. But if they
13 do, take it up with their homeowners' association
14 and that organization can officially come talk to
15 us.

16 MR. INGRAM: I think that would hurt you,
17 because now that creates an opening in the
18 easement itself, saying, well, you don't have a
19 right to complain, but if you do anyway --

20 MR. GEORGE: Well, then, putting it in there

21 that if you do, then call the airport, that also

22 opens the door. So, close them both.

23 MR. INGRAM: I -- I know where you're trying

24 to go, I do. I --

25 MR. GEORGE: Fine. Then I'm sure you guys

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1 can come up with a way to get there.

2 CHAIRMAN GREEN: One more, because we need to
3 go forward.

4 MR. GORMAN: We do need -- we do need to wrap
5 this up. And we're going to have to -- this board
6 is going to have to, as an entity, decide whether
7 they're going to, you know, really support it or
8 not support it, and to do that, we're going to
9 have to look long term whether or not our 10-year
10 plan is totally abridged or not abridged. And so
11 I agree with Randy; we need a workshop. Look in
12 depth.

13 MR. BRUNSON: You need all that white area.
14 We need to know --

15 MR. GORMAN: And, right, we need to see where
16 our land is and -- and just discuss this in depth.

17 It's not going to happen in ten days, it's just
18 not.

19 MR. GEORGE: Well, I think what Doug is doing

20 is he's giving us the ability to let them press

21 forward, but we still have a place down the road.

22 MR. GORMAN: Get past --

23 CHAIRMAN GREEN: Whoa, whoa, whoa. Janet can

24 only take --

25 MR. GORMAN: The details of the easement

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1 are -- can be handled in the next ten days, but

2 not the decision.

3 CHAIRMAN GREEN: Okay. So, my suggestion is,

4 go ahead and make some changes to that easement,

5 whatever we can, we can. Let them produce, this

6 is the easement we -- we want to give. The

7 Airport's neutral right now. They're going to

8 have their meeting, whatever. He doesn't even

9 have to get that far. Just that the Airport's

10 neutral until we can get a full disclosure on to

11 what impact it has. I don't want to stop them

12 going forward.

13 MR. GEORGE: That's right.

14 CHAIRMAN GREEN: But I want to make sure that

15 we're all protected here with the airport and our

16 development.

17 MR. GEORGE: I second that.

18 CHAIRMAN GREEN: Is that all right?

19 MR. GORMAN: Yes.

20 CHAIRMAN GREEN: Is that enough direction?

21 We don't need a motion. I just want to make sure

22 that --

23 MR. GORMAN: We're clear.

24 CHAIRMAN GREEN: Ed?

25 MR. GEORGE: Let's approve it while Randy's

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1 gone.

2 MR. WUELLNER: I'm good. I think that's --

3 CHAIRMAN GREEN: So Cordova can go forward

4 and get to their transmittal and do what they need

5 to do.

6 MS. BARRERA: And they'll make those

7 adjustments. That's with those adjustments, the

8 neutral.

9 MR. WUELLNER: When we get enough -- enough

10 of a factual base, we'll get a workshop scheduled

11 and y'all can -- or an extended agenda item and

12 we'll get it through -- get through talking.

13 CHAIRMAN GREEN: Okay.

14 MR. BRUNSON: I agree.

15 CHAIRMAN GREEN: Okay.

16 MR. WUELLNER: Have you got enough to --

17 CHAIRMAN GREEN: To go?

18 9.B. - CONSOLIDATED RENTAL CAR FACILITY BID AWARD

19 MR. WUELLNER: Okay. Next item I have is the

20 consolidated rental car facility bid award. I'm
21 delighted to inform you, probably a testimony to
22 how the construction industry is at this moment,
23 but we received 11 bids for this -- this project,
24 the lowest bidder being Hashman Construction
25 presented a low bid of \$609,888.97, and has a

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1 recommendation from Passero relative to the
2 content of the bid.

3 Bids range from this number all the way up
4 through about \$1.1 million for the same facility.

5 And it would be Staff's recommendation that you
6 award the rental car facility to Hashman
7 Construction at \$609,888.97.

8 CHAIRMAN GREEN: Public comment? Reba? No?
9 Michael? No? Mr. Martinelli? Public comment?

10 (No public comment.)

11 CHAIRMAN GREEN: Okay. All right. That's
12 all I have for public comment. Board comment?

13 MR. BRUNSON: Refresh my memory; what is the
14 time of the payback on this?

15 MR. WUELLNER: It's less than one year.

16 MR. BRUNSON: Less than one year.

17 MR. GORMAN: That was my question, too.

18 Thank you.

19 CHAIRMAN GREEN: Yeah, I think we've looked

20 at this pretty -- not exactly the bid --

21 MR. WUELLNER: Right.

22 CHAIRMAN GREEN: -- but looked at the

23 viability and return on investment, what have you.

24 MR. BRUNSON: I thought with this good bid,

25 it would be nine months.

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1 MR. WUELLNER: It may very well be, caging it
2 with less than a year.

3 MS. BARRERA: Because we did originally plan
4 for the bid to be higher.

5 CHAIRMAN GREEN: Yeah. Okay. I'll entertain
6 a motion.

7 MR. BRUNSON: I'll make a motion.

8 MR. GEORGE: Go ahead.

9 CHAIRMAN GREEN: Randy?

10 MR. BRUNSON: Go ahead, Wayne.

11 MR. GEORGE: I make a motion we accept
12 Staff's recommendation and give them the authority
13 to proceed.

14 CHAIRMAN GREEN: Is there a second?

15 MS. BARRERA: Second.

16 CHAIRMAN GREEN: Any further board
17 discussion?

18 (None.)

19 CHAIRMAN GREEN: All in favor of accepting

20 Staff's recommendation as made in the motion, say

21 aye.

22 MR. BRUNSON: Aye.

23 CHAIRMAN GREEN: Aye.

24 MR. GEORGE: Aye.

25 MS. BARRERA: Aye.

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1 MR. GORMAN: Aye.

2 CHAIRMAN GREEN: All opposed?

3 (No opposition.)

4 CHAIRMAN GREEN: Hearing none opposed, the
5 motion will carry.

6 MR. WUELLNER: Thank you.

7 9.C. - AIRPORT TERMINAL ADVERTISING CONCESSION

8 MR. WUELLNER: Now it's make a little money.

9 CHAIRMAN GREEN: Yeah.

10 MR. WUELLNER: The next item I have is the
11 airport terminal advertising concession. We had
12 four RFP inquiries from companies to our
13 solicitation. We received one proposal, a company
14 by the name of Departure Media, which we have met
15 with previously.

16 We're prepared to enter into a five-year
17 agreement with one-year additional options, with a
18 30 percent revenue share estimate guaranteed to
19 the Airport Authority each year. That estimate is

20 at least \$20,000 a year conservatively.

21 I wanted to share with you some of the things

22 in the actual proposal documents. The left is a

23 floor plan, so to speak, of the terminal area

24 proper, and it indicates -- and you're welcome to

25 review these at any time you want -- but it's a

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1 drawing they provide to show the advertising
2 opportunities as they saw them from an advertising
3 vendor, so to speak, or an advertising eye within
4 the main terminal area.

5 They even came up with this suggestion for
6 perhaps how to enhance the airside view of
7 passengers arriving at St. Augustine with
8 something similar to what's shown on the
9 right-hand side of the -- of the slide you're
10 looking at.

11 Some of the inter -- inside operations --
12 this is the west interior wall where the -- the
13 rental car counters are currently located as space
14 that could be leased. This isn't space that has
15 been leased. It's just shown for concept.

16 Areas could be reserved -- I've had that
17 question from at least one Authority member, that
18 area could be reserved in there for Airport
19 Authority message versus selling all the space.

20 So, that -- that certainly can be done. Again,

21 it's just trying to point out the ideas.

22 The picture to the right shows the area over

23 the restrooms and the public area, the -- not the

24 landside portion of the terminal. Left on this

25 slide shows the gate hold area and the area of

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1 gate A as the ability to do space there. And
2 again the restroom area in the same gate A area.
3 Similar concept on the -- the gate B area, I'm
4 sure.

5 And also you can see that using the space
6 above the -- above the doors or in the area of the
7 north and south walls of the terminal.

8 And one last slide. The right slide shows
9 how the area, area around gate B for the
10 concession side of the back area could be
11 advertised, also. And then they had -- threw out
12 some concepts for under the bag claim area as some
13 banner-type advertising. Not necessarily
14 positioned exactly like that, because I think
15 you've got a poke-in hazard on somebody standing
16 there, but certainly could be oriented to the
17 other side of the pole even and made additional
18 advertising opportunities in there.

19 They handle everything from the installation,

20 the sale of these things. They handle everything
21 but -- up and to including just writing us a check
22 for the 30 percent of the advertising revenues.
23 Pretty straightforward agreement. It's --
24 again, it's a five-year agreement. It would have
25 one-year renewal options on it out to a maximum

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1 term limit of ten years. Then it would be up to
2 you beyond that.

3 CHAIRMAN GREEN: Okay.

4 MR. WUELLNER: And they do -- their
5 references included airports like Brunswick,
6 Charlotte, trying -- they at one point did some
7 work for Jacksonville. They may or may not be
8 under contract with Jacksonville at this point.
9 They chose to terminate their relationship a few
10 years back. And they're pretty much an airport
11 media company.

12 MR. GEORGE: Is there --

13 CHAIRMAN GREEN: Let me open up to public
14 comment. Victor?

15 MR. MARTINELLI: Yeah.

16 MR. WUELLNER: While he's coming up, one more
17 comment. They are a DBE/WBE firm, also, which
18 allows you to claim credit for these types of
19 contracts against your federal requirement for

20 disadvantaged business enterprises and women-owned

21 business enterprises.

22 CHAIRMAN GREEN: Okay.

23 MR. MARTINELLI: Two -- two questions. One,

24 verification of their revenue that you get 30

25 percent of, how -- how is that done? And

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1 secondly, if there's any problem, what are the
2 remedies? And Doug, that's for you.

3 MR. BURNETT: Sure. The agreement is very
4 much like the rental car agreement, and there are
5 a number of controls put in place to make sure
6 there's good accounting and good accounting
7 practices.

8 First of all, they've got to do an annual
9 audit to show us. If we don't trust the results,
10 we can hire our own accountant to have -- to
11 perform an audit. They have to make their books
12 available to us. We can then do our own audit.
13 If there's a discrepancy there, they've got to pay
14 the amount of the discrepancy plus pay for the
15 audit that we had performed.

16 I want to talk a little bit about your --
17 your second point -- I'm not sure if that
18 satisfies the board. Y'all may have further
19 questions.

20 Let me talk about the second point. And this
21 stems from the agreements we've worked on related
22 to the rental cars and the taxicab service. We
23 want to make sure that folks have a professional
24 appearance and demeanor and the like, and we've
25 got some of that language in here.

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1 We've got language in here that the
2 Authority, your staff, is going to review and
3 approval the advertising. It's -- they're going
4 to come up with a uniform sign plan, which
5 essentially you see here is a uniform sign plan
6 where you've got a cohesive way of the way you
7 send out the message, not a little sign over here
8 and a big sign over here and we just sort of slap
9 one here or there. We've got designated areas for
10 where the signage will go and how it will appear.

11 CHAIRMAN GREEN: Appropriateness of content,
12 too?

13 MR. BURNETT: And it will be done in a -- in
14 a -- yes, in a professional way and
15 appropriateness of content. We're not going to
16 have obscene or profane-type messages on there.

17 So -- and any one of those are material
18 points to the agreement and can cause -- are cause
19 for the termination of the agreement. And

20 anything that violates that, the Airport Authority
21 can remove the signage without liability to the
22 Authority, and immediately remove it. So, we
23 don't have an issue there.

24 So -- and, you know, did a little bit of
25 research so I could understand what it is that

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1 they actually do. And essentially they act as
2 your independent -- an independent company to you,
3 not under control by the Airport Authority. And
4 they go out and solicit the advertisers and spend
5 the effort to do that and contract with the
6 advertisers. They do the advertise -- they --
7 they actually do the installation of the
8 advertisement, and then they're responsible for
9 going out and collecting and then pay the Airport
10 Authority a percentage of the revenues. So -- and
11 it's 30 percent --

12 CHAIRMAN GREEN: Right.

13 MR. BURNETT: -- that's in there. I'm not
14 sure if that answers everything you asked,
15 Mr. Martinelli but...

16 MR. MARTINELLI: Yes, it does.

17 MR. BURNETT: Okay.

18 CHAIRMAN GREEN: I have no other public
19 comment. Board comment.

20 MS. SUTHERLAND: Wait. I have a question.

21 CHAIRMAN GREEN: Oh, I'm sorry. Go ahead.

22 MS. SUTHERLAND: My name's Alice Sutherland.

23 And I just want to ask, is there any oversight by

24 the airport board or the airport staff as to what

25 advertising actually goes in here? Because I'm

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1 just concerned that this company may like go out
2 there and solicit Orlando or something to come up
3 here and do that sort of thing, and I don't really
4 want to see Jacksonville airport, you know,
5 signage here, about how wonderful they are and
6 that kind of thing. So, I'm just -- I'm concerned
7 that the airport maintains some sort of oversight.

8 I -- I really want to see the local
9 advertisement versus somewhere other -- in other
10 parts of the country, whatever.

11 CHAIRMAN GREEN: That was my comment; if
12 there's anything in there that they could put an
13 emphasis to, not to limit, but to focus on local
14 businesses. I don't want to limit too much, but I
15 would prefer to try and see if they can do that.

16 MR. WUELLNER: And I know that's their
17 intent, is to sell it locally. That's where
18 the -- it's based on a national scale. It's --
19 it's not a big attention getter, that this has

20 certainly got the most ad potential by being local

21 and locally-regional.

22 MS. SUTHERLAND: So, are you saying there's

23 no restriction? I mean, they could --

24 MR. WUELLNER: No, part of the sign -- the

25 signage plan that they have to develop --

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1 MS. SUTHERLAND: Right.

2 MR. WUELLNER: -- include -- will include all
3 of those kinds of restrictions. Right now,
4 there's a specific prohibition related to content,
5 meaning anything that's --

6 MS. SUTHERLAND: Right.

7 MR. WUELLNER: -- objectionable to the
8 airport.

9 MS. SUTHERLAND: Right. Good. Okay. Thank
10 you.

11 CHAIRMAN GREEN: Thanks. All right. No more
12 public. Board comment, Doug?

13 MR. BURNETT: Yeah, my only immediate
14 reaction to that is going back to where local
15 governments attempt to, for example, give local --
16 give locals a discount, for example, park passes.
17 If you charge admission to your park, for example,
18 the beach, and you want to give a discount to the
19 locals versus out-of-county folks who come in to

20 visit the park. And the law on that is you really

21 can't do it.

22 The way you pass something on that's of

23 benefit to the residents is to sell season passes

24 that are discounted so that then presumably the --

25 the local residences -- the local residents are

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1 the ones buying seasonal passes.

2 Using that example to this, I have a little
3 bit of concern about whether or not we can limit
4 the advertising to a local nature. I'll go back
5 and look at that issue.

6 CHAIRMAN GREEN: I don't think that's what
7 Alice meant. It's definitely not what I meant
8 about limiting. I just wanted to make a focus, in
9 other words, to include -- if they can, if that's
10 the -- the best advertisement, to focus on that
11 first, and if not, okay. I don't want to limit
12 it.

13 MS. SUTHERLAND: I kind of meant limiting.

14 MR. BURNETT: Gotcha. Okay.

15 CHAIRMAN GREEN: You know, like -- well, they
16 have the spa here, the spa at Sawgrass, or, you
17 know, the Royal -- you know, the golf course or
18 something like that. And then if they want to do
19 something for the New York Times...

20 MS. BARRERA: Maybe we could put them in
21 touch with the Chamber of Commerce, the local
22 Chamber of Commerce as their starting point to
23 steer them that way.

24 MR. WUELLNER: Okay.

25 CHAIRMAN GREEN: Anymore board comment?

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1 MS. BARRERA: I have a question regarding
2 liability. Should one of those signs fall off or
3 something like that, is that covered in the
4 contract?

5 MR. BURNETT: Yes. They are indemnifying the
6 Airport Authority, plus they're going to maintain
7 insurance, and the insurance is related to
8 liability. And then any vehicles or equipment
9 that would be on-site would have to be insured.
10 So, I mean, presumably they're going to have some
11 sort of lift, a crane-type lift that would lift
12 people up to be able to put those signs in place.
13 So, they're going to have to have insurance on
14 those things.

15 MS. BARRERA: My second question is, do -- do
16 they limit any freestanding displays that we might
17 choose to put up?

18 MR. WUELLNER: That we choose to put up? No.

19 MS. BARRERA: Or -- or -- or for -- like, for

20 instance, for the Flight For The Cure, the

21 freestanding display.

22 MR. WUELLNER: That's not a sold

23 advertisement, so I don't --

24 MS. BARRERA: Just to make sure that there's

25 no -- no exclusion of that.

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1 CHAIRMAN GREEN: The bike race and other
2 things?

3 MR. WUELLNER: Right.

4 MS. BARRERA: The nonprofit local things
5 that -- that the airport chooses to --

6 MR. WUELLNER: That's kind of what I mean
7 with the Airport Authority can choose to reserve
8 space, for lack of better terms.

9 CHAIRMAN GREEN: Okay. Any other board
10 comment? Buzz?

11 MR. GEORGE: Is there something in there
12 about a nonperformance clause? Supposing we
13 allocate our walls to them, and it's nine months
14 from now and they don't have the first thing sold,
15 do we get to take it back?

16 MR. GORMAN: Is it cancelable?

17 MR. GEORGE: Yeah, cancelable.

18 MR. BURNETT: Not the way it's currently
19 written.

20 MR. GEORGE: How long would it take you to

21 rewrite it?

22 MR. BURNETT: Very -- in fact, I just changed

23 one thing, which is they've got an exclusive

24 right, which they have to have in order to be the

25 advertiser --

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1 MR. GEORGE: Right. Yeah, I know.

2 CHAIRMAN GREEN: Right.

3 MR. BURNETT: But they have the exclusive

4 right over, and I've inserted the word

5 "for-profit" advertising signage and display.

6 That way, everything that's not for profit, we

7 still retain, which is a easy change to cover

8 everything the Airport Authority may want to do to

9 promote the city --

10 MR. WUELLNER: But you can add a performance

11 clause.

12 MR. BURNETT: -- promote the county, promote

13 tourism and the like can all be nonprofit

14 advertising the Airport Authority may want to use.

15 MR. WUELLNER: You can add a performance

16 clause in there.

17 MR. BURNETT: Yeah. And I can easily add a

18 performance clause as well.

19 MR. GEORGE: So, you can put a performance

20 clause in there?

21 MR. BURNETT: Yes.

22 MR. GEORGE: Okay.

23 MR. BURNETT: And -- and I guess the mark --

24 what the measure of that is would be the only

25 question I have. But how do we measure the

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1 performance and what's the level of performance

2 that we want to see?

3 MR. GEORGE: Five thousand dollars a month
4 minimum fee to us. You're saying \$20,000 is what
5 you expect it to be?

6 MR. WUELLNER: Twenty a year.

7 MR. BRUNSON: Twenty a year.

8 MR. GEORGE: Okay. I'm sorry. Twenty --

9 MR. WUELLNER: Five a month might --

10 MR. GEORGE: Yeah, five a month would be a
11 little steep.

12 MR. WUELLNER: Be nice.

13 MS. BARRERA: A percentage of what -- the
14 signage available.

15 MR. GEORGE: Yeah. How about if we haven't
16 started receiving revenue from the signage in nine
17 months? Then we get to cancel the contract.

18 MR. WUELLNER: I don't see any reason -- I'm
19 sure they have no problem with that.

20 MR. BURNETT: Just to -- just to be the
21 lawyer for one minute, I could show up and pay you
22 \$10 before the nine months' over, so...
23 MS. BARRERA: Percentage.
24 MR. GEORGE: That's why you get the big
25 bucks.

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1 MR. BURNETT: A six -- a six-month startup
2 period, and after which, some dollar amount per
3 month.

4 MR. MARTINELLI: Minimum.

5 MR. BURNETT: I mean, I'm just throwing that
6 out as a suggestion.

7 CHAIRMAN GREEN: There's got to be a standard
8 in the industry for performance.

9 MR. BURNETT: Yeah. There's got to be some
10 startup time.

11 CHAIRMAN GREEN: Yeah.

12 MR. BURNETT: Yeah. And then --

13 MR. WUELLNER: Let's see what we can find
14 out. I mean, I don't think it's a -- I know it's
15 not a deal killer on their end.

16 MR. GEORGE: If you can't find it, use \$1,000
17 a month. That's, you know, \$12,000 a year that's
18 allocated, so...

19 CHAIRMAN GREEN: I just want to remind

20 people, that's what these are for.

21 MR. JONES: I was just going to give you an

22 idea. I'm sorry.

23 CHAIRMAN GREEN: Anymore board discussion?

24 Okay. There's a -- I guess we have to take an

25 action on the bid award, correct?

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1 MR. WUELLNER: Yes. You accept that and the
2 contract and we'll get -- we'll get those clauses
3 inserted.

4 CHAIRMAN GREEN: Okay. Entertain a motion?

5 MR. GEORGE: I make a motion we ask Staff and
6 the legal firm to renegotiate the contract to put
7 in the items we discussed and then go ahead and
8 execute it.

9 CHAIRMAN GREEN: Is there a second?

10 MR. BRUNSON: I will second.

11 CHAIRMAN GREEN: Any further board
12 discussion?

13 (None.)

14 CHAIRMAN GREEN: Hearing none, there's a
15 motion on the floor. All in favor of the motion
16 as presented, say aye.

17 MR. BRUNSON: Aye.

18 CHAIRMAN GREEN: Aye.

19 MR. GEORGE: Aye.

20 MS. BARRERA: Aye.

21 MR. GORMAN: Aye.

22 CHAIRMAN GREEN: All opposed?

23 (No opposition.)

24 CHAIRMAN GREEN: Hearing none, the motion

25 passes.

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1 MR. BRUNSON: One quick question. When do
2 you anticipate executing this contract and being a
3 representative in the area? Because I'm getting
4 calls already.

5 MR. WUELLNER: I think within two weeks. I
6 mean, I can't imagine he's got -- there's much
7 to -- excuse me, of making the adjustments that
8 y'all talked about today.

9 MR. BRUNSON: Okay.

10 MR. WUELLNER: If there is, we probably need
11 to find another attorney.

12 MR. BURNETT: I'll do this tonight.

13 MR. WUELLNER: Just kidding. It's not that
14 difficult. Even -- even boy attorney here can
15 probably do it.

16 9.D. - PFC APPLICATION STATUS

17 MR. WUELLNER: Two more informational items
18 that don't really require action but just want to
19 bring you up to date on the PFC application

20 status.

21 It is currently advertised. It is available

22 for our -- our PFC application is available on our

23 web site for anyone who wants to download that and

24 review the application.

25 We have sent our letter of intent to the

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1 airline for comments. The airline is here
2 tomorrow. I don't know whether they're prepared
3 to discuss that with us, but contractually,
4 they've already agreed to have no issues with our
5 PFC application, so that should be a fairly
6 straightforward process.

7 Then the -- once those are complete, then
8 those things are included in what is now basically
9 a final document. Once those things are appended
10 into the document, it's submitted.

11 Our intention is to begin implementation June
12 1st or not later than June 1st. And that would be
13 entirely dependent on FAA approval of the
14 document. But we're in the final -- final
15 submittal phase. Everything's been coordinated
16 with FDOT -- FAA and DOT, and I don't expect any
17 real hiccups or issues at this point. I just want
18 to make you aware that that's the time line to get
19 PFCs finally up and running and -- and collecting.

20 I know, like Ms. Barrera, I hate to see an
21 airplane leaving every day without collecting some
22 money off of them. For capital, that is.

23 CHAIRMAN GREEN: Any --

24 MR. WUELLNER: Any questions on PFCs --

25 CHAIRMAN GREEN: Yeah, any public comment --

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1 MR. WUELLNER: -- or any comments?

2 CHAIRMAN GREEN: -- on the PFCs?

3 (No public comment.)

4 CHAIRMAN GREEN: Any board comment? I'm just
5 glad.

6 MR. BRUNSON: I have one. Just for the
7 visitors' information, in layman's way, would you
8 tell them -- tell what this PFC means to us.

9 MR. WUELLNER: PFC is an acronym for
10 passenger facility charge. It requires federal
11 authorization to collect this. Airports make
12 individual decisions whether to do it. But
13 essentially it is a per-enplanement fee collected
14 by the airlines on behalf of the airport.

15 The money can only be used for capital
16 expenditures that directly relate to the
17 commercial transportation by air of passengers or
18 cargo. It is a very regulated collection and
19 disbursement under FAA guidelines. They

20 approve -- review collection data. They also
21 review and approve the plan the Authority has to
22 expend money under the PFCs. So, it has to be a
23 qualifying expenditure under that. But it's a
24 source of revenue that does not exist to a general
25 aviation airport. It only relates to

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1 commercial -- commercial airports and -- and it's
2 strictly related to enplanements.

3 MR. BRUNSON: Can -- can we recapture our
4 cost of what we spent for -- to have commercial?

5 MR. WUELLNER: Yes, sir. That is one of the
6 projects in our application for reimbursement.

7 CHAIRMAN GREEN: Buzz?

8 MR. GEORGE: You said you were looking at it
9 to be approved by June -- June 1?

10 MR. WUELLNER: It --

11 MR. GEORGE: Does that mean that it starts
12 counting --

13 MR. WUELLNER: Yes.

14 MR. GEORGE: -- June 1?

15 MR. WUELLNER: Yes.

16 MR. GEORGE: So, all of the stuff for the
17 past year we get nothing for.

18 MR. WUELLNER: Correct. And -- and as I was
19 mentioning -- I got grilled pretty good on Friday

20 by one of the other board members. But one of the
21 good things about the way this particular airline
22 release's schedule is that by getting it in place
23 not later than June, as this, there are future
24 schedules release, then as July 31st rolls around
25 in the next schedule, or block of tickets become

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1 available, all of those then become 100 percent
2 subject to the collection.

3 MR. GEORGE: Okay.

4 MR. WUELLNER: So, unlike a traditional
5 airline where it kind of phases in over the course
6 of as long as tickets are for sale, which can be
7 more than a year for certain flight segments, if
8 you -- if you collected that -- sold that ticket
9 before the PFC was implemented, then they would
10 not -- you would not get that collection. So,
11 it's actually kind of helpful the way they sell
12 tickets or release tickets right now.

13 CHAIRMAN GREEN: And also, they've added
14 flights, too.

15 MR. WUELLNER: Certainly.

16 CHAIRMAN GREEN: We've had more and more
17 enplanements, obviously, the most we've had.

18 MR. WUELLNER: My -- my gut feeling is we're
19 going to end up in the 130- to 140,000

20 enplanements annualized based on a February year,
21 that is with at least four -- four flights a day.
22 So, that's a significant -- not only is it a
23 significant collection, but it's certainly a
24 significant level of enplanements even within this
25 state.

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1 MS. BARRERA: And what's nice about the PFC
2 is that the airport doesn't have to take very much
3 responsibility for the collection. That's all
4 done at the time of purchase.

5 MR. GEORGE: That's good, yeah.

6 CHAIRMAN GREEN: Uh-huh.

7 MR. GEORGE: Do you anticipate Skybus is
8 going to raise their fees because of the
9 enplanement fee?

10 MR. WUELLNER: No. It's -- it's fairly
11 common at most airports.

12 MR. GEORGE: Okay. Fine.

13 MR. WUELLNER: If an airport had it in place
14 before Skybus showed up, they -- they're already
15 paying it -- or already collecting it, I should
16 say.

17 MR. GEORGE: So, with 10,000 -- 9,803
18 enplanements last month, if we're up to the 10,000
19 range in June at \$7 and what?

20 MR. WUELLNER: No, no, no. PF -- PFC
21 currently is limited at \$4. There -- there's a
22 proposal within the reauthorization of AIP which
23 has not made it completely through --

24 MR. GEORGE: Okay.

25 MR. WUELLNER: -- U.S. Congress. If U.S.

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1 Congress -- if all of that flows very well, that
2 will be up to about a \$6 level if it -- if it goes
3 through as --

4 MR. GEORGE: Okay. But right now, it's
5 approved for \$4.

6 MR. WUELLNER: Correct.

7 MR. GEORGE: Okay.

8 MR. WUELLNER: And there's -- there's an
9 administrative fee that gets deducted --

10 MR. GEORGE: Based on my --

11 MR. WUELLNER: -- but, yes, it's very close.

12 MR. GEORGE: -- dumb math, 4 times 10,000
13 enplanements is --

14 MR. WUELLNER: Close to \$40,000 a month.

15 MR. GEORGE: -- \$40,000 a month coming into
16 the airport to be used for capital projects, which
17 is where we make a big impact on the money we've
18 been receiving from ad valorem taxes --

19 MR. WUELLNER: Correct.

20 MR. GEORGE: -- to replace that.

21 MR. WUELLNER: Correct. And it obviously, as

22 enplanements go up, the collections of this go up

23 also.

24 CHAIRMAN GREEN: Right.

25 MR. GEORGE: Right.

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1 MR. GORMAN: And insurance.

2 MR. GEORGE: Yeah.

3 MR. WUELLNER: Now, this is -- this is
4 entirely separate from entitlement funds.

5 CHAIRMAN GREEN: Do they remit that monthly,
6 semiannually, annually?

7 MR. WUELLNER: I believe the reporting's
8 quarterly, but I think it's remitted monthly.

9 CHAIRMAN GREEN: Okay. Just wonder wait --
10 how long -- how long we have to wait for our
11 money.

12 MR. GEORGE: Right. Where's the money?

13 CHAIRMAN GREEN: Okay. Next?

14 9.E. - APRON TIE-DOWNS

15 MR. WUELLNER: Next item, just to report
16 back, I was asked at the last Authority member
17 to -- last member -- last meeting to review the
18 T -- the --

19 CHAIRMAN GREEN: Tie-downs?

20 MR. WUELLNER: -- tie-downs or the -- come up
21 with a layout or some layout schemes for the apron
22 built back in Taxiway F and G, basically the new
23 apron.
24 We did the orientation and layouts, and
25 regardless of how you lay this out, you're

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1 probably looking at a maximum of 25 to 30
2 tie-downs that can be constructed on the apron
3 and -- and allow for normal wing tip type
4 separations.

5 If -- this would feature, as we're throwing
6 it out, would be a flexible cable design which
7 would allow you to get as many aircraft in as
8 possible, versus hard-drilling specific parking
9 spots and being limited to that physical
10 dimension.

11 Estimate runs between \$550 and \$625 per
12 aircraft, which put it out in the, I believe, \$12-
13 to -- \$12- to \$15,000 total expenditure range if
14 you wish to build all of the tie-downs that could
15 be placed out there.

16 My recommendation is they're pretty much
17 off-the-shelf items. There's not a tremendous
18 lead time for any of the materials. It's a
19 project we do in-house. It's not a project we --

20 we bid or do anything like that.

21 My suggestion is perhaps we build the

22 westernmost row of these, which would be, you

23 know, 10 -- 10-ish sort of tie-downs, see if

24 there's indeed a market for it. If nothing else,

25 they'll certainly serve to augment people visiting

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1 T-hangar areas and the like. It does provide some
2 tie-downs out there.

3 And that's -- that's the plan. That's the
4 cost. And my recommendation would be to just
5 start with a single row here. So, you're looking
6 about a \$5- to \$6,000 -- well, it probably won't
7 even be that -- \$4- to \$5,000 expenditure, max.

8 MR. GEORGE: You said -- I'm sorry.

9 CHAIRMAN GREEN: I was going to do public
10 comment.

11 MR. GEORGE: Yeah. All right.

12 CHAIRMAN GREEN: Public comment? Reba? On
13 the tie-downs?

14 MS. LUDLOW: I'll wait for Housekeeping.

15 CHAIRMAN GREEN: Okay. Michael?

16 MR. SLINGLUFF: These would be the standard
17 cable tie-downs like --

18 MR. WUELLNER: Yes.

19 MR. SLINGLUFF: -- like we have for the

20 anchor planes?

21 MR. WUELLNER: Exactly.

22 MR. SLINGLUFF: Yeah, I think it's -- it's a

23 good plan. We need it.

24 CHAIRMAN GREEN: And Victor, Mr. Martinelli?

25 MR. MARTINELLI: No, I'm fine.

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1 CHAIRMAN GREEN: Okay. All right. There's
2 no more public comment? Board comment.

3 MR. GEORGE: You said to build the western
4 part first. That would be closest to the
5 T-hangars. Did you mean the eastern, closest to
6 the little retention --

7 MR. WUELLNER: No. I meant the western,
8 closest to the T-hangars. That way, it's out of
9 the way of the majority of the apron.

10 MR. GEORGE: Okay.

11 MR. WUELLNER: And -- and move eastward as
12 demand would dictate.

13 MR. GEORGE: What are you going to do
14 marketingwise to see about anybody that might want
15 to rent one of those? Or do you -- I didn't see
16 that in the recommendation.

17 MR. WUELLNER: We -- we don't currently
18 maintain a list. And I can't tell you if we've
19 even received -- Cindy could probably address it

20 better than I, but whether we've even received
21 requests for people to do tie-downs through our
22 office. But we've not had the product available,
23 so I'm sure we've not maintained any kind of list.

24 But, you know, we can certainly contact
25 T-hangar waiting list, as we do our mail-outs, and

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1 let them know they're -- they would be available
2 if they're interested. That's probably the most
3 expedient way, to start with our T-hangar list.

4 MR. BRUNSON: That's a good place to be on
5 the waiting list, isn't it?

6 MR. WUELLNER: Well, and then we'll let you
7 wrestle with a policy decision moving forward as
8 to whether that constitutes --

9 MR. GEORGE: That's what we're here for.

10 MR. WUELLNER: -- an existing lease with the
11 Airport Authority, and then they would qualify
12 laterally for -- for a preference into T-hangars
13 or you would just keep it independent. It's --
14 let you wrestle with that later.

15 MR. GEORGE: Okay. I -- it's my opinion that
16 we need to offer these for rent, because one,
17 that's revenue coming in. Now, even if it's
18 only -- what were some of the numbers we got for
19 renting tie-downs at other locations?

20 MR. WUELLNER: You came back and said there
21 was -- was it PDK or somebody was getting upwards
22 of \$200 a month for rent. But that -- that's way
23 beyond --

24 MR. GEORGE: That's in a major
25 metropolitan --

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1 MR. WUELLNER: -- what Florida would do.

2 MR. GEORGE: Maybe a metro -- but if we get a
3 hundred a month --

4 MR. WUELLNER: I think that's probably
5 generous.

6 MR. GEORGE: And I realize that's only -- the
7 25, that's \$2500, but times 12. That's something
8 that we're actually getting revenue on.

9 MR. WUELLNER: Yeah. I -- I don't think you
10 want to build the expectations of revenue to a
11 hundred dollars a month. So, I don't know what
12 we're current -- we -- what are you currently
13 getting over there? It's nowhere near a hundred a
14 month, so...

15 MR. SLINGLUFF: No. About \$55.

16 MR. WUELLNER: It's -- Galaxy's currently
17 getting \$55 a month for tie-downs.

18 CHAIRMAN GREEN: But it's better than
19 nothing.

20 MR. WUELLNER: But either way, you're looking
21 at a year kind of payoff no matter what you do if
22 you get a tenant. So, it's still an excellent
23 return on --

24 MR. BRUNSON: Good idea.

25 MR. WUELLNER: -- what you had to put in.

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1 CHAIRMAN GREEN: Is there a motion?

2 MR. GEORGE: I make a motion we accept

3 Staff's recommendation and cede -- proceed with

4 the ones to the west of the ramp at first and

5 start letting people know that they're available.

6 CHAIRMAN GREEN: Is there a second?

7 MR. BRUNSON: Second.

8 CHAIRMAN GREEN: Any further board

9 discussion?

10 (No further discussion.)

11 CHAIRMAN GREEN: Hearing none, all in favor

12 of the motion, say aye.

13 MR. BRUNSON: Aye.

14 CHAIRMAN GREEN: Aye.

15 MR. GEORGE: Aye.

16 MS. BARRERA: Aye.

17 MR. GORMAN: Aye.

18 CHAIRMAN GREEN: All opposed?

19 (No opposition.)

20 CHAIRMAN GREEN: Hearing none opposed, the
21 motion carries.

22 9.F. - FBO DISCUSSION

23 MR. WUELLNER: Okay. Last of the easy items.

24 So, as I mentioned to the Airport Authority

25 or started this -- this discussion last at the

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1 workshop we had last -- last month relative to
2 second FBO, one of the things I was -- began to be
3 concerned with as we began to look at the overall
4 planning and -- and land use utilization on the
5 airport, was mixing somewhat dissimilar
6 operational characteristic aircraft on the -- on
7 the property. And it's a very common flaw that
8 airports fall into, is mixing dissimilar uses
9 and -- and hoping it all works out.

10 We're at a point of kind of a critical
11 juncture where we can -- we can avoid that mistake
12 and -- and look at our significant development
13 areas on the airport probably one last time before
14 they, in a sense, become carved in stone in terms
15 of how they're committed.

16 As I recommended at that workshop, the
17 suggest -- I suggested we create a couple of
18 working groups, each working group focused on
19 specific development issues on the airport, one

20 being general aviation, the other being more FBO
21 commercial-type development, and then the third
22 group being related to commercial aviation, being
23 air carrier kinds of development concerns, and --
24 and putting people who are knowledgeable in those
25 areas or have an interest in those areas, sort of

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1 a stakeholder approach, putting them around the
2 table and -- and allowing them to assist the
3 Airport Authority in -- in developing a
4 recommended plan or plan that would be brought
5 back to the Airport Authority for consideration
6 once the -- once the planning has run its course.

7 To that end, you -- you recall I -- I drafted
8 a memo, sent that out to y'all in the last month
9 or so related to this, and -- and to give you a
10 heads-up of what my thinking was. And what I'm --
11 I'm recommending is that for a period of about a
12 year, that the Airport Authority in a sense stop
13 talking about second FBOs.

14 Let's go through this planning exercise.
15 Let's look at these three critical areas on the
16 airport with these working groups. Let's develop
17 the requirements and the recommended plan and the
18 cost that's ahead of us and the plan to pay for
19 that and the phasing that might be required to

20 implement these plans. And let's create basically
21 consensus documents from these working groups,
22 bring them back to the Airport Authority and allow
23 you folks to not only digest the contents of these
24 documents, and maybe we can have some brief
25 presentations in each one.

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1 But if there are points that overlap,
2 obviously those become policy decisions of the
3 Airport Authority. And -- and at that point, you
4 folks can, you know, sort out where -- where
5 emphasis is placed on individual projects or
6 individual recommended plans.

7 I still believe that's the way to go. I've
8 become increasingly concerned about -- as I
9 mentioned at the workshop, increasingly concerned
10 about the placement of a full-service FBO in the
11 south development. I think that we have a -- we
12 have a place, or eventually we'll identify a place
13 on the airport for additional FBO development.

14 I'm really concerned with its proximity to
15 the adjacent residential neighborhood, that if we
16 mix a full-service FBO right on top of the
17 adjoining neighborhood to the south, that we're --
18 we're begging for problems, from noise,
19 environmentally, and the like. It's -- it's an

20 area that's really going to develop I think almost
21 elegantly as a light general aviation area. And I
22 think it's someplace that we're always going to be
23 proud of taking that tact.

24 And we've got the user groups in place to
25 input. Let's take advantage of that expertise and

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1 that input and -- and do a real good job with it.

2 And then if the determination is, which I
3 suspect that over time that we're certainly going
4 to be looking for a second FBO, that at that
5 point, you're moving forward with a full-blown
6 normal FBO request that doesn't have the -- the
7 limitations and the -- and the difficulty of
8 debate that we've experienced over the last year
9 plus, trying to get us to where we are now.

10 You know, I have to apologize; it's something
11 we probably should have been able to see, you
12 know, a little clearer a little quicker, but it's
13 one of those things as you -- as you keep meeting
14 with folks, start -- you keep getting input, you
15 know, some things just eventually click. And in
16 this case, it just -- it just seemed to make
17 really good sense to take a breath here. Let's do
18 the last shot of really good planning and -- and
19 see where we end up.

20 CHAIRMAN GREEN: Okay. I have definite

21 public comment on this. So, Reba?

22 MR. WUELLNER: I'm sure.

23 CHAIRMAN GREEN: Michael?

24 MR. SLINGLUFF: Really, it -- it -- it boils

25 down to our land use and our land -- land use

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1 planning. And after hearing about the Flagler
2 Estates (sic), which I'll save for comments
3 afterwards, I think we've got some major issues
4 in -- in land use planning that -- that we really,
5 really do need to sit down with -- with the
6 various groups at various workshops and work it
7 out and -- and then site where the FBOs are going
8 to be. Thank you.

9 CHAIRMAN GREEN: Victor?

10 MR. MARTINELLI: I second what Michael just
11 said about the land use. I also want to
12 compliment Staff and the Airport Authority. I've
13 been talking about this pretty regularly at every
14 one of these discussions. And the amount of
15 planning and the amount of -- of farsightedness
16 that you need to have in order to commit to
17 something like this requires a lot of study and a
18 lot of insight. And I think that my hat's off to
19 Staff here. I think they've done a great job

20 of -- of disciplining the thought now which needs
21 to go into this. And so I'm really very pleased
22 with -- with that program.

23 CHAIRMAN GREEN: Thank you. Mike?

24 MR. MICKEL: I'm going to pass.

25 CHAIRMAN GREEN: All right. Board

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1 discussion. Jack.

2 MR. GORMAN: Well, kudos to Mr. Wuellner for
3 coming to the conclusion that I think we needed to
4 come to. I had said earlier, and brag about
5 myself, but it was premature. I think it was
6 premature to award an FBO.

7 In just common sense, I think that the spot
8 we've got left to put an FBO on the south
9 development area is too small. I mean, just
10 that's my own personal opinion, anyway. It's too
11 small.

12 And so once our investments mature and we
13 start getting revenue from these hangars and
14 everything else, and once we get the issues, the
15 Flagler issue, all of these issues, concerns
16 ironed out, then it will be time to really go
17 forward without making hasty decisions that we're
18 going to have to pay for later. Especially jet
19 noise.

20 I mean, Madeira is a fact. They're building
21 the thing now. And if you put jets over right on
22 top of Madeira, you're going to have a problem. I
23 mean, regardless of the fact that we have an
24 easement, you're still creating problems.

25 MR. WUELLNER: Plus, you've got a whole

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1 another subdivision that the development abuts to.

2 You've got all Jackson Park that exists and

3 continues to develop quite rapidly.

4 CHAIRMAN GREEN: Other board comment?

5 MR. GEORGE: Yes. I don't agree with the

6 recommendation, okay? And I don't agree with it

7 for the following reason: I thought we were going

8 at this whole thing of a second FBO to study

9 whether we needed a second FBO.

10 I think all of us have been very adamant

11 about how is a second FBO going to make any money

12 back there without totally destroying the rest of

13 the businesses that are here?

14 I was looking forward to the RFPs and the

15 responses to give us those answers so that we're

16 more knowledgeable. I don't think we know what it

17 takes to run an FBO.

18 So, if we're going to proceed with this way,

19 I can support it, but I strongly recommend that we

20 hire someone from the outside to come in and tell
21 us what is needed to support a second FBO. Maybe
22 we do have, you know, a need to start one. But I
23 would hate to be like a -- a development that says
24 I'm going to have 70 percent commercial and 30
25 percent residential, and by the way, I can make

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1 more money on the residential; I'm going to start
2 that first.

3 I would hate to bring an FBO in and them go
4 after the low-hanging fruit, and all we have is
5 two people competing for the same business if
6 there's not enough business there to do it, so...

7 CHAIRMAN GREEN: Any other board comment?

8 Well, I do. I -- I'm voicing with -- with
9 Buzz here. I -- I know the point in planning and
10 land use; I agree with that. But we've been
11 hashing this around for a good year. I don't
12 think tabling it for a year benefits us at all.

13 We've got land use issues coming right now and
14 right away, and we need to make decisions.

15 I'm not the pilot in this group, but I've
16 been to several airports and seen less ops and two
17 FBOs or three FBOs. And competition I believe in
18 business is good. And I don't see how it's going
19 to hurt us provided that we get the right

20 information.

21 I am not in favor of the year. I'm more with

22 Buzz; we need to move, get the information, and

23 get this going. So, I'm just very concerned about

24 that.

25 MS. BARRERA: I think that a year ago, Ed

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1 made the suggestion that we look at an outside
2 company to evaluate the FBO. And I have -- at the
3 time, I agreed with the board's decision, even
4 though I wasn't a board member at that time, not
5 to get with the outside company. I think we
6 should have gotten with the outside company.

7 I think that the land use -- that Ed makes a
8 great point about the land use. That's --
9 that's -- was something that I think it's -- it --
10 in our planning, we need to be good neighbors.

11 But at the same time, I think that if we had an
12 outside company take a look at it, then we would
13 have an objective viewpoint and maybe that's not
14 the right location for a second FBO. Maybe it
15 needs to be at the north end. But --

16 CHAIRMAN GREEN: Well, also --

17 MS. BARRERA: -- I think an outside company
18 would be able to look at that objectively and
19 compare apples to apples.

20 CHAIRMAN GREEN: And also, statistically, if
21 it's needed. But I -- how long does that take? I
22 mean, I'm asking, if you get somebody on board
23 right away, cost and time?

24 MR. WUELLNER: Well, I think you had a
25 proposal last time. The -- the scope's probably

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1 slightly different in that it's less about
2 developing what's in the RFP than determining
3 whether an FBO has a probability of -- of success
4 and where would be a good place to look at it. I
5 think character of the study is a little
6 different. My recollection was, wasn't it around
7 \$30,000 last time?

8 MS. BARRERA: No, was like \$22-.

9 MR. WUELLNER: Twenty-two, was it? I can't
10 imagine it's that much. You know, if you're --
11 that envisioned a lot of back-and-forth kind of
12 meetings with the Airport Authority. I think some
13 of this can be done a little more in a vacuum,
14 only because it's more normal, natural planning.

15 MS. BARRERA: I think it would be prudent.

16 MR. WUELLNER: And then remit something back.

17 MR. GEORGE: I'm not so sure it wouldn't be
18 mandatory to keep it in a vacuum, you know. We
19 haven't been able to come to a conclusion what we

20 want a second FBO to do.

21 MS. BARRERA: I think it would be prudent.

22 MR. GEORGE: So, let's let somebody, you

23 know, totally divorced from us --

24 MR. WUELLNER: Let's attempt to scope

25 something and -- and bring it back to you real --

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1 you know, on the --

2 MS. BARRERA: 10th.

3 MR. WUELLNER: I think we can get it by the
4 10th easily, is let's -- let's go out and -- and
5 see if it's got everything in it you want. And if
6 there's things in it you don't want, we can toss
7 them out and get it recost. And I'm sure there
8 wouldn't be any -- any difficulty.

9 MR. GEORGE: Okay.

10 CHAIRMAN GREEN: Well, I know, because our --
11 our land is being used. And I want to put and
12 plan and secure whatever that is. Because we have
13 all kinds of options. I'm assuming this entity is
14 going to come back and say, they build, you build,
15 whatever. But I want to make sure we earmark it
16 for what we need.

17 MR. GEORGE: Right.

18 MR. WUELLNER: And -- and it's so easy.

19 One -- one bad land use decision here will gum up,

20 you know --

21 MS. BARRERA: We can see that in the county.

22 MR. WUELLNER: -- in perpetuity. And it

23 happens all over. So, let -- let's make a good

24 decision here, which I know you're trying to do.

25 CHAIRMAN GREEN: All right. Then can we have

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1 something by the 10th so we can get moving? We --
2 because I know once we even get to that decision,
3 if we are or we're not, but let's say we are down
4 the road, it's still going to take some time to
5 get --

6 MR. GEORGE: Oh, gosh, yeah.

7 CHAIRMAN GREEN: Okay. Any other board
8 discussion?

9 (No further discussion.)

10 CHAIRMAN GREEN: Okay. Hearing none,
11 Housekeeping?

12 10. - HOUSEKEEPING

13 MR. WUELLNER: I already sort of covered the
14 first item when we talked under marketing and PR
15 relative to the Aerospace Academy -- or I guess it
16 was under the Aerospace Academy item earlier.

17 T-hangar waiting list validation, your policy
18 requires that we annually validate the T-hangar
19 waiting list. That was accomplished during the

20 month of February. We contacted by letter 187
21 people on the waiting list, at which point 26
22 names were removed. I assume that was as a direct
23 result of their positive indication they no longer
24 wanted to be on the list or they failed to get
25 back to us in the time, combination of both.

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1 Anyway, that leaves 168 names at this point
2 remaining on the T-hangar waiting list.

3 Last item I just want to call your attention
4 to, so you know it's out there, you probably have
5 gotten an earful, depending on where you -- where
6 you've been on the airport in the last two or
7 three weeks, but runway 2/20, there's a section of
8 runway 2/20 that we've had a pavement failure on.

9 The failure is surface course only, we've
10 been able to determine, which is not terribly
11 unexpected, considering, near as we can tell, the
12 asphalt covering on this is in excess of 30 years
13 old, and as asphalt dries, it becomes brittle. It
14 really does need to be used all the time.

15 We've developed a small project to replace
16 the -- the failed section. It's along both sides
17 of the center line, and another small section up
18 where runway 2/20 essentially intersects Taxiway
19 Alpha.

20 We've been involved in milling out the broken
21 asphalt at that location and placing a new section
22 of asphalt there. The approximate cost is about
23 \$60,000 total.

24 FDOT has agreed to allow us to append that to
25 the airport infrastructure grant we have as an

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1 eligible item, so it doesn't -- doesn't require us
2 to do anything relative to the grant other than
3 just communicate the change order.

4 And we are proposing to expedite it that we
5 make efforts to include that as a change order
6 with Nooney Construction, who is the site
7 contractor for the T-hangar project. Let's get
8 them to facilitate that, if that works, so that we
9 don't have to go out, package it, bid it and --
10 and go through another 60 days or more of delay.

11 If that's -- it's not really a yes/no kind of
12 thing, but that's what's out there. So, the
13 Authority's expected contribution is approximately
14 \$30,000.

15 We'll get a final answer from Nooney based on
16 what the change order value is. But that's the
17 engineer's estimate of what -- what's involved
18 here. So reopen it and get it back functional.

19 CHAIRMAN GREEN: Okay.

20 MR. WUELLNER: Which I know everybody's kind
21 of anxious that that happen.

22 CHAIRMAN GREEN: Do you have a comment on
23 that?

24 MR. GEORGE: I've got a comment on the
25 Housekeeping.

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1 CHAIRMAN GREEN: Okay.

2 MR. GEORGE: On the T-hangar waiting list,
3 Ed, it would be helpful if -- if we knew and spoke
4 of it at this meeting how we're going to phase in
5 and make property, you know, new hangars
6 available. You know, the policy that's been in
7 the past of making, you know, our existing
8 clients -- have them the opportunity to go up and
9 just make some statement about that at the next
10 meeting.

11 MR. WUELLNER: You have to do that.

12 MR. GEORGE: And also give us some idea of
13 when you anticipate you initiating that action.

14 MR. WUELLNER: Okay.

15 MR. GEORGE: Okay?

16 MR. WUELLNER: That essentially is, if I'm
17 hearing you correctly, we would like to review
18 your policy relative to that so that everybody
19 just is on the same page.

20 MR. GEORGE: Yeah, just so the public knows

21 what it is, you know, rather than after the fact.

22 MR. WUELLNER: We'll do that.

23 MR. GEORGE: Right.

24 MR. WUELLNER: Hopefully, I'll have a better

25 estimate of occupancy then, so...

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1 MR. GEORGE: Right. Okay. And the second
2 thing is, what's the status of the park?

3 MR. WUELLNER: We're going to -- beginning --
4 as I've mentioned, we're going to begin to get
5 monthly updates as a part of the project updates.

6 MR. GEORGE: On March 10th?

7 MR. WUELLNER: Yes.

8 MR. GEORGE: Okay. All right.

9 CHAIRMAN GREEN: No other Housekeeping?
10 Public comments. We have Reba. Did you have
11 some public comment?

12 11. - PUBLIC COMMENT - GENERAL

13 MS. LUDLOW: Thank you.

14 MR. GEORGE: She always takes a lot of notes,
15 you know?

16 MS. LUDLOW: Reba Ludlow. I don't know if
17 this is the time I should do this, but you don't
18 have anything on the agenda for airport liaison
19 reporting. So, number one, I apologize, because

20 probably I should have done that way back, you
21 know. And I just shocked poor Milly to death, as
22 our president.

23 But anyway, I did want to bring up some of
24 the things that have gone on since our last
25 meeting. Number one -- since our last Airport

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1 Authority meeting.

2 Number one, Suzanne's Tips for Kids' Sakes
3 did go on. And she was representing the airport.
4 We did have a table of 10. And all of the money
5 was donated. Do you know how much was donated?

6 CHAIRMAN GREEN: Yes. We -- we collected
7 over \$1100 credited to the airport, and apparently
8 as a group, there were other restaurants that
9 participated, but we donated as a group the
10 largest, you know, because one person may have had
11 four tables, but because we had large tables --
12 Passero came. We had a lot of pilots and public,
13 too. Ron Sanchez was there. He had some people.
14 So, the airport was definitely --

15 MS. LUDLOW: Personal bankers.

16 CHAIRMAN GREEN: Personal bankers. A lot
17 of -- the airport got some good press from it, and
18 I know Big Brothers Big Sisters is going to
19 publicize that as well.

20 MS. LUDLOW: Yeah. That was a wonderful
21 thing. And -- and that wasn't even mentioned, and
22 I thought, you know, we really should have
23 participated more.

24 We did have two PR committee meetings and
25 that -- and in those meetings, thank goodness to

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1 Buzz and Bryan, we are working to, like what did I
2 say, aggressively promote positive publicity for
3 our airport. That's what we're working very hard
4 to do.

5 We did have a -- I did attend a Runway Safety
6 Action Team meeting that was good for everyone
7 on -- the runway incursions and things. We did
8 have a special SAAPA -- a meeting -- a special
9 meeting taught by SAAPA for Ed to enlighten us on
10 the runway 2/20, the damage, and the future of
11 that.

12 Now, as far as SAAPA, we did -- we will have
13 our first Friday, March 7th cookout; then our
14 regular meeting will be March 8th. March 15th, we
15 have a pancake fly-in here. And May 10th, we have
16 an auction. So, I think that -- oh, I forgot.
17 St. Johns Aerospace Academy, there's a mayor's
18 breakfast for May -- yeah, March 4th. And it's
19 Women's History Month, and so the theme is Women

20 in Flight.

21 And I've been working with the academy and

22 FCCJ and JU and -- and all of our lady members in

23 flight. The women, Navy women pilots really took

24 over all of the tables as far as duties and jobs,

25 but we're still going to have participation.

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1 Speaking with Joan Salzberg and Carl at the
2 Aerospace Academy, I suggested we might have five
3 girls attend. She called back and said, "We have
4 ten girls that want to attend."

5 And the speaker will be Eileen Collins. And
6 so it's really, really a major thing for these
7 kids. I don't know what they're going to be able
8 to let us do. I don't know if we'll have any
9 duties, but at least we will participate and we'll
10 make sure the Aerospace Academy, you know, shows
11 up as Women in Aviation.

12 And let's see. Let's see. Let's see.
13 Before I take -- that's why I take notes, Wayne.

14 Oh, and also, I would like to make myself
15 available as airport liaison -- wait, to attend
16 any of the meetings that any of the board members
17 have or any other meetings that would be pertinent
18 to our airport or SAAPA, any of these things that
19 you think would be good as a liaison to carry back

20 and forth. Okay? That's all.

21 MR. BRUNSON: And, Reba, I understand your

22 web site is up and running again.

23 MS. LUDLOW: Yes. Yes. It is up and

24 running. We get anybody that has pictures or

25 comments. You know, our SAAPA web site was down

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1 for a little bit. Scott Smith does an excellent
2 job. And who knows what happens? The Gremlins
3 get in there sometimes. But it's all updated and
4 up and running good.

5 We have fabulous pictures of the seaplane
6 fly-in, that -- a big Keystone -- you know, we
7 were represented at Keystone this weekend. You
8 know, we only had a few SAAPA -- no, we didn't.
9 We had a fly-in of how many, five or seven planes?
10 Oh, that didn't go. But five or seven --

11 MR. MARTINELLI: Of course, I went. I was
12 there.

13 MS. LUDLOW: I'm so sorry. I'm so sorry.
14 But, I mean, can you remember how many we had?

15 MR. MARTINELLI: No.

16 MS. LUDLOW: I can't, either. We had a very
17 good showing from St. Augustine Airport for the
18 Keystone air show, the Collins Foundation.

19 CHAIRMAN GREEN: Thank you. Michael?

20 MR. SLINGLUFF: No.

21 CHAIRMAN GREEN: Comment? Alice?

22 MS. SUTHERLAND: Okay. A couple of things,

23 as we went through the meeting. I wanted to make

24 mention again about the advertising thing.

25 The hearing from the local tourism community,

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1 believe me, these people are chomping at the bit
2 to get in here to the airport. I'm surprised
3 they're not like crawling the doors as we speak
4 now. So, I don't think that's going to be an
5 issue. You know, a lot of money out there, a lot
6 of advertising dollars locally. So, that's
7 encouraging.

8 The PFCs, from a consumer's point of view,
9 you know, I've made mention numerous occasions, my
10 time as a travel agent, and I can remember first
11 collecting these PFCs when we were writing
12 tickets, you know, back in like early '90s, '91,
13 something like that.

14 People are used to these things. You know,
15 it's back when you had a three-line box for your
16 fare ladder calculation, and now it's up to like a
17 ten-line box on your fare calculations. It's --
18 it's been in there a long time. It just rolls
19 into it. People don't feel like they're getting,

20 you know, taken advantage of or anything like
21 that. So, not to worry; the consumers are used to
22 the PFC things.
23 I wasn't going to mention anything before
24 about the seaplane event, even though I was like
25 dying to, because I'm like so thrilled with how it

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1 all turned out. I think that we may even have a
2 presentation ready, maybe by next meeting, March
3 10th, to show -- you know, share some of the
4 photographs and everything, because it really was
5 a lot of fun.

6 And I did collect the feedback forms, the
7 survey forms, and every single one of them was
8 positive. And I know Bryan is working hard on,
9 you know, sort of compiling that.

10 And the exciting thing was everybody said
11 that they'd be back. And I even heard from a
12 local resident whose children attended by way of
13 their seaplane, and she was even thrilled because
14 she thought maybe now she was going to get to see
15 her kids more often. So, that was a good thing.

16 On the second FBO, I can appreciate Staff's
17 recommendations about, you know, making sure that
18 you're putting things in the right place. I think
19 you need to move forward with that. I don't think

20 you short -- should stop short of selecting a
21 second FBO. You're still going to need one
22 regardless of where you put it.

23 It kind of reminds me of my frustration with
24 the TDC, because they've all agreed that we're
25 like 20 years behind in collecting bed tax fees.

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1 So, they're going to wait to collect the bed tax
2 fees until they decide how to spend it. And my
3 thoughts on that is that, you know, you really
4 need to be collecting the money now and you can
5 always figure out where to spend it later.

6 So, I think we really need to move forward
7 with the FBO. You know you need one. You know
8 you're going to need one six months from now. You
9 know you're going to need one a year from now.

10 You're definitely going to need one two years from
11 now. So, you know, rather than not to challenge,
12 you know, public perception of the integrity of
13 the board and even asking for an FBO, you really
14 need to move forward on this. It's been done.

15 It's been done. Let's just move forward on that.

16 So, that's it. Thank you.

17 CHAIRMAN GREEN: Thank you. Victor, did you
18 have anything further?

19 MR. MARTINELLI: Yeah. I had two comments,

20 but now I have three.

21 Comment number one has to do with the

22 developments that are planned for the northern

23 side of the airport. There was some discussion --

24 and I believe, Randy, you made the suggestion that

25 you have a workshop on that issue. I do believe

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1 that that's essential. And the reason that I do
2 is that the impact of that development on this
3 airport and the future of this airport is
4 tremendous.

5 If that development goes through as it's
6 planned, it means that this airport is restricted
7 in its growth to the east side of U.S. 1, and so
8 you're -- you've got the swamp out there and the
9 intracoastal, and that's about it. North and
10 south, you're -- you're blocked in.

11 And so, in the thinking of this airport, as
12 far as growth is concerned, you've always I think
13 thought of the future of this airport going west
14 of U.S. 1, maybe moving the railroad and all of
15 those things.

16 I see the strategy, and I may be wrong, the
17 strategy of this developer is the camel getting
18 his nose under the tent with the most difficult
19 piece of that development, which is the closest

20 part to the airport. And if he succeeds in that,
21 then the rest of it is easy, because that
22 automatically stops you from any future growth.
23 And I just think it would be disaster for
24 this airport and for the future of it, especially
25 with the future of commercial service

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1 possibilities on the field. So that, I think, is
2 extremely important.

3 The second issue has to do with the
4 possibility of a second FBO. And I'm not -- I'm
5 not an FBO specialist, but I can tell you, I have
6 put a lot of numbers together, and based upon what
7 I see and the future of what I see, a second FBO
8 is going to be a recipe for disaster for the
9 second FBO, simply because there's just not enough
10 business here to do it, and I don't think you can
11 bring enough business in here at this time to do
12 it.

13 Now, down the road, yes. Maybe that is what
14 is going to be called for. But when that happens,
15 again, looking at the limited land use that you
16 have and where that second FBO should go is
17 extremely important. And so when you -- and
18 especially when you look at general aviation
19 versus commercial versus business, et cetera.

20 And so I think taking the steps that you --
21 that Staff recommended are really in order. And
22 secondly, if you want to get a consultant to come
23 in here and look, make sure that the consultant
24 has all of the facts and -- and that you review
25 those facts with them as well.

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1 The third issue, I won't even talk about.

2 CHAIRMAN GREEN: Okay. Thank you. I know
3 people have been here a long time. I have a
4 couple of more public comments, so just keep that
5 in mind. I want everyone to speak, but just keep
6 it in mind for timeliness. Sacha?

7 MS. MARTIN: Sacha Martin, 133 Coastal Hollow
8 Circle. Is this on?

9 CHAIRMAN GREEN: Uh-huh.

10 MS. MARTIN: Okay. Last week, Vic Martinelli
11 had a very unique opportunity. Ring Power was
12 looking at utilizing the services of DayJet for
13 some additional executives at Ring Power, even
14 though they have their own plane. So, he and I
15 were able to actually interview some corporation
16 representatives and sit in the aircraft.

17 Now, DayJet began service here at the
18 St. Augustine Airport in mid-December. They
19 started operations out of Boca Raton in October of

20 2007. In 2007, October, they started with seven
21 aircraft flying to five what they call day ports.
22 Last week, they have 20 aircraft flying into
23 45 air destinations which reign as far south as
24 Key West, over to Mobile, Alabama, and as far
25 north as Florence, South Carolina.

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1 It's a new concept in -- in aircraft and
2 public access. Instead of buying a part of the
3 aircraft, you buy a seat on the aircraft. And
4 there's a fee of \$250 a year, per person, to be
5 allowed to utilize their reservation system. And
6 then depending on the flexibility that you give
7 the company to book you on a seat from say here to
8 Gainesville and -- and the window, the time window
9 that is open, each leg will cost you from \$300 to
10 \$1400, depending on when you -- where you want to
11 go.

12 They claim that a lot of their users are
13 attorneys, financial consultants, and of course
14 regular businessmen, but it's supposed to save a
15 person -- and, of course, it also saves you the
16 stress of driving your car in bad weather or
17 whatever. Instead of it requiring a
18 three-business-day trip, you can do the same trip
19 in the turnaround, and you don't have to pay for

20 hotels, so that the cost savings outweigh the cost

21 of the -- of flying there and back to -- to the

22 company.

23 And they have three passenger jets that --

24 it's called an Eclipse 500, with Pratt & Whitney

25 engines, which they claim are noise abatement

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1 compliant. You know, we are concerned about the
2 noise factor again. And, you know, Sky -- Skybus
3 engines are so quiet.

4 And -- and the interesting thing, too, is
5 it's a total digital system. So, when you book
6 into the system, you are totally computerized from
7 the moment that you get in there until you get on
8 the plane.

9 And, of course, the sell is that you get to
10 the airport, and five minutes later, you're on the
11 plane. And even if they give you a four-hour
12 window, if you show up early, they take off unless
13 they're waiting for somebody else. If you're
14 delayed in getting to the aircraft for traffic
15 jam, then their computer system turns orange or
16 yellow, and that says we've got to go looking for
17 this person because they were supposed to have
18 been there.

19 Anyway, it's a very exciting new concept.

20 It's nice that St. Augustine has a place in this
21 adventure in commercial use of the airport. And
22 it's also -- was exciting to hear that the
23 business appears to be very, very profitable and
24 going forward.
25 We sat in the seats. They're very

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1 comfortable. The pilots have -- a lot of them are
2 like retired from the American Airlines. They
3 flew 30 years. The pilot was funny. He said, "We
4 did a survey, and the people that fly with us want
5 to see gray hair and bald heads."

6 MR. BRUNSON: Y'all --

7 MS. MARTIN: So, Randy --

8 MR. BRUNSON: Yeah.

9 MS. MARTIN: -- there you go. And he said
10 one of the -- that one of the comments they got
11 back is it's like riding in an SUV, but you can
12 take your shoes off.

13 So anyway, there -- it was pretty exciting.
14 And I -- I took some pictures which -- which Bryan
15 has and also wrote up a little story on it, so if
16 anybody's interested.

17 CHAIRMAN GREEN: Thank you very much. We're
18 expanding again. Joe?

19 MR. JONES: Joe Jones, St. Augustine. First,

20 I want to say you doing your study now as far as
21 where you want to put the different aircraft.
22 Separate and everything is probably the smartest
23 thing I've ever heard any of y'all say. I mean,
24 I'm serious.
25 I've talked about this since y'all first

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1 started doing the south development, about keeping
2 the planes separated, keeping the jets out of
3 that -- that side of the airport just for the
4 noise for the other neighbors and everything else.

5 With that saying, with the study you want to
6 do about, you know, separating everything, you
7 think it's worth waiting on the Customs until you
8 come up with your new study to see if you want to
9 put it back over here, where you're going to
10 actually use it over by the corporate section, if
11 you talk about moving the corporate over to the
12 north section.

13 If you are, you know, because what is really
14 the rush on this corporate, anyway? I mean, you
15 come out with some figures one time it was going
16 to be like \$600,000 to build it and \$170,000 a
17 year to run it. Where are you going to get the
18 money back for that? Where is the cost of
19 recovery on that? I mean, have you done actually

20 studies that people are going to use it, going to

21 buy the extra gas or whatever?

22 I mean, right now, if they land in Ft.

23 Pierce, even if they fill up in Ft. Pierce and

24 they fly back here, they're empty. So, they're

25 still using just as much gas. You're not making

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1 extra money, you know. Whether they fly from the
2 Bahamas here, the only gas difference is just
3 between the Bahamas and the -- Ft. Pierce. So,
4 you can't say it's a whole bunch of gas situation.

5 I mean, have you put out studies saying
6 people from Atlanta is going to stop here all the
7 time, or is it going to be \$250 every time some
8 one stops the customers will pay? Because
9 \$170,000 a year is a lot of money.

10 CHAIRMAN GREEN: Thanks. Okay. Mike?

11 MR. MICKEL: Thank you. My name is Mike
12 Mickel. I'm from Richmond, Virginia, and South
13 Ponte Vedra Beach. And I know it's been a long
14 meeting so I'll try to be brief.

15 I'd just like to clarify a couple of things,
16 with all due respect, Vic. I have been in the FBO
17 business more than half my life. I know the
18 numbers. And I've been at this airport for 18
19 years, coming in this airport. And I know that I

20 can make money at this airport as an FBO.

21 Right now, at Richmond International, there

22 are three FBOs. They are entertaining a proposal,

23 because they have an interested party, from a

24 fourth FBO. That airport pumps annually

25 approximately 600,000 more gallons than this

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1 airport here. And though there may be some, I
2 know very few airports, when an interested party
3 wants to come in and do an aviation business,
4 they -- they don't even have to go through the RFP
5 process. But I want to play by all of the rules.

6 But I think Alice's comments are right; if we
7 decided today that you have an FBO and they're the
8 ones, it could be at least two years before
9 they're operating business, plenty of time to
10 decide which site.

11 With Mr. George's comment from meeting before
12 last, I propose I'll build the building, I'll let
13 the airport build it; it doesn't matter to us. I
14 have a 120-page pro forma with various scenarios
15 that show I can make money here on either
16 scenario.

17 The worst case, as Mr. George said, I
18 build -- or the FBO builds you a building and goes
19 out of business. Let private industry make

20 decisions on their profitability.

21 My father, my late father, when he was 18,

22 fought in the Battle of the Bulge, lost the use of

23 his legs, so businesses could have the right to

24 compete in a free enterprise system. And I think

25 we should look at that aspect and move forward,

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1 because this has been two years I've been coming
2 down trying to do this.

3 I'll keep -- I'm not going to give up. I'm
4 tough. It might be three more. But it seems like
5 we've gone through a couple of informal proposals.
6 The meeting before last, the board voted to put an
7 RFP out. And now we're back to try to bring in
8 consultants to decide if we need one. Your
9 surveys said you needed one. You did two surveys.

10 So, with all due respect, yes, I'm a little
11 frustrated, and I'll support whatever the board
12 and the airport wants to do, but I just thought I
13 would put my two cents in. Thank you.

14 CHAIRMAN GREEN: Thank you. I have no more
15 public comment. So, Authority members, Kelly?

16 12. - AUTHORITY MEMBERS

17 MS. BARRERA: I think the idea of the
18 consultant is more to decide land use
19 compatibility more than necessarily whether or not

20 there's a need. And that's what I think Ed was
21 saying, that a lot of this stuff has already been
22 decided. It's more of land use and services
23 and -- and I think whether or not the airport
24 wants to -- to be a part of that. So, I want to
25 address that.

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1 I also want to address some of the
2 improvements that the airport has done in order to
3 try to help the community with noise. They've
4 updated the web site, and you can now go onto the
5 web site, the Airport Authority's web site, and be
6 able to, with a ten-minute delay, find out if an
7 airplane that went over someone's house was
8 actually an airplane from St. Augustine or if it
9 was passing through. And -- and you can get that
10 information in order for people to make accurate
11 reports. I think that will be helpful for those
12 people who think that it's a military jet versus
13 they think it's a plane that's coming here, that's
14 from here. And I think it will be helpful for the
15 people who have planes that travel through this
16 area and they think the plane has originated or
17 landed here.

18 So, I want to get that information out in the
19 public. I invite people to check out the web

20 site. And, Ed, you can certainly add to anything
21 else on that that needs to be added. So, I'm very
22 excited about that.

23 I think that I'm excited about the -- this
24 year as far as educating the airport. I'm very
25 excited that Bryan is going to do a presentation

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1 on the aerobic box and -- and that that's being
2 put together. I think that those are all good
3 things that are happening. Those are my comments.

4 CHAIRMAN GREEN: Randy?

5 MR. BRUNSON: A couple of little things.

6 First, I'd like to say, Sacha -- Sacha, you are
7 amazing. No matter what we talk about here,
8 you're up to date on it, whether it be the Yacht
9 Club, the Junkanoo, the airport, the newspaper.
10 And we -- I appreciate your keeping up with all of
11 this.

12 Ed, on A1A Saturday night, I think it was,
13 they had a runway failure, the sinkhole at
14 St. Augustine Beach. These things happen. So,
15 all we can do is try to fix them.

16 This is a hard meeting to me for a lot of
17 reasons. We've done some good things here. I'm
18 kind of 50/50 on the FBO, and I agree with your
19 comments of the land use, but I agree that a

20 business person is the one that makes the decision
21 whether he can make money or not, not a
22 consultant. But as you said, where the consultant
23 is, we're talking about land use. But I think
24 that we should look heavy at what people think
25 they should do in the way of business.

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1 At our last workshop, it was in my personal
2 opinion we had an emphasis on kind of slowing down
3 a little bit and seeing where we are with Skybus
4 and different things we do. And I think we're
5 doing that.

6 Again, in my personal opinion, next six
7 months at this airport are going to be some
8 crucial times for more ways than one. And I would
9 like to put on the table now that I would hope
10 that Staff would start looking at the financial
11 cash flow that we anticipate within the next year
12 to year and a half to give some indication when we
13 would not require ad valorem tax, and we can make
14 a public announcement that such and such a date,
15 that we are going to do it one way or the other.
16 That's personally what I would like to see. And
17 with this board, and the knowledge we have here, I
18 think that would be something we can do. And
19 that's all I have.

20 CHAIRMAN GREEN: Okay. Jack?

21 MR. GORMAN: I agree with Randy; keep our eye

22 on the ball, do what we said we would do for the

23 public, and then once that's done, with that

24 credibility with the public, if we do need to

25 build something else, then we can go back to a

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1 referendum for ad valorem. I mean, I'd like to
2 accomplish the goal. So, I think that that was
3 well said by Mr. Brunson.

4 CHAIRMAN GREEN: Buzz?

5 MR. GEORGE: No comment.

6 MR. BRUNSON: Twenty-five dollar fine.

7 CHAIRMAN GREEN: Just in closing, again, I
8 was going to bring up the Big Brothers Big
9 Sisters, but I wanted to thank Sacha. She brought
10 all kinds of paraphernalia, little planes and
11 things for the kids that came to the meeting -- or
12 to the meal. And I think it helped the airport,
13 and I enjoyed doing it. We had some board members
14 there, and it was a good cause and not much time
15 out of anyone's pocket.

16 Reba, if you want to go to the 3 -- March
17 19th, where we're giving a presentation, I would
18 love to have you join us, and anyone else that
19 wants to come.

20 I'm glad we're moving somewhere on the FBO.

21 It's kind of a personal thing with me about free

22 enterprise and trying to get some competition. I

23 understand land use very much so, but we're

24 getting to the point we've got to make decisions

25 so we can be dictating, not being dictated to by

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1 developers.

2 All right. That's all I have.

3 13. - NEXT MEETING DATE & ADJOURNMENT

4 CHAIRMAN GREEN: Our next meeting is the

5 10th, which I anticipate is going to be fairly

6 busy with the items we ask for. All right. Thank

7 you very much.

8 (Meeting adjourned at 6:35 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, FPR,

7 certify that I was authorized to and did

8 stenographically report the foregoing proceedings

9 and that the transcript is a true record of my

10 stenographic notes.

11

12 Dated this 3rd day of March, 2008.

13

14

JANET M. BEASON, RPR-CP, RMR, CRR, FPR

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