

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, March 6, 2017

from 4:00 p.m. to 4:46 p.m.

\* \* \* \* \*

BOARD MEMBERS PRESENT:

SUZANNE GREEN, Chairman  
BRUCE MAGUIRE  
STEVE KIRA

BOARD MEMBERS ABSENT:

RANDY BRUNSON

\* \* \* \* \*

ALSO PRESENT:

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

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

\* \* \* \* \*

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**ORIGINAL**

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1 stuff. We've got Ed's reports.  
2 MR. MAGUIRE: Okay. The letter I had  
3 tendered --  
4 CHAIRMAN GREEN: And the audit.  
5 MR. MAGUIRE: -- with certain things to be  
6 discussed --  
7 MR. WUELLNER: We've kind of integrated that  
8 into --  
9 CHAIRMAN GREEN: Yeah.  
10 MR. MAGUIRE: I assumed that --  
11 CHAIRMAN GREEN: Yeah. I'm going to address a  
12 bunch of that with the master plan stuff.  
13 MR. MAGUIRE: Okay.  
14 CHAIRMAN GREEN: Yeah. Okay. So the agenda  
15 then is approved?  
16 MR. MAGUIRE: Approved.  
17 MR. KIRA: Approved.  
18 CHAIRMAN GREEN: Okay. Ed, do you want to go  
19 ahead and start looking for --  
20 MR. WUELLNER: Sure.  
21 MR. MAGUIRE: Is this better? All right.  
22 CHAIRMAN GREEN: I want to get Bruce's letter.  
23 I did not copy it.  
24 MR. MAGUIRE: I'll speak closer, okay?  
25

# PROCEEDINGS

2 CHAIRMAN GREEN: All right. Let's call the  
3 meeting to order. Stand for the pledge, please.  
4 (Pledge of Allegiance.)  
5 MEETING MINUTES & FINANCIAL REPORT ACCEPTANCE  
6 CHAIRMAN GREEN: Okay. Did y'all get to look  
7 at the last minutes and the financial reports?  
8 MR. KIRA: Everything looked fine.  
9 CHAIRMAN GREEN: Any -- okay.  
10 MR. MAGUIRE: Uh-huh. Looks good.  
11 CHAIRMAN GREEN: They're accept as submitted,  
12 then?  
13 MR. MAGUIRE: Yeah.  
14 CHAIRMAN GREEN: Okay.  
15 MR. KIRA: Second.  
16 CHAIRMAN GREEN: We don't really -- that's  
17 okay. Thanks.  
18 MR. KIRA: Just trying to get rolling.  
19 CHAIRMAN GREEN: Getting into this.  
20 AGENDA APPROVAL  
21 CHAIRMAN GREEN: Okay. The agenda for  
22 today -- the approval of the agenda. All right.  
23 MR. MAGUIRE: Are we looking at the master  
24 plan?  
25 CHAIRMAN GREEN: We've got some master plan

## EXECUTIVE DIRECTOR'S REPORT

2 MR. WUELLNER: Okay. Operations update  
3 quickly. Did about just under 11,000 takeoffs and  
4 landings last month in the month of February,  
5 considering we had some -- some weather a few times  
6 there and completely closed down for -- for a few  
7 portions of a couple of days at least.

8 A little less than 18,000 gallons of hundred  
9 low lead self-serve was pumped also.

10 Happy to continue to report all hangars are  
11 occupied and we continue to have a waiting list for  
12 space when it does become available.

13 I'm going to skip to the last item there just  
14 real quick there so we can get it out of the way.  
15 Reminder Frontier service resumes April 21st with  
16 Philadelphia service four days a week. ViaAir  
17 continues to fly to Charlotte.

18 I've been -- been told that ViaAir is in the  
19 final throes of some reservations and interline  
20 testing with American Airlines at this point. So  
21 perhaps in the next two or three weeks we will see  
22 release of that as -- as being able to book on  
23 through and check bags on through and do some  
24 things like that in the Charlotte market which will  
25 hopefully result in some very good things in terms

<p style="text-align: right;">Page 6</p> <p>1 of additional flights and additional interest with 2 that. 3 MR. MAGUIRE: You said American? 4 MR. WUELLNER: American at the Charlotte hub. 5 CHAIRMAN GREEN: Can you forward me that 6 information for JIA? 7 MR. WUELLNER: I have nothing written but I 8 can tell you. 9 CHAIRMAN GREEN: Okay. 10 MR. WUELLNER: Oh, for the -- that's a 11 different matter. 12 CHAIRMAN GREEN: Right. But I'm going to meet 13 with Pat Kilbane tomorrow, so I just thought it 14 was -- 15 MR. WUELLNER: Yeah -- 16 CHAIRMAN GREEN: -- opportune timing. 17 MR. WUELLNER: -- that has to do with -- 18 CHAIRMAN GREEN: Yes, something different. 19 MR. WUELLNER: As Mr. Maguire alluded, we -- I 20 received some communication from him with a list of 21 items that we wanted to -- he asked that we get out 22 and get, you know, on the Authority agenda for 23 discussion at this point. 24 Some items I've thrown in under executive 25 director's. I know Suzanne wanted to charm --</p>	<p style="text-align: right;">Page 8</p> <p>1 there'll be a survey attached developed by the 2 consultant. It will be just gathering information, 3 but it will have a place for you to express 4 opinions, provide your thoughts on various topics 5 as they relate to the master plan. 6 So it's a way of kind of starting the dialogue 7 of what will be in the plan. What are areas of 8 concern? What are items you think run really well 9 for that matter? It will give you anyway an 10 opportunity to provide an input there. That survey 11 will -- as I said, will be attached to an e-mail. 12 Start looking for that tomorrow. I -- I have a 13 copy of it, but we did not get it sent out to you 14 today. 15 Likewise tomorrow you will get a -- a -- maybe 16 in the same e-mail a -- not a link, but a file 17 attachment related to the insurance RFP proposal or 18 the draft. If you have input you'd like to make on 19 that, we'll leave that hang out there for a couple 20 of weeks, we'll try to remind you as we get close 21 to when we need to get something out. 22 So if you do have comments, you're welcome to 23 get with me individually, you're welcome to write 24 them down, you're welcome to whatever you feel 25 comfortable with, get back to me on that and</p>
<p style="text-align: right;">Page 7</p> <p>1 chime in on a few things just because we sat -- 2 relative to master plan some of them have been 3 incorporated into that study. So let me kind of 4 walk through that. 5 Airport Master Plan, we kicked off on the 22nd 6 of February was the initial meeting of the -- 7 what's referred to as the impact master plan 8 advisory committee. It's a very large group. I 9 think we're sitting about 20 people at this point. 10 Representatives from interests on the airport, 11 interests in our community, the economic 12 development agencies. We've invited the city 13 planning people. They're a part of that. We have 14 the state and F -- state FDOT and FAA is a 15 participant in that committee. Consultant staff. 16 Of course the airport staff's represented. We have 17 tenants involved, users, all providing -- well, for 18 the purpose of providing input into the master plan 19 as we start down the technical road of -- of the 20 study. This is more an organizational meeting when 21 we got started here. A number of issues were 22 discussed. 23 I am going to tell you that probably tomorrow 24 it looks like we will be sending you an e-mail. I 25 would like you guys to take a look at it, but</p>	<p style="text-align: right;">Page 9</p> <p>1 we'll -- we'll consider revisions as we go. 2 We had a discussion about a year ago 3 approximately on the process, what we were -- you 4 know, what the RFP contents would generally look 5 like, those kind of things. We're still -- what 6 we'll be providing you should be very consistent 7 with that still. 8 Financial and business plans are -- are an 9 intricate part now of the Airport Master Plan. We 10 have asked them to help us develop a business plan 11 that we can update to include a number of financial 12 models that we will be able to use in perpetuity to 13 assess things as simple as ROI and -- and other 14 investment opportunities. So those will be a part 15 of the Airport Master Plan study. 16 Some of that stuff is being -- you know, is 17 going quicker than others within terms of when it 18 will be developed. It's not necessary to 19 necessarily to wait on everything until the end of 20 the plan to begin to use them or begin to talk 21 details, but they are now included in that study. 22 We expect that master plan advisory committee 23 to meet about like five, six times a year. We had 24 a lot of -- I'm sorry, through the planning 25 process, which could be 12 to 15 months in</p>

1 duration.  
 2 Great feedback at that first meeting. We had  
 3 a great dialogue going on with the city -- the  
 4 city -- I'm trying to think of his name.  
 5 CHAIRMAN GREEN: Pete?  
 6 MR. HARVEY: Tim.  
 7 MR. WUELLNER: Tim --  
 8 MR. HARVEY: Tim Burchfield.  
 9 MR. WUELLNER: -- Burchfield. I'm determined  
 10 to cram Forson on the end of that.  
 11 Anyway, Tim Burchfield attended, had a nice  
 12 discussion about how the city can plug in and  
 13 vice versa to efforts obviously and particularly  
 14 related to transportation.  
 15 CHAIRMAN GREEN: Right.  
 16 MR. WUELLNER: There's some things you want  
 17 to --  
 18 CHAIRMAN GREEN: You're kick -- taking off my  
 19 list here, but that's right. I mean, we spoke a  
 20 lot about capital development as far as  
 21 infrastructure development, too, to different  
 22 areas.  
 23 Definitely a lot with the city with regards to  
 24 transportation shuttles, all kinds of things down  
 25 the road that they would like to work with us on,

1 obviously we want to work with them on. Another  
 2 one about declaring this U.S. 1 an SIS road.  
 3 MR. WUELLNER: Oh, yeah. That came out of  
 4 both DOT and the city.  
 5 CHAIRMAN GREEN: Uh-huh.  
 6 MR. WUELLNER: SIS is another great Florida  
 7 DOT acronym which stands for Strategic Intermodal  
 8 System.  
 9 If your facility -- and facility is very  
 10 broadly used. It can be as simple as a road, a  
 11 port, an airport. It could be any kind of  
 12 significant transportation center in the state.  
 13 But being included on that list there's a  
 14 dedicated -- lack of better terms, a dedicated  
 15 source of state funding for projects that are on or  
 16 about the SIS. The city is apparently very  
 17 interested, as are the economic development  
 18 entities as well as the airport, are very  
 19 interested in getting that SIS designation at some  
 20 point --  
 21 CHAIRMAN GREEN: Uh-huh.  
 22 MR. WUELLNER: -- because it really opens the  
 23 door to funding, because it's considered by the  
 24 state to be strategic instead of just incidental in  
 25 transportation. So it's --

1 MR. MAGUIRE: Is DOT taking the lead on that?  
 2 MR. WUELLNER: The SIS, it is. Yeah, it's  
 3 entirely their program.  
 4 And I think -- I don't remember the exact  
 5 number, but somewhere between 70 and 80 percent of  
 6 all state transportation dollars are dedicated to  
 7 SIS-related projects. So when you ever wonder why  
 8 the bigger cities get all of the money or appears  
 9 to, that's why. Typically they have numerous SIS  
 10 facilities that get -- get a lot of money. And  
 11 they're typically very expensive projects, as you  
 12 might expect.  
 13 MR. BURNETT: And -- and there's only two SIS  
 14 roads in our county.  
 15 MR. WUELLNER: Yep. The interstate's one of  
 16 them and U.S. 1 --  
 17 MR. BURNETT: And State Road 207.  
 18 MR. WUELLNER: 207.  
 19 MR. BURNETT: 207. That's why it's six lanes  
 20 as wide as it is --  
 21 CHAIRMAN GREEN: Uh-huh.  
 22 MR. BURNETT: -- because of hurricane  
 23 evacuation.  
 24 MR. WUELLNER: Yeah. And they considered a  
 25 lot of things.

1 I happened to be president of the  
 2 Florida Airport's Council back in the day they were  
 3 developing what qualified as SIS facilities, and so  
 4 I had a lot of discussion in the area of airports  
 5 inclusion with roads and all the things. But they  
 6 consider a lot of things for inclusion in SIS.  
 7 The airport itself currently probably doesn't  
 8 meet the definition, but when you start combining  
 9 facilities, which they allow you to do; road,  
 10 perhaps sea access, Customs, other kinds of things,  
 11 you begin to get a significant transportation  
 12 facility and begin to compete.  
 13 And at some point we'll be -- become a SIS  
 14 facility. "We" meaning the community will become a  
 15 SIS facility, and as such we'll compete much better  
 16 for money within DOT. But that's my --  
 17 CHAIRMAN GREEN: Yeah, they brought up --  
 18 MR. WUELLNER: -- diatribe on SIS.  
 19 CHAIRMAN GREEN: -- a lot of what Bruce  
 20 brought up. That's why I wanted to mention the  
 21 master plan, because a lot of things are exactly  
 22 what we went through in the master plan meeting.  
 23 All talking about, you know, the revenue  
 24 generators such as different spaces, more  
 25 development that way, T-hangars, the use of space.

1 St. Johns County -- the county was involved in a  
2 lot of that, too, and how to use county funds, how  
3 we can work together on that.

4 Also, with regard to our business plan, I  
5 think Ed already mention -- went through that. Ed,  
6 who was the gentleman that said he was going to  
7 look into the Fly-By, he might have a connection  
8 with that?

9 MR. WUELLNER: That has Henry Green.

10 CHAIRMAN GREEN: Mr. Green. I should remember  
11 that one.

12 MR. MAGUIRE: Fly-By?

13 MR. WUELLNER: The restaurant.

14 CHAIRMAN GREEN: The restaurant.

15 MR. MAGUIRE: Oh, the restaurant. Okay.

16 CHAIRMAN GREEN: Yeah. And we talked about  
17 the future.

18 I mean, I -- I brought up that someone -- not  
19 necessarily an assistant for Ed, but someone, you  
20 know, in the future, 10 years from now or whatever,  
21 that we have a plan in place for transition because  
22 I might not be here, you might not be here, Ed,  
23 Cindy, whatever, but any kind of transition.

24 So that is web -- woven into the master plan  
25 as well. So a lot of those things you hit. Did we

1 MR. MAGUIRE: Obviously you're there to  
2 represent us --

3 MR. WUELLNER: Uh-huh.

4 MR. MAGUIRE: -- which is correct, but can we  
5 attend and watch or --

6 MR. WUELLNER: You can. We get into the  
7 Sunshine thing. You're welcome to be there.

8 MR. MAGUIRE: Yeah.

9 MR. WUELLNER: We're only going to be able to  
10 have one participate.

11 MR. MAGUIRE: Yeah, I don't --

12 MR. WUELLNER: You know, you're going to kind  
13 of have to sit in silence kind of mentality.

14 MR. MAGUIRE: Yeah.

15 MR. WUELLNER: But you're welcome to go there  
16 and listen and the like.

17 MR. MAGUIRE: Where is it held?

18 MR. WUELLNER: Right here.

19 MR. MAGUIRE: Oh, is it here?

20 MR. WUELLNER: Right here. Uh-huh.

21 CHAIRMAN GREEN: And I don't know when in  
22 May --

23 MR. WUELLNER: It will be very near the end of  
24 May. I don't know --

25 CHAIRMAN GREEN: Right. She said towards the

1 keep minutes of that -- did anyone take minutes of  
2 the master plan meeting?

3 MR. WUELLNER: Yeah, they'll come out.  
4 They're not like -- like these kind of minutes in  
5 terms of verbatim, but they're -- they'll be --  
6 they'll be a part of the master plan record.

7 CHAIRMAN GREEN: Well, I just thought it'd  
8 be -- if you get a chance, it'd be interesting to  
9 read those because that will bring you up to speed  
10 on everything that we do. And also they want input  
11 from us.

12 So on the things that you brought up here and  
13 then what Ed and I just mentioned -- and I can type  
14 up my notes and whatever and send them out to Ed if  
15 he wanted to disseminated it, so that for our April  
16 meeting I'd like some input from the board about  
17 what are our key focus areas.

18 I know transition's going to be one. Our  
19 revenue generators. Our business plan. Just some  
20 bullet points that the master plan board wanted to  
21 hear from us. And we are meeting again in May, so  
22 I'd like to have that stuff for our April meeting  
23 so that Ed and I can present it when they ask what  
24 does the board want, we'll have a solid agenda type  
25 of areas.

1 end of May.

2 MR. WUELLNER: -- the dates on it yet.

3 CHAIRMAN GREEN: So it hit a lot of those  
4 items. And that gets bound to your last one, which  
5 was monthly meetings. I think we've been having  
6 monthly meetings and that's why it's going to be  
7 going, especially when we have the master plan that  
8 we have to tackle.

9 So I'd like to do an April meeting and get  
10 your input and tell our other board member and --  
11 could be another one, just to put their thoughts  
12 together on that so we can present something.

13 MR. WUELLNER: I did want clarification,  
14 though, on the item for hiring an assistant. We're  
15 talking for the purposes of succession plan? For  
16 succession plan?

17 CHAIRMAN GREEN: That's what I brought up with  
18 the board. I brought -- with the master plan --

19 MR. WUELLNER: I just want to make sure we  
20 were talking about the same thing.

21 CHAIRMAN GREEN: That's what I brought up  
22 about transition, you know, from -- because we're  
23 looking at 10 years, 20 years from now.

24 MR. WUELLNER: Yeah, without question.

25 CHAIRMAN GREEN: So we want to have -- what

1 kind of plans do we want to have --  
 2 MR. MAGUIRE: When you say succession, what --  
 3 MR. WUELLNER: Well, I mean, you know, at some  
 4 point -- now it's not imminent by my means, but at  
 5 some point, five, ten years, I'll probably --  
 6 CHAIRMAN GREEN: When I --  
 7 MR. MAGUIRE: Well, I would hope that we'd  
 8 hire somebody that would succeed you, yes.  
 9 MR. WUELLNER: Well, I would assume --  
 10 CHAIRMAN GREEN: But have them in place for --  
 11 MR. WUELLNER: -- you'd want that transition  
 12 well ahead of it.  
 13 CHAIRMAN GREEN: -- a while --  
 14 MR. MAGUIRE: Well, to me it's a two-fold  
 15 issue. One is a backup now heaven forbid that you  
 16 have a heart attack walking out the front door,  
 17 okay?  
 18 MR. WUELLNER: Thanks for that. No, I'm just  
 19 kidding.  
 20 MR. MAGUIRE: We need somebody -- somebody who  
 21 can take over the reins without us having to  
 22 scramble and the staff having to scramble. That  
 23 was the -- what I considered to be the immediate  
 24 thing.  
 25 MR. WUELLNER: Okay/.

1 MR. MAGUIRE: The other need is exactly what  
 2 you said, is in a couple of years you may want to  
 3 wrap it up and walk away.  
 4 MR. WUELLNER: Right.  
 5 MR. MAGUIRE: And you more than anybody know  
 6 that it would be a major learning process to walk  
 7 in and fill into your shoes.  
 8 MR. WUELLNER: Well, maybe. I --  
 9 CHAIRMAN GREEN: But it was definitely brought  
 10 up to be a part of the plan that we're discussing  
 11 for the next -- you know.  
 12 MR. KIRA: Succession planning is always --  
 13 it's critical in any organization.  
 14 CHAIRMAN GREEN: Right.  
 15 MR. KIRA: You just can't --  
 16 MR. WUELLNER: Yeah.  
 17 MR. KIRA: -- can't have no plan.  
 18 MR. WUELLNER: Yeah, I think that's what  
 19 happened the last time. That's how I got here.  
 20 MR. MAGUIRE: Yeah.  
 21 CHAIRMAN GREEN: And that's why it wasn't --  
 22 MR. MAGUIRE: Exactly.  
 23 CHAIRMAN GREEN: -- nobody was talking about  
 24 it at the impact meeting, and I said well, that's  
 25 one thing we want to make sure -- I can tell you

1 right now the board wants that.  
 2 MR. KIRA: Yeah.  
 3 MR. WUELLNER: Yeah.  
 4 CHAIRMAN GREEN: So it was brought up and it's  
 5 going to be an integral part of it.  
 6 MR. WUELLNER: And I think in the short term,  
 7 though, we need to keep in the context of our --  
 8 our ongoing budget's ability to -- ability to  
 9 absorb such a thing. And I don't think there's a  
 10 sense this is something that needs to be done  
 11 obviously within a current year. I think it's  
 12 something that we get back on the table as we hit  
 13 budgeting in this summer and discern whether we  
 14 want to do this next -- you know, into next fiscal  
 15 year or --  
 16 MR. MAGUIRE: I'll take your word that you're  
 17 not going to pass away before next year, okay?  
 18 MR. WUELLNER: I'm told I'm at the less than 3  
 19 percent, so --  
 20 MR. MAGUIRE: Okay. I'll take you at your  
 21 word.  
 22 CHAIRMAN GREEN: Probably better than most of  
 23 us.  
 24 MR. MAGUIRE: Next year I would like to see  
 25 somebody come on board next year.

1 CHAIRMAN GREEN: Well, let's -- again, that's  
 2 what we need to look at that budget and budget it  
 3 in --  
 4 MR. MAGUIRE: Yeah.  
 5 CHAIRMAN GREEN: -- to see.  
 6 MR. KIRA: And in a situation like that, we  
 7 should look at -- basically let the world know that  
 8 maybe we will start accepting resumes for assistant  
 9 manager positions sometime in the future.  
 10 As a matter of fact, I just -- I received one  
 11 and passed it on. Someone just gave it to me and  
 12 said, look -- I said, look, send it on to the board  
 13 and let them look at it. If what -- we're not  
 14 looking now, but when it does happen, you'll be  
 15 first in line to be looked at.  
 16 CHAIRMAN GREEN: I compile them with paralegal  
 17 and stuff in my office all the time and I have a  
 18 stack when I get it --  
 19 MR. WUELLNER: Okay.  
 20 CHAIRMAN GREEN: -- and just keep it.  
 21 MR. KIRA: I think we should maybe consider  
 22 that.  
 23 MR. WUELLNER: There'll be an agreed -- I'm  
 24 sure an agreed upon approach to that as  
 25 appropriate. But we do need to accommodate a

1 budget. I mean, I think that's the first real step  
 2 toward --  
 3 MR. MAGUIRE: Yeah.  
 4 CHAIRMAN GREEN: Yeah. So that kind of hits  
 5 all of your highlights there, Bruce.  
 6 MR. MAGUIRE: Hmm?  
 7 CHAIRMAN GREEN: I hope that hits all your  
 8 highlights there.  
 9 MR. MAGUIRE: I think it did.  
 10 CHAIRMAN GREEN: Yeah.  
 11 MR. WUELLNER: And that was the other  
 12 stand-alone item I had under my report which we  
 13 were just talked about, so unless there are  
 14 questions related to the -- my report --  
 15 CHAIRMAN GREEN: Huh-uh.  
 16 MR. WUELLNER: -- you can consider me done or  
 17 finished.  
 18 CHAIRMAN GREEN: Finished. Don't say that  
 19 word.  
 20 MR. KIRA: Sounds good.  
 21 MR. MAGUIRE: Go back to Frontier. You said  
 22 they're going to be doing -- starting back up again  
 23 four times a week.  
 24 MR. WUELLNER: Four times a week to  
 25 Philadelphia.

1 MR. MAGUIRE: What's your best guess about the  
 2 long-term prognosis?  
 3 MR. WUELLNER: A couple of things. I -- I  
 4 think Frontier has struggled internally to find its  
 5 own identity.  
 6 MR. MAGUIRE: Uh-huh.  
 7 MR. WUELLNER: I -- I see some positive  
 8 things.  
 9 The gentleman who -- who really supported us  
 10 in getting the initial service who was at the time  
 11 just a route planner within the organization has --  
 12 since our starting service again, has come up --  
 13 has been promoted twice and is now vice president  
 14 for planning and yield, which is hopefully a good  
 15 thing, meaning we have an advocate there.  
 16 I think we have to pay attention to how -- how  
 17 we promote those routes and the like. There's  
 18 economies of scale in less than daily service that  
 19 airlines as they grow begin to dismiss those kinds  
 20 of services. So we want to keep ourselves relevant  
 21 and of course with full airplanes and with yields  
 22 that are acceptable to -- to them.  
 23 We don't -- the only variable in this that we  
 24 don't have I'll say direct input into is ultimately  
 25 the yield that they get out of flying the airplane

1 because that's ob -- perhaps obviously a function  
 2 of what they charge and what it costs to -- to do  
 3 the service.  
 4 But how we market that, how we get that word  
 5 out, how we attract warm bodies to fly is certainly  
 6 something we -- we exert some influence in. And to  
 7 that extent, we do coop advertising with the  
 8 airline. Whatever -- whatever it takes to keep the  
 9 pot stirred on that.  
 10 The Philadelphia market has been extremely  
 11 successful by any metric. It provides above  
 12 average yield to the carrier. Another metric used  
 13 all the time is load factor. So the airplanes fly  
 14 out of here typically north of 90 percent full  
 15 every time.  
 16 CHAIRMAN GREEN: I thought Chicago was good,  
 17 too.  
 18 MR. WUELLNER: Chicago was in the low to mid  
 19 80s all the time.  
 20 Now, keeping in mind one of the -- one of the  
 21 issues our market is going to have is that we're  
 22 watching a carrier who used to fly a lot of  
 23 Airbus 319 models with what they started here was  
 24 138 seats flying an A319.  
 25 They then found a way to cram more seats in it

1 and suddenly that's a 150-seat airplane. Then the  
 2 carrier in its process of growing decides they're  
 3 going to get rid of all of the 319s and are going  
 4 to fly A320s which started at 160, -58 seats, are  
 5 now 180 seats in the same airplane.  
 6 So you're talking about a very large air  
 7 carrier aircraft by most metrics that you've got to  
 8 not only find warm bodies to but -- but they've got  
 9 to find a price point that allows them to make  
 10 money.  
 11 I think Chicago performed slightly less than  
 12 their network system average yield. We kept  
 13 saying, okay, but your -- your system fare is only  
 14 \$65 one way. I can't imagine you're -- you're  
 15 dropping traffic for what's less than a \$5 per  
 16 passenger yield problem. You know, you can easily  
 17 raise this fare \$5 or \$10, not -- not appreciably  
 18 change the load and get a yield you're happy with.  
 19 Yeah, yeah, you can't do it. I -- I'm not an  
 20 airline revenue guy. So while that argument seems  
 21 to make sense to me, it clearly hasn't passed  
 22 muster internally.  
 23 Philadelphia, as I said, does fabulous. They  
 24 keep looking at other markets. At the end of the  
 25 day, they're getting more A320s 180-seat airplanes

1 than they are anything else. 319s are slowly going  
2 away. They're actually introducing the new 321s  
3 which will have 220 seats in certain markets.  
4 Thankfully they're not buying a lot of those.

5 MR. MAGUIRE: When you say average or slightly  
6 below average, the average fluctuates. If you get  
7 rid of everyone below average, the average goes up.  
8 So how far below --

9 MR. WUELLNER: Well, we may have been a victim  
10 to that in their world.

11 MR. MAGUIRE: Yeah. How far below average are  
12 we?

13 MR. WUELLNER: We were less than \$5. I -- I'm  
14 just sharing what they share. With that, they make  
15 an airplane decision. That's -- that's where they  
16 sit.

17 You know, I -- I've maintained from day one  
18 you can raise the price \$5 with no -- no impact on  
19 loads. The other was, you fly 319s in certain  
20 markets. Fly the 319 if you need to -- especially  
21 if you need to influence the yield. If you take 30  
22 seats out of the market, you certainly have the  
23 leverage to increase the fare even more.

24 The trouble is, the size we are, you don't  
25 have a lot of influence over the system planning

1 MR. KIRA: Well, the mouse does, but there are  
2 so many -- this is the place where they should be  
3 flying in the winter.

4 MR. WUELLNER: No question.

5 MR. KIRA: We have a perfect winter season for  
6 golf. I mean, there's no day you cannot play golf.  
7 And I know so many people just come down here for  
8 that reasoning, my friends from Canada. And  
9 November, December, January, February are  
10 perfect --

11 MR. WUELLNER: Uh-huh.

12 MR. KIRA: -- which means that someone is not  
13 doing the right job in advertising and pushing.  
14 Maybe we should deal with the Chamber and make sure  
15 that they advertise --

16 MR. WUELLNER: Yeah.

17 MR. KIRA: -- that part of the winter -- the  
18 winter haven is right here for Florida.

19 MR. WUELLNER: Yeah, it's really not the  
20 advertising piece of it. It's the airline's  
21 perception of what the market is and getting them  
22 to divorce a North Florida mindset, meaning  
23 Panhandle kind of -- you know, their season from a  
24 tourism basis is not winter. So they -- they line  
25 us up with that and go, can't be -- can't be winter

1 piece, the bigger piece of where they fly  
2 everywhere.

3 The airline, my opinion, has struggled a  
4 little bit with an identity crisis between seasons.  
5 They like -- they like to share we like to fly  
6 people from cold places to warm places in the  
7 winter, which makes sense. But they've looked at  
8 the demographic in North Florida and have  
9 determined it to be a summer market not a winter  
10 market. So that explains part of their thinking in  
11 seasonality.

12 But we you really dissect the numbers, which  
13 is the hard part in getting them to understand, the  
14 Jacksonville area, this whole metro area is  
15 incredibly stable on a year-round basis in terms of  
16 number of passengers. It really doesn't have the  
17 seasonality that you see from Daytona, Orlando,  
18 Tampa south.

19 But getting them to recognize you could really  
20 fly year round here without -- without impact is --  
21 has been, you know, the one guy out of 70 or 80  
22 airports they're flying to. You compete for  
23 attention. You compete for everything. And, you  
24 know, unfortunately the mouse in Orlando grabs --  
25 grabs everything.

1 and they drop off.

2 The reality is, though, the Panhandle is not a  
3 good year-round market. It's seasonal but summer.

4 MR. KIRA: Right.

5 MR. WUELLNER: We're kind of caught up in that  
6 dust. We actually function more like a northern  
7 city in terms of general loads. It's very stable,  
8 surprisingly stable, in fact 12 months of the year.

9 And just -- and to your point about local  
10 participation in it, we have this just absolutely  
11 fabulous relationship with our Tourist Development  
12 and VCB folks. I mean, these guys go above and  
13 beyond.

14 They meet with anybody we want, go with us,  
15 put money in it, participate in the advertising,  
16 allow them to brand on the end of it to tell them  
17 how to get there when they do their advertising.  
18 We seem to be influencing each other in terms of  
19 where markets are being successful and where their  
20 inquiries are even coming into for visits. So I --  
21 I'm very -- very happy with how our local folks  
22 really plug into this.

23 I think the stronger argument for us is  
24 building a secondary business market that we can  
25 attract that's not tourism. I think that will



1 provide long-term benefits, too. Because it tends  
 2 to be a stable -- more stable year-round kind of  
 3 market than tourism is perceived anyway. I'm not  
 4 sure any of that helps, but --  
 5 MR. MAGUIRE: So, VCB, we don't have a  
 6 representative on the VCB, do we?  
 7 MR. WUELLNER: No. We are -- we are members  
 8 of VCB, but we are not -- we're not board member --  
 9 we're not on the board.  
 10 MR. MAGUIRE: Hmm.  
 11 MR. WUELLNER: It's a question that could be  
 12 asked, and if someone was really interested in  
 13 doing that, I think --  
 14 MR. MAGUIRE: I'm going to ask Virginia  
 15 because she's on the board.  
 16 MR. WUELLNER: Great.  
 17 CHAIRMAN GREEN: You know, we've got an in --  
 18 MR. WUELLNER: We're not on -- we've never --  
 19 we have not been invited nor have we offered to try  
 20 and hold down that. So if it's something as a  
 21 board y'all are interested in getting involved in  
 22 more closely, great.  
 23 CHAIRMAN GREEN: Okay. I think that's all.  
 24 MR. WUELLNER: Uh-huh.  
 25 CHAIRMAN GREEN: Okay. Do we have a new

1 commissioner liaison?  
 2 MR. WUELLNER: Not that I know of, unless  
 3 someone's here that I don't --  
 4 CHAIRMAN GREEN: Rachael's not here.  
 5 MR. WUELLNER: None of you look like county  
 6 commissioners, at least the ones I know.  
 7 CHAIRMAN GREEN: Yeah.  
 8 MR. WUELLNER: I have not heard anything --  
 9 CHAIRMAN GREEN: I just didn't know if they  
 10 reupped it for this year.  
 11 MR. WUELLNER: The last time we had was  
 12 Commissioner Bennett --  
 13 CHAIRMAN GREEN: Yeah, Rachael.  
 14 MR. WUELLNER: -- and it prior to November.  
 15 MR. MAGUIRE: Prior to. I think she -- her  
 16 last meeting or the meeting before she retired, she  
 17 stepped down.  
 18 MR. WUELLNER: That was like November?  
 19 MR. MAGUIRE: No, the month before that.  
 20 CHAIRMAN GREEN: It was before that. It's  
 21 been a while since we've had a liaison to --  
 22 MR. MAGUIRE: Yeah.  
 23 CHAIRMAN GREEN: Is that something we need to  
 24 put a little call into and say --  
 25 MR. WUELLNER: Cindy, do you mind making a

1 note to call over there and see if someone was --  
 2 maybe we could outreach to them.  
 3 CHAIRMAN GREEN: Yeah. Especially with the  
 4 master plan involved.  
 5 MR. MAGUIRE: Yes.  
 6 MR. WUELLNER: Yeah, we do have some county --  
 7 county staff on that.  
 8 CHAIRMAN GREEN: Yeah.  
 9 MR. WUELLNER: We have both the transportation  
 10 planner for the county as well as the economic  
 11 development director on the --  
 12 CHAIRMAN GREEN: On there, yeah.  
 13 MR. WUELLNER: -- master plan.  
 14 BUSINESS PARTNER UPDATES  
 15 CHAIRMAN GREEN: Anyone from Atlantic?  
 16 MR. BEYERS: We're good.  
 17 CHAIRMAN GREEN: Okay. Galen, SAAPA?  
 18 MR. HERNANDEZ: Yeah. Just got a quick one.  
 19 Chairman for SAAPA. On the -- you said something  
 20 about getting a master plan survey gone out?  
 21 MR. WUELLNER: Yes.  
 22 MR. HERNANDEZ: We want to know who is it  
 23 going to? Is it going to anybody in particular?  
 24 Is it going to a lot of people? Tenants?  
 25 MR. WUELLNER: Yeah, I think this is a --

1 don't hold me to it, but I believe it's going  
 2 mostly to the impact committee members, and I would  
 3 think you'll have it tomorrow or the next day at  
 4 the latest.  
 5 MR. HERNANDEZ: Okay. So it isn't something  
 6 that's going out to the public or to --  
 7 MR. WUELLNER: I don't think that's the intent  
 8 of this particular survey.  
 9 MR. HERNANDEZ: Just the impact members.  
 10 MR. WUELLNER: Yeah.  
 11 MR. HERNANDEZ: Okay.  
 12 MR. WUELLNER: If you want to check tomorrow,  
 13 we'll try to confirm that for you.  
 14 MR. HERNANDEZ: All right. Thanks.  
 15 CHAIRMAN GREEN: Right. And that's why I  
 16 wanted our board input on that, too, so...  
 17 MR. WUELLNER: Yeah, we're expanding it --  
 18 CHAIRMAN GREEN: Right.  
 19 MR. WUELLNER: -- like it or not, to the full  
 20 board.  
 21 CHAIRMAN GREEN: Okay.  
 22 MR. WUELLNER: But I think we need -- you  
 23 know, they're obviously involved in the governance.  
 24 They need to...  
 25 CHAIRMAN GREEN: Right. Northrop?

1 (Not present.)

2 CHAIRMAN GREEN: No? Okay. Tammy.

3 MS. ALBIN: Good afternoon.

4 The February numbers for traffic count we've  
5 settled down at 10,927 operations. That's a little  
6 bit down from last year. However January was up  
7 from last year, so we're pretty much even with  
8 where we were last year, which was a record year  
9 for the tower.

10 And in consideration of those numbers, 20  
11 percent of the month we were below 300 operations a  
12 day due to weather and wind and whatever. So still  
13 that's, out of 28 days to have 22 days that were  
14 over 300, some of them were pushing -- I think our  
15 best day was 600 and some, and so still the -- the  
16 traffic's up there.

17 And we've had a lot of participation from the  
18 flight schools. Like with the RSAT meeting that we  
19 had just the other day, Runway Safety Action Team,  
20 both flight schools were there in attendance to  
21 participate. We're getting good participation from  
22 the flight schools and from SAAPA.

23 SAAPA's also been participating with our  
24 operation raincheck program which is just the local  
25 welcome -- you know, this is St. Augustine, this is

1 how we do things, this is how you can help us and,  
2 you know, just basic pilot things.

3 So participation's good throughout the  
4 community and we're working on our -- improving our  
5 service to the airport. And that's it.

6 CHAIRMAN GREEN: Thank you. Mr. Burnett?

7 MR. BURNETT: Nothing to report. Some things  
8 behind the scene helping Ed and staff work through,  
9 but nothing to report at this time.

10 CHAIRMAN GREEN: Okay. All right. The hotly  
11 waited-for audit.

12 ANNUAL AUDIT PRESENTATION

13 MR. WUELLNER: I'm pleased to introduce  
14 Mr. Lon Stafford with Carr, Riggs & Ingram, who are  
15 our -- our auditors to present the results of our  
16 216 -- 2016 audit.

17 MR. STAFFORD: Thank you, very much.

18 Yes, my name's Lon Stafford. This is Brett  
19 Stone. He's -- he's one of our managers. He did  
20 the real work this year for us, and I brought him  
21 along just in case you've got some detailed  
22 questions, but not only that, I can't hear you, so  
23 he can translate any questions you may ask and I  
24 can maybe not have to walk over here and see what  
25 you actually said.

1 So, first of all, let me just tell you --

2 MR. WUELLNER: Is it on?

3 MR. STAFFORD: -- that we gave you a --

4 CHAIRMAN GREEN: Uh-huh.

5 MR. WUELLNER: It is on? Okay.

6 MR. HARVEY: It is.

7 MR. WUELLNER: Sorry.

8 MR. STAFFORD: I'll -- is that better?

9 MR. WUELLNER: No. I -- I'm hearing you fine.  
10 It just didn't sound like it was --

11 MR. STAFFORD: Okay. Okay.

12 We are giving you an unmodified opinion, which  
13 is the best opinion you want. It's a clean  
14 opinion, which means that your financial statements  
15 as they're presented here are materially correct.  
16 So, congratulations to Ed and his staff and the --  
17 the CPA that put the records together. You did a  
18 nice job. So congratulations on that.

19 I'm going to be -- I'm just going to kind of  
20 hit some of the high points. I never know how long  
21 you want me to talk, but if you've got questions,  
22 we'll discuss it. But let's just go to Page 8,  
23 which is your statement of revenue and expenses.

24 I sort of feel like this is a -- a positive  
25 report. It's showing a large negative change in

1 that position, but nearly all of that if you look  
2 up to the loss on disposal of assets, you had some  
3 hangars that you got rid of to make some room for  
4 that, and you had a \$2.8 million loss write-off on  
5 that. That's the value of your hangars that had  
6 not been depreciated. And if it hadn't been for  
7 that, you'd have -- would have had a profitable  
8 year. And what's -- what encouraging about it is  
9 that the -- the expenses dropped quite a bit, but  
10 you still have some revenue coming in now from your  
11 operations and that sort of thing.

12 So the -- just looking at your expenses, if  
13 you look at the general administrative expenses, it  
14 dropped quite a bit between 2015 and 2016. Your  
15 first year of commercial flights you spent a lot of  
16 money getting the word out in 2015. And those  
17 expenditures went down dramatically 2016 and you  
18 still maintained your -- your operations. So,  
19 congratulations on that.

20 Salaries and fringe benefits went up a little  
21 bit. And I'll just tell you about \$65,000 is the  
22 hit you took for the pension. Remember the --  
23 we -- last year was our first year of doing that.  
24 So the State of Florida did their numbers and it  
25 added about \$65,000 worth of expenses to your -- to

1 your bottom line.  
 2 But overall the statements look good. The  
 3 airport -- there's a lot of airports in Florida  
 4 that wish they had a -- had a nicer-looking set of  
 5 financial statements. Again, with some one-time  
 6 hits, I think it looks pretty good for the future.  
 7 And listening to you-all talk about your plans for  
 8 the commercial flights and that sort of thing, I  
 9 think we've got a nice asset here in the community.

10 Just briefly, I'll just kind of talk to you a  
 11 little bit about some of our reports. Our  
 12 management letter on Page 26, this is -- this is a  
 13 report that's required by the State of Florida  
 14 Auditor General, and it says that certain things  
 15 have to be addressed.

16 The biggest thing for you is financial  
 17 condition. If we saw anything that indicated that  
 18 there was a financial emergency that's coming up,  
 19 we would want to notify the auditor general. And  
 20 in this case we -- we did not have anything to --  
 21 that's -- that's going to cause any problems.

22 The next report, Page 28. Under government  
 23 auditing standards we have to look at your internal  
 24 control over your financial reporting and determine  
 25 if there's anything that we think might be a

1 weakness that would cause your financial statements  
 2 to be materially misstated. And if we find  
 3 anything, we need to report it. And we do not have  
 4 a material weakness to report.

5 Another part of that is compliance. We look  
 6 at Florida Statutes, we look at your grants, your  
 7 contract agreements, that sort of thing. Looking  
 8 for anything where if you were noncompliant with  
 9 any of these things, it would give you -- give you  
 10 a problem, and we're pleased to report that there's  
 11 no issues there.

12 Page 30 is a report on investments that  
 13 basically you have to have -- we have to determine  
 14 whether you have the -- allowed investments under  
 15 Florida Statute, and if -- if they -- we find any  
 16 issues, report them. Nothing there to report.

17 And then our last report is -- is very similar  
 18 to what I was just talking about for the financial  
 19 statements. Your -- your government federal and  
 20 state grants, we need to look at internal controls  
 21 that are set up to ensure that you comply with  
 22 those grants and also to make sure that you did  
 23 comply with the grants. And we were pleased to  
 24 report again that there's no -- no findings.

25 So overall another good year for you-all and

1 congratulations.

2 CHAIRMAN GREEN: Okay. Any board discussion?  
 3 I just had one quick question. Are we going to get  
 4 hit with that pension again and again?

5 MR. WUELLNER: Yeah, and -- yeah. And keep in  
 6 mind it's like -- very much like depreciation is  
 7 treated on our books. It's a noncash item.

8 CHAIRMAN GREEN: Uh-huh.

9 MR. WUELLNER: And -- and while they go right  
 10 in appearance of negative on our -- on our  
 11 financial statements, they're noncash items.

12 This is new. Came out of a new GAS --  
 13 relatively new GASB --

14 MR. STAFFORD: A few years ago, yeah.

15 MR. WUELLNER: And, you know, we're -- we're  
 16 basically taking our share of the liability for the  
 17 state's pension program being underfunded. And  
 18 while it's underfunded, it's really much better  
 19 than virtually every else in the country. But it's  
 20 still -- still a liability that's being carried.

21 And we're not unique to this. It's every  
 22 governmental entity in the state that participates  
 23 in FRS has a proportionate share of this burden.

24 CHAIRMAN GREEN: I just didn't know because I  
 25 didn't look to see how many years out was in the --

1 MR. WUELLNER: Well, and that's the re -- this  
 2 is me opinion.

3 The ridiculous part of having to put this in  
 4 our financial statements is the fact we have  
 5 absolutely no influence in solving the -- the  
 6 deficit issue, if you will, from the -- from a  
 7 pension point. That's all controlled at the state  
 8 level. All we do is write them a check for our  
 9 portion of that. And until they --

10 CHAIRMAN GREEN: Fix the problem?

11 MR. WUELLNER: -- elect to fix that --

12 MR. STAFFORD: And -- and the thing is that  
 13 the state always tells all of you every year what  
 14 you contribute --

15 MR. WUELLNER: Yeah.

16 MR. STAFFORD: -- and you have always  
 17 contributed what the state says. But the state's  
 18 not giving you enough -- according to their  
 19 assumptions, they're not requiring you to  
 20 contribute enough over the years, hence the  
 21 liability.

22 MR. WUELLNER: Correct. And they don't even  
 23 allow us to write a check and fix it, you know, as  
 24 far as our entity and then be done with it. That's  
 25 not an option, either.

1 MR. STAFFORD: Yeah. And they make a lot of  
2 assumptions.

3 One thing they did is they -- they -- the  
4 first year they assumed that investments were going  
5 to earn like 7 1/2 percent. They've lowered that  
6 assumption now and that causes your liability to go  
7 up. Next year it may go -- go the other way. So  
8 it's always changing.

9 MR. MAGUIRE: But they don't write a check in  
10 the other direction.

11 MR. WUELLNER: Oh, no.

12 CHAIRMAN GREEN: Any public comment?

13 (No public comment.)

14 CHAIRMAN GREEN: Okay. I need a motion from  
15 the board and any discussion on the motion to  
16 accept the audit.

17 MR. MAGUIRE: So move.

18 MR. KIRA: Second.

19 CHAIRMAN GREEN: Any further discussion from  
20 the board?

21 (None.)

22 CHAIRMAN GREEN: Hearing none, all in FAA of  
23 accepting the audit as presented, say aye.

24 MR. MAGUIRE: Aye.

25 MR. KIRA: Aye.

1 CHAIRMAN GREEN: Aye. Any opposed?

2 (None.)

3 CHAIRMAN GREEN: No. Your audit is accepted.

4 MR. WUELLNER: Thank you, Lon.

5 MR. STAFFORD: Thank you.

6 MR. STONE: Thank you.

7 CHAIRMAN GREEN: Thank you, guys.

8 MR. WUELLNER: Appreciate it.

9 PUBLIC COMMENT - GENERAL

10 CHAIRMAN GREEN: Okay. I didn't see any  
11 public comment cards.

12 MEMBER COMMENTS AND REPORTS

13 CHAIRMAN GREEN: All right. Then Mr. Maguire,  
14 you have the floor.

15 MR. MAGUIRE: I'm pleased to see all of those  
16 issues that I brought up be addressed in the master  
17 development plan because that's probably the most  
18 appropriate place to put them.

19 I still would like to see a list of all of the  
20 revenue generators --

21 MR. WUELLNER: Actually, we'll attach it to  
22 the e-mail. It's developed and we'll attach it to  
23 the stuff you get tomorrow.

24 MR. MAGUIRE: Thank you, very much. I have no  
25 further comments.

1 CHAIRMAN GREEN: Okay.

2 MR. WUELLNER: And just for reference, you  
3 generally get all of that information --

4 CHAIRMAN GREEN: In our budget.

5 MR. WUELLNER: -- at budget time, anyway --

6 MR. MAGUIRE: Yeah.

7 MR. WUELLNER: -- but we -- there's a little  
8 more meat on the bone, just so --

9 MR. MAGUIRE: Yeah -- well, I didn't remember  
10 getting them item by item by item.

11 MR. WUELLNER: That's probably true. We used  
12 to provide all of that and then a lot of eye rolls  
13 later, we --

14 MR. MAGUIRE: Okay.

15 MR. WUELLNER: But it's always there.

16 MR. MAGUIRE: Great.

17 CHAIRMAN GREEN: Okay. Mr. Kira?

18 MR. KIRA: Okay. On the EDC, I spoke to --  
19 Virginia? She's the -- and she's going to include  
20 me in her board meetings because I wasn't notified  
21 or anything else. So we already discussed that,  
22 and I'll be on the next time they have that.

23 But I did attend the breakfast at the Hastings  
24 with -- Adam Putnam was there and he did a really  
25 bang-up job for producing -- basically enthusing

1 everybody about the state of Florida and how well  
2 it's -- I think he's going to announce in about a  
3 couple of months that he's going to be running for  
4 the number one spot. So he's going to be doing  
5 that. That's interesting. There's another  
6 breakfast meeting I'll be attending on Thursday,  
7 so --

8 CHAIRMAN GREEN: Okay.

9 MR. KIRA: -- you know, I'll -- I'll make sure  
10 everybody knows I'm there. Everybody's nice to me.  
11 I sat at the table with Grumman --

12 CHAIRMAN GREEN: Yeah.

13 MR. KIRA: -- so it was a good group. Yeah.

14 The other one is TPO. I attended the TPO  
15 meeting and I was presented. I was really excited  
16 about participating there. It's -- it's really  
17 what drives the northeast part of the state in  
18 transportation and -- and development and stuff.  
19 So I will be participating a lot more often -- I  
20 mean, all the time -- but I will be adding my two  
21 cents to all of those comments down there and I'll  
22 be representing us as much as I can pushing our  
23 agendas whenever.

24 So if anyone has anything to present to them,  
25 you're doing -- you're going to do it directly

1 anyway, but give it to me and I will assist along  
 2 the way and those things.  
 3 MR. WUELLNER: Very good.  
 4 MR. KIRA: It's interesting, they're doing the  
 5 master plans and I was talking to Jeff, the --  
 6 MR. WUELLNER: Sheffield?  
 7 MR. KIRA: -- Sheffield, about the fact that  
 8 we're doing our master plan. And at which point do  
 9 we bring them together? Because it's -- it  
 10 integrates a lot of what we're going to do, what  
 11 they're going to do, and eventually it has to come  
 12 together. Especially if we're talking about the  
 13 multi-modal concept, which has been on the books  
 14 ever since I ran the first time 20 years ago.  
 15 MR. WUELLNER: And -- and to your point on  
 16 their participation, they are an invited  
 17 participant in the impact for the master plan here.  
 18 I don't think she was able to make it to the  
 19 organizational meeting, but they are hopefully  
 20 going to attend some of those meetings and be  
 21 involved.  
 22 MR. KIRA: I'll make sure that I'll repeat  
 23 that.  
 24 MR. WUELLNER: That's Denise -- Denise  
 25 Bunnewith.

1 MR. KIRA: Denise? Okay. I'll make sure I  
 2 repeat that to Denise.  
 3 MR. WUELLNER: I understand she was appointed  
 4 by Jeff to do that.  
 5 MR. KIRA: Okay. That'll be Thursday. So  
 6 Thursday morning 8:00 I have a breakfast at the  
 7 Renaissance.  
 8 CHAIRMAN GREEN: Uh-huh. World Golf.  
 9 MR. KIRA: Following that, I have a 10:00 at  
 10 that and then another meeting that evening. So I'm  
 11 getting along.  
 12 Again, on the area of the last one and the  
 13 intergovernmental, there is no intergovernmental.  
 14 So --  
 15 CHAIRMAN GREEN: Okay.  
 16 MR. KIRA: -- undone. Thank you.  
 17 CHAIRMAN GREEN: Mr. Brunson's not here and I  
 18 kind of filled you in on the master plan earlier  
 19 on. Pardon?  
 20 MS. HOLLINGSWORTH: I was just going to  
 21 bring -- the intergovernmental folks are trying --  
 22 going through to see if they can completely cancel  
 23 that committee altogether.  
 24 MR. WUELLNER: Just kill it off? Okay.  
 25 MR. KIRA: Take a line item off.

1 MR. MAGUIRE: Good -- good luck. I tried to  
 2 cancel that when I was the chairman and just it  
 3 won't die. Good luck.  
 4 CHAIRMAN GREEN: Nice try. Okay. So I  
 5 explained -- went over what the master plan that we  
 6 had already gone through.  
 7 There was -- the St. Augustine High School  
 8 Aerospace Academy had a women in aviation field  
 9 trip basically to Orlando which I was supposed to  
 10 go to. Unfortunately I had to cancel at the last  
 11 minute, my father-in-law passed away.  
 12 So I'm going to be getting some information  
 13 and pictures and things that I'll present next time  
 14 from Katie Maltby over there. But apparently it  
 15 was well attended and a good push, and it was nice  
 16 for our airport to be represented and St. Augustine  
 17 High.  
 18 We have our family fun day coming up  
 19 March 25th. If anyone wants to come out for -- the  
 20 parents come out, the kids. There's static  
 21 displays. You know, people flying their planes.  
 22 We're trying to get one of the FIs or two of them  
 23 out there --  
 24 MR. WUELLNER: Yeah. We're working very  
 25 closely with all of those groups, and it looks like

1 we may try to do that over at the new terminal  
 2 outside --  
 3 CHAIRMAN GREEN: Okay. Because we won't  
 4 have --  
 5 MR. WUELLNER: -- under the bag claim and  
 6 could be -- could be fun.  
 7 CHAIRMAN GREEN: Because we won't have service  
 8 yet.  
 9 MR. WUELLNER: Exactly. On that day. So it  
 10 could work out.  
 11 CHAIRMAN GREEN: Okay. And then the last  
 12 thing I have is April 17th, which we had put down  
 13 as our possible April meeting, I have the  
 14 St. Augustine High academy awards. That's for all  
 15 of the aerospace people. It starts at 5:00, but  
 16 I'm not sure if you want to keep the meeting at  
 17 4:00 or --  
 18 MR. WUELLNER: Do we have anybody -- is that  
 19 the -- I'll call it the pregame starts at 5:00.  
 20 CHAIRMAN GREEN: Oh, does it?  
 21 MR. WUELLNER: Yeah. I think the awards are  
 22 not till 6:00 or 6:30.  
 23 CHAIRMAN GREEN: Okay. I can check with Reba.  
 24 She did it last year.  
 25 MR. WUELLNER: Yeah. And that -- that's a

1 good event -- if you're not really plugged into the  
 2 Aerospace Academy, I should say county's academy  
 3 concept, that's a great place to kind of get a feel  
 4 for all of the ones that are going on and the great  
 5 work that's being done in all the high schools  
 6 across the county. It's really very interesting,  
 7 at least one time.  
 8 CHAIRMAN GREEN: Uh-huh.  
 9 MR. WUELLNER: And we're a business partner  
 10 obviously of the Aerospace Academy, so we're  
 11 invited annually to participate if we would like  
 12 to.  
 13 CHAIRMAN GREEN: Yeah. And we -- I know  
 14 Reba's participated a couple of times.  
 15 MR. WUELLNER: Oh, yeah.  
 16 CHAIRMAN GREEN: I've done it on the other end  
 17 for biotech in Ponte Vedra.  
 18 Okay. So that's really the last I have. So  
 19 we'll keep our meeting for April 17th at 4:00.  
 20 Don't forget your thoughts and what you would like  
 21 us to present to the master plan board.  
 22 MR. WUELLNER: And check your -- and check  
 23 e-mail.  
 24 CHAIRMAN GREEN: For the survey.  
 25 MR. WUELLNER: And other stuff.

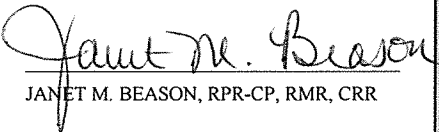
1 CHAIRMAN GREEN: Yeah. Okay. Then the  
 2 meeting will be adjourned.  
 3 (Meeting adjourned at 4:46 p.m.)  
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## 1 REPORTER'S CERTIFICATE

2  
 3 STATE OF FLORIDA )  
 4 COUNTY OF ST. JOHNS )  
 5

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

10 Dated this 20th day of March, 2017.  
 11

12   
 13 JANET M. BEASON, RPR-CP, RMR, CRR  
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