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[ 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, May 14, 2001  
 [ 6] from 4:00 p.m. to 5:02 p.m.  
 [ 7] \*\*\*\*\*  
 [ 8] BOARD MEMBERS PRESENT:  
 [ 9] WILLIAM "BILL" ROSE, Chairman  
 [10] CHARLES LASSITER  
 [11] DENNIS R. WATTS, Secretary-Treasurer  
 [12] JOSEPH CIRIELLO  
 [13] JIM BRYANT, County Commissioner/Airport Liaison  
 [14] \*\*\*\*\*  
 [15] BOARD MEMBERS ABSENT:  
 [16] BARBARA BOSANKO (Leave of absence)  
 [17] \*\*\*\*\*  
 [18] ALSO PRESENT:  
 [19] CINDY BARTIN, Esquire, Rogers, Towers, Bailey,  
 [20] Jones & Gay, P.A., 170 Malaga Street, St. Augustine,  
 [21] FL, 32084, Attorney for Airport Authority.  
 [22] EDWARD WUELLNER, A.A.E., Executive Director.  
 [23] BRYAN COOPER, Assistant Airport Director.  
 [24] \*\*\*\*\*  
 [25] St. Augustine Court Reporters  
 1510 N. Ponce de Leon Blvd., Suite A  
 St. Augustine, FL 32084  
 (904) 825-0570

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[ 1] P R O C E E D I N G S  
 [ 2] CHAIRMAN ROSE: Okay. Welcome to the  
 [ 3] meeting of the St. Johns -- St. Augustine-St.  
 [ 4] Johns County Airport Authority. We have a  
 [ 5] quorum. And the meeting will come to order.  
 [ 6] We'll begin with a pledge of allegiance to the  
 [ 7] flag.  
 [ 8] (Pledge of allegiance.)  
 [ 9] APPROVAL OF MEETING MINUTES  
 [10] CHAIRMAN ROSE: All right. Your -- your  
 [11] agenda package had the minutes of the last  
 [12] regular meeting on April 16th. Are there any  
 [13] additions or corrections to the minutes that were  
 [14] distributed?  
 [15] (No additions or corrections.)  
 [16] CHAIRMAN ROSE: If not, they'll stand  
 [17] approved as they were distributed. And I'm going  
 [18] to ask our treasurer for the financial portion.  
 [19] ACCEPTANCE OF FINANCIAL REPORTS  
 [20] MR. WATTS: Mr. Chairman, I've read over the  
 [21] financial statements here and everything and it  
 [22] looks very good, and I make a motion that we  
 [23] approve the April 30th sheet, please, or the  
 [24] financial statement.  
 [25] CHAIRMAN ROSE: All right. The -- are there

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[ 1] any -- are there any additions or corrections to  
 [ 2] the -- anybody?  
 [ 3] (No additions or corrections.)  
 [ 4] CHAIRMAN ROSE: All right. Mr. Treasurer,  
 [ 5] we'll just declare those accepted and placed into  
 [ 6] our record. Thank you.  
 [ 7] MR. WATTS: Thank you.  
 [ 8] APPROVAL OF MEETING AGENDA  
 [ 9] CHAIRMAN ROSE: Let's see. You have our  
 [10] agenda before you. Are there any changes or  
 [11] suggestions for modifying the agenda?  
 [12] (No changes.)  
 [13] CHAIRMAN ROSE: If not, it will stand as it  
 [14] was distributed, and we're ready for our reports.  
 [15] Mr. Bryant.  
 [16] 6.A. - COMMISSIONER BRYANT  
 [17] MR. BRYANT: No report, sir.  
 [18] CHAIRMAN ROSE: Aero Sport, who is speaking  
 [19] for Aero Sport?  
 [20] 6.B. - MS. ANDERSON  
 [21] MS. ANDERSON: No reports.  
 [22] CHAIRMAN ROSE: Nothing from Aero Sport.  
 [23] Northrop Grumman.  
 [24] 6.C. - MR. LESLIE  
 [25] MR. LESLIE: No, sir. No report.

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[ 1] CHAIRMAN ROSE: Nothing. Pilots  
 [ 2] Association?  
 [ 3] 6.D. - MR. GEORGE  
 [ 4] MR. GEORGE: Nothing.  
 [ 5] CHAIRMAN ROSE: Okay. And Cindy.  
 [ 6] 6.E. - MS. BARTIN  
 [ 7] MS. BARTIN: Yes, Mr. Chairman. There are  
 [ 8] two things I want to just bring the Authority up  
 [ 9] to date on. One relating to the Bosanko lawsuit,  
 [10] that is still as it was last month. It's before  
 [11] the court. We have not heard anything related to  
 [12] a final decision on that. I believe the --  
 [13] Ms. Bosanko's attorney filed a reply brief on  
 [14] April 30th, so that was the last pleading that  
 [15] was filed.  
 [16] Second of all, I wanted to just report on  
 [17] the contacts that were made for the parcels under  
 [18] eminent domain -- that we are interested in  
 [19] trying to obtain through eminent domain. Mark  
 [20] Arnold of our law firm indicated that he has made  
 [21] contact -- he has basically mailed letters to the  
 [22] five parcel owners, and three of the parcel  
 [23] owners have responded through their attorneys,  
 [24] two of which -- two of the three have given  
 [25] counteroffers.

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[ 1] negotiations or the -- or the discussions  
 [ 2] between --  
 [ 3] CHAIRMAN ROSE: Well, I think the important  
 [ 4] thing is that he can conclude those and bring a  
 [ 5] report to us, you know, as quickly as within  
 [ 6] reason.  
 [ 7] MS. BARTIN: Okay.  
 [ 8] MR. CIRIELLO: Mr. Chairman?  
 [ 9] CHAIRMAN ROSE: Yes.  
 [10] MR. CIRIELLO: Am I permitted to ask her any  
 [11] questions about this particular subject or --  
 [12] CHAIRMAN ROSE: Yeah, I think so.  
 [13] MR. CIRIELLO: Okay, Ms. Cindy. I'm not as  
 [14] versed to how this business stuff goes on, but  
 [15] I'm not really happy the way it's going.  
 [16] You're sending letters and we're expecting  
 [17] receipts back and all, and these people have been  
 [18] sitting on their property for a number of years  
 [19] wondering what we're going to do and everything.  
 [20] I would think -- now, last month when we  
 [21] were here, I told the attorney that I wouldn't  
 [22] give them eminent domain, I wouldn't go along  
 [23] with the Board's request; I wanted him to get to  
 [24] the people and talk to them and then maybe  
 [25] everything could be resolved.

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[ 1] One of them has just indicated that they are  
 [ 2] being represented by a certain attorney and has  
 [ 3] opened up the dialogue. The fourth and fifth of  
 [ 4] the parcels, Mark has not heard anything from.  
 [ 5] CHAIRMAN ROSE: Do you have any idea when  
 [ 6] that process will be completed? Because if I  
 [ 7] remember the action we took, they were to come  
 [ 8] back with whatever arrangements were -- were  
 [ 9] negotiated or discussed with the owners and then  
 [10] we were to approve any -- proceed as we went in  
 [11] the condemnation.  
 [12] MS. BARTIN: I think -- I think what will  
 [13] happen is for those that have made counteroffers  
 [14] or will make counteroffers, we don't know, the  
 [15] other three, the three that haven't actually made  
 [16] the counteroffers, those will be discussed and  
 [17] negotiated and talked about, and then that can be  
 [18] brought back to you and make -- you can decide at  
 [19] that point what you want to do.  
 [20] CHAIRMAN ROSE: No idea what the time  
 [21] schedule is on that at this point?  
 [22] MS. BARTIN: No. I mean, there's nothing  
 [23] specific that's driving this. We can certainly  
 [24] have Mark come back in next meeting, if you'd  
 [25] like, and report back as to the progress of the

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[ 1] And I have since talked to one of the  
 [ 2] people, and all they've gotten was a letter, and  
 [ 3] it's going through their attorneys and they  
 [ 4] themselves aren't involved.  
 [ 5] So, I -- to me, if it was me and I had that  
 [ 6] property, even though I had an attorney and  
 [ 7] everything, I would think sitting down with this  
 [ 8] board, with the staff, with your attorneys, their  
 [ 9] attorneys and what all, in a workshop so to speak  
 [10] and talking and verbally going back and forth and  
 [11] trying to find out what's going on is better than  
 [12] writing letters -- to me, it almost sounds as  
 [13] though, not the Board personally, but the Airport  
 [14] Authority is almost like a bully; we're sending  
 [15] letters and there's no personal contact. That's  
 [16] the word I'm looking for, personal contact.  
 [17] And I would like to see something like that  
 [18] done than just letters going back and forth  
 [19] between attorneys. I'd like to hear what's going  
 [20] on and be involved, to tell you the truth.  
 [21] MS. BARTIN: Well, I -- I would point out  
 [22] that the Authority's represented by counsel, and  
 [23] where the landowners are represented by counsel,  
 [24] the attorneys are required to go through the  
 [25] opposing counsels. They are not -- they are not

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[ 1] allowed to contact the individual landowners, you  
[ 2] know, and start negotiating outside and away from  
[ 3] their own attorneys.

[ 4] And it would probably behoove the  
[ 5] landowners, if they have an attorney, to make  
[ 6] sure that they are allowed to participate in the  
[ 7] process. They should -- they should be able to  
[ 8] do that, and I think that might help achieve some  
[ 9] of the things that you're looking for.

[10] MR. CIRIELLO: Okay. Thank you.

[11] CHAIRMAN ROSE: Okay. Reports? Are we  
[12] completed? Action items? Ed Wuellner.

[13] 7.A. - SELF-FUELING FACILITY

[14] MR. WUELLNER: Yes, sir. I've got one item  
[15] for you today, and it's the -- deals with the  
[16] self-fueling facility. And at your request, when  
[17] you and I met, we have attempted to accomplish  
[18] the remaining items that can be accomplished at  
[19] this point related to the self-fuel facility.

[20] And I've kind of prepared a very brief  
[21] presentation to just kind of outline and go over  
[22] the specifics related to this -- the agenda  
[23] memorandum that was published as a part of the --  
[24] of the agenda. Go ahead, Bryan.

[25] The four primary elements here -- trying to

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[ 1] summarize or update y'all on what's occurred,  
[ 2] what Staff's accomplished and what's -- what we  
[ 3] know to be -- know to have happened since that  
[ 4] time.

[ 5] The four primary areas that we looked at and  
[ 6] are prepared to offer recommendation or advice on  
[ 7] at this point dealt with financial feasibility of  
[ 8] the operation, facility operation itself,  
[ 9] wholesale fuel supplier, and the civil  
[10] engineering and permitting as it pertains to the  
[11] facility.

[12] First is financial feasibility. The --  
[13] obviously, that is painful to look at  
[14] (indicating), and as such, we'll defer that and  
[15] come back to it when we can just bring the  
[16] spreadsheet up directly.

[17] You have copies of what was attempting to be  
[18] shown on the screen there, and there were three  
[19] iterations that were provided to you as a part of  
[20] your agenda item and they cover the profitability  
[21] of the facility at three different pricing  
[22] points, just for illustrative purposes.

[23] We believe that the self-fuel market retail  
[24] price is generally in the range of the three  
[25] levels that the spreadsheet's depicted, that

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[ 1] being between \$2, \$2.05 and \$2.10 per gallon,  
[ 2] that being the pump price.

[ 3] Again, we're dealing only with av gas. And  
[ 4] the feasibilities that you have dealt with a  
[ 5] range of volumes ranging from 10,000 gallons up  
[ 6] to 250,000 gallons annually.

[ 7] There were a number of input parameters that  
[ 8] generated the data that came out -- came out of  
[ 9] the analysis that basically included using May  
[10] 1st as the -- as the snapshot date related to the  
[11] wholesale fuel pricing is \$1.34 a gallon.

[12] The insurance cost estimated at about \$3,000  
[13] a year. That's not the excess liability that's  
[14] already included in the fuel cost. The -- a  
[15] labor rate that was input in this at -- of \$10 an  
[16] hour and an approximate one-hour-per-day  
[17] requirement related to administering the  
[18] facility.

[19] The capital recovery or capitalization cost  
[20] of the Authority of about \$35,000, which  
[21] represents their share of the capital development  
[22] costs of the facility. The capital years to  
[23] recover for purposes of the model was set at 10  
[24] years. Any of those parameters can be adjusted.

[25] The credit card costs, as quoted by Chevron

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[ 1] on May 1st, was 2.2 percent. That's for most  
[ 2] bank -- or all bank cards, American Express and  
[ 3] the like. There is no credit card cost for cards  
[ 4] that are issued by Chevron itself, or most of the  
[ 5] fuel companies take that same approach to it. An  
[ 6] annual maintenance cost of about \$2,500. As I  
[ 7] stated earlier, the retail price points of \$2,  
[ 8] \$2.05, and \$2.10 per gallon.

[ 9] You can see that very quickly, at about a  
[10] 50,000-gallon per-year volume, which represents a  
[11] per-day fuel -- fuel amount of about 137 gallons,  
[12] the entire facility -- the facility becomes  
[13] profitable; that is, it begins to operate in the  
[14] black in some form or fashion. That includes the  
[15] capitalization at that point.

[16] So, you'd be looking at, in the case of the  
[17] \$2 per-gallon input, at 50,000 gallons, there'd  
[18] be a total of 15 -- around \$1,467 a year total  
[19] profit for the facility. Fairly meager amount.  
[20] But if you go up to the same volume, that is  
[21] 50,000 gallons at \$2.10 a gallon, you see that  
[22] that escalates to \$6,300.

[23] Now, we believe -- we believe that the  
[24] volume conservative -- a conservative number we  
[25] used for the -- for explanation to you in the

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[ 1] agenda was at a hundred thousand gallons per  
[ 2] year, and that may very well be on the low side.

[ 3] You could see that our cost per gallon is  
[ 4] reduced from \$1.98 a gallon at 50,000 gallons of  
[ 5] volume and at \$2, down to \$1.86 per gallon as a  
[ 6] way of being able to spread those costs a little  
[ 7] further. That generates a net profit, which is  
[ 8] inclusive of the fuel flowage fee of just under  
[ 9] \$18,000 at \$2 a gallon. But at \$2.10 a gallon,  
[10] that's escalated to just under \$28,000 a year.

[11] And when you consider that the  
[12] capitalization of the Authority's investment in  
[13] the facility would be limited to \$35,000, you can  
[14] see that even at a hundred thousand gallons at  
[15] \$2.10 a gallon, at -- in a little over a year,  
[16] the facility could be totally capitalized, that  
[17] is, the investment the Authority made entirely  
[18] recovered. Obviously, if you change volumes or  
[19] extend the volumes up to higher levels, that  
[20] profitability becomes very dramatic.

[21] There should be no return-on-investment  
[22] issues because if you look at any -- any  
[23] reasonable model for determining return on  
[24] investment, this facility would satisfy it at  
[25] almost any pricing point and at any volume level.

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[ 1] is recovered and allotted for in the pricing  
[ 2] strategy, and the maintenance requirements of the  
[ 3] actual -- of the Authority itself are minor and  
[ 4] would be limited to things like landscaping and  
[ 5] lighting and general pickup and cleanup of the  
[ 6] area, not toward the tanks and the equipment  
[ 7] itself.

[ 8] Those things are handled contractually and  
[ 9] would be recommended to be continued that way, as  
[10] they are a fairly specialized item, and obviously  
[11] you're dealing with a fairly volatile product.  
[12] And that's not the kind of thing that without the  
[13] proper training and equipment and tools that you  
[14] tend to just go out and take a stab at repairing.

[15] Unlike automobile fuel, an aviation  
[16] self-fuel site requires no constant attendance by  
[17] staff. As such, the actual -- the cost of the  
[18] facility or operating the facility is very, very  
[19] small.

[20] As I said earlier, maintenance is handled  
[21] contractually, and a facility of this type is  
[22] going to be open on a 24-hour-a-day, 7-day-a-week  
[23] basis. So basically, anytime anybody wanted to  
[24] purchase fuel or needed av gas-related fuel,  
[25] they'd just simply taxi up to that -- the

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[ 1] We sus- -- we expect that the -- depending  
[ 2] on the strategy the Authority takes in pricing,  
[ 3] that the profitability of the facility could  
[ 4] be -- could be dramatic and probably exceed any  
[ 5] other single investment the Airport Authority  
[ 6] makes, including hangars and other infrastructure  
[ 7] items.

[ 8] We move on to the facility operation side of  
[ 9] it. There are two key areas we looked at, that  
[10] being administration and maintenance. And  
[11] largely, the administration requirements on our  
[12] side are quite minor, as this is a computer-based  
[13] setup that the fuel supplier basically handles  
[14] for us.

[15] All of the credit card billings and all of  
[16] the purchases off of that are handled by the --  
[17] by the fuel wholesaler on our behalf, and largely  
[18] all we do is track the -- the deposits in the  
[19] bank and the expenditures that go related to the  
[20] facility, which are primarily things like  
[21] maintenance and other utility-type items such as  
[22] electric and on. It's fairly minor in nature and  
[23] probably less -- less or equal to any other  
[24] investment the Authority's made.

[25] The same respects for maintenance; the cost

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[ 1] self-fuel facility, using their credit card and  
[ 2] be able to purchase fuel.

[ 3] We looked at the wholesale fuel supply. We  
[ 4] sent RFPs out to the five players in the aviation  
[ 5] fuel business, that being Chevron, Texaco, Exxon,  
[ 6] Air BP and Philips 66, with a series of  
[ 7] parameters which we included in your packet,  
[ 8] asked them questions related to cost,  
[ 9] promotionals that they offer, signage of the  
[10] facility, where the fuel would come from. We  
[11] asked them to give us a snapshot, using a May 1st  
[12] date of what their fuel costs were, what the  
[13] delivery costs were of that fuel, any other item  
[14] that -- that we could think of.

[15] We received two responses. Exxon's came in  
[16] two pieces, but generally contained the  
[17] information we were looking for. Chevron did a  
[18] very nice job of presenting the information in  
[19] response to us. And as we reviewed them, we made  
[20] the determination that Chevron was probably best  
[21] overall for purposes of selecting the wholesale  
[22] fuel for us.

[23] This came from -- that recommendation came  
[24] from several fronts. Not only cost but primarily  
[25] cost, credit card costs, as well as the wholesale

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[ 1] fuel prices were less with Chevron than they were  
[ 2] with Exxon.

[ 3] The only area that appeared to be perhaps  
[ 4] lagging in the Chevron program were  
[ 5] promotional-type things; that is, things that  
[ 6] they would -- they reward pilots with as an  
[ 7] incentive for buying their brand of fuel. That's  
[ 8] something Chevron perhaps did a little -- does a  
[ 9] little poorer job, if that's a correct statement  
[10] about them, than does Exxon.

[11] The next element we looked at was the  
[12] planning and civil engineering, looking at a  
[13] site, all the environmental permits required,  
[14] tank permitting, as well as the installation and  
[15] the like. It's going to require a fair amount of  
[16] technical input.

[17] It's going to require several meetings with  
[18] agencies such as DEP and the Water Management  
[19] District to assure that a facility's constructed  
[20] that, in the event of some catastrophic failure  
[21] or significant leakage in the case of an  
[22] aircraft, that the fuel would be contained and in  
[23] a position to be properly disposed of, as the  
[24] environmental requirements are.

[25] There's also the standard building

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[ 1] should endorse the self-fuel concept and its  
[ 2] necessity on the airport; you should direct staff  
[ 3] to develop retail pricing strategies and a policy  
[ 4] for the Authority as it relates to coming up with  
[ 5] a price; that site civil engineering and planning  
[ 6] work should be awarded to Earth Tech engineers in  
[ 7] the amount of \$27,600; that the Authority  
[ 8] authorize a wholesale fuel agreement with  
[ 9] Chevron, which is The Hiller Group in Tampa -- I  
[10] want to come back to that point in just a  
[11] minute -- and the last one was to authorize the  
[12] development of the site east of the hangar row --  
[13] of hangar row "M" for the purposes of  
[14] establishing the facility.

[15] Now, I want to come back to the wholesale  
[16] fuel agreement, because after preparing this and  
[17] the agenda item, we were contacted by Aero Sport,  
[18] who indeed was again expressing interest in the  
[19] self-fueling and indeed was going to be looking  
[20] at in more detail the arrangement with Chevron  
[21] itself to operate the same facility.

[22] So, they -- they have asked that perhaps we  
[23] not move as quickly through the establishment of  
[24] an actual agreement with a wholesaler until  
[25] they've had a chance to sit down with us.

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[ 1] permitting and the like that goes into this and  
[ 2] standard storm water drainage requirements that  
[ 3] need to be addressed, not unlike what we went  
[ 4] through to do the wash rack facility. They're  
[ 5] treated as similar uses under most rules and  
[ 6] regulations.

[ 7] We solicited a proposal from Earth Tech to  
[ 8] provide those planning and engineering services.  
[ 9] They provided a quote at \$27,600 for that.  
[10] Again, we provided you the details in your agenda  
[11] package, but that is a -- basically a turn-key  
[12] operation from an engineering standpoint.

[13] We anticipated that there would be two -- a  
[14] minimum of two bids that would be -- that would  
[15] be advertised and competed publicly, one being  
[16] the civil construction involving concrete and  
[17] asphalt, site civil, drainage, that type of  
[18] thing, and then an equipment supply contract that  
[19] would provide for the self-contained fuel  
[20] facility, the tank, the pumping gear, as well as  
[21] the credit card reader and the like, those making  
[22] up kind of the two elements that we anticipate  
[23] being bid.

[24] As such, our recommendations back to the  
[25] Airport Authority is that the Airport Authority

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[ 1] We tentatively have a meeting time of later  
[ 2] this week to discuss whether they indeed can get  
[ 3] a self-fueling operation and price that would --  
[ 4] that represents something very close or in the  
[ 5] area of market for self-fuel facilities in  
[ 6] Northeast Florida.

[ 7] So, as such, I think it's only fair that we  
[ 8] continue to keep those lines of communication  
[ 9] open with Aero Sport and see if we can't come to  
[10] some agreement related to the actual operation of  
[11] the facility.

[12] So, it may still be that the Airport  
[13] Authority does not come through and operate the  
[14] facility; it just simply constructs it and comes  
[15] to some lease and fuel flowage arrangement with  
[16] the FBO. And I think we'd be -- I know we'd be  
[17] happy to answer any questions you have related to  
[18] that, but that's in general -- generalities  
[19] what's -- what's going on.

[20] We do have the model available and could  
[21] put -- even put that on the screen, massaging or  
[22] adjusting any of the input items you saw on the  
[23] spreadsheets if you would like to, related to  
[24] everything from priced -- price or cost or the  
[25] like. We can manipulate any of that data and

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[ 1] generate new --

[ 2] CHAIRMAN ROSE: Ed, would you clarify one

[ 3] thing? I think I understood what you said, but

[ 4] in your recommendation, you had asked for

[ 5] authority to enter into the wholesale supply

[ 6] agreement. Are you suggesting now that that be

[ 7] delayed until you've had a chance to have

[ 8] discussions with Aero Sport?

[ 9] MR. WUELLNER: Yes.

[10] CHAIRMAN ROSE: So, that recommendation is

[11] modified to that extent.

[12] MR. WUELLNER: Yes, sir. I think until we

[13] either close the door completely on arrangements

[14] with Aero Sport or come to some terms with Aero

[15] Sport, which both are subject to approval.

[16] CHAIRMAN ROSE: Does that mean that that

[17] would be an item next month at our meeting?

[18] MR. WUELLNER: I would hope so. I don't see

[19] any reason to delay moving through a

[20] construction -- or, you know, development of

[21] plans and specs, lose this month in getting there

[22] between now and then while we work out those

[23] details. In worst-case scenario, you're looking

[24] at we operate it and you're looking at the

[25] numbers.

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[ 1] So, all of that administrative cost and time

[ 2] is not included in the equation because we don't

[ 3] have it. We just simply maintain those records

[ 4] and then they're made available to the auditor

[ 5] should they request the details.

[ 6] CHAIRMAN ROSE: But won't we record the

[ 7] volume --

[ 8] MR. WUELLNER: Oh, sure.

[ 9] CHAIRMAN ROSE: -- on each pump or on the

[10] pump, on a -- what, on a daily basis, I guess?

[11] MR. WUELLNER: Yeah. It's actually

[12] stored --

[13] CHAIRMAN ROSE: So, we'll know how many

[14] gallons were pumped today, tomorrow.

[15] MR. WUELLNER: Right. And you get that

[16] report literally off that machine anytime you

[17] want it --

[18] CHAIRMAN ROSE: I got you.

[19] MR. WUELLNER: -- and write down the

[20] transaction. And to respond to your comment

[21] about the not carrying cards, the systems, the

[22] card reader systems, for lack of better terms,

[23] the credit card reader systems allow the

[24] development of user -- user-issued cards so that

[25] somebody who is basically a cash customer, cards

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[ 1] CHAIRMAN ROSE: Okay. Any questions of Ed?

[ 2] Joe?

[ 3] MR. CIRIELLO: Yes. Ed?

[ 4] MR. WUELLNER: Yes, sir.

[ 5] MR. CIRIELLO: Not everybody carries credit

[ 6] cards. I never did. I either paid with a check

[ 7] or cash. But on the part about the oil company's

[ 8] going to do all the bookwork and all that kind of

[ 9] stuff, but what about when it comes time to being

[10] audited?

[11] If we're going to be audited and we don't

[12] keep up with their bookwork and just accept

[13] everything they have, will the auditors accept

[14] what they tell us is right, or are we going to

[15] have to have our bookkeeping in order at the same

[16] time that they do?

[17] MR. WUELLNER: I'm not sure I have a simple

[18] answer for you on that. We can get -- we can and

[19] would routinely get a report from the fuel vendor

[20] detailing all of the purchases made and who made

[21] them, the like.

[22] So, all of the transactional basis is

[23] provided to the Authority; it's just we do not

[24] have the -- we're not going to maintain those.

[25] We're not going to create those records.

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[ 1] can be issued.

[ 2] Now, I'm not suggesting we do this at this

[ 3] point, but they have the ability to issue a card

[ 4] that's issued by the Authority and is basically a

[ 5] cash arrangement with the Authority at that

[ 6] point. So, they'd pay by check to the Authority

[ 7] and have an authorization related to that card.

[ 8] MR. CIRIELLO: But would you have to have an

[ 9] employee to take checks or whatever?

[10] MR. WUELLNER: Well, you wouldn't do it on a

[11] single-purchase basis. And the only way it would

[12] work, if my recollection of Florida Statutes is

[13] such, that most governmental agencies are

[14] prohibited from effectively loaning -- in this

[15] case, you'd be loaning a customer money, which is

[16] prohibited by Florida Statute. So, the only way

[17] that arrangement could be done is to advance pay

[18] and have an amount that's authorized on the

[19] system through that card.

[20] MR. CIRIELLO: Okay.

[21] MR. WUELLNER: But it's an alternative to a

[22] credit card.

[23] MR. CIRIELLO: I have another thought. I

[24] don't know exactly how it works, but AOPA

[25] sponsors a bank that gives out credit cards or

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[ 1] something, and if you have this particular credit  
[ 2] card through AOPA, you go to a participating  
[ 3] fixed-base operator and pay with this credit  
[ 4] card, you get a discount.

[ 5] And AOPA magazines, they're telling people  
[ 6] they can save \$3- -- a couple of \$2- or \$300 a  
[ 7] year on their fuel sales and stuff. Would we --  
[ 8] if we were the dealer or whatever, would we be  
[ 9] involved in something like that or could we get  
[10] involved?

[11] MR. WUELLNER: I think that's accomplished  
[12] very much like the promotionals you see around  
[13] where they offer a cash back at the end of the  
[14] year; is that they've arranged a percentage to be  
[15] refunded to the customer. It's all on the credit  
[16] card side; it's not on the airport side. It's a  
[17] function of who issued --

[18] MR. CIRIELLO: Yeah. But, I mean, would we  
[19] be a participating part in that AOPA discount  
[20] thing? Because there are a lot of AOPA pilots --

[21] MR. WUELLNER: Yeah. Anywhere you bought  
[22] fuel using that Visa card, I believe Bryan's  
[23] telling me it's a Visa card, that -- you know,  
[24] that's a qualifying purchase for the purposes of  
[25] a rebate. It's not an issue with us.

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[ 1] evidence of leaks and the like, it would be our  
[ 2] responsibility, obviously.

[ 3] The quarterly safety inspections and the  
[ 4] like on the facility, as well as the  
[ 5] inspection -- some of those come to the  
[ 6] maintenance side, too, that you'd task your  
[ 7] maintenance contract vendor to do, such as the  
[ 8] tank linings and assuring the system's totally  
[ 9] operational that way.

[10] Quality control inspections are done by the  
[11] fuel supplier. So -- and those are done on a  
[12] quarterly basis, is what they're telling us.

[13] MR. LASSITER: And all the computers and the  
[14] readers and all are the vendor's  
[15] responsibility --

[16] MR. WUELLNER: Correct.

[17] MR. LASSITER: -- or is it ours?

[18] MR. WUELLNER: I assume there's some joint  
[19] there in terms of ownership, but in terms of  
[20] accuracy of the equipment, it's going to be a  
[21] combination of us, the vendor itself, as well as  
[22] the maintenance contractor on the facility.

[23] MR. LASSITER: Is there going to be yearly  
[24] maintenance fees to the agency, that you know of?

[25] MR. WUELLNER: Not from the fuel vendor.

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[ 1] MR. CIRIELLO: Okay.

[ 2] MR. WUELLNER: You could use it anywhere.

[ 3] CHAIRMAN ROSE: Joe?

[ 4] MR. CIRIELLO: No. I can't think of  
[ 5] something right now. I might later.

[ 6] MR. LASSITER: Ed, I just have a quick  
[ 7] question on the physical plant side. The life of  
[ 8] the station you've got is 10 years. Is that  
[ 9] pretty much the standard life of these, in  
[10] looking at replacing equipment and --

[11] MR. WUELLNER: Actually, we chose 10 years  
[12] as -- because of the equipment side of it, not  
[13] the tank and pump and the like. You should  
[14] easily get 15 or 20 years out of the tank  
[15] facility itself if it's properly maintained.

[16] Keep in mind there's, you know, a series of  
[17] inspections that have to go on on this facility,  
[18] ranging from daily to annually; plus there are  
[19] actual things like tank linings and the like that  
[20] have to be done on a recurring basis and  
[21] certified back in order to qualify to hold your  
[22] tank license.

[23] MR. LASSITER: Whose responsibility is that?

[24] MR. WUELLNER: Depending on the item, the  
[25] daily going out and just making sure there's no

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[ 1] The others are worked into this \$2,500-a-year  
[ 2] cost that's in the -- in your matrix.

[ 3] MR. LASSITER: Okay.

[ 4] MR. WATTS: Ed, let me ask you one question.  
[ 5] Did I -- not getting ahead or anything here, but  
[ 6] your discussions with Aero Sport, was this -- you  
[ 7] were talking about us or the -- I say "us," the  
[ 8] airport putting in the facility and then Aero  
[ 9] Sport managing?

[10] MR. WUELLNER: Yeah. Effectively coming to  
[11] an operating agreement or lease arrangement with  
[12] the Airport Authority for the facility, is what  
[13] they would like to pursue discussions on.

[14] MR. WATTS: Okay. Thank you.

[15] MR. WUELLNER: You know, our concern  
[16] obviously is that in order for the facility --  
[17] from a staff side only, is that -- and I'm sure  
[18] the Pilots Association would jump in here, too,  
[19] is that, you know, in order for self-fuel to be  
[20] meaningful to the users of the airport, it needs  
[21] to be reasonably close to the market that's in  
[22] Northeast Florida.

[23] If it's not, then we're not accomplishing  
[24] the original goal here, which is providing an  
[25] alternative fuel source. If we're not going to

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[ 1] be able to do that contractually, then it doesn't  
[ 2] make any sense to pursue that.  
[ 3] CHAIRMAN ROSE: Is there any public comment?  
[ 4] Dan. Okay. You're next, Dan.

[ 5] MR. GEORGE: Wayne George, Pilots  
[ 6] Association. I think the analysis, Ed, was great  
[ 7] and I think it's, you know, time to come to a  
[ 8] conclusion on this. We've talked it over and  
[ 9] talked it over.

[10] Joe, your point about the credit cards, we  
[11] have a bunch of pilots here. Would you mind  
[12] holding up your hands? Can you see the pilots'  
[13] arms? How many of you do not carry a credit card  
[14] in your wallet?

[15] (None indicating.)

[16] MR. GEORGE: I think that the number of  
[17] people that don't, probably 1 percent, you know,  
[18] the fliers. You know, I know some friends in  
[19] Atlanta that don't, that they prefer to pay,  
[20] write a check, you know, or do it -- but I think  
[21] that that's a small percentage of it.

[22] The AOPA discount, I use that. It's a Visa  
[23] card, and it's done through Maryland National  
[24] Bank. And after I get my Visa bill, I have to  
[25] copy that and send it to Maryland National Bank

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[ 1] and they give me the credit. Now, what if --  
[ 2] Aero Sport can tell you whether they get a  
[ 3] charge-back on a month, but I don't know. You  
[ 4] don't?

[ 5] MS. ANDERSON: No. It's just through the  
[ 6] credit card.

[ 7] MR. GEORGE: Okay. So, your question about  
[ 8] whether the Airport Authority would be hit with a  
[ 9] charge-back to participate in that type of AOPA  
[10] program, it sounds like it wouldn't be.

[11] I think that all the pilots that are here  
[12] today will echo this. We've been tossing this  
[13] thing around, and it's nice to see that the  
[14] conclusion that Ed has reached and hopefully you  
[15] will reach also is that a self-service facility  
[16] is needed here.

[17] And Ed's last point is what we're concerned  
[18] about, is the cost of -- the cost of passing it  
[19] on, you know, to the pilots. I myself fly  
[20] probably a little bit more than anybody else,  
[21] maybe 150 hours a year, but with me buying fuel  
[22] coming in here on my airplane, under the  
[23] \$3-a-gallon deal, it would be about \$4,800 for me  
[24] to fuel.

[25] The fuel at the fuel -- self-service pump in

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[ 1] all of the other counties is about \$3,800. So,  
[ 2] it's about a \$1,500 savings to me alone, and I  
[ 3] would assume that most of the other pilots would  
[ 4] experience some sort of a savings, you know, just  
[ 5] like that.

[ 6] We feel that we've come this far, we've got  
[ 7] all the facts in front of us, and we would like  
[ 8] for the Authority board to either -- approve, you  
[ 9] know, Ed's suggestions and go ahead and vote  
[10] today for the Airport Authority to have the fuel  
[11] facility.

[12] In the event that Aero Sport, you know, can  
[13] satisfy, you know, the other needs and come back  
[14] in after the fact, then we can present something,  
[15] you know, like that. Otherwise, we'll take it  
[16] and drag it on and on and on.

[17] For instance, we have a group of pilots that  
[18] have mentioned maybe they would like to form a  
[19] corporation and come in and do something like  
[20] that. So, if we're going to open it up to bid,  
[21] we're just stalling this thing off, you know,  
[22] longer and longer.

[23] And I think we've got the facts, the  
[24] figures. The whole thing is, as Ed said, would  
[25] be more profitable to the airport than any other

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[ 1] venture that we're doing now. The impact on  
[ 2] administration is minor. The impact on the  
[ 3] maintenance is minor. And I personally don't see  
[ 4] why we can't make a decision today. But I will  
[ 5] yield to Mr. Holiday.

[ 6] MR. CIRIELLO: Could I ask a question?

[ 7] MR. GEORGE: I'm sure he'll have some  
[ 8] comments.

[ 9] MR. CIRIELLO: I wanted to ask him a  
[10] question.

[11] CHAIRMAN ROSE: Thank you. Wait. Joe wants  
[12] to ask you a question.

[13] MR. GEORGE: Okay.

[14] MR. CIRIELLO: It's early yet, Dan. I've  
[15] had a couple of phone calls from people. I don't  
[16] know about the other board members, but every  
[17] once in a while, I'll get a call from somebody  
[18] and they'll question me about the airport. And  
[19] being the big mouth that I am, I just talk and  
[20] talk and talk.

[21] And a couple of these people, when we got to  
[22] the self-fuel part of it, they suggested, well,  
[23] if those -- I'm not being nasty here -- if those  
[24] pilots are so interested in saving themselves  
[25] some money, why don't they operate the thing,



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[ 1] because I tell them to right off the bat that I'm  
 [ 2] no way, shape, or form wanting this Authority to  
 [ 3] manage it.  
 [ 4] I'm not against it. No way am I against it.  
 [ 5] But I am not for this Authority, for one year,  
 [ 6] two years, or five years taking over, running it  
 [ 7] and being the boss and everything in the hopes  
 [ 8] that somebody's going to come on board and run  
 [ 9] it.  
 [10] So, I was asked, well, why don't the Pilots  
 [11] Association do it, you know, if they're so hot on  
 [12] it. And so I --  
 [13] MR. GEORGE: This is --  
 [14] MR. CIRIELLO: Would you be interested? I  
 [15] mean, your group.  
 [16] MR. GEORGE: Absolutely. Which was the  
 [17] point that I just got through making.  
 [18] MR. CIRIELLO: Yeah.  
 [19] MR. GEORGE: Some of them, when we first  
 [20] started this op -- you know, this conversation,  
 [21] that that was the way we would come in, talking  
 [22] about a cooperative, you know, or something like  
 [23] that.  
 [24] But one of them brought up a very  
 [25] interesting point to me. He said, why is it that

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[ 1] looking for, is some sort of control that the  
 [ 2] prices that we wind up paying for it is similar  
 [ 3] to the other counties.  
 [ 4] In Atlanta, Georgia, PDK, Signature came in  
 [ 5] and took over Air BP, slowly raised the  
 [ 6] self-service pump, and then showed there was only  
 [ 7] 15 cents a gallon difference. And they said,  
 [ 8] hey, nobody's using this, so we're going to shut  
 [ 9] it down. So, they don't have that facility  
 [10] anymore. I think we need the competitive checks  
 [11] and balances.  
 [12] MR. CIRIELLO: Well, let me ask you a  
 [13] question along -- you and Ed can answer this.  
 [14] Ed, if we built this thing, if we said,  
 [15] okay, we're going to build it and everything,  
 [16] could we then turn around and change our minimum  
 [17] standards and everything and then sign a contract  
 [18] with the Pilots Association if they would lease  
 [19] it and run it and then pay us back a few cents a  
 [20] gallon like Aero Sport does; they would be the  
 [21] tenant and -- or the renter and we'd be the --  
 [22] could that -- could a deal something like that be  
 [23] handled?  
 [24] Because, like I said, I'm not mincing words;  
 [25] the only way I'm going to vote yes on this thing

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[ 1] the other counties that also have a similar  
 [ 2] airport authority, how is it that they can come  
 [ 3] up and they can take care of this and find it  
 [ 4] profitable to provide their pilots, you know, a  
 [ 5] self-service pump, but St. Johns County, you  
 [ 6] know, doesn't want to do it?  
 [ 7] MR. CIRIELLO: I'd have to go and talk to  
 [ 8] them and find out, but my airport where I come  
 [ 9] from up north, I just got a report, I told you  
 [10] guys a couple of months ago --  
 [11] MR. GEORGE: Right.  
 [12] MR. CIRIELLO: -- that out of the three FBOs  
 [13] on the field, which is a way smaller airport than  
 [14] this, three of them sell fuel and two of them  
 [15] have self-fuel services to go along with their  
 [16] regular. And that's probably a convenience for  
 [17] people who come in when the airport's closed  
 [18] down.  
 [19] MR. GEORGE: Could be, yeah.  
 [20] MR. CIRIELLO: But let's say --  
 [21] MR. GEORGE: Now, there's an FBO in Daytona  
 [22] that sells gas, regular service at \$2.85 to \$3 a  
 [23] gallon, but self-service is \$2.09. The same FBO.  
 [24] They offer that. And that's -- if Aero Sport  
 [25] winds up getting the thing, that's what we're

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[ 1] is if we already have a commitment from somebody  
 [ 2] that they'll take it over. I'm not going to sit  
 [ 3] here and vote yes, let's build it, and they'll  
 [ 4] come. I don't go with that. I want them here  
 [ 5] before I build it.  
 [ 6] MR. WUELLNER: There are two pieces to the  
 [ 7] answer. We only have one of the pieces, which  
 [ 8] is: Could we contractually do that? Yes. I  
 [ 9] don't think there's any issue there. Now,  
 [10] whether they could contractually do that is  
 [11] another issue.  
 [12] MR. CIRIELLO: Well, that's what I'm asking:  
 [13] Would they be interested if we built it at our  
 [14] expense and everything and all you had to do was  
 [15] pay us back a few cents a gallon like Aero Sport  
 [16] does and make yourselves a profit or whatever,  
 [17] that you'd be responsible for running it as a  
 [18] tenant, would -- you know, if that was a  
 [19] commitment made and put in writing, I'd be  
 [20] building it right now. But I'm not going to  
 [21] build it and say we'll build it and they'll come.  
 [22] MR. GEORGE: There are six of the pilots,  
 [23] some of which are here today, that have discussed  
 [24] doing just that.  
 [25] MR. CIRIELLO: Well, that's a proposal I'm

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[ 1] saying I'd like to see.  
 [ 2] You know, as far as somebody making a motion  
 [ 3] up here and vote to go with what Staff  
 [ 4] recommended, the way it is right now, without  
 [ 5] somebody firmly committed to run this thing,  
 [ 6] instead of letting it hang on us, I won't vote  
 [ 7] yes for it.  
 [ 8] MR. GEORGE: What's -- can I ask?  
 [ 9] MR. CIRIELLO: Yeah.  
 [10] MR. GEORGE: What's the objection to us --  
 [11] the Airport Authority running it where the other  
 [12] counties, their Airport Authority runs it?  
 [13] MR. CIRIELLO: Well, I don't know --  
 [14] MR. GEORGE: If we have the people, we have  
 [15] the facilities, we have the maintenance people.  
 [16] But we're not talking about this is a whole new  
 [17] business venture that's going to take us \$20,000  
 [18] a month just to cover it.  
 [19] MR. CIRIELLO: Like I said, the airport up  
 [20] north, the authority doesn't run -- no, they  
 [21] don't have an authority; they're run by county  
 [22] commission. But they don't run it. The fuel  
 [23] sales are contracted out to the three FBOs and  
 [24] it's part of their business.  
 [25] I don't want this Authority to be in

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[ 1] airport and go a long way toward taking the  
 [ 2] airport maintenance and operation off of the tax  
 [ 3] rolls or minimizing the taxes is right here in  
 [ 4] front of you, gentlemen.  
 [ 5] Anytime you take and dilute that with  
 [ 6] anybody in between, such as an FBO or even a  
 [ 7] group of pilots to run it, you're diluting the  
 [ 8] amount of money that is available for the Airport  
 [ 9] Authority to go toward the maintenance of this  
 [10] airport. And I'd just like to make that point.  
 [11] I think the purer you get with the Airport  
 [12] Authority taking this thing over, running it, and  
 [13] keeping the prices competitive, and also giving  
 [14] Staff the flexibility to adjust the price so that  
 [15] the optimum mix of volume and price to yield the  
 [16] best return for the Airport, I think that is the  
 [17] way to go.  
 [18] And so, anytime that's diluted in any way,  
 [19] shape, or form, I think you're detracting from  
 [20] the thrust that you can achieve. Thank you.  
 [21] CHAIRMAN ROSE: Thank you very much.  
 [22] MR. CIRIELLO: I've got a comment to that.  
 [23] CHAIRMAN ROSE: What?  
 [24] MR. CIRIELLO: I want to comment to what --  
 [25] CHAIRMAN ROSE: Okay. This isn't a

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[ 1] competition with Aero Sport or anybody else, and  
 [ 2] I don't want us to be employers of that kind of a  
 [ 3] deal. That's my only objection.  
 [ 4] I have no objections to building it, but I  
 [ 5] have objections to us being the runners or being  
 [ 6] the gas station attendant. That's the only  
 [ 7] objection I have.  
 [ 8] CHAIRMAN ROSE: Okay. Everybody understand  
 [ 9] Joe's position?  
 [10] MR. GEORGE: Yes, sir.  
 [11] CHAIRMAN ROSE: Any questions of Joe while  
 [12] we're on that subject?  
 [13] (No questions.)  
 [14] CHAIRMAN ROSE: All right, Dan, why don't  
 [15] you --  
 [16] MR. HOLIDAY: I'm yielding to Victor for a  
 [17] moment.  
 [18] CHAIRMAN ROSE: I don't know.  
 [19] MR. HOLIDAY: You know doggone well if I  
 [20] yield to Victor Martinelli, it's important.  
 [21] MR. MARTINELLI: My name is Victor  
 [22] Martinelli, and I live at 24 Carriage Lane, Ponte  
 [23] Vedra Beach.  
 [24] The opportunity that the Airport Authority  
 [25] has with this venture to make money for this

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[ 1] back-and-forth now. If you -- you'll have a  
 [ 2] chance to talk before we vote. If you want to --  
 [ 3] MR. LASSITER: This is public comment.  
 [ 4] CHAIRMAN ROSE: Huh?  
 [ 5] MR. LASSITER: This is public comment now.  
 [ 6] CHAIRMAN ROSE: Yeah.  
 [ 7] MR. CIRIELLO: Okay.  
 [ 8] CHAIRMAN ROSE: Dan, was that you talking?  
 [ 9] MR. HOLIDAY: Mega dittos. Have you heard  
 [10] that before? What baffles me is why it's taken  
 [11] so long to get to this point. It seems like  
 [12] everyone else is way ahead of us, and for years,  
 [13] this airport's been ahead of everybody else.  
 [14] A self-fuel facility shouldn't -- we  
 [15] shouldn't even be sitting here debating this. It  
 [16] just makes good sense. It's the KISS principle:  
 [17] Keep It Simple -- I didn't say the last one, but  
 [18] think about it a second.  
 [19] This is the single best investment for the  
 [20] Airport Authority, and it helps the people that  
 [21] use the airport; therefore, it's good for the  
 [22] taxpayer, too. What -- it's -- I'm sorry, guys;  
 [23] to me, it makes a lot of sense to do this. But I  
 [24] guess I'm the one that's stupid. I don't know.  
 [25] CHAIRMAN ROSE: Well, we're --

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[ 1] MR. HOLIDAY: This is basically --  
 [ 2] CHAIRMAN ROSE: -- to the point now where  
 [ 3] we're ready to vote on this.  
 [ 4] MR. HOLIDAY: Let's vote.  
 [ 5] CHAIRMAN ROSE: All right. Any other public  
 [ 6] comment?  
 [ 7] (No public comment.)  
 [ 8] CHAIRMAN ROSE: All right. Cindy and Ed, I  
 [ 9] would expect, looking at our recommendation, we  
 [10] almost need to vote on each one of those items,  
 [11] don't we?  
 [12] MR. WUELLNER: That's fine.  
 [13] CHAIRMAN ROSE: So, we have before you on  
 [14] page, what is that? Well, anyway, it's the --  
 [15] MR. CIRIELLO: Three.  
 [16] CHAIRMAN ROSE: -- third page of the staff  
 [17] memo. We have four -- we have four steps or four  
 [18] specific recommendations.  
 [19] One, Ed's asking us to endorse the project  
 [20] and direct the staff to move forward along the  
 [21] most ex -- the route at facilitating the  
 [22] development of this facility east of the  
 [23] T-hangars.  
 [24] Secondly, that the Authority authorize  
 [25] entering into a wholesale supply agreement with

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[ 1] you have a motion and a second.  
 [ 2] CHAIRMAN ROSE: Well, we've been talking.  
 [ 3] MR. LASSITER: I make a motion that we  
 [ 4] approve Staff's recommendation on item 1, agenda  
 [ 5] item 7.A.  
 [ 6] CHAIRMAN ROSE: Is there a second?  
 [ 7] MR. WATTS: I second.  
 [ 8] CHAIRMAN ROSE: We have a motion made and  
 [ 9] seconded. Now is there any discussion?  
 [10] MR. CIRIELLO: I have a question I want to  
 [11] ask, probably Cindy, I don't know. Because  
 [12] you're taking this down in items, I want to put  
 [13] an amendment onto the motion, and I don't know if  
 [14] it's each one of them or for the whole thing when  
 [15] it's all done with or whatever, but I want to  
 [16] make it an amendment to whatever you go with the  
 [17] staff's recommendation, that nothing moves  
 [18] forward until we get a commitment from somebody  
 [19] to run it or operate the thing.  
 [20] Because that's what I'm -- where I'm at, and  
 [21] I put that in the way of an amendment. I don't  
 [22] know if it goes on each individual item or if I  
 [23] could say it now and it'll be considered for all  
 [24] four items or what. I don't know.  
 [25] CHAIRMAN ROSE: Well, it seems to me that if

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[ 1] Chevron through The Hiller Group, and -- as we  
 [ 2] discussed. He's modified that, suggesting that  
 [ 3] we not act on that, we wait until he's had a  
 [ 4] chance to visit with Aero Sport. Is that  
 [ 5] correct, Ed?  
 [ 6] MR. WUELLNER: Yes, sir.  
 [ 7] CHAIRMAN ROSE: The third item, that we  
 [ 8] award the civil engineering contract to Earth  
 [ 9] Tech for \$27,600, subject to DOT concurrence for  
 [10] the civil engineering.  
 [11] And finally, that the Staff develop a  
 [12] policy -- we direct the Staff to develop a policy  
 [13] for the Authority to consider at a later date  
 [14] concerning the establishment of the retail price  
 [15] methods.  
 [16] Does everybody understand those four items?  
 [17] What I'd like to do, then, we'll start with item  
 [18] 1, discuss it and vote on it, 2, 3, and 4. Any  
 [19] problem? All right.  
 [20] Item 1, give authority endorsing this  
 [21] project and direct Staff to move forward along  
 [22] the most expedited route in facilitating the  
 [23] development of a facility immediately east of  
 [24] T-hangar unit M. Discussion?  
 [25] MR. CIRIELLO: Can't have a discussion until

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[ 1] that's what you want to do, you need to make a  
 [ 2] motion to amend the motion that's on the floor,  
 [ 3] to include --  
 [ 4] MR. CIRIELLO: Yeah, but my question is: Do  
 [ 5] I do that three times or four times, or can I do  
 [ 6] it once for the whole thing? That's what I'm  
 [ 7] asking Cindy.  
 [ 8] CHAIRMAN ROSE: Well -- all right. Cindy?  
 [ 9] MS. BARTIN: We have a motion on the floor  
 [10] now. I believe that needs to be voted on, and  
 [11] then you could maybe make a new motion, depending  
 [12] on what the vote is.  
 [13] CHAIRMAN ROSE: To amend that motion.  
 [14] MS. BARTIN: Uh-huh.  
 [15] MR. CIRIELLO: Well, you could amend the  
 [16] motion -- as the motion is made, you could amend  
 [17] it. If you get a second, then you vote on the  
 [18] amendment first, and if it passes, fine. If it  
 [19] don't, then you -- the motion itself carries.  
 [20] CHAIRMAN ROSE: Joe, why don't you make a  
 [21] motion and -- item 1 directs us to endorse the  
 [22] project. And I would think that if your motion  
 [23] carried and it was -- and the motion that's been  
 [24] made is amended to include what you've said,  
 [25] then --

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[ 1] MR. CIRIELLO: Okay.

[ 2] CHAIRMAN ROSE: -- then as Ed moves ahead,

[ 3] he must -- before he reaches a final decision, he

[ 4] has to have the --

[ 5] MR. CIRIELLO: Okay. I'll amend the

[ 6] original motion to include the language that --

[ 7] MR. LASSITER: Joe, I don't think you can do

[ 8] that. If I don't -- if I've made the motion and

[ 9] it's been seconded and I don't withdraw my

[10] motion, then the motion has to be voted on, and

[11] then you can make another motion amending mine.

[12] CHAIRMAN ROSE: Okay. My mistake.

[13] MR. CIRIELLO: No, no. If you make another

[14] motion, it's not amending it.

[15] CHAIRMAN ROSE: Let's vote on the motion and

[16] then we'll amend it. Joe will have a full

[17] opportunity to do that.

[18] MR. LASSITER: Call the question.

[19] MS. BARTIN: I think that Commissioner

[20] Bryant's suggesting that you can make a motion,

[21] if it's to amend. If it's seconded, then you can

[22] vote on the amendment to the original --

[23] CHAIRMAN ROSE: Right.

[24] MS. BARTIN: -- motion that was made.

[25] CHAIRMAN ROSE: That's right.

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[ 1] MR. WATTS: Aye.

[ 2] CHAIRMAN ROSE: Aye.

[ 3] Opposed?

[ 4] MR. CIRIELLO: No.

[ 5] CHAIRMAN ROSE: Motion is carried. All

[ 6] right. Item number 2, do we table this then

[ 7] until the next meeting, Cindy and Ed?

[ 8] MR. WUELLNER: You have a couple of choices

[ 9] here. You could table that item till the next,

[10] or you could adopt that and with -- with the

[11] caveat that we'd have those discussions with Aero

[12] Sport and bring it back.

[13] There's -- in our way of thinking, there's

[14] no urgency to item 2. It's the least

[15] important -- I say not the least important, but

[16] the least critical in terms of time line right

[17] now.

[18] CHAIRMAN ROSE: Well, I think the sense of

[19] the board is we'd like for you to have the

[20] meeting with Aero Sport --

[21] MR. WUELLNER: That's fine.

[22] CHAIRMAN ROSE: -- and then give us your

[23] recommendation.

[24] MR. WUELLNER: Then just -- I would just

[25] table that item.

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[ 1] MS. BARTIN: And I think that's what --

[ 2] MR. LASSITER: Okay.

[ 3] CHAIRMAN ROSE: That's what I was trying to

[ 4] do.

[ 5] MS. BARTIN: Okay. So, you're going -- he's

[ 6] going to make a motion to amend this --

[ 7] MR. CIRIELLO: I said I wanted to amend the

[ 8] motion to include that --

[ 9] MS. BARTIN: No, you've got to make a motion

[10] to amend.

[11] CHAIRMAN ROSE: All right.

[12] MR. CIRIELLO: -- nothing happens until --

[13] CHAIRMAN ROSE: We have a motion on the

[14] floor to accept item 1 and it's been seconded.

[15] We have a request to amend that motion, a motion

[16] to amend that motion, as Joe has suggested.

[17] MS. BARTIN: Is there a second to that

[18] motion to amend?

[19] CHAIRMAN ROSE: Is there a second to Joe's

[20] motion?

[21] (No second.)

[22] CHAIRMAN ROSE: If there's no second, the

[23] motion dies for lack of a second. Now we're back

[24] to the original motion. All in favor, say aye.

[25] MR. LASSITER: Aye.

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[ 1] CHAIRMAN ROSE: So, let's just pass that.

[ 2] We'll table it for now. All right. Award the

[ 3] civil engineering contract to Earth Tech

[ 4] engineers, \$27,600, subject to DOT approval. Do

[ 5] I hear a motion to that effect?

[ 6] MR. WATTS: Mr. Chairman, I make that

[ 7] motion.

[ 8] CHAIRMAN ROSE: Is there a second?

[ 9] MR. LASSITER: I second.

[10] CHAIRMAN ROSE: Discussion?

[11] (No discussion.)

[12] CHAIRMAN ROSE: All in favor?

[13] MR. LASSITER: Aye.

[14] MR. WATTS: Aye.

[15] CHAIRMAN ROSE: Aye.

[16] Opposed?

[17] MR. CIRIELLO: No.

[18] CHAIRMAN ROSE: Motion carried. And

[19] finally, we direct the Staff to develop a policy

[20] for consideration by the Authority at a future

[21] meeting concerning establishment of a retail

[22] price methodology. Any discussion?

[23] (No discussion.)

[24] CHAIRMAN ROSE: Is there a motion?

[25] MR. LASSITER: I make a motion to approve

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[ 1] item 4 of the recommendation of -- yes, 7.A.  
 [ 2] CHAIRMAN ROSE: Is there a second to that  
 [ 3] motion?  
 [ 4] MR. WATTS: Second.  
 [ 5] CHAIRMAN ROSE: Any discussion?  
 [ 6] (No discussion.)  
 [ 7] CHAIRMAN ROSE: All in favor?  
 [ 8] MR. LASSITER: Aye.  
 [ 9] MR. WATTS: Aye.  
 [10] CHAIRMAN ROSE: Aye.  
 [11] Opposed?  
 [12] MR. CIRIELLO: No.  
 [13] CHAIRMAN ROSE: Motion's carried. So, items  
 [14] 1, 2, and 4 have been approved --  
 [15] MR. WUELLNER: 1, 3, and 4.  
 [16] MS. BARTIN: Right.  
 [17] CHAIRMAN ROSE: I'm sorry, 1, 3, and 4. And  
 [18] item 2 is -- we'll address that when you have a  
 [19] recommendation. Ed, have you got anything? What  
 [20] else have you got?  
 [21] 7.B. - PROJECT UPDATES  
 [22] MR. WUELLNER: Only thing I wanted to do was  
 [23] kind of bring you up to speed on the -- on  
 [24] projects at this point.  
 [25] The first is the terminal project. The

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[ 1] they're expected to wrap up in the first week of  
 [ 2] June with the -- the install of that item. A  
 [ 3] tentative date for publication of the approach  
 [ 4] plate, however, is not until September, with that  
 [ 5] publication of the approach procedures, federal  
 [ 6] publication.  
 [ 7] And we're still waiting grant award on  
 [ 8] Taxiway B.  
 [ 9] Wash rack is completely operational. We  
 [10] accepted the video today for the training. So,  
 [11] those people wishing to use that can stop by the  
 [12] office and view that and satisfy the testing  
 [13] requirement on that, and they'll be welcome to  
 [14] use the wash rack from this point forward.  
 [15] And we are still in design and -- of the  
 [16] northeast area, including the SK Logistics  
 [17] facility and the Regency aviation facility, and  
 [18] things look real good and move that along.  
 [19] Probably out to bid over the next 30 to 45 days,  
 [20] depending on the balance of the permitting and  
 [21] development review committee at the County's  
 [22] comments inclusion. That's generally it for  
 [23] projects.  
 [24] CHAIRMAN ROSE: Is there any other  
 [25] discussion?

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[ 1] terminal project's been proceeding pretty much on  
 [ 2] schedule at this point. The -- they're expecting  
 [ 3] to pour the slab for the main hangar Wednesday  
 [ 4] morning of this week with the two other floor  
 [ 5] areas to be done over the next two weeks to ten  
 [ 6] days.  
 [ 7] Most of the structural steel is on-site  
 [ 8] already, with the exception of the roof trusses,  
 [ 9] the bolstering trusses. The first of those are  
 [10] supposed to be ready to be shipped Thursday of  
 [11] this week down to us. And that looks like it  
 [12] will be completed on schedule and we're not aware  
 [13] of any budget-related items as it goes to that.  
 [14] Air traffic control tower, we have a verbal  
 [15] concurrence as of today between the contractor  
 [16] and us, so that should be up and running in the  
 [17] next couple of days. Finally.  
 [18] ILS installation, the glide slope has been  
 [19] installed on-site and was given a very cursory  
 [20] look-see at its performance over the weekend and  
 [21] appears to be performing as expected and looks  
 [22] like it will be making a very good solid glide  
 [23] slope-type approach to the airport.  
 [24] They're just beginning the install of the  
 [25] localizer portion of the same approach, and

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[ 1] (No discussion.)  
 [ 2] CHAIRMAN ROSE: Is there any public comment?  
 [ 3] (No public comment.)  
 [ 4] CHAIRMAN ROSE: Well, our next board meeting  
 [ 5] is the 18th of June. Oh, I didn't -- I didn't  
 [ 6] see you.  
 [ 7] MR. MARTINELLI: I'm sorry.  
 [ 8] CHAIRMAN ROSE: Come on.  
 [ 9] PUBLIC COMMENT  
 [10] MR. MARTINELLI: Okay. I would just like to  
 [11] say, historically, and as many of you probably  
 [12] know, I've been involved in business of the  
 [13] Airport Authority for a long, long time.  
 [14] In the past, the -- the scenario has always  
 [15] been that the Airport Authority has footed the  
 [16] bill for studies, for contracts, for  
 [17] installation. And a good example is the present  
 [18] fuel farm.  
 [19] That was entirely paid for by the taxpayers,  
 [20] by the Airport Authority. And the control over  
 [21] what happens there is minimal, because it's been  
 [22] leased out. It's been -- the control has been  
 [23] abrogated.  
 [24] And I see a blueprint here that could end up  
 [25] the same way, where the items that you've

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[ 1] approved, start the program, get the study done,  
 [ 2] get all that done, and then down the line, we end  
 [ 3] up -- or the Airport Authority ends up -- and I  
 [ 4] say "we," because it's taxpayers as well, of  
 [ 5] saying, okay, we're going to abrogate our  
 [ 6] opportunity here to really make money for the  
 [ 7] airport, for the Airport Authority, for the  
 [ 8] citizens of the county, because this is one of  
 [ 9] the ways to get the tax rolls reduced, the taxes  
 [10] to the citizens of the county, and abrogate that  
 [11] and put a layer in between that is actually going  
 [12] to take the lion's share of the profits. And  
 [13] also, you're going to abrogate the control over  
 [14] that.

[15] And one other point that I'd like to make,  
 [16] and that is that in order to attract traffic to  
 [17] this airport, one of the key attractions is the  
 [18] price of fuel. And right now, a lot of air  
 [19] traffic is overflying this airport and going down  
 [20] to Flagler, going down to Ormond Beach, going to  
 [21] other airports in the vicinity and patronizing  
 [22] those services on the field, the restaurants and  
 [23] so on.

[24] And so, the satellite benefits that you can  
 [25] gain from the control and the proper pricing of

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[ 1] CHAIRMAN ROSE: By golly, I did that on  
 [ 2] purpose.

[ 3] MR. CIRIELLO: I know that. You shot me off  
 [ 4] once; you're not going to do it twice.

[ 5] CHAIRMAN ROSE: I'm sorry. I did -- that's  
 [ 6] my mistake, Joe. I apologize.

[ 7] 7.A. - MR. ROSE

[ 8] CHAIRMAN ROSE: I have no comment.

[ 9] MR. CIRIELLO: I'm in a fighting mood.

[10] CHAIRMAN ROSE: Dennis?

[11] 7.B. - MR. WATTS

[12] MR. WATTS: I just want to say, Ed, really  
 [13] the staff, the work you guys did on that, on the  
 [14] self-service facility was great. And I just say  
 [15] thank you for laying it out like you did. It was  
 [16] very good.

[17] MR. WUELLNER: You're welcome.

[18] CHAIRMAN ROSE: Amen.

[19] 7.C. - MR. LASSITER

[20] MR. LASSITER: And I, for Victor and Dan, I  
 [21] agree with you. I think that we need to look at  
 [22] this as something that we've all promised the  
 [23] taxpayers, or at least I have, that we would  
 [24] reduce the burden in every possible way.

[25] So, this will not be a we do it and turn it

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[ 1] fuel here are many. It's not just the profit on  
 [ 2] fuel. It's bringing people to the community.  
 [ 3] It's bringing people to the restaurants. So,  
 [ 4] again, I would just caution the Airport Authority  
 [ 5] not to fall into that same old trap. Thank you.

[ 6] CHAIRMAN ROSE: Thank you.

[ 7] MR. HOLIDAY: Hi again. Thank you for your  
 [ 8] vote, gentlemen, all of you. We all feel very  
 [ 9] strongly about this, and I think you've  
 [10] demonstrated your concern today by voting towards  
 [11] this.

[12] It is really a step in the right direction,  
 [13] and it's long overdue. Thank you very much. And  
 [14] I really compliment the staff on their  
 [15] thoroughness, too. Thank you.

[16] CHAIRMAN ROSE: Any further comment?

[17] (No comment.)

[18] CHAIRMAN ROSE: Next meeting, June 18th at 4  
 [19] o'clock.

[20] MR. WUELLNER: Did you want to --

[21] MR. CIRIELLO: Wait a minute.

[22] MR. WUELLNER: Do you want to do Authority  
 [23] members?

[24] MR. CIRIELLO: You didn't go down through  
 [25] the Authority members and let us talk.

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[ 1] over and walk away from it. And that's the way  
 [ 2] at least my personal feelings are, is that it  
 [ 3] must support the overall scheme of what we're  
 [ 4] trying to do here, which is to make it as  
 [ 5] self-sufficient as we can.

[ 6] CHAIRMAN ROSE: Joe?

[ 7] 7.D. - MR. CIRIELLO

[ 8] MR. CIRIELLO: Now, I only had two items  
 [ 9] coming in, but now you've given me three. And if  
 [10] anybody out there can read faces, you know I'm  
 [11] not too happy.

[12] You had some gentlemen get up and speak  
 [13] about getting this airport off the tax rolls,  
 [14] making money; that's the best way to make money  
 [15] is this self-fuel facility.

[16] According to the report -- the staff, I'll  
 [17] also pat the staff on the back. They did a good  
 [18] job. They -- but our job is just as bad. If you  
 [19] sell a hundred thousand gallons of self-fuel,  
 [20] it's a possibility to make \$18,000. That's a far  
 [21] cry from getting us off the tax roll.

[22] Now, according to the budget thing, just a  
 [23] few items. The FBO's fuel flowage fees for this  
 [24] year projected \$45,000. Let me see. T-hangar  
 [25] rents, \$248,000. Corporate hangar rents,

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[ 1] \$15,000. Luhrs, \$21-. Ring Power, \$15-. Home  
[ 2] rentals, \$215,000. And then here you have  
[ 3] Regency Electric, \$19-. Sheriff's facilities,  
[ 4] \$38-. Eastside corporate, \$14-.

[ 5] Those figures all make this \$17- or \$18,000  
[ 6] for the self-fuel facility a pittance. So, if  
[ 7] anybody thinks that this is a great big  
[ 8] monetary -- monetary boom for the airport, I  
[ 9] don't see it.

[10] Now, having the meanness out of the way, I  
[11] wondered, does the board have a policy or  
[12] anything that allows TV or radio stations to  
[13] record all or any part of our minutes to be used  
[14] as news? It seems that The Record doesn't seem  
[15] to care too much about this Authority. Months  
[16] after months, they have nobody here to record  
[17] anything.

[18] MR. WUELLNER: There's one here today.

[19] MR. CIRIELLO: Yeah, but there wasn't the  
[20] last two meetings. And I can show you a lot of  
[21] different meetings they weren't. But I just  
[22] wondered if there was anything that the board has  
[23] a policy that says a TV or radio station couldn't  
[24] come in here and record anything for their news  
[25] segment.

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[ 1] And a while back, when Susan was director,  
[ 2] she got into a fight with the FBO and there was  
[ 3] some words going on and there was a letter put  
[ 4] out by -- I don't know if it was an attorney or  
[ 5] somebody, about the board micromanaging, and it  
[ 6] made it look like the board was sticking their  
[ 7] nose in where it didn't belong, and I never could  
[ 8] understand that.

[ 9] If you want to look at this board and this  
[10] airport as a business, the Authority, even though  
[11] it's one-fifth, each one of us is one-fifth, none  
[12] of us has any more power, authority, or anybody  
[13] than the other, but we are management in a labor  
[14] sense.

[15] Staff and everybody else, the consultants,  
[16] everybody, even the attorney over there, is  
[17] labor. And any business I ever knew about or was  
[18] involved in, management always ran the business  
[19] and knew what was going on.

[20] I feel, as a board member being here and  
[21] observing in past years, that I don't really have  
[22] enough -- I'm not involved enough in what's going  
[23] on out here. And I think that that's what I was  
[24] elected for, to help see what goes on out here,  
[25] not just to sit back and come in here one meeting

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[ 1] MR. WUELLNER: I'm not aware of any.

[ 2] CHAIRMAN ROSE: I know of nothing in our --

[ 3] MR. CIRIELLO: In other words, they can do  
[ 4] that. Okay.

[ 5] Now, this last item, I was asking Victor  
[ 6] before the meeting, because I couldn't remember,  
[ 7] a number of years ago -- I don't remember if it  
[ 8] was with Victor or Mr. John Davis, who was the  
[ 9] chairman at the time, and this must have been  
[10] five or six years ago, mentioning that I wonder  
[11] why that the Authority doesn't make a voluntary  
[12] advisory board to do some of the legwork and  
[13] everything for the Authority to give the  
[14] Authority some information as it goes along on  
[15] some projects.

[16] Now, I'm not meaning what I'm saying to be  
[17] detrimental to Staff or anything, but I've been  
[18] coming to these meetings for six years or so, and  
[19] it's been the same ever since. It's improved  
[20] since Ed's come, I'll grant you that.

[21] But as far as I'm concerned, a board member  
[22] doesn't really know what's going on out here at  
[23] the airport until he gets his packet a couple of  
[24] days before the meeting and comes here and sits  
[25] and goes through the agenda.

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[ 1] a night for one hour and vote for millions of  
[ 2] dollars to be spent.

[ 3] I think that the board has a right to be  
[ 4] involved in what's going on. So, I thought an  
[ 5] advisory board could help do some questions and  
[ 6] answers, because we can't do it because of --  
[ 7] among ourselves because of the -- oh, shoot, that  
[ 8] law.

[ 9] MR. WUELLNER: Sunshine.

[10] MR. CIRIELLO: The Sunshine law. But if we  
[11] had an advisory board and they went out and did  
[12] some of the legwork and asked some questions and  
[13] doing things and kept us involved in -- and let  
[14] us know what's going on and maybe even with some  
[15] workshops in between regular meetings, we as a  
[16] board would be more involved with what's going on  
[17] out here at the airport instead of sitting in the  
[18] dark until one night out of the month.

[19] And so, I would -- just wondered what any of  
[20] you guys might think about this kind of an  
[21] advisory board. The commissioners have it. St.  
[22] Augustine has it. The city has it. A lot of  
[23] people have advisory boards that are voluntary to  
[24] help them out in their looking for information.  
[25] With that, I shut up.

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[ 1] CHAIRMAN ROSE: All right. Any other  
 [ 2] comments?  
 [ 3] (No further comments.)  
 [ 4] CHAIRMAN ROSE: All right. The meeting is  
 [ 5] adjourned, and we'll see you on the 16th -- what  
 [ 6] is -- what's the date? 18th of June at 4  
 [ 7] o'clock.  
 [ 8] (Thereupon, the meeting adjourned at 5:02 p.m.)

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[ 1] REPORTER'S CERTIFICATE  
 [ 2] STATE OF FLORIDA )  
 [ 3] COUNTY OF ST. JOHNS )  
 [ 4]

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

[ 9]

[10] Dated this 30th day of May, 2001.

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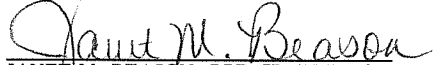
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 JANET M. BEASON, RPR-CP, RMR, CRR  
 Notary Public - State of Florida  
 My Commission No.: CC 705710  
 Expires: April 30, 2002



**AIRPORT AUTHORITY - MAY 14, 2001**

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