

ST. JOHNS AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room B

4730 Casa Cola Way

St. Augustine, Florida

on Monday, April 10, 2023

from 4:00 p.m. to 7:31 p.m.

* * * * *

BOARD MEMBERS PRESENT:

REBA LUDLOW
ROBERT OLSON, Chairman
MICHELLE CASH-CHAPMAN
DENNIS CLARKE, Treasurer
JENNIFER LIOTTA

* * * * *

ALSO PRESENT:

JEREMIAH R. BLOCKER, ESQUIRE, Douglas Law Firm,
100 Southpark Boulevard, Suite 414, St. Augustine,
Florida, 32086, General Counsel for Airport Authority.

CHAD S. ROBERTS, ESQUIRE, The Roberts Firm, PLLC,
1633 Challen Avenue, Jacksonville, Florida, 32205,
Aviation Counsel for Airport Authority.

KEVIN HARVEY, Interim Executive Director.

* * * * *

JANET M. BEASON, RPR, RMR, CRR
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1 P R O C E E D I N G S

2 CHAIRMAN OLSON: Calling to -- calling to
3 order the April 10th meeting of the
4 Airport Authority. All stand for the Pledge.

5 (Pledge of Allegiance.)

6 MEETING MINUTES

7 CHAIRMAN OLSON: Okay. Approval of minutes.
8 That -- those were the minutes from March 13th.
9 Any -- any comments on those minutes? If not --

10 MS. LUDLOW: Wait.

11 CHAIRMAN OLSON: Oh, you have a comment on the
12 March 13th?

13 MS. LUDLOW: No. I read the minutes and I --
14 there were no discrepancies.

15 CHAIRMAN OLSON: Okay. Hearing no other
16 comments, we will -- we will declare those
17 minutes -- meeting minutes of March 13th approved.
18 We will hold the March 27th minutes. They just
19 came in this morning. I'm sure many of us have not
20 had a chance to really look at that.

21 AGENDA APPROVAL

22 CHAIRMAN OLSON: Agenda approval. Any
23 additions proposed for the agenda?

24 (None.)

25 CHAIRMAN OLSON: Seeing none, we will proceed

1 with the agenda as shown on our agenda sheet.

2 STAFF REPORT

3 CHAIRMAN OLSON: Staff report.

4 MR. HARVEY: Just a moment, please.

5 MS. LIOTTA: I think he saw me staring at
6 this.

7 MR. HARVEY: I'm sorry. Should be a clip on
8 here.

9 MS. LUDLOW: Hey, Jennifer, we fly planes.

10 MS. LIOTTA: I'll be fine.

11 MR. HARVEY: Okay. Thank you.

12 CHAIRMAN OLSON: So, Mr. Harvey, you're up.

13 MR. HARVEY: All right. If I may, if
14 everybody will make sure your phones are turned off
15 and if you've had any notices that you would like
16 for comment cards, make sure you get those in,
17 okay? Sometimes we miss that, so...

18 Okay. I've got Taxiway B update. Did you
19 miss it? Did you get lost?

20 MS. HOLLINGSWORTH: No.

21 MR. HARVEY: While she's working on that.
22 Still waiting for final striping to get finished
23 up. Just needed a break in the weather these days.
24 Between wind or rains, they've had difficulty out
25 there, so still working on that.

1 Let's see. FAA contract tower grant, got some
2 good news. The FAA released another round of
3 grants, and -- for the FAA Contract Tower Program
4 and out of that, 29 airports out of 86 received
5 some funding. We were one of two in the state of
6 Florida that got funding, so good news there.

7 Whew, excuse me. That will be for equipment
8 upgrades in the tower for new communication
9 equipment and so forth. So that's a hundred
10 percent FAA funding; no airport money. So good
11 news there.

12 CHAIRMAN OLSON: That's really good news and
13 it will be well-received by Mr. Pittman, the tower
14 manager --

15 MR. HARVEY: Absolutely.

16 CHAIRMAN OLSON: -- because he's been very
17 concerned about needing that, so...

18 MR. HARVEY: Right. So not -- don't know when
19 to expect that money, but sometime in the near
20 future.

21 We have a scheduled event coming up in June,
22 Wings n Wheels. It's an EAA-sponsored event.
23 Mr. Jerry Melton and Mr. Jaime Topp are helping
24 facilitating that and it will take -- take place at
25 our airport airline terminal ramp and parking lot

1 area, and that's June 17th from noon to 5 p.m. So
2 Mr. Melton or Mr. Topp are not here today, so
3 something to look forward to, a community event.
4 Should be a good time for folks, so...

5 Security and fencing gate project, that's been
6 advertised and out for bid late next week. Bid
7 opening is scheduled for May 11th. Should look for
8 funding, you know, within 90 days or so after that.

9 Let's see. Next on the list, organizational
10 staffing. Okay. So we were asked to put together
11 a proposed chart. See your handouts, if you would,
12 please. I think Cindy might have put one in your
13 packages. On that, you'll find there are some new
14 positions proposed that are -- that are shown on
15 there as hybrid positions.

16 You know, the thought behind that is if these
17 were single discipline positions like, you know,
18 just a CFO or just a project development person or
19 public relations, that individually they don't
20 account for a 40-hour workweek. There's -- it has
21 seemed in the past there's just not quite enough
22 work there to -- for each position as a single
23 position to have 40 hours' worth of work. So kind
24 of proposed it as hybrid positions.

25 So you'll see on there, for instance, I've got

1 a public relations committee assistance that kind
2 of helps address some of the things Mr. Olson has
3 been looking forward to and yet they could help
4 with any of your committee assignments and so
5 forth, whether it's setting them up, making sure
6 things are in order for you.

7 And then of course we've got a project
8 development finance director. So instead of just a
9 CFO, maybe you -- you'd end up looking for that
10 person that serve a dual purpose as that finance
11 director/special projects.

12 You've got a lot of projects coming down the
13 road, especially that will come out of the
14 strategic business plan, that will require someone
15 to -- to oversee those and initiate those and track
16 those. So I think that could be a good hybrid
17 position there.

18 MS. LUDLOW: Do you have somebody for that?

19 MR. HARVEY: Not -- no, ma'am. This is just
20 for your consideration and we can see how you want
21 to move forward as y'all -- as y'all continue, as
22 we look at budgets, so on and so forth.

23 And that was the other consideration here. As
24 dual-purpose positions, you can maximize their
25 efficiency and budget accordingly. I don't think

1 that I -- my opinion, your budget would really
2 skyrocket if you're trying to fill these as single
3 positions versus trying to get a little more out of
4 each position. So just for your consideration at
5 this point. I know y'all have discussed adding
6 some positions, so...

7 Otherwise, you know, I've got on there there's
8 a air service manager position. I don't know if
9 y'all want to speak to that today or not. We can.
10 It's kind of broken down, as you can see, from our
11 operations manager down to maintenance supervisor,
12 and then our maintenance staff also perform the
13 duties, some of the duties of -- under the air
14 service category.

15 At times, we also hired just part-time
16 individuals to do ticket and gate, which still
17 freed up our -- our maintenance department. You
18 know, those folks would just come in, work maybe 6
19 to 12 hours a week, and tended to be -- whether it
20 was students or people that were retired or
21 something like that, they were looking just for a
22 few hours of work and enjoyed being part of the --
23 of a airline scenario. So, don't know if there's
24 much you want to discuss on that at this moment,
25 but it's kind of broken down for you there.

1 CHAIRMAN OLSON: Kevin, the public relations
2 position, that's not -- that's currently funded,
3 right? It's currently in the budget, so that's --

4 MR. HARVEY: We --

5 CHAIRMAN OLSON: That's a --

6 MR. HARVEY: Indeed.

7 CHAIRMAN OLSON: -- hire that --

8 MR. HARVEY: Indeed. And you also had
9 budgeted for your deputy director.

10 CHAIRMAN OLSON: Right.

11 MR. HARVEY: Okay. So there -- there is some
12 existing budget funding in there for this -- this
13 current year. Don't know what these would be going
14 forward.

15 If you're looking for -- again, if you're
16 looking for someone to multitask, it would -- you
17 probably can do it for the same monies perhaps and
18 get more out of it. I'm just -- I'm concerned of
19 having a chief financial officer have 40 hours a
20 week --

21 CHAIRMAN OLSON: Yeah.

22 MR. HARVEY: -- of work to -- to do. And same
23 with a PR person. So --

24 CHAIRMAN OLSON: Well, it's public af- -- PR
25 would be public affairs, the broad thing --

1 MR. HARVEY: Yes, sir.

2 CHAIRMAN OLSON: -- right?

3 MR. HARVEY: Correct.

4 CHAIRMAN OLSON: Right.

5 MR. HARVEY: Correct.

6 CHAIRMAN OLSON: And again, that's a
7 current -- currently established position that's
8 vacant. So it's simply to hire, seek out and
9 hire --

10 MR. HARVEY: That's right.

11 CHAIRMAN OLSON: -- a person.

12 MR. HARVEY: Even when we had Ms. Saviak in
13 that kind of position, she -- that's not just what
14 she did. It was not a 40-hour-a-week --

15 CHAIRMAN OLSON: Right.

16 MR. HARVEY: -- job. So she backfilled a lot
17 of other things.

18 CHAIRMAN OLSON: Right. But that's the
19 position that would do our annual report.

20 MR. HARVEY: Yes, sir, correct.

21 CHAIRMAN OLSON: And would work, for example,
22 with Michelle on community affairs issues.

23 MR. HARVEY: Right.

24 CHAIRMAN OLSON: And -- and if you have down
25 manage some of the committee work.

1 MR. HARVEY: Correct.

2 CHAIRMAN OLSON: Yeah.

3 MS. LIOTTA: Thank you for putting this
4 together. It -- it's helpful in understanding what
5 slots are currently there, currently budgeted,
6 potentially may be possibilities.

7 From my perspective, I think a lot of this is
8 very budget-driven --

9 MR. HARVEY: Yeah.

10 MS. LIOTTA: -- which of course gets down into
11 a lot of details.

12 So I think that the -- it would be important
13 to get that CFO hire in and have that person fully
14 busy -- you know, give them other stuff if the CFO
15 traditional work by itself isn't enough -- because
16 I think that's going to drive a lot of these other
17 positions, is the budgeting behind the other hires.
18 So, getting that finance person in there to help
19 with all of that assessment would logically to me
20 make the most sense.

21 And maybe there's outstanding needs that
22 aren't being met right now on the admin side.
23 Potentially if -- and we look to you to give us
24 feedback on that, but if there's an annual report
25 that needs to get done and there's nobody --

1 MR. HARVEY: Right.

2 MS. LIOTTA: -- to do it right now, I guess
3 that's something that, you know, in the short term
4 we could get a consultant in to do --

5 MR. HARVEY: Absolutely.

6 MS. LIOTTA: -- to help with those. You know,
7 I don't think necessarily the first answer is to go
8 out and --

9 MR. HARVEY: I agree completely.

10 MS. LIOTTA: -- fill in a bunch of
11 full-time -- you know, full-time positions.

12 MR. HARVEY: You're right. I thought that
13 same thing. You know, we discussed it amongst some
14 other individuals, even through our strategic
15 planning partners and so forth, about those kind of
16 options.

17 Short term, you're -- you're looking outside
18 and minimize your budget in that regard. So, yeah,
19 good idea and we thought the same thing.

20 MS. LUDLOW: And I would like to say I was
21 going through the audit -- I was going through the
22 minutes regarding the audit, and if we have
23 somebody inside, that looks better for us.

24 MR. HARVEY: Yes, ma'am.

25 MS. LUDLOW: Yes. Because -- because then

1 somebody on the inside can look out for the risks.

2 Because we've got better points -- even though
3 we're going to be material weakness for two years
4 and that's going to be on our account, on our audit
5 account, but even the minutes said that the audit
6 committee is favorable, you know, for our image or
7 optics of -- on our audit --

8 MR. HARVEY: Right.

9 MS. LUDLOW: -- on our money worth because it
10 just gave you more transparency --

11 MR. HARVEY: Uh-huh.

12 MS. LUDLOW: -- and accountability.

13 MR. HARVEY: Right.

14 MS. LUDLOW: So I think CFO is kind of like
15 one of the major things we better get on.

16 MR. HARVEY: Well, agreed. But again, I think
17 as you look forward to your -- I'm trying to also
18 look ahead for all the future projects that you're
19 trying to plan for without hiring a specific
20 person. Maybe that's where an outside source comes
21 in, to -- to focus more on that at some point.

22 But just, you know, shooting spitballs, trying
23 to put it out there for your consideration and get
24 your feedback, so...

25 MS. LUDLOW: Dennis?

1 MR. CLARKE: Well, I couldn't agree more with
2 the project development finance director. I would
3 just take it for granted that the CFO would --
4 would take it upon themselves or take on the duties
5 of managing the projects, helping with long-range
6 planning. It just goes with the -- with the type
7 of position that it is. So, yeah, very much in
8 favor of that.

9 Just a question about the public relations.
10 Would that person have a hand in helping to
11 maintain the website up to date?

12 MR. HARVEY: Oh, absolutely.

13 MR. CLARKE: Okay.

14 MR. HARVEY: Absolutely.

15 MR. CLARKE: Yeah, I think it's a -- it's a
16 good plan.

17 MR. HARVEY: Currently, you know, that's being
18 performed by your air service company. Volaire
19 handles a lot of our, if not most these days, of
20 your social media and so forth. So they're doing
21 all of it. Carol had done some of that in the past
22 in conjunction with Elizabeth with Volaire. They
23 did it together. But that's where you're at
24 currently, so...

25 MS. LUDLOW: Well, thank you. It's going to

1 be nice to go through this.

2 MR. HARVEY: I've got one more item for you.

3 So staff, in conjunction with Passero, would
4 like to present for your thoughts and comments,
5 there's a sketch of a possible site location and
6 hangar layouts for two small commercial corporate
7 hangars. Kind of with the thought being that you
8 could begin to address your -- your commercial
9 corporate hangar list perhaps.

10 There's no current Airport Authority funding
11 available for the -- for you to build and lease
12 them, but you might, you know, consider a land
13 lease/build option for someone.

14 So, Andrew, if you'd like to step and speak to
15 this a little bit. Just trying to think out -- out
16 in front a little bit.

17 MR. HOLESKO: Thank you, Kevin.

18 So, over the last month or so, just hearing
19 the interest in hangars and corporate hangars and
20 things like that, we were just talking about things
21 that we -- that we could do that were accessible
22 and available today.

23 Just -- some of you, I met with over the past
24 few weeks and months saying, Andrew, how do we
25 develop that T-hangar site plan, which we'll talk

1 about later today. And there's lots of different
2 things we already have under our T-hangars. The
3 same question comes up with corporate hangars.

4 The easiest thing we can do is step literally
5 right out the door of the conference center, look
6 to the west, and look at the open field between
7 this conference center and the maintenance hangar
8 and that's where we have two 60 x 60 hangars.

9 One configuration has them literally pointed
10 at the taxiway very linear. One of them has them
11 as an L-shape. They're very similar in size.
12 Either configuration can work.

13 It's not intended to be an Airport
14 Authority-funded project. They're basically a
15 little over a million dollars per site that we
16 think, not knowing exactly how the hangars would
17 go, but if there's an interest in going to your
18 corporate hangar waiting list and saying there are
19 sites available now, this is the easiest possible
20 place.

21 I know we talked and we'll talk about this
22 later today when we look at the east side of the
23 airport. These sites have a road. They have
24 sewer. They have water. They have stormwater.
25 They have a taxiway. They have all of those things

1 that we're trying to get on the other side of the
2 runway. These two sites have those things today.

3 So Kevin and I just put some sketches
4 together. Actually, it's really Matt who's not
5 here today because he's on spring break with his
6 children. So Matt is normally sitting with me with
7 all the details, but he's not here tonight.

8 But Matt did probably five or six different
9 layouts for me and Kevin and we said these are --
10 these are -- these doable. Now whether you choose
11 to do anything with them, that's your -- up to you,
12 but we just wanted to put these out there that you
13 could do this.

14 CHAIRMAN OLSON: What's the total square feet
15 that achievable? Is it about 13,000?

16 MR. HOLESKO: The aprons are the exact same
17 size as the hangars, so there's 7,200 square feet
18 for the building and the apron times two. So a
19 little over 14,000 square feet of apron and
20 building.

21 And then -- and then there's also offices.
22 The offices, we have small offices shown, but they
23 could be larger. Completely up to the developer to
24 determine how big do they want their office space
25 to be and what are they going to do with it, but

1 there's plenty of room for office space, too.

2 CHAIRMAN OLSON: It also could be one
3 consolidated operation, right?

4 MR. HOLESKO: It could and --

5 MR. HARVEY: Well, I -- I would advise not
6 that. You're trying to cut down your waiting list.

7 CHAIRMAN OLSON: Yeah. Well --

8 MR. HARVEY: You're going to give it to one.

9 CHAIRMAN OLSON: -- just -- just thinking
10 about the flexibility. You know, sometime -- there
11 are examples where multiple aircraft are -- are
12 housed in some of these even commercial hangars. I
13 mean, that's what Stuart has.

14 MS. LUDLOW: And -- go ahead.

15 MR. HOLESKO: One of the biggest differences
16 between the two site plans is that the site plan on
17 the right has two separate buildings that don't
18 really share a common wall.

19 The area on the left actually has a common
20 wall. It allows the two buildings to be built more
21 cost-effectively because they do share a common
22 firewall. And it actually allows for more green
23 space on the edge, on the ends, but it doesn't need
24 to be that way.

25 For this -- for this configuration to work, if

1 the Authority has two ground leases with two
2 different companies, they have to work together to
3 build the building together. But to do that, they
4 would save a lot of money on the building by
5 getting rid of a fourth wall. So that's shown on
6 this option. It work -- it works either way.

7 MS. LIOTTA: If -- if the airport's not paying
8 for it, assuming we're doing a land lease setup,
9 why wouldn't we just put out an RFQ for the square
10 footage and just let people bring us their ideas?

11 And if that includes somebody who has a way to
12 do multiple tenants and they have some -- some --
13 if they get tenants of their own and that's how
14 they're solving for that, then we can look at all
15 of the various options that people are bringing to
16 us instead of setting up preconceived notions.
17 Is -- would -- would that work?

18 MR. HOLESKO: Absolutely, yeah.

19 MR. HARVEY: Yeah.

20 MR. HOLESKO: And just so -- just so you know
21 from our perspective, this is simply me sitting
22 here in your meeting making notes and hearing about
23 this and trying to determine how much can we
24 feasibly fit in the space, how the Authority
25 approaches it.

1 It -- it's really just a guide to say you can
2 do around two hangars of 60 x 60 with aprons. One
3 tenant, two tenant, how it all looks, don't know;
4 that's completely up to you.

5 And actually, there's no work authorization
6 for this. This isn't -- this isn't a part of any
7 Passero's work with you. This is me and Matt
8 sitting here thinking that we'll just do a sketch,
9 we'll figure it out and give it to the board so
10 that you can do whatever you want with it and
11 proceed in some way to fill that open space.

12 MS. LUDLOW: I --

13 MS. LIOTTA: Sorry. You mentioned stormwater.
14 So building there, would that require any more
15 infrastructure work from the airport, any work to
16 handle runoff, anything like that --

17 MR. HOLESKO: Actually, we would --

18 MS. LIOTTA: -- or is this existing --

19 MR. HOLESKO: We would simply --

20 MS. LIOTTA: -- water?

21 MR. HOLESKO: -- build the pond right outside
22 the parking lot a little bit bigger. But the pipes
23 are all connecting there right now.

24 It's literally using the same stormwater pipes
25 that -- that drain the maintenance hangar going

1 into the pond. So the pond would have to be a
2 little bit larger, but it wouldn't have to be
3 building a whole new pond and there would be no --
4 there would not be an expensive new pipe system.
5 It would be connecting into the current stormwater.

6 MR. CLARKE: Of course, Andrew, I was
7 contacted by one of our tenants who currently has
8 four hangars that he leases, and he said he was
9 willing to construct his own hangar to relocate
10 his -- he has something like eight or nine
11 aircraft, which would obviously free up space for
12 people on the waiting list, but it's -- were you
13 contacted by one of the tenants?

14 MR. HOLESKO: No.

15 MR. CLARKE: You were not?

16 MR. HOLESKO: No.

17 MR. CLARKE: Okay.

18 MR. HOLESKO: No. I chatted with several
19 board members about that type of interest, but in
20 terms of people directly speaking with Passero
21 about these sites, none of that. Just -- just some
22 of you casually informally with Kevin.

23 MR. CLARKE: What I would suggest is if we --
24 if we have tenants like that who are -- who are
25 already tenants and are willing to, you know,

1 construct their own facilities and move, we need to
2 talk to them first before we talk to people on the
3 waiting list, because they're -- we're going to
4 clear the waiting list up after, you know, someone
5 like this particular tenant would construct the
6 facilities.

7 CHAIRMAN OLSON: But -- oh, Ms. Ludlow, you
8 have something you wanted add?

9 MS. LUDLOW: I would.

10 Talk about rate of return, like the value.
11 Like if we lease that land right now, then -- then
12 that person could have a hangar within 90 days or
13 180 days and it wouldn't cost us anything. And our
14 big, you know, to-do is rate of return.

15 I mean, that would just be free money for us
16 that we don't have to wait on FAA money. We don't
17 have to wait on anything. I think that should
18 definitely be considered and somebody draw up a
19 lease and a value for that.

20 CHAIRMAN OLSON: I think Ms. Liotta's idea is
21 probably a good thing for us to think about as to
22 how we would proceed because we are a public
23 entity, and taking public competitive proposals
24 seems to be the best way to handle it from an
25 accountability standpoint and could generate

1 probably the best use of the land. So --

2 MS. LUDLOW: But you lose. They -- you have a
3 big hangar that you can put five planes in. What
4 does that do to the waiting list?

5 CHAIRMAN OLSON: Well, again, we have
6 apparently a very valuable site. As being said,
7 it's a site that's well-infrastructure already.
8 They don't -- it's -- it's rare, and we are
9 proceeding with, we haven't had the discussion yet
10 today, another phase of T-hangars, so --

11 MS. CASH-CHAPMAN: Can I ask -- can I ask
12 why -- so I -- I know it's not a secret that I've
13 been reaching out to people on the wait list to get
14 their ideas and what their vision is so that I can
15 better represent them as well on this board. And
16 there are quite a few people on this wait list that
17 are ready to go with land leases.

18 So I'm just curious why we wouldn't start with
19 the wait list as the wait list is intended and say,
20 It's a land lease, are you willing to? If they're
21 not willing to, you go to the next person on the
22 wait list. Like what's the purpose of having a
23 wait list?

24 MS. LIOTTA: Well, I think they're slightly
25 different. The wait list is for access to

1 already-existing facilities. The land lease is
2 something that's on airport property and after the
3 30-year term, possibly longer, whatever is
4 negotiated, it reverts back to the airport. So we
5 want --

6 MS. CASH-CHAPMAN: Right.

7 MS. LIOTTA: -- it to be a facility that is
8 going to be the highest best use for everybody and
9 eventually it becomes airport property.

10 So if there's somebody who's willing to do a
11 building that's got -- that they put more into it,
12 they'll get -- we'll eventually get that more use.
13 Like what if somebody on -- who would propose
14 something where there's office space upstairs so
15 you actually have more hangar space on the main
16 floor? We don't -- we necessarily can't assume
17 that the first person on the waiting list is going
18 to build the best facility.

19 MS. CASH-CHAPMAN: Okay. I see what you're
20 saying. That makes more sense. Thank you.

21 MS. LUDLOW: I agree. And it's -- it's a rate
22 of return. At least we get money coming in and
23 they can build it immediately, not wait on FAA
24 funds.

25 And yes we are working on -- on getting the

1 waiting list down and yes we are working on getting
2 T-hangars, but that's like a year ahead and this
3 would be half a year.

4 MR. HARVEY: Well, that goes to tell you how
5 desirable whatever can happen here is. I mean,
6 to -- to Ms. Chapman's point here, somebody's not
7 going to be happy.

8 Either the people that have been waiting on
9 the waiting list for years are going to be saying,
10 What about us? And they're going to be looking
11 at -- at this board of, What about us? Versus
12 those that might come from the outside that --
13 that -- that build to lease to whoever.

14 CHAIRMAN OLSON: Well, we're creating --

15 MS. LIOTTA: There may be a compromise that
16 can be had there. If somebody is building such
17 that they can take on subtenants and they can bring
18 in more planes, like we -- potentially they may be
19 willing to, you know, look at the -- look at the
20 wait list first. Those are ready --

21 CHAIRMAN OLSON: Yeah.

22 MS. LIOTTA: -- and they've already -- you
23 know, people who have already indicated that
24 they're willing to be tenants here, whether they
25 may be willing to be subtenants at a new facility

1 just as much.

2 CHAIRMAN OLSON: So -- so just to be clear,
3 whatever, the wait list are -- are aircraft owners
4 waiting for space for -- to house their aircraft.
5 We're talking about --

6 MS. CASH-CHAPMAN: But these are cor- -- so we
7 have the corporate hangar wait list --

8 CHAIRMAN OLSON: Yes.

9 MS. CASH-CHAPMAN: -- as well. So it's not
10 just like --

11 CHAIRMAN OLSON: Right. Exactly.

12 MS. CASH-CHAPMAN: I just want to be clear
13 that it's not all -- all of general aviation --

14 CHAIRMAN OLSON: Yes.

15 MS. CASH-CHAPMAN: -- one person, one plane
16 hangars. That these are corporate hangars,
17 corporations that want to come in. I -- just so
18 we're clear on -- on what that is.

19 CHAIRMAN OLSON: But again, their -- their --
20 their needs could be satisfied by a party that
21 could build a facility here. So, you know, people
22 are waiting for space, as you said corporate
23 space --

24 MS. CASH-CHAPMAN: Uh-huh.

25 CHAIRMAN OLSON: -- and is there a fine line

1 between what is corporate and what is not
2 corporate? I'm not sure if that's a -- there's
3 a --

4 MS. LUDLOW: Square footage --

5 MS. CASH-CHAPMAN: I think it -- yeah, I think
6 it was just determined based on the square footage
7 needed.

8 CHAIRMAN OLSON: Okay.

9 MS. CASH-CHAPMAN: So some are actual
10 corporations and some are just individuals that
11 have their own fleet of planes.

12 CHAIRMAN OLSON: All right. But in this case,
13 the entity that might build the most -- grant
14 use -- make the most use of this site and best meet
15 some of the criteria that have been outlined might
16 not be -- might be simply a party that's going to
17 build that and if they're going to -- they're --
18 they are going to house the people on the wait
19 list.

20 MR. HARVEY: If I may, remember at the end of
21 the day, it's a land lease.

22 CHAIRMAN OLSON: Yeah.

23 MR. HARVEY: You're just going to be getting
24 whatever you decide to set as your lease number.
25 That's --

1 CHAIRMAN OLSON: Well, that could be competed,
2 too.

3 MS. LIOTTA: Well, I've got a question, I
4 suppose. What does our policy say about land
5 leases? Do we have any guidance there?

6 MR. ROBERTS: We have a land lease manual and
7 it's on the Internet and -- and it's -- yes. And
8 it's like a hundred-plus pages, and there's a
9 procedure and a process and -- and we should
10 probably vet that before we went too far down the
11 road of expectations.

12 MS. LUDLOW: What's the value? What would be
13 the value of a 65 x 65? Because everybody can't
14 just walk off the street and pay how many thousand
15 dollars -- a hundred thousand dollars?

16 MS. CASH-CHAPMAN: You mean --

17 MS. LUDLOW: I mean, how much would it cost to
18 build that? A ballpark.

19 MR. HOLESKO: Each of -- each of them,
20 depending on the manner -- and again, as Ms. Liotta
21 mentions, it depends completely on what -- what the
22 site is. There's a lot of different variables.
23 Office space, office space is more expensive than
24 hangar space. But it's at least a million
25 dollars-plus for each site. It's going to be

1 something in that magnitude --

2 MS. LUDLOW: Okay. Thank you.

3 MR. HOLESKO: -- depending on the specifics.

4 MS. LUDLOW: Right. And that's not every
5 Joe Blow that's going to be able to pay that and
6 pay the taxes and things. Because I think on
7 Nimbus, they pay \$30,000 for one thing and \$30,000
8 for something else that they never get back. They
9 pay that every year. So that's a lot.

10 CHAIRMAN OLSON: Well, if there's demonstrated
11 demand, there's a real estate finance term, and I
12 can't recall what it exactly is, but if you're
13 building a facility in the middle of a complex that
14 is -- is a larger entity that's -- that's the
15 activity, I've been familiar with it in the medical
16 world, there's a way that it's looked at in the
17 real estate finance standpoint. So whatever that
18 is plus the actual demand for space ought to make
19 this a lucrative project for parties to do.

20 And I guess my question is, based on what we
21 have that guides our -- our establishing -- I know
22 that the floor is probably we at least are required
23 to receive fair market value, at whatever fair
24 market value is, but I believe airports can compete
25 or can call for proposals and actually compete if

1 they want to above that.

2 MR. ROBERTS: For example, I think it would
3 contemplate, let's say to Ms. Liotta's point, we
4 might say, well, because we're going to get the
5 reversion in 35 years, instead of having, you know,
6 Here's the dirt, build what you want, it could be a
7 combination of, We would like this to be --

8 CHAIRMAN OLSON: Okay. Very specific.

9 MR. ROBERTS: -- if -- if you're willing to
10 build it and lease it, for the long-term benefit of
11 the airport, we would like it to have these
12 components or functionality or whatever, you know.
13 So I -- I think there could be some give and
14 take --

15 CHAIRMAN OLSON: Yes.

16 MR. ROBERTS: -- that way to -- to meet the
17 airport's long-term interests and a potential
18 investments.

19 CHAIRMAN OLSON: Yeah.

20 MR. HARVEY: So, to give you a little context,
21 what we're seeing out there for land leases right
22 now, on improved kind of ready-to-go sites, for
23 instance, Vero Beach has a site that's ready. As
24 of 2022, they were getting \$.40 a square foot
25 actual, okay?

1 You know, you extrapolate that on this, you
2 could be around the \$10,000 a year revenue from
3 that lease, perhaps just a little more, okay?
4 Again, that was -- that's -- that's on improved
5 airside sites.

6 What we're seeing on unimproved doesn't --
7 doesn't count in this -- this manner, but that's
8 what they're doing down at Vero on for ready to go,
9 \$.40 a square foot.

10 MR. CLARKE: That's for 14,400?

11 MR. HARVEY: That's just basically just \$.40.
12 They -- they don't give -- I think on their site,
13 it's almost a half-acre site.

14 MR. CLARKE: That's \$5,760.

15 MR. HARVEY: At 14,000?

16 MR. CLARKE: At 14,000. 400 times --

17 MR. HARVEY: That -- that's per hangar site,
18 okay?

19 MR. CLARKE: Well, just 14,400 times \$.40 is
20 \$5,760. That's --

21 MR. HARVEY: So if you double -- if you double
22 that for the two sites, you're about 10 grand.
23 That's where I was going with that. I'm sorry.

24 MR. CLARKE: Okay. I thought 14,4- was the
25 total?

1 MR. HARVEY: No, sir. It's per site.

2 MR. HOLESKO: That's per -- actually it would
3 even be more with the connection to the taxiway and
4 how you allocate the automobile parking --

5 MR. CLARKE: Okay. So we can -- so we are --

6 MR. HOLESKO: -- and the footprint.

7 MR. CLARKE: Yeah. Okay. So you're right,
8 it's 11.

9 MR. HARVEY: Yes, sir.

10 MR. CLARKE: I'd like to make a suggestion. I
11 mean, we have a waiting list. How many people are
12 on the corporate list?

13 MR. HARVEY: 50 -- around 50.

14 MS. CASH-CHAPMAN: Yeah, a little over.

15 MR. CLARKE: Why don't we make a list of what
16 they're requesting in terms of square footage.

17 MR. HARVEY: We have that. We have that.

18 MR. CLARKE: Total square foot? I mean, you
19 don't have to name them. You know, just call them
20 tenant -- or 1, 2, 3.

21 MR. HARVEY: No, sir, we do not have their
22 exact dimensions that they're wanting and so forth,
23 but we have a list of those that are fairly
24 specific, whether it's 50 x 60, 60 x 60, with the
25 size doors that they're looking for.

1 MR. CLARKE: Well, give us a list and then,
2 you know, we can use that for planning purposes,
3 but let's understand --

4 MR. HARVEY: Ms. Chapman's been working on
5 that.

6 MR. CLARKE: -- if they're willing to fund
7 their own construction or they're willing to lease
8 from us? Do they need an office? Do they need
9 plumbing? Do they need a mezzanine? Whatever they
10 need, you know, give us a list of it so we can
11 analyze it and look at the total.

12 MR. HARVEY: And remember, at the end of the
13 day, too, you do hold, you know, some architectural
14 control over what's built there.

15 MR. CLARKE: I just want to see what
16 they're -- what they're --

17 MR. HARVEY: Yeah.

18 MR. CLARKE: -- requesting in terms of
19 capacity.

20 MS. CASH-CHAPMAN: And that's kind of why I've
21 been meeting with them, because we have these --
22 we've had these lists, and that's great --

23 MR. CLARKE: Yeah.

24 MS. CASH-CHAPMAN: -- but to me they're just a
25 name and a number.

1 MR. CLARKE: Right.

2 MS. CASH-CHAPMAN: That means nothing to me.
3 So being able to sit down with people or have
4 conversations with people on the phone and kind of
5 see what their vision is, so I'm still -- again,
6 I've got more meetings this week with people, and
7 I'm trying to get through it as much as I can, but
8 it's giving me a really good idea of what people
9 are looking for.

10 And so, hopefully when I can compile some more
11 of that, I can bring it back to you as quickly as
12 possible and let you guys know what people want to
13 see or see how we can work together.

14 MR. CLARKE: Get the numbers.

15 MR. HARVEY: Okay. So is there any staff
16 direction or do you want to allow Ms. Chapman to
17 continue to kind of flesh this out a little bit
18 or --

19 MS. LUDLOW: Well, number one, I thought you
20 were doing community engagement like Boy Scouts and
21 fundraisers and things like that. I didn't know
22 community engagement would have taken on the wait
23 list.

24 MS. CASH-CHAPMAN: Well, I'm engaging with the
25 community here on the airport, so --

1 MS. LUDLOW: That wait list --

2 MS. CASH-CHAPMAN: -- it's a way to do it --

3 MS. LUDLOW: -- is something the whole board
4 should be involved in.

5 MS. CASH-CHAPMAN: I'm not meeting -- we
6 talked about this at two meetings ago, that I'm
7 not --

8 MS. LUDLOW: I know that.

9 MS. CASH-CHAPMAN: We're just --

10 MS. LUDLOW: I'm saying it again.

11 MS. CASH-CHAPMAN: Okay. I heard you twice.

12 CHAIRMAN OLSON: Community -- okay. So
13 we're -- what more information are we going to have
14 going forward to base just now? We're going to
15 have more detail from you, Michelle.

16 MS. CASH-CHAPMAN: Sure. But I think that
17 it's important that we -- someone goes through
18 that --

19 CHAIRMAN OLSON: Yeah.

20 MS. CASH-CHAPMAN: -- land lease policy.

21 MS. LIOTTA: The policy?

22 MS. CASH-CHAPMAN: Yeah.

23 MS. LIOTTA: Yeah, so we're ready to go --

24 MS. CASH-CHAPMAN: And see what we're there
25 with that.

1 MS. LIOTTA: -- with a transaction potentially
2 in the future?

3 MS. CASH-CHAPMAN: But it sounds like we all
4 agree that we're -- if numbers work out, that we're
5 confident moving forward with land leases for that
6 particular site.

7 MS. LIOTTA: So what would your
8 recommendations be for the land lease policy
9 portion of this?

10 MR. ROBERTS: So, to study it, which I'll do
11 between now and the next time for -- specifically
12 with this in mind --

13 MR. HARVEY: Should this -- should this not be
14 directed by general counsel versus our aviation
15 attorney?

16 MR. ROBERTS: Yes.

17 MR. HARVEY: Okay.

18 MR. ROBERTS: Both, yeah.

19 MR. BLOCKER: We can -- we can take a look at
20 that and then make sure that we -- I mean, there is
21 a policy and we want to make sure whatever the
22 board -- whatever decisions y'all make fall within
23 that.

24 So I think what we can do, if we have
25 direction from the board, we can take that policy,

1 identify this specific project and others that
2 align with that, and come up with some -- so you'll
3 have some clear direction what the policies are.

4 And obviously if y'all want to change some of
5 those policies, we can look at that as well, but --

6 MR. ROBERTS: Yeah --

7 MR. BLOCKER: -- Chad and I can work on that
8 in concert.

9 MR. ROBERTS: And -- and structurally they
10 generally go with there's a development agreement,
11 which is a -- an agreement about the expectation,
12 the mutual expectations of the timing, the
13 qualifications. When are you going to get going?
14 When are you going to be finished? You know,
15 mutual expectations about once somebody says ready,
16 set, go, you know, how that timeline's going to
17 work. And then typically then they revert to just
18 a plain old one-dimensional lease agreement aside
19 from that.

20 MS. LIOTTA: Well, I'm definitely glad you're
21 both looking at it since it is an airport with FAA
22 policy overlays. I think it's --

23 MR. ROBERTS: That's what drives -- at the end
24 of the day --

25 MS. LIOTTA: I'm really glad that we've got

1 aviation counsel.

2 MR. ROBERTS: At the end of the day, that's
3 what drives the lease policy itself, is that
4 conceptually y'all are the stewards of fairness and
5 transparency and equality or opportunity for people
6 to -- to have these opportunities, right? So
7 that's really the policy guidance that informs what
8 the lease policy is, have the waiting list and
9 things like that.

10 MR. HARVEY: If --

11 MS. LUDLOW: How many land leases do we have?

12 MR. HARVEY: Currently? Two or three. Three?
13 Three total.

14 MS. LUDLOW: And so -- and who are they?

15 MR. HARVEY: You've got Northrop Grumman,
16 you've got Nimbus, and you've got National Guard.

17 MS. LUDLOW: National?

18 MR. HARVEY: Florida National Guard.

19 MS. LUDLOW: Oh, the National Guard, right.
20 So they have a land lease, and I guess the latest
21 one would have been Nimbus --

22 MR. HARVEY: Yes, ma'am.

23 MS. LUDLOW: -- right? So if they -- I mean,
24 as far as I remember, it took them like four years
25 to negotiate that land lease. I watched it. But

1 that would be a great way to begin because some of
2 the work is already done on that.

3 MR. HARVEY: Absolutely. If I may now,
4 consider you're talking checking out policies to
5 see where we're at. If you're about to establish
6 your -- your new policy committees and others, are
7 you wanting to push this just a little bit farther
8 so that the policy committee can -- to vet this,
9 make sure we're not changing anything in the short
10 term?

11 MS. LUDLOW: I think our counsel should go
12 through the land lease and give us -- tell us what
13 they think is a good idea.

14 MR. ROBERTS: And we know there's a little bit
15 of -- it's a little dated, I do know that, but --

16 MR. HARVEY: I just -- I just think it
17 behooves you to do your due diligence with
18 committees that are coming on line to review all of
19 your policies and leases and everything else --

20 MR. ROBERTS: Indeed.

21 MR. HARVEY: -- before you go out and you
22 start something that you wished you had changed.
23 So I'll leave it at that.

24 MR. ROBERTS: Who's -- who's policy --

25 MS. LUDLOW: Hopefully it won't take four

1 years again. And Joe said we could use his as a
2 prototype. Just saying.

3 MR. HARVEY: Absolutely you could.

4 MS. LIOTTA: So, what I think Kevin might be
5 suggesting that we look at is for the policy
6 committee, I see a report today that we have four
7 people from the general community who've
8 volunteered to work on the policy committee. That
9 plus the five board members is essentially the nine
10 that the board -- that the policy charter
11 contemplates as being a full policy committee.

12 So, I think if this board wants to ask the
13 policy committee to set a time to start working on
14 the -- the leasing policy with counsel and then
15 come back with -- you know, once that initial pass
16 is done, you know, that would be -- now would be --
17 now would be an opportunity to do that if the board
18 wanted to do it.

19 MR. HARVEY: Yes, ma'am. I think y'all could
20 actually just focus on this if you wanted to move
21 quickly on this particular subject.

22 MS. CASH-CHAPMAN: Be a nice first charge for
23 the policy committee.

24 CHAIRMAN OLSON: There's another assignment
25 that I was going to bring up that I think might

1 even be more front burner for the policy committee.
2 So maybe they can take on both. I don't know.

3 MS. LIOTTA: The answer is probably yes. What
4 is it?

5 CHAIRMAN OLSON: Oh, it's --

6 MR. HARVEY: Well, I know we're going to --

7 CHAIRMAN OLSON: Well, we'll get to it in the
8 meeting.

9 MS. LIOTTA: Okay.

10 MR. HARVEY: Yeah. Yes, sir.

11 CHAIRMAN OLSON: But the other -- just to --
12 as part of this discussion, I think it would be
13 instructive to -- since we have done so few of
14 these ground leases for new hangars and this is --
15 this could be very different if it might be working
16 with a -- or seek -- getting proposals from a party
17 that might not even be directly owning planes but
18 be in the business of housing and serving multiple
19 planes, to look at how other airports are handling
20 this, because this probably is not a rare thing, is
21 to an airport having a -- a site and calling for
22 proposals to build something like this.

23 So I don't know. I think it would be
24 constructive, whether it's Vero that we heard an
25 example of how the price was determined, whatever,

1 be a good thing to also look at. And maybe if the
2 policy committee is -- is taking this on, they can
3 actually, you know, find a few instructive examples
4 out there how this has just been done elsewhere and
5 done successfully.

6 MR. ROBERTS: And if -- if I could just add to
7 the white board list of options.

8 One other approach has been where people that
9 are on the waiting list, that have been on the
10 waiting list, and -- essentially just all get
11 together and form something like we would think of
12 as a co-op, right? A co-op building. And they
13 communally finance and build up. We just give them
14 the dirt and -- and then the co-op builds out and
15 finances and everything.

16 The -- so it's just another -- you know, it's
17 just another funding mechanism that's available
18 that -- I've done those at Craig where there was
19 just not a lot of hangars available and airplane
20 owners got together and built their own communities
21 of hangars. So --

22 CHAIRMAN OLSON: Yeah, and you're saying that
23 it would -- that'd be a proposal that would come to
24 the airport. It wouldn't be anything that this
25 Authority would actively organize. It would be --

1 MR. ROBERTS: They would come to me --

2 CHAIRMAN OLSON: -- it's -- that's an
3 option --

4 MR. ROBERTS: They would come and knock on the
5 door --

6 CHAIRMAN OLSON: Yeah.

7 MR. ROBERTS: -- and say, There's a group of
8 us that would like to do this.

9 CHAIRMAN OLSON: And they'd form an entity.
10 Yeah, yeah. Okay. Very good.

11 MS. CASH-CHAPMAN: So moving forward, I'll
12 keep working through this list.

13 And by all means, if anyone else wants to
14 split this wait list with me and start the opposite
15 direction, that is -- that would be great. But we
16 can all start working through that and then,
17 Jennifer, you're going to --

18 MS. LIOTTA: I think -- I think Mr. Clarke
19 said he could help me with it.

20 MS. CASH-CHAPMAN: Fantastic.

21 MR. CLARKE: With the numbers.

22 MS. CASH-CHAPMAN: Yes, yes.

23 MS. LIOTTA: Yeah, I'm happy to contact the --
24 the four individuals who put their names on the
25 list and see about getting them together if the

1 board is --

2 MS. CASH-CHAPMAN: And so, correct me if I'm
3 wrong. We're a part of that policy committee, is
4 that what it is?

5 MS. LIOTTA: Yeah.

6 MS. CASH-CHAPMAN: Okay.

7 MS. LIOTTA: So I would call -- I would
8 contact these -- these gentlemen --

9 MS. CASH-CHAPMAN: Right. So it'd --

10 MS. LIOTTA: -- to make sure --

11 MS. CASH-CHAPMAN: -- be all of us.

12 MS. LIOTTA: -- they're still interested, and
13 then any meeting would be set and that every --

14 MS. CASH-CHAPMAN: Right.

15 MS. LIOTTA: -- you know, everybody on the
16 board would know about it and --

17 MS. CASH-CHAPMAN: So then, do you want to --

18 CHAIRMAN OLSON: So are we agreed to do that
19 now? I mean, I'm all for --

20 MR. HARVEY: Mr. Chairman, if I may interrupt.

21 Cindy informs me that last year, they'd
22 already gone through this list inquiring of folks
23 of who would be interested to -- immediately to
24 build their own if they had a land lease. So we
25 might can pare that down for you pretty quickly --

1 CHAIRMAN OLSON: Okay.

2 MR. HARVEY: -- and start from there instead
3 of having to do too much legwork, okay?

4 CHAIRMAN OLSON: Okay. How long is that list?

5 MS. HOLLINGSWORTH: About a dozen people.

6 CHAIRMAN OLSON: Oh, okay. So, maybe
7 that's -- maybe we have the makings of that.

8 So is this something that the policy committee
9 might then take on? Is that what we're talking
10 about? Because I -- as I was going to say, any
11 assignments, I believe, to committees we need
12 from -- we need to acknowledge it as a concurrence
13 of the board.

14 I don't know whether it needs a formal vote,
15 but I like the idea of re -- of committees being
16 referred matters from this board so that we always
17 know what -- what the agendas are and what the
18 boards are -- what the committees are working on
19 and can anticipate.

20 MS. LIOTTA: Well, the policy committee is
21 certainly drafted as a referral body --

22 CHAIRMAN OLSON: Right.

23 MS. LIOTTA: -- which is why I think we need
24 clarity today --

25 CHAIRMAN OLSON: Yes.

1 MS. LIOTTA: -- if that committee's going to
2 work on the lease policy.

3 CHAIRMAN OLSON: So the -- it is a -- a broad
4 lease policy. It's not necessarily focused on the
5 project -- or the property we're talking about
6 right now or is it specific? I'm just wanting to
7 understand based on the discussion. Is it specific
8 to the land we're talking --

9 MS. CASH-CHAPMAN: I think a land lease policy
10 would just be land in general, right? It shouldn't
11 matter what actual parcel until we get into
12 contract and negotiation with whoever we go with,
13 right?

14 CHAIRMAN OLSON: Which is it?

15 MS. LIOTTA: Well, would you recommend that we
16 look at the whole lease policy or just the portion
17 of it that deals with land leases?

18 MR. BLOCKER: No, I would recommend looking at
19 all of it.

20 So this -- this committee, the intent of the
21 board in forming this was to look at your policies
22 and procedures and make sure they're updated and
23 they're consistent. So absolutely I think that
24 would fall within the threshold.

25 MR. HARVEY: And in addition to your minimum

1 operating standards, if someone's looking at it as
2 commercial versus just corporate storage.

3 MR. BLOCKER: Right.

4 MR. ROBERTS: Those are actually -- if I
5 remember, the commercial minimum operating
6 standards are actually Chapter 9 of the lease
7 manual itself.

8 MR. HARVEY: That sounds right.

9 MR. ROBERTS: Yeah.

10 MR. HARVEY: Okay.

11 MR. ROBERTS: So you could -- you could maybe
12 just start with a broad brush stroke of give it a
13 nighttime read on your night stand and then -- and
14 then maybe prioritize what of it you think we might
15 should address first. That -- you know, that could
16 be the inputs from --

17 MR. BLOCKER: And to clarify, the committee
18 can rec- -- and will make recommendations and we'll
19 follow the Sunshine requirements for that. So the
20 same rules -- the same rules that bind this board
21 will bind those as well since they're making
22 substantive recommendations.

23 But also this board sua sponte can make
24 decisions and look at it as well. You don't have
25 to necessarily wait for a committee to do that. If

1 this board finds policies that they want to update,
2 you go through that procedure as well. But this is
3 a great tool that the board identified as an
4 opportunity to go through and assess that and look
5 at those policies.

6 MR. ROBERTS: And one last thing. I'm sorry.

7 One of the things that's sort of been on
8 our -- our list of things for you is to kind of
9 review the reference documents that exist and --
10 and that already exist and sort of govern our
11 conduct, and we just haven't had a chance to do
12 that yet because of all the things that have, you
13 know, just been rolling.

14 So, but in the big picture, the -- the
15 master plan is in the big scheme of things fairly
16 fresh, right? Just 2019, not very old. Nothing
17 crazy is -- you know, we're still using avgas and
18 stuff. Nothing's changed, right?

19 So that is a fairly -- the previous boards did
20 an enormous amount of work on that, and you can see
21 it in that document because all their meetings and
22 everything are on it.

23 So that part is probably -- of all the things
24 to worry about, that one is probably the freshest.
25 And then the lease policy is the next most-used

1 policy guidance that the board is frequently
2 confronted with, and that is not perhaps as fresh
3 as the other.

4 CHAIRMAN OLSON: Okay. So, this -- I'm
5 wondering whether we need to formally vote to refer
6 this matter to the policy committee or whether we
7 can just do it by concurrence, general concurrence.

8 MR. BLOCKER: You can just do it by
9 concurrence.

10 CHAIRMAN OLSON: Okay. So we all agree that
11 the policy committee's going to take on the --

12 MR. ROBERTS: Lease manual.

13 CHAIRMAN OLSON: Yes, the lease manual.

14 MR. ROBERTS: Yes, sir.

15 CHAIRMAN OLSON: Okay. Good. All right.

16 MR. HARVEY: Okay. That's the end of the
17 staff report. I hope I gave you some food for
18 thought there, and hopefully it was -- it's good
19 for you, okay? So...

20 CHAIRMAN OLSON: Okay. Thank you. That
21 was -- that was a long report.

22 MR. HARVEY: Yeah. Well, sorry about that.

23 BUSINESS PARTNER UPDATES

24 CHAIRMAN OLSON: Okay. We're at business
25 partner updates. Mr. Dean.

1 MR. HARVEY: Mr. Dean, is that microphone on?
2 I didn't hear it real loud. Yes, it is. Okay.

3 COMMISSIONER DEAN: Testing, testing.
4 Everybody hear me? Oh well.

5 Okay. Henry Dean, District 5 County
6 Commissioner. And as you know, I've been the
7 liaison, the commissioner liaison to the airport
8 board since my first election in '16 and I've
9 learned a lot. You-all have your hands full, but
10 you're moving forward, so that's a good thing.

11 I'm going to give a real brief report to make
12 up for a sort of a lengthy business report. But I
13 do want to give you the weather report today, and
14 the weather report is these -- these nor'easters
15 are seriously impacting our beaches. And just for
16 a quick example, DOT had the northbound lane of the
17 Coastal Highway shut down earlier today. It's now
18 open, for anyone who is interested. But they were
19 packing sandbags.

20 That's the area that was really breached and
21 torn up in Ian last fall, and it's just a
22 reflection of the continued damage that we as a
23 county are suffering, our residents and our
24 visitors who enjoy our beaches.

25 And we're -- we are working overtime -- not

1 me, but the staff is working overtime with FEMA to
2 come up with still -- we're working now to -- in
3 reaction to Ian and Nicole, and we're having some
4 discussions with FEMA, and we're not on the same
5 page yet on exactly what -- where the damage
6 occurred, how bad, and what they're willing to go
7 forward with -- I'm talking about Ian and Nicole --
8 but we're continuing to have those discussions with
9 FEMA.

10 In the meantime, we are going forward we hope
11 soon with a one-time placement of sand from roughly
12 the north end of Guana River preserve up to the
13 almost to the Duval County line. And that --
14 that's going to provide a lot of benefit.

15 That area from Guana River preserve north for
16 about six miles has been deemed by DEP to be the
17 most critically eroded beach in the state. Not --
18 you know, you don't really want to have that title,
19 but we have it. And so we have a lot going on.

20 And, you know, the -- the storms and the
21 impact that we as a county have suffered since
22 Matthew is -- for those of us who have been in the
23 county for quite a few years -- I've lived in
24 St. Johns County since '84 -- we were sort of
25 lulled into a false -- false sense of security or I

1 guess not really worried about a lot of beach
2 damage. But what I've seen and been involved in
3 '16 has made up for that 40-year period of
4 calmness. So anyway, I just wanted to highlight
5 that.

6 Also, Summer Haven was breached again today,
7 Summer Haven beach. Big breach down there that
8 we'll have to deal with that, too. But that's --
9 that's the beach report I wanted to highlight this
10 afternoon.

11 I'll be happy to answer any questions on
12 anything else if you have them today.

13 MS. LUDLOW: What's new on the blue house?

14 COMMISSIONER DEAN: I'm going to -- I'm taking
15 over and under bets on when it falls, so see me
16 after the meeting.

17 MS. LUDLOW: Okay. Over and under.

18 COMMISSIONER DEAN: I'm thinking June 16th.

19 MS. LUDLOW: Okay. I got it.

20 COMMISSIONER DEAN: All right? Okay. Thank
21 you. Appreciate it.

22 MS. LUDLOW: Thanks, Henry. So glad to see
23 you looking so well. Henry is a member of the
24 ring the bell clock, right?

25 MS. MARTIN: What?

1 CHAIRMAN OLSON: Okay. Let's see. Other --
2 Mr. Beyers, Atlantic Aviation? Not here today.
3 Mr. Riera or Mr. Topp, I don't believe they are
4 here. Mr. McKendrick, Northrop Grumman.

5 MR. MCKENDRICK: Yeah, I'm here --

6 CHAIRMAN OLSON: Okay.

7 MR. MCKENDRICK: -- but nothing to add right
8 now. Thanks.

9 CHAIRMAN OLSON: Okay. Good. Okay. And
10 Mr. Pittman's not here today, I don't believe.

11 So anyway, we've gone through the -- the
12 updates from business partners. We're meeting
13 twice as frequently, so I assume they decide
14 which -- which month -- which meeting in the month
15 they want to come and report on.

16 BOARD COMMITTEES

17 CHAIRMAN OLSON: Okay. We're now at board
18 committees, and as has been observed, we have
19 several committees that have now a number of
20 applicants.

21 The Authority is to -- and has the profiles of
22 these people. They all are familiar people in the
23 airport community. I think almost every one or all
24 of them are perhaps. And so, we are -- we can
25 actually, I would say, proceed and make

1 appointments on these.

2 MS. LIOTTA: Yeah.

3 MR. CLARKE: Yeah, let's do it.

4 CHAIRMAN OLSON: Okay. Do we want to --

5 MS. LUDLOW: I'd like to say something.

6 CHAIRMAN OLSON: Okay. Go ahead, Ms. Ludlow.

7 MS. LUDLOW: I would like to say that I would
8 like to relieve some work for staff and -- and let
9 the committee heads receive their own applications
10 and make their own decisions. I don't think it
11 should be going through staff and them approving it
12 when it should be up to the committee, the board
13 committee head.

14 MS. LIOTTA: Are these everybody or is there a
15 filter?

16 MR. HARVEY: We did not approve anyone. This
17 is what's --

18 CHAIRMAN OLSON: Yeah.

19 MS. LUDLOW: So do --

20 MS. CASH-CHAPMAN: They just collect them.

21 MS. LUDLOW: -- we have all of them?

22 CHAIRMAN OLSON: Yes.

23 MR. HARVEY: That's what we have to date, yes,
24 ma'am.

25 CHAIRMAN OLSON: You have all of them and --

1 MS. LUDLOW: How would we know that?

2 CHAIRMAN OLSON: We have all of them and the
3 board -- these are chartered committees, and the
4 board's role is to formally appoint members that
5 are applying. So --

6 MS. LUDLOW: Exactly. Not staff.

7 CHAIRMAN OLSON: -- that's the action.

8 No, as has been said, the staff simply does
9 the clerical function of receiving and compiling
10 these and forwarding them to the board.

11 MS. LUDLOW: Okay.

12 MS. CASH-CHAPMAN: Just so we have one unified
13 spot for them all to go to and then be distributed.

14 MS. LUDLOW: Okay. Well I would like my
15 applications taken off staff. So it will free you
16 up a little bit.

17 My committee is different. I have to meet
18 with sheriffs and first responders, and they're not
19 going to fill out -- I'm asking them to donate
20 their time, and they're not going to come and fill
21 out something like that.

22 So, I -- I -- I'm the board member. I
23 appointed a chairman. He will appoint a vice
24 chairman, and we will meet with the principals, the
25 first responders and things. Then a notice will go

1 out for all the tenants, all the stakeholders,
2 commercial and -- and then we will have a meeting
3 then. And so, I foresee that first meeting being
4 very full.

5 But as -- as our tenants get comfortable that
6 we are doing something and getting fire
7 extinguishers or water to put out a fire or have a
8 crash truck, when they see us doing that, little by
9 little that committee is going to get smaller and
10 smaller. But initially everybody should be
11 involved and everybody wants to be involved.

12 CHAIRMAN OLSON: Well, you have -- you have --
13 the safety committee has five applicants for it.

14 MS. LUDLOW: That's fine.

15 CHAIRMAN OLSON: So --

16 MS. LUDLOW: But that's nothing.

17 CHAIRMAN OLSON: Well, you are -- I think some
18 of the examples you just cited are -- would be
19 resources to the committee.

20 MS. LUDLOW: Yes.

21 CHAIRMAN OLSON: They wouldn't necessarily
22 have to be committee members.

23 MS. LUDLOW: Right. It says I can appoint --
24 the board member can appoint the chairman and the
25 chairman can appoint the vice chairman -- or it

1 doesn't say that exactly, but it says --

2 CHAIRMAN OLSON: And then as has --

3 MS. LUDLOW: -- they will appoint their own
4 chairman.

5 CHAIRMAN OLSON: -- been pointed out, all the
6 committees, this board -- individuals on this board
7 are automatically members of these -- each of these
8 committees --

9 MS. LUDLOW: Well, I would like for --

10 CHAIRMAN OLSON: -- if they choose to sit
11 with --

12 MS. LUDLOW: -- my description to say, where
13 it says -- if you want to put applications, I think
14 it's much much too extensive. It's much too
15 private.

16 At that -- I think you should put, you know,
17 "For your application, contact board member head
18 Reba Ludlow or Chairman Clay Murphy." And by the
19 way, you called Clay Murphy.

20 MR. HARVEY: Yes, ma'am.

21 MS. LUDLOW: Why?

22 MR. HARVEY: Because he had come to me as your
23 representative and I just wanted to make -- ask if
24 he was going to be on the committee or not.

25 MS. LUDLOW: He doesn't -- he doesn't have to

1 do this.

2 MR. HARVEY: I didn't say he had to.

3 MS. LUDLOW: I know. Well, you didn't call
4 anybody else, did you? I mean, anybody else on
5 their committees?

6 CHAIRMAN OLSON: Okay. So --

7 MR. HARVEY: No.

8 CHAIRMAN OLSON: Okay. So we have -- we have
9 applicants to the committees. The way we've agreed
10 to operate, as I understand it, is -- and that we
11 must, these -- all of these committees are under
12 Sunshine Law. They require the formalities that
13 are required under Sunshine Law. We -- their --
14 their members are formally appointed -- apply and
15 formally appointed, and that's what we're here to
16 do today.

17 MR. BLOCKER: That's correct.

18 CHAIRMAN OLSON: And I'm not sure whether --
19 with these -- all these committee people that we're
20 appointing to the Sunshine oversight committees,
21 will they have to file financial disclosures? Like
22 would --

23 MS. LUDLOW: It's terrible.

24 CHAIRMAN OLSON: Would they be required to do
25 that? I don't know.

1 MR. BLOCKER: So -- so, Mr. Chairman, there
2 are some committees that would potentially fall
3 within that. We can get some clarification on
4 that.

5 But just -- just to clarify, if you have
6 committees that are being formed that are advising
7 this board, creating potential action items, they
8 do fall under the Sunshine Law and will be required
9 to follow those procedures and --

10 MS. LUDLOW: Even if there's only one board
11 member? And so, the people that I would contact
12 will report to the stakeholders. And so -- and
13 everybody -- I mean, it says I have to give a
14 report to the board. That's fine; I will give a
15 report. But if I'm the only board member there, I
16 don't see why I'm governed by the Sunshine Law.

17 MR. BLOCKER: Well, it would still be -- so,
18 on these committees, you would have -- these boards
19 and committees, you would have -- if this board
20 chooses to appoint -- we'll use the lease policy as
21 an example, each member on the policy constitute a
22 separate board.

23 So they will -- they will follow -- the
24 Sunshine Law will apply. When they have meetings,
25 they'll have to be published and notified to the

1 public, and there has to be a process for the
2 appointment of that.

3 When this originally I think came up, I think,
4 madam, you were looking at maybe you would just
5 kind of be operating as, if I recall, just kind of
6 out there meeting with the Sheriff and meeting with
7 different safety officials --

8 MS. LUDLOW: And I was preapproved. I was
9 grandfathered in.

10 MR. BLOCKER: For sure.

11 MS. LUDLOW: And --

12 MR. BLOCKER: But if we have -- if we're
13 appointing other members -- I believe there are
14 five applicants. If there are applicants that are
15 approved by this board to serve --

16 MS. LUDLOW: Why are they approving people on
17 my committee?

18 CHAIRMAN OLSON: Because we're -- we're
19 making -- we're formally appointing members to
20 these standing committees. We created them --

21 MS. LUDLOW: Oh, so I can --

22 CHAIRMAN OLSON: -- the term was chartered,
23 and we as a board are receiving applications. It's
24 much like -- I'll -- I'll compare it to at the
25 county.

1 I served on the Cultural Resources Review
2 Board for the county. The role of that is to
3 advise the Board of County Commissioners, but it's
4 a -- it was formal appointments made by the county
5 commissioners, and they're under -- it's under the
6 Sunshine Law. We had to file financial
7 disclosures.

8 But it -- it wasn't that the committee chair
9 selected the members. They were appointed by the
10 county. In fact, most of these committees,
11 especially at the county and perhaps here, the
12 chair is rotated. So the chair at the county only
13 serves for one or two years terms on these
14 committees.

15 MS. LUDLOW: Okay. So on my -- on the safety
16 committee, why can't it say "For your application,
17 contact Board Member Reba or the Chairman Clay
18 Murphy"?

19 CHAIRMAN OLSON: If you want to apply?

20 MS. LUDLOW: Yes. I mean, it's taking work
21 off them. They don't need to do that.

22 CHAIRMAN OLSON: Well, again --

23 MS. CASH-CHAPMAN: You could present it to
24 them, can't you?

25 CHAIRMAN OLSON: -- it's the way -- the way

1 this chartering agreement and -- was instituted by
2 this board is that this board makes the
3 appointments and they -- they apply to the
4 administrative office because they perform the
5 clerical function.

6 MS. LUDLOW: For which I intend to lighten
7 their load.

8 CHAIRMAN OLSON: So -- okay. So --

9 MS. LIOTTA: Okay. Well, I -- my reading of
10 the various charters was that it did not go into a
11 lot -- a lot of detail about how people got added.
12 So if somebody -- if Reba wants to talk to somebody
13 and bring that person's name to the board --

14 CHAIRMAN OLSON: Yeah.

15 MS. LIOTTA: -- for them to be added, I don't
16 see that as a problem.

17 My take on -- on these is if -- for a
18 committee that someone is chairing, I would have a
19 lot of deference for their viewpoints on whether
20 someone's -- they want that person on the
21 committee.

22 And -- but, yeah, I do think that there needs
23 to be that formal acknowledgment, because it is
24 something that then they'll become subject to the
25 Sunshine on for that, and so I think there should

1 be very much clarity as who's on the committee and
2 who's not.

3 And so, I -- I don't think we should get too
4 hung up on the exact administrative process for
5 getting someone added as long as we just have a
6 clear record of who's on what committee at the end
7 of the day.

8 MR. HARVEY: And, Ms. Ludlow, for
9 clarification, we're not having to do anything.
10 Since it's online, you know, they're clicking it.
11 We just get it and we just print it out.

12 MS. LUDLOW: Then they can click to me, right?

13 CHAIRMAN OLSON: Okay. So we're ready for
14 appointment actions. If someone wants to make a
15 motion to appoint the entire slate or appoint by
16 committee.

17 We have -- we have all the applications. All
18 of the board has all of these available, all of the
19 information, and it's sufficient -- appears to be
20 sufficient to populate the committees. Except
21 maybe, is the audit committee fully populated or
22 how is it --

23 MR. CLARKE: So far, we have one applicant for
24 the audit committee.

25 CHAIRMAN OLSON: But we could -- we could act

1 on that --

2 MR. CLARKE: Yeah.

3 CHAIRMAN OLSON: -- on that applicant.

4 MR. CLARKE: I would recommend --

5 MS. LUDLOW: Should we not do this privately?

6 What if somebody has something to say about

7 somebody in the audience?

8 MS. CASH-CHAPMAN: We can't do it privately.

9 MR. CLARKE: Yeah, we can't do --

10 MS. LUDLOW: I understand that --

11 CHAIRMAN OLSON: Okay. So, does somebody want

12 to make a --

13 MS. LUDLOW: -- but what will you say?

14 MR. BLOCKER: Mr. Chairman, if we can do it
15 committee-by-committee, just so we can have clarity
16 in the record.

17 CHAIRMAN OLSON: Okay. Okay. So first on top
18 of this list is safety and risk management
19 committee.

20 MS. LUDLOW: Why don't you go alphabetical.

21 MS. LIOTTA: Do we want to just do it by the
22 entire slate of the names?

23 MS. LUDLOW: Well, I might not want to approve
24 one of yours.

25 CHAIRMAN OLSON: For each committee? Yeah.

1 MS. LIOTTA: Well -- all right. Let me back
2 up a second.

3 MS. LUDLOW: I know what you mean.

4 MS. LIOTTA: Is there -- is there any reason
5 why we shouldn't do slate-by-slate? Does anybody
6 have anything they want to talk about for a
7 specific person on this list? I don't.

8 MS. CASH-CHAPMAN: No, I don't.

9 MR. CLARKE: Can I ask a couple of questions
10 for one of our counsel?

11 If we -- first of all, I'd like to recommend
12 that we put this -- the committee -- the whole
13 committee structure on a higher level on our
14 website so it has a little bit more prominence and
15 it will -- because it was buried under policy
16 documents, it was very difficult to find. I had to
17 send links to several candidates. So that's one
18 thing.

19 Number two is, should the committee members
20 be -- their identities in contact, should they be
21 posted once the committee is formed?

22 MR. BLOCKER: You mean as far as -- as far as
23 their -- well, I think what you -- what we could do
24 is we can work with staff and create an e-mail for
25 them or something to that effect so they certainly

1 are not using their personal contact information.

2 MR. CLARKE: No.

3 MR. BLOCKER: That shouldn't be difficult. I
4 mean, whatever the committee is, they can -- I'm
5 sure we can come up with that and find out.

6 MR. CLARKE: Well, that's kind of what I was
7 driving at.

8 MR. BLOCKER: That way, we people can reach
9 out to them.

10 And again, the idea is this is a committee
11 that is working on behalf of the board to -- to
12 identify, you know, problems and solutions,
13 whatever the -- the category is, so...

14 MR. CLARKE: Okay. That's my only suggestion,
15 we give it a little bit more prominence on the
16 website, you know, somewhere under the Authority
17 board --

18 MR. BLOCKER: So members of the public can
19 reach out and --

20 MR. CLARKE: Yes. And it will be -- they
21 won't have to go drilling into the -- the different
22 menu -- submenus to locate the application and the
23 charters.

24 CHAIRMAN OLSON: Okay. So I'll go
25 alphabetically. Apparently -- is that better,

1 Reba?

2 MS. LUDLOW: Whatever you want to do.

3 CHAIRMAN OLSON: The audit, finance, and
4 operations committee, we have the -- an applicant,
5 Ms. Beth Tate. Is there a motion to --

6 MR. CLARKE: So move.

7 CHAIRMAN OLSON: Motion's been made. Second?

8 MS. LIOTTA: Second.

9 CHAIRMAN OLSON: Made and seconded. All in
10 favor? Aye.

11 MS. LUDLOW: Aye.

12 MS. LIOTTA: Aye.

13 MS. CASH-CHAPMAN: Aye.

14 MR. CLARKE: Aye.

15 CHAIRMAN OLSON: Ms. Tate, you are appointed.
16 Thank you for your service.

17 MS. CASH-CHAPMAN: The only person that stood
18 up for audit and finance.

19 MS. LIOTTA: Yay.

20 CHAIRMAN OLSON: So the next alphabetically
21 committee is master plan committee. We have six:
22 Alan Bock, Joe Duke, Jose Riera, Bruce Kreis, Jaime
23 Topp, and John Jack Gorman, all applicants for
24 that. Is there a motion to --

25 MR. CLARKE: So move.

1 CHAIRMAN OLSON: Motion made.

2 MS. LIOTTA: Second.

3 CHAIRMAN OLSON: Made and seconded. All in
4 favor? Aye.

5 MS. LUDLOW: Aye.

6 MS. LIOTTA: Aye.

7 MS. CASH-CHAPMAN: Aye.

8 MR. CLARKE: Aye.

9 CHAIRMAN OLSON: Okay. Approved. Okay. So
10 the next one --

11 MR. BLOCKER: Mr. Chairman?

12 CHAIRMAN OLSON: Yes.

13 MR. BLOCKER: You might just want to offer --
14 if you want to wait to the end to offer public
15 comment on whether now each committee or
16 afterwards.

17 CHAIRMAN OLSON: Okay. Yeah, thank you for
18 reminding me and we'll do it at the end, I think,
19 rather than each individual committee.

20 MS. MARTIN: Could you repeat those names
21 again?

22 CHAIRMAN OLSON: Alan Bock.

23 MS. MARTIN: Oh.

24 CHAIRMAN OLSON: Joe Duke. Let's see.
25 Which -- which committee do you want?

1 MS. MARTIN: Weren't we talking about
2 master plan committee?

3 CHAIRMAN OLSON: Yes. That's Alan Bock, Joe
4 Duke, Jose --

5 MS. MARTIN: Oh, I was just handed --
6 nevermind.

7 CHAIRMAN OLSON: Okay. Okay. So we've just
8 done the master plan committee.

9 MS. MARTIN: Okay. Thank you.

10 CHAIRMAN OLSON: The next committee is policy
11 committee. We have four members -- four applicants
12 to serve on the policy committee: Alan Bock, Bruce
13 Kreis, Jaime Topp, Len Tucker.

14 Motion to approve or to appoint those four
15 members to the policy committee.

16 MS. LIOTTA: So move.

17 MR. CLARKE: Second.

18 CHAIRMAN OLSON: Motion made and seconded.

19 All in favor? Aye.

20 MS. LUDLOW: Aye.

21 MS. LIOTTA: Aye.

22 MS. CASH-CHAPMAN: Aye.

23 MR. CLARKE: Aye.

24 CHAIRMAN OLSON: Approved. Okay. Then we
25 have the safety and risk management committee.

1 Applicants for that, we have five: Alan Bock, Jose
2 Riera, Sacha Martin, Jaime Topp, and Clay Murphy.

3 Is there a motion to appoint these five
4 members to the policy --

5 MS. LUDLOW: I move the --

6 CHAIRMAN OLSON: -- to the safety committee?
7 What?

8 MS. LUDLOW: Yes, I move we appoint the --

9 CHAIRMAN OLSON: Motion made. Is there a
10 second?

11 MS. LIOTTA: Second.

12 CHAIRMAN OLSON: Motion made and seconded.
13 All in favor? Aye.

14 MS. LUDLOW: Aye.

15 MS. LIOTTA: Aye.

16 MS. CASH-CHAPMAN: Aye.

17 MR. CLARKE: Aye.

18 CHAIRMAN OLSON: They are approved.

19 Okay. So we've done -- made those
20 appointments, and now we'll take public comment on
21 the committees. We have Mr. Gorman wishing to
22 speak to the board committees.

23 MR. GORMAN: I'll waive that request for right
24 now.

25 CHAIRMAN OLSON: Okay.

1 MR. GORMAN: My answer's been --

2 CHAIRMAN OLSON: Okay. Okay. Sure. Okay.

3 So no other public comments on committees, we'll go
4 on.

5 MS. MARTIN: Jack Gorman is a former county --
6 is a former Airport Authority board member.

7 CHAIRMAN OLSON: Yes, yes.

8 MS. LUDLOW: So?

9 MS. LIOTTA: So since the reminder -- the
10 discussion of the Sunshine requirements reminded me
11 now might actually be a good time for us to try to
12 set the first meeting of the policy committee,
13 since that -- it'll be difficult for me to reach
14 out to individuals since they're now appointed to
15 try to set the time.

16 And if other board members are interested in
17 coming to that meeting, we're all here and maybe we
18 have our calendars, take a couple of minutes and
19 see if we have some availability maybe next week.
20 Oh, there's also the notice period. So I don't
21 know when the soonest is going to be that we could
22 do it.

23 MS. LUDLOW: Seven.

24 CHAIRMAN OLSON: The question is the notice,
25 advance notice.

1 MR. HARVEY: Well, Mr. Blocker is meeting with
2 all of y'all next week. So perhaps that's an
3 opportunity to get some clarity and so forth and
4 follow up after that meeting.

5 MR. BLOCKER: We can. And I was going to
6 brief that at the end, but we do have meetings set
7 up with everyone and I was going to mention as
8 well, Mr. Chairman, and to the board as well, that
9 the members of these committees also, we can sit
10 down with them. We can shorten -- shorten the
11 timeline actually. I think each is we have about
12 three hours. But that's to allow y'all as board
13 members to cover some of this.

14 But we also probably do want to just take a
15 brief -- some brief time with each of the committee
16 members to make sure that they understand the
17 Sunshine Law, understand the requirements.

18 So I will work with staff. We'll reach out to
19 these committee members. And, you know, we'll have
20 to kind of work with their schedule. We'll make
21 the time to brief them, give them a -- you know, a
22 briefing.

23 Again, the briefing for y'all is going to be a
24 little bit longer because you'll have a broader
25 scope for us to cover, but we'll make sure each of

1 the committee members have information, are
2 tracking it, and are fully appraised of the
3 Sunshine Law ethics.

4 CHAIRMAN OLSON: Okay. So, suggestion. Did
5 you want to put some dates?

6 MS. LIOTTA: Oh, to give the notice
7 requirements and giving time for those briefings,
8 is the week of the 24th too far enough time or do
9 you want to do it the first week of May?

10 MR. BLOCKER: We can -- we do -- my only
11 reservation, I want to make sure these committee
12 members, what their schedule is, if they have time
13 for us to do it.

14 I would prefer a face-to-face, but we could do
15 it over the phone as well and just make time. What
16 we could do is maybe if we could push it off to the
17 first of May, the first week of May. That will
18 give us some time the next couple of weeks to be
19 proactive, and I'll work with Cindy and Kevin to
20 make sure that we are --

21 MS. LIOTTA: Okay.

22 MR. BLOCKER: -- setting up some time. And we
23 can also do several of these together. We don't
24 necessarily have to do one-on-one private. We can,
25 you know, set up a couple of times or they can come

1 in and do it as a group.

2 With you-all, obviously we're going to do it
3 individually. But we'll set up a few dates for
4 each of the committee members. You know, if you
5 come in as a group and we can -- hopefully, you
6 know, everyone can fit one of those dates in their
7 schedule. So we'll work on that.

8 MS. LUDLOW: As long as it's not violating the
9 Sunshine Law. You'll have a group of people there
10 that are going to report back.

11 MR. BLOCKER: Well, we won't be talking about
12 Sunshine, so hopefully there won't be any
13 substantive, you know, issues, so...

14 CHAIRMAN OLSON: Okay. Ms. Liotta, did you
15 want --

16 MS. LIOTTA: Well, maybe May -- if we want to
17 try to keep on the same rhythm approximately, I
18 think May 1st is a Monday. That's not a board
19 meeting day. But if we wanted to keep it a -- that
20 first meeting of the policy, to keep it at about
21 that time, like 3:00 on May 1st -- or I mean 4:00.
22 Sorry.

23 CHAIRMAN OLSON: Okay. Is everyone just --
24 okay. So, that will be May 1st, 4 p.m., policy
25 committee. Okay.

1 MR. CLARKE: We are having it at 4 p.m. or can
2 it be done earlier?

3 MS. LUDLOW: I think --

4 CHAIRMAN OLSON: The Chair --

5 MS. LIOTTA: Well, since -- I think since
6 people are kind of used to the 4:00 time frame, I
7 think that's -- hopefully we'll not -- it will not
8 be a three-hour meeting. So 4:00 with the thought
9 to be done timely.

10 CHAIRMAN OLSON: Okay.

11 MS. LUDLOW: I have -- it might be a problem
12 making it subject to Sunshine Law.

13 As a member, the board -- the committee
14 members would not be able to talk to any board
15 members except during a meeting any time. If
16 they're a committee member, then they can talk to
17 the -- the Sunshine Law won't let them talk to any
18 of the board any time.

19 MR. BLOCKER: No, ma'am, not necessarily.

20 MS. LUDLOW: Unless it's Sunshine Law.

21 MR. BLOCKER: No, ma'am. So they can talk to
22 other members of the -- of their board.

23 So as an example, the safety, the risk
24 management committee, we'll use that as an example,
25 those members cannot talk about substantive issues

1 that would be in front of that committee because it
2 has to be out in the sunshine. So they can still
3 talk and, you know, talk about football or whatever
4 else, but --

5 MS. LUDLOW: It's the same now, right?

6 MR. BLOCKER: Right. But just -- just like
7 this board, there -- the substantive issues that
8 are before this board on this agenda have to
9 discussed in publicly in sunshine. There can't be
10 text messaging, e-mails, phone calls, things of
11 that nature between the board. That way -- this
12 board has -- has a very strict Sunshine Law, so we
13 have to operate in the sunshine. You know,
14 obviously there are exceptions for shade meetings
15 and things like that.

16 So this committee would have the same. When
17 they're meeting, let's say, an example of a
18 potential safety issue at the airport. You know,
19 they would not be able to talk about that agenda
20 item outside of -- of a public meeting.

21 MS. LUDLOW: That's -- it's going to be hard
22 enough to get volunteers. That even makes it
23 harder.

24 CHAIRMAN OLSON: Okay. So, has your question
25 been answered, Ms. Liotta -- I mean, Ms. --

1 MS. LUDLOW: Yes.

2 CHAIRMAN OLSON: -- Ludlow?

3 AIR SERVICE DEVELOPMENT UPDATE

4 CHAIRMAN OLSON: Okay. So we're moving on.
5 Old business, air service development update.
6 Who's leading off on that?

7 MR. ROBERTS: I can kick that off. And I
8 would like to make this go fast because Mr. Holesko
9 got rolled last week and -- and for the other half
10 of what's on my plate, his presentation is
11 enormously important for the other half of what's
12 on my plate.

13 MS. LUDLOW: Yes.

14 MR. ROBERTS: So I don't want to crowd his
15 time and give everybody an opportunity to get
16 through that material while it's fresh.

17 Previously this issue came to the board about
18 a specific proposal, a very specific proposal.
19 We -- we -- we crafted -- we -- we freshened up and
20 harmonized a master services agreement which was
21 approved at the last board meeting and a proposed
22 memorandum of understanding, which was not approved
23 at the last board meeting.

24 But that proposed memorandum of understanding
25 had a specific economic term. That term was no

1 cost, and -- and my perception is that different
2 board members had different levels of comfort with,
3 you know, the different business risks involved
4 and -- and just the policy of it in general.

5 What I just want to get to the head of the
6 story with is that if it's the board's choice
7 today, we can make that economic term blank today,
8 a fill in the blank, right? So that it's the
9 structure that you're okay with. And if it remains
10 for another day and another carrier or a specific
11 negotiation or a counterproposal, we can revisit
12 what the economic terms should be.

13 But one opportunity is that we would -- we
14 were so invested -- we invested a lot of calories
15 in this process that we could at least have a model
16 agreement out of this process that would apply to
17 any airline that knocked on our door tomorrow or
18 the next day or next summer or whenever or the
19 candidate airline that we've been in negotiations
20 or in discussions with, Avelo.

21 So if it's the monetary term, consider leaving
22 a blank and -- and being comfortable with that. I
23 think Mr. Clarke has done a great deal of work
24 analyzing the costs involved. And I -- and I know
25 the acting director has done a great deal of effort

1 to formalize some of the staffing things and they
2 want to make those presentations to you.

3 But to get ahead of the story, I think it
4 would be desirable to at least -- because we told
5 this carrier we would send a proposal back to them.
6 And we can do that without, you know, necessarily
7 having a dollars-and-cents economic term that would
8 allow them to -- to start a counterproposal or a
9 dialogue about it.

10 So, until we have both of those components
11 structurally, it's hard to get that conversation
12 going. And so, if the impediment is the comfort
13 level of various economic terms, we can just leave
14 them out; just consider that as an option.

15 So, with that, I didn't know whether --
16 Mr. Clarke, I guess you've had some findings and
17 analysis. He's crunched a lot of numbers
18 associated with the previous activity periods.

19 MR. CLARKE: Well, yeah. I'll bring everyone
20 up to date.

21 My -- my objective was to look at the marginal
22 costs and benefits of air carrier service. And so
23 I started by converting a whole lot of manual
24 flight logs into a form that could be analyzed
25 electronically into an Excel form. And then I --

1 you know, I was able to do that -- and I have a
2 summary here if anybody's interested and I've
3 handed that out to the board and that's the top
4 section.

5 And then staff provided revenue summaries with
6 enplanement numbers. They -- the source was not
7 specifically identified, nor was the detail
8 provided, but they were reports that were provided
9 to -- to the board at those -- at that time.

10 And I kind of ran into a -- a little bit of a
11 roadblock in that the two didn't match. And that
12 was a -- not necessarily a red flag, it just -- it
13 just could mean that I didn't convert the -- the
14 logs correctly or the summaries weren't deriving
15 the information from the same record.

16 Well, it was off by, you know, several
17 thousand in the fiscal year periods. They were
18 grouped by fiscal year, and -- and with the idea
19 being that we would look at the marginal revenue
20 versus how many passengers enplaned. So -- so that
21 was sort of a roadblock.

22 Then the next thing I did was I looked at the
23 revenue. My preference would be -- well, not
24 necessarily a preference, but I would demand that
25 the revenue and the costs come straight out of the

1 accounting system, a transactional analysis, which
2 is what I do.

3 And there again, I -- they're looking at two
4 sources of marginal revenue: Rental -- royalties
5 from rental cars, of which the Airport Authority
6 gets a certain percentage of the -- in other words,
7 if your car -- your rental car is \$200, the
8 Authority would get something on the order of \$20
9 to \$30 in royalties from that.

10 While it can't necessarily be identified, we
11 have rental cars going on all year from the FBO, so
12 we couldn't really identify what rental income came
13 from the counter at the -- at the commercial
14 terminal. That would require a lot more digging
15 and that may -- the information may not be
16 available because it wasn't captured at the time.
17 And understandably so; we didn't have -- it wasn't
18 set up to do that.

19 The other thing that was -- is probably the
20 most -- the easiest to measure is parking revenue.
21 We have about 300 parking spaces adjacent to the
22 commercial terminal and we can pretty well assume
23 that virtually all dollars coming in for parking
24 revenue are associated with air carrier service.

25 So that being said, the next step was to

1 overlay both of those -- you know, try to
2 coordinate both of those lists, transactional
3 lists, versus a log list and derive some
4 assumptions out of that.

5 And right around the same time, Avelo
6 announced they had chosen Daytona as opposed to
7 St. Augustine, so I thought, well, rather than
8 continue this because it would -- going back in
9 time I can tell you is -- and trying to make
10 corrections to old records, is a lot more difficult
11 than just moving forward.

12 And what I -- you can -- it's pretty obvious
13 that, you know, after I looked at the -- at the big
14 picture, that there is a definite spike in rental
15 car revenues and parking revenues that are
16 associated with commercial service.

17 So I'm pretty confident that we're -- we're on
18 the right track. But at that point, it would defer
19 to -- I would like to wait until, you know, we get
20 some -- some more solid projections from Avelo as
21 to what their schedule is.

22 Staff has identified the actual costs, how
23 many -- how many people are going to be required at
24 the airport -- or provided by the Authority to
25 handle ground services, and -- and we can do those

1 comparisons at that time. I don't want to go back
2 into history and resurrect this. It -- it's long
3 gone.

4 So, that being said, you know, we'll just --
5 we'll just have to wait until, you know, we have
6 better information from Avelo. And the only cost
7 that we're really considering, I think we're
8 looking at primarily labor and the benefit cost,
9 the contribution to pensions. We're probably not
10 going to consider such things like depreciation.
11 We'll probably have to consider expense -- or
12 insurance and -- as well the direct utility costs.

13 They -- these are easily measurable, so we'll
14 take the -- the projected revenue and minus those
15 direct costs that we can measure and we'll be able
16 to determine what the -- whether the costs and
17 benefits are -- whether it's a positive benefit to
18 cost ratio, which I'm pretty confident that it will
19 be.

20 But that said, I -- you know, without going
21 back and correcting all the raw data, I'm just kind
22 of putting it on hold. So -- but you have -- you
23 have a summary of it in front of you if anybody has
24 any questions about it. I'll be happy to provide
25 the data that underlines the summaries here to

1 anyone that wants it.

2 MR. ROBERTS: I don't.

3 MR. HARVEY: If I may.

4 CHAIRMAN OLSON: Yes, Mr. Harvey.

5 MR. HARVEY: Mr. Clarke is correct. We
6 provided him with a considerable amount of data. I
7 don't know how to say this other than it was
8 considerable.

9 Could it be difficult to discern to the penny?
10 Yes, it could be, because back several years ago,
11 it just was not something that -- most of your
12 recordkeeping was provided, when it comes to
13 enplanements and all that, it was for the benefit
14 of the airlines as much as anything else.

15 That being said, you can look at the numbers
16 that he provided and look at those -- those dates
17 and times when you had consistent service, like
18 from Frontier, and you can see the difference. You
19 can see the difference in rental car revenues
20 versus when you did not have commercial service.
21 It's almost two to one.

22 So again, this is based on having a good
23 consistent commercial service provider, which I
24 think it's in some ways not fair to -- to lump in
25 Elite or Via in with a Frontier and try to come up

1 with an average or anything else. It -- it
2 skews -- it skews the averages greatly.

3 Take that how you want on that, but I -- I
4 thought we'd be looking at Avelo in the vein of a
5 Frontier, not an Elite or -- or a Via. So I think
6 that that would have been the more logical
7 comparison.

8 Also, you're not going to get anything out of
9 Avelo coming -- that they're going to provide you
10 with a schedule or what your expectation should be
11 from Avelo. They are not going to provide that to
12 you for your projections of what may or may not
13 occur. So I don't see that happening.

14 I agree with Mr. Roberts that being able to
15 provide what you told them you would provide, at
16 least even with an open-ended MOU, but something
17 that could be -- or any airline going forward, is
18 the right way to go. It's something you said that
19 you would do. It gives you at least something to
20 work with going forward instead of nothing going
21 forward. You know, unless of course there's just
22 an overall decision not to pursue commercial
23 service. If that's the case, so be it.

24 But if you're going to, I think it's -- it
25 behooves you to go ahead and have something that

1 someone -- take, for instance, what's Voltaire
2 supposed to do now? They've got nothing -- you've
3 got them under contract to provide you with
4 commercial service consulting and going out and
5 soliciting these airlines. They have nothing to
6 work with now. They've got to have something or
7 you're sitting on the sideline and you're going to
8 pay them a contract that provided you no good.
9 So...

10 MS. LIOTTA: Well, I don't think that we
11 should be out chasing any service just to get
12 service if the carrier's response is going to be,
13 you know, we need millions of dollars in subsidies.

14 It's got to we need to as a board, in my view,
15 figure out what we can support and what we can't
16 and be -- and have a -- and be able to be more
17 clear with the carriers. Because I don't think
18 that it's a good use of anyone's time or resources
19 to talk about bringing service here if it's
20 something we can't -- if they're asking for
21 subsidies we just can't possibly provide.

22 MR. HARVEY: Yes, ma'am. I don't -- I don't
23 believe it's that they are so much asking for
24 subsidies as airports are providing incentives.

25 You know, for instance, for Avelo, speaking

1 with Mr. Lum of Voltaire, these airports are out
2 there scrambling and begging for these
3 airports [sic] to come. There -- it's the -- it's
4 the airports that are providing the incentives as
5 much as -- more so than airlines asking for those
6 incentives.

7 So -- and millions of dollars, we weren't
8 talking millions of dollars here. We were talking
9 some ground services essentially. When you look at
10 what -- what Daytona offered, that's -- that's
11 considerable money, a million dollars over two
12 years. We were looking at ground services. We're
13 talking a few thousand dollars at best that you
14 hopefully recover.

15 All of your costs here were fixed costs.
16 Going out -- we weren't looking at starting folks
17 up with -- with providing benefits and all that.
18 They were either fixed costs with people we had
19 in-house or part-timers that do not get those
20 benefits going forward, just to be clear.

21 MS. LIOTTA: Well, I respectfully disagree,
22 and it's partly the way that's characterized
23 because looking at that agreement that was
24 originally in front of this body to consider, it
25 was an undefined and uncapped liability as much --

1 you know, Avelo could have shown up once or twice a
2 week or could they have shown up 50 times a week
3 and we would have been obligated to provide all of
4 those same ground services. It could have been a
5 huge amount of resources required on our part
6 potentially.

7 MR. HARVEY: Yes, ma'am.

8 MS. LIOTTA: So it needed more thought, I
9 think, and some better definition around it.

10 MR. HARVEY: And I understand.

11 MS. LIOTTA: And I don't want to -- I don't
12 want to relitigate the past --

13 MR. HARVEY: Right.

14 MS. LIOTTA: -- and I do think that if there's
15 a way forward, we should take it. And I don't
16 object to sending a framework that maybe isn't
17 fully fleshed out to Avelo to have something to
18 have a conversation around. I do definitely
19 support that.

20 MR. ROBERTS: And if I could just chime in.

21 Although -- although they have announced
22 service into Daytona, we -- we really don't -- if
23 you looked at the presentation last week on the
24 metropolitan service area that we would be
25 competing in, I don't think Daytona really captures

1 a carrier's interest in nailing down
2 Northeast Florida.

3 So what I'm concerned is that we don't have to
4 anticipate what Avelo's thinking or what their
5 route planning people are doing. We -- the only
6 way we're going to know is to say, Here's a
7 proposal. You know, The cost per aircraft turn is
8 blank, right? But here is the framework of it. Do
9 you want to talk about filling in that number?

10 There's a number between zero and a hundred
11 million dollars that will work, right, for this
12 board and there's a number between zero and a
13 hundred million dollars that would work for them.
14 And whether or not those two things overlap, we
15 just won't know until we -- we volley to them.

16 So at least, I guess, to characterize, I'm
17 looking at the Memorandum of Understanding that we
18 attached to the transcript one meeting ago, I
19 think, right? Maybe on one or two. One, one
20 meeting ago.

21 So it would be to simply add a new provision
22 that said, "The fee for enhanced terminal use
23 services for aircraft turn would be" blank, period,
24 and -- and just leave that. And that would leave
25 open-ended the -- the particularized completion

1 of -- of whether or not we as an airport and that
2 particular airline see some mutuality of interest
3 that we can both be comfortable with.

4 So that would be the proposal, but I would
5 just solicit questions from folks that may have any
6 thoughts about it.

7 CHAIRMAN OLSON: Aren't -- aren't we protected
8 in these arrangements with the cancellation and
9 with the time frame? And I just -- I'm surprised
10 and very frustrated that we can't -- haven't been
11 able to move forward with this more quickly.

12 And it just seems like it's becoming a chronic
13 thing on our agenda, and -- and we weren't -- you
14 know, this Authority was set up to be able to make
15 decisions more quickly and to act on things more
16 quickly, to gather information more quickly.

17 I think that Mr. Clarke's bringing all of
18 these numbers together are really good. They'll be
19 very helpful on us monitoring. We've seen in a mid
20 case or even a not great case that the revenue
21 generated from parking and auto rental exceeds any
22 costs that we have of tapping our staff to do
23 the --

24 MR. ROBERTS: Right.

25 CHAIRMAN OLSON: -- ground handling. All the

1 physical stuff is there -- is already there. So
2 there's no capital outlays to do this.

3 MS. LIOTTA: Actually, I do want to follow up
4 with Mr. Harvey. You had mentioned that parking
5 equipment was damaged by storms. Is that fixed?

6 MR. HARVEY: Yes, ma'am.

7 MS. LIOTTA: Okay. Thank you.

8 CHAIRMAN OLSON: Okay. So I just -- I just
9 think we -- we are starting to look like the
10 welcome mat is just not ever going to be tossed out
11 in front of our terminal for -- for passenger
12 service.

13 We -- we don't have to be in the -- we don't
14 have to do what Daytona apparently did, is offer a
15 million dollar guarantee on their revenue. We
16 don't have to do that.

17 And I think what Mr. Roberts just said, I
18 really think this the airport they want to be at.
19 And I think we should want them to be here because
20 there's some things you can't do with a green
21 visor, and that's to calculate the benefits of
22 providing our -- the people that look to our
23 airport for services or possible services the
24 convenience and the cost of having flights out
25 of -- out of here.

1 There's been a number of sort of picking away
2 at this. I've heard picking away at the cities.
3 New Haven is access into the New York area.
4 Wilmington is access into that whole Philadelphia
5 area. When -- when Frontier served us, I was on a
6 flight to Philadelphia. The plane was -- it was a
7 fully loaded plane.

8 And so -- and I just think that we should go
9 forward and -- given that in the worst case, we're
10 not impacting our budget to the point that we need
11 to amend it in any way. We don't -- so the
12 contract we have with our broad stakeholders of our
13 county and our region is to maximize services from
14 our airport and stay off the tax rolls.

15 Nothing in these scenarios say we should stay
16 off -- can force us to stay off the tax -- put on
17 the tax rolls, and nothing in this impedes us from
18 acting on our top priority, for example, of
19 T-hangar development. I just don't know what the
20 big downside is. I just don't know what it is
21 here.

22 I think -- I think we should just put the
23 welcome mat out. I don't know that any -- you
24 know, any more series of meetings in May -- we'll
25 probably go to June based on what's -- the way

1 things are being handled here. I just don't -- I'm
2 very frustrated by it.

3 MR. ROBERTS: I had some -- I didn't want to
4 cut anybody off if they had any thoughts, but I --
5 and I hear you, Mr. Chairman.

6 I would say probably -- I wouldn't say
7 probably. If -- if there isn't -- and last time we
8 got together, there wasn't consensus. And -- and
9 so I would say we probably shouldn't rely alone on
10 the termination clause because that's -- that's --
11 if we're not comfortable with the structure or the
12 terms going forward, we wouldn't want in good faith
13 to pull someone in and -- and think that we would
14 use that as sort of the escape hatch.

15 What I think serves -- but I think having a
16 term that is literally blank, that we can defer the
17 specificity of it now and at least it accomplishes
18 what -- what I think you contemplate, which is
19 tender a framework to the airline and let them
20 respond to it.

21 I -- I do -- I do wonder that -- you know, I
22 want to make sure we're not two ships passing in
23 the night. They -- they could be plotting in their
24 conference room of who's going to go into
25 Northeast Florida first. You know, who's going to

1 take care of this? Who's going to capture this
2 opportunity first? So we don't -- we won't know
3 until we -- we tender a concept to that.

4 And so, with a proposal that -- I think there
5 was a consensus to have a structure that said no
6 cost, but there -- there may have been consensus to
7 have a structure.

8 And so, if we have a term that left -- that
9 contemplated a fee for these services, contemplated
10 it, that the airline can respond to, it would allow
11 us to get this off the dime, get it out of our
12 house and -- and in their conference room and let
13 them chew on it and make these decisions about a
14 response to it.

15 So it would literally be to take the last
16 draft of the memorandum of understanding and add a
17 single sentence that says the -- the airport's fee,
18 in more artful language than I'm doing here orally,
19 but that the airport's fee for --

20 CHAIRMAN OLSON: Okay. You --

21 MR. ROBERTS: -- enhanced terminal services --

22 CHAIRMAN OLSON: You are advising not acting
23 on this in a way that would -- you're advising more
24 negotiations. Is that what you're advising?

25 MR. ROBERTS: I'm -- I'm advising that if we

1 don't volley back to them, there won't be
2 negotiations. There waiting for us, yes.

3 CHAIRMAN OLSON: But you're advising not to
4 act on the MOU as it's --

5 MR. ROBERTS: Well, I'm -- I am -- I'm
6 proposing to modify -- to allow me to modify the
7 MOU with a single sentence, and the single sentence
8 is, "The fee for enhanced terminal services will
9 be," blank and we leave that blank. And we tender
10 that with the master service agreement and the
11 memorandum of understanding with that new term and
12 we tender that to Avelo and let them respond to us.

13 CHAIRMAN OLSON: With a request that they
14 respond to us as to what --

15 MR. ROBERTS: Yes, sir.

16 CHAIRMAN OLSON: Okay.

17 MR. ROBERTS: Yes, sir.

18 CHAIRMAN OLSON: So does someone want to make
19 a motion to that effect? Is there a --

20 MS. LIOTTA: I'll -- I'll move -- I'll make
21 that motion.

22 CHAIRMAN OLSON: Okay. A motion's been made
23 that we provide --

24 MS. LIOTTA: Oh, wait. Do we need to do
25 public comment first before we --

1 MR. HARVEY: Yes.

2 CHAIRMAN OLSON: Yes. Thank you. Public
3 comment. Let's see. Is there any --

4 MR. BLOCKER: Well, Mr. Chairman --

5 CHAIRMAN OLSON: No, there's --

6 MR. BLOCKER: -- I think a motion -- just so
7 we can complete the action, a motion's been made.

8 CHAIRMAN OLSON: Yeah, a second, yeah.

9 MR. BLOCKER: Let's see if there's a second
10 and then we can --

11 CHAIRMAN OLSON: Yeah, yeah.

12 MR. CLARKE: I'll second.

13 CHAIRMAN OLSON: Okay. There is no one signed
14 up for public comment on air service.

15 MR. BLOCKER: So we can --

16 CHAIRMAN OLSON: What?

17 MR. BLOCKER: Mr. Chairman, I would still put
18 out a call, because based on the discussion,
19 someone may -- may decide they want to.

20 CHAIRMAN OLSON: Public comment on air
21 service? Oh, Mr. Hay.

22 MR. HAY: You knew it was going to happen.
23 You know it was going to happen. Bill Hay.

24 I just want to know why. Why is this board so
25 fixated on something that 6,151 respondents to

1 three different social media threads from
2 St. Augustine said, Why do we need commercial
3 service? And I go back to the statement I made at
4 the last meeting: Who's getting the bronze plaque
5 on the lobby that says "I was a board member that
6 brought commercial service here"?

7 It's obviously not a revenue generator. It's
8 just not. And even the general public that has
9 nothing to do with flying says you're just bringing
10 floods of people in here and you're not letting us
11 go to places we want to go to where we can get into
12 the national hub system.

13 People want to go to Atlanta, Dallas,
14 Charlotte, Orlando, Jacksonville, Miami. This
15 airline doesn't serve it. All the airlines that
16 you're looking at don't serve it. Reach out to
17 somebody like Cape Air in the U.S. Virgin Islands.
18 See if they'll come here. They might do it and it
19 might in turn be a revenue generator.

20 But your own treasurer can't find where you're
21 making even a thousand dollars a year off of
22 commercial service. So I want to know who's
23 getting the bronze plaque.

24 MS. CASH-CHAPMAN: You know, I have to agree
25 with Mr. Hay. And I've been -- I've been going

1 back and forth about this for a really long time.
2 And Cape Air is actually one that I keep thinking
3 about, because when I campaigned to be a part of
4 this board, I said I'd love to see commercial
5 flights, but I want to see them benefit our county.
6 Not worrying so much about bringing people to us
7 but where can we as a county go from here? And the
8 feedback I got were places like Key West or the
9 Bahamas or to a hub so I can go someplace I want to
10 go.

11 And I know -- I know that it's frustrating
12 that we haven't come to a consensus on this. I
13 just -- the reviews for Avelo aren't stellar
14 reviews from a lot of places, and I just -- I have
15 a lot of serious concerns.

16 MS. LUDLOW: Charlotte was a great hub, I
17 mean, and they couldn't make it go into Charlotte.

18 MS. LIOTTA: I believe that it -- the people
19 of the county would be -- benefit more from service
20 that goes to hubs. Maybe -- maybe they do want to
21 go to New York, in which case White (sic) Haven may
22 be the entry point to that metro area. But it's
23 better for there to be hub service because then it
24 services all the end points. I mean, that's just
25 how the system works and that's going to be more of

1 a benefit to the people who live in our community.

2 Tourism coming in, does that also benefit our
3 community? Yes, in a different way. There's a lot
4 of the local economy that would benefit from
5 additional tourism. So I don't -- wouldn't want --
6 I don't want to foreclose that or say that it's not
7 important.

8 MS. CASH-CHAPMAN: True.

9 MS. LIOTTA: But we should -- it shouldn't be
10 the end-all and be-all. And if we -- you know, we
11 need to be responsible with our -- with our budget.
12 So I don't think it should be something that has
13 unknown subsidies attached to it. So that's --
14 that's the struggle I'm having.

15 But I think having the conversation moving
16 forward where we're not -- we can present an MOU
17 for a discussion that gives us some time to look at
18 our options and try to understand what our costs
19 are going to be, and if it's something that we can
20 do, then -- and particularly if there are offsets
21 that we can reasonably project on the income, I
22 think it's worth -- it's worth doing.

23 And maybe that -- getting that first carrier
24 in, maybe that's helpful in getting a second
25 carrier in. I don't know, but certainly I don't

1 think it would hurt.

2 CHAIRMAN OLSON: Well, I just wanted to
3 mention, I keep hearing fears of throngs of
4 tourists being brought in here on flights. And
5 just to make the point that I believe we saw the
6 statistics that 40 percent of the passengers on
7 past carriers that have served us, 40 percent are
8 locals.

9 In addition, just personal experience and --
10 well, first off, sitting in -- in the -- observing
11 the stakeholders focus group, one of the
12 participants was Flagler College. They were
13 interested enough they showed up and wanted to --
14 and I have run into it on a flight out of here in
15 the terminal, Flagler students -- colleges use
16 for -- airlines. The Gainesville airport does a
17 big business with their college presence in
18 Gainesville.

19 Plus, as we try to diversify our economy
20 beyond visitation business, we hope to have more
21 business people needing to come in here and support
22 business activity. There are right now groups that
23 come in here that relate to, for example,
24 pharmaceutical companies, who they do sales and
25 training sessions at some of our hotels. There's

1 all sorts of small meetings that happen here.

2 So I just don't think it's the people that are
3 tromping up and down our historic districts and
4 buying ice cream and T-shirts, I don't think that's
5 all the people that are on these planes. And I --
6 I just -- I have to say we can't just fear and --
7 or put down the idea that these flights are going
8 to simply bring in more tourists to clog our
9 streets.

10 And if they come in on flights, why wouldn't
11 they take -- they don't have a car. They could
12 take Uber downtown and get to their hotel and -- so
13 anyway, this whole business of fear that these
14 planes are going to bring more tourists is strange
15 to me.

16 MS. CASH-CHAPMAN: Well, I don't think that's
17 necessarily the fear. I think my concern, I'm
18 speaking for myself of course, is that our county
19 residents, the people that put us in these seats,
20 won't be able to utilize those flights as much as
21 people coming in.

22 I don't -- I love tourists. They certainly
23 fuel my personal business. But again, my role in
24 this seat is to make sure that our county residents
25 are able to utilize the services as much as

1 possible. And so, for them to be able to travel --
2 and again, this is what people told me; I'm not
3 making up what I want to hear -- is that it -- were
4 places that they wanted to go to, and to be able to
5 go to those places, they needed to get to hubs or
6 to vacation spots.

7 We are at about a -- over a half hour talking
8 about this particular thing, so if we -- if we want
9 to kind of table it or move on or --

10 CHAIRMAN OLSON: No, no.

11 MS. CASH-CHAPMAN: -- come up to something
12 here --

13 CHAIRMAN OLSON: It's -- it's important that
14 we talk about it because it is an important service
15 we can -- we have an opportunity to add.

16 But we have a motion and a second on the
17 table, and so, we've had public comment -- oh.

18 MS. KENDALL: Is it okay to do public comment?
19 I didn't fill out a card.

20 CHAIRMAN OLSON: Oh, go ahead, please.

21 MS. LUDLOW: She didn't know.

22 CHAIRMAN OLSON: Give your name --

23 MS. KENDALL: Sure.

24 CHAIRMAN OLSON: -- address.

25 MS. KENDALL: Kim Kendall, 856 Eagle Point

1 Drive. I used to be an air traffic controller at
2 Jax Center for ten years. I covered this airspace
3 with the FAA.

4 I am -- maybe I'm late to the party. It is a
5 little -- I've lived here over 20 years, so I know
6 the commercial flights that have come in here and
7 tried and failed. The name is very confusing as
8 well. Some people get off the flight and they
9 think they're in Jacksonville. It really should be
10 called St. Augustine Airport.

11 But I'm -- from my perspective, major carriers
12 are not going to come into St. Augustine. They're
13 just not. And what Ms. Ludlow alluded to is the
14 hub situation. So if you can't even get into
15 Charlotte, what happens -- my daughter takes the
16 cheapest flights possible. She's a college
17 student. They -- you know, 30 bucks, she packs her
18 bag, whatever. I go major airline; she does not.

19 And she'll take delays at airports because the
20 major carriers -- Delta, US Air, American -- they
21 pay their gates yearly at a time. The smaller you
22 get, Frontier, whoever, they are leasing those
23 gates by hours by weeks. If they get delayed by a
24 thunderstorm, which happens every day in the
25 afternoon here in Florida, they're stuck on the

1 ramps and then there's extra fees. They're begging
2 for space. When you take a delay on the ramp, it's
3 usually a smaller aircraft trying to maneuver into
4 an open space.

5 There's a lot of things. If you can't have a
6 major -- you can't have a somewhat major carrier
7 get into a somewhat major, Ms. Ludlow's a pilot she
8 understands this, to -- as easy as Charlotte,
9 you're hosed, and that's part of the issue.
10 There's a lot of things surrounding that.

11 My -- again, my perspective, and you guys are
12 the board, you're talking about a lot of things of
13 benefiting people here in St. Johns County. Seems
14 to me you've heard from over 6,000 pilots by --
15 you've also to me, I'm not hearing a need for
16 commercial, but I'm hearing a need for hangar
17 space. So I'm kind of stunned a little bit.

18 I can't wait to read your minutes or maybe
19 there's more things online that I can research and
20 educate myself on, but if you're talking about
21 space for commercial that keeps failing and failing
22 and they're not as much of a need as there is for
23 hangar space, I'm kind of taken back by that.

24 But please under what Ms. Ludlow's trying to
25 allude to. As an air traffic controller, I

1 understand it distinctly what she's saying. If you
2 can't get to a hub, you can't move. So you're
3 never going to get -- you'll get the random, yeah,
4 maybe somebody from Bahamas, that just wants to go
5 Bahamas to St. Augustine, Bahamas to Key West, but
6 you're not going get in that mix.

7 And I -- that's the major, from my point of
8 view, issue of why, you know, it's not working here
9 at St. Augustine for that. Plus you're blending
10 GAs with commercial, which is just a whole big hot
11 mess as well.

12 I know we have to do it, but that's why we
13 like the small airplanes at Cecil, the bigger ones
14 at Jax. But, you know, we've got to allow -- you
15 know, politicians get in the mix of that, I can say
16 that, and screw things up.

17 But I would focus -- if it's me, I'd just -- I
18 don't see a major carrier that's going to come in
19 here and use that space -- focus on getting these
20 hangars y'all need if you're going to service the
21 people of St. Johns County. That would be my two
22 cents. Thanks.

23 MS. LUDLOW: Thank you.

24 CHAIRMAN OLSON: Okay. We have another -- two
25 more public comments.

1 MS. TATE: Beth Tate. Bob, I just want to
2 respond to your comments about business travelers.

3 As somebody who spent the last 20 years on a
4 plane every week for business, I would never fly
5 with an airline that only offers me three options
6 during the week. Because if I need to cut my trip
7 early, I want to be able to get out; I don't want
8 to have to wait until the next option. These are
9 not airlines that would appeal to business
10 travelers anywhere. They're really geared towards
11 tourism. So that would be my comment.

12 CHAIRMAN OLSON: Okay. Another comment.

13 MR. WISMAN: Good afternoon. Thank you.
14 Craig Wisman, 407 Maralinda Drive.

15 I have a question. I was confused and maybe
16 the board will be able to address it, maybe not. I
17 heard you say, Mr. Olson, that the economics of
18 having any airline in here clearly paid for itself
19 by the rental car and the parking. I -- I'm not
20 sure if that's true or if I heard that from
21 Mr. Clarke's analysis or we know that. So if you
22 could address that, it'd be great.

23 And second of all, I want to second the
24 business traveler. I spent the last 13 years of my
25 career as a road warrior and I'm not going to fly

1 Avelo out of St. Augustine. I would love to be
2 able to do that out of St. -- I would have loved to
3 be able to fly out of here to Charlotte, but Avelo
4 twice a week ain't going to work for business.

5 MS. LUDLOW: Thanks, Craig.

6 CHAIRMAN OLSON: Okay. I won't go into a lot
7 of detail, but in prior meetings, we've had
8 spreadsheets showing that these nine flights a
9 week, as they continue, based on passenger --
10 projected passenger loads, that mid -- mid case and
11 higher, they start throwing off net revenue because
12 our airport makes a lot of -- can make a lot of
13 money off car rental and parking. So that's -- and
14 most airports make a lot of money off car rental
15 parking. So that's...

16 Okay. So, we got all the public comments and
17 we've a motion made and a second.

18 MR. ROBERTS: I was just going to give the
19 ben- -- benediction on the public comments is that
20 what's on the table today is an invitation to talk.
21 That's it. So it's not a commitment. It's not an
22 obligation. It's an invitation to talk to the
23 airline.

24 CHAIRMAN OLSON: So just could you restate
25 what we're voting on again? I mean, you -- because

1 there's been a lot of -- a lot of space between
2 that. And so just restate it so that we can have
3 it in the record. It's the MOU without a -- with
4 something blank in it. So go ahead.

5 MR. ROBERTS: Well, it's the existing
6 memorandum of understanding, which is a commitment
7 to have a discussion on how ground services would
8 be provided. And the proposed addition is to add a
9 single line that would be we would charge a fee for
10 ground services and that fee would be open for
11 negotiation. But you would -- it takes off the
12 table for now whether or not we're subsidizing or
13 not. We don't have to really worry about that
14 today, right? It -- I don't -- let me make the
15 exaggerated case.

16 If they offered us a million dollars per turn,
17 we would say that's a good deal. You know, we have
18 a \$5 million budget, we're going to make \$9 million
19 a week. If -- if that were the deal, it would just
20 be good economic sense for us.

21 So we don't know where that number is until we
22 talk. And while there may not be a lot of folks
23 here today that use this, whether it's this airline
24 or another airline, they're betting their own
25 dollars on whether or not the service is viable,

1 right? That's what they do for a living.

2 So if they're interested in coming to places
3 like this, and they clearly have been, that's --
4 that -- that's the market answering the question of
5 are there going to be enough people to use the
6 airline and do people want to go to New Haven or
7 somewhere else. So what's on the table is simply
8 an invitation to continue the discussion with them.

9 CHAIRMAN OLSON: But we provided the MOU, so
10 it's simply the fee, the ground service fee.

11 MR. ROBERTS: The -- the cost --

12 CHAIRMAN OLSON: Okay.

13 MR. ROBERTS: -- that we would charge --

14 CHAIRMAN OLSON: Yeah.

15 MR. ROBERTS: -- would be open for
16 determination.

17 CHAIRMAN OLSON: Okay. Okay. So that's what
18 we're voting on. We have a motion and a second.
19 So we're going to -- we're going to vote. And I
20 have the alphabetical list here because I always
21 get it wrong.

22 MS. CASH-CHAPMAN: I'm going to change my
23 name.

24 CHAIRMAN OLSON: Ms. Cash-Chapman.

25 MS. CASH-CHAPMAN: I'm going to vote no. I

1 don't -- I don't think we need to.

2 CHAIRMAN OLSON: You're voting no on -- on the
3 MOU.

4 MS. CASH-CHAPMAN: Uh-huh.

5 CHAIRMAN OLSON: Okay. Ms. -- Mr. Clarke.

6 MR. CLARKE: Yes.

7 CHAIRMAN OLSON: Okay. Ms. Liotta.

8 MS. LIOTTA: Yes.

9 CHAIRMAN OLSON: Ms. Ludlow.

10 MS. LUDLOW: Yes.

11 CHAIRMAN OLSON: And I vote yes. So four to
12 one to transmit the MOU forward. Okay.

13 MS. LUDLOW: Thank you, Chad.

14 CHAIRMAN OLSON: Yes, thank you.

15 CAPITAL PROJECTS UPDATE

16 CHAIRMAN OLSON: So, next on the agenda we
17 have capital projects update.

18 MS. LUDLOW: Finally.

19 MS. MARTIN: Finally.

20 MR. HARVEY: We'll try to keep the screens up
21 for you.

22 MR. HOLESKO: Thank you for having me, and I
23 think it's best if we just take questions as they
24 come as I'm going.

25 I do have a lot of slides. Some of it is

1 information only. There's some times that we're
2 probably going to talk about some specific
3 decisions. Some things are for information only.

4 The most pressing project is getting some
5 guidance on the details of the T-hangar bid
6 package. But really some good news, we'll talk
7 about Taxiway B, details on the T-hangars, the
8 terminal entrance road, just where it sits today,
9 which is just -- you know, there's no activity
10 really. We'll talk about that and then we'll talk
11 about the east side of the runway.

12 So first project is the good news, and it's
13 Taxiway B. We have our own social media and
14 marketing department, and when we see a project
15 like Taxiway B at an airport of your size where the
16 Airport Authority completes a \$2 million project
17 and the airport staff and the operators and tenants
18 on the airport and the control tower and the
19 contractor and Passero all work together and get a
20 project done and close airfield areas less than
21 scheduled days and that was a project that's under
22 budget, we think the world should know, because
23 government agencies and municipal bodies don't get
24 a lot of good press out there.

25 We're going to do our own social media blast

1 and we just want you to know that you're going to
2 be in it and we think you should be doing the same
3 thing, because the world needs to know that this
4 airport did a very complex midfield project ahead
5 of schedule under budget. It really is a good
6 newsworthy thing. So I just want to let you know
7 it's -- that you're going to be with us, we're
8 going to be with you, and we're going to do a media
9 blast out there and it really is very good news.

10 We're waiting for the final markings, but the
11 entire project itself, I mean, we don't -- we never
12 even spoke about anything whatsoever in this room
13 of the disruption and central core of the airport,
14 which is rare. So it's just a good project.
15 That's all I wanted to say about Taxiway B. And
16 it's going to close out soon.

17 The other thing I will tell you about it is
18 when the FAA gives you this money, this is
19 discretionary money. It's not a million dollar
20 thing. It didn't come from an airline operation.

21 This is a discretionary funded project where
22 the Orlando ADO says that the Airport Authority in
23 St. Augustine does a good job of spending
24 multimillion dollar projects, much more than the
25 small dollars that you get allocated each year.

1 You compete for these projects nationally.

2 This project, the commercial apron, the FBO
3 apron, Taxiway D, those are all
4 discretionary-funded projects that compete
5 nationally to get those dollars, and all of them
6 have been very successful because you complete them
7 on time, under budget, without a hassle to the FAA,
8 because that's really what they want at the staff
9 level in Orlando.

10 So any questions for me on Taxiway B? It's
11 just a -- it's a feel-good start, a feel-good
12 start.

13 MS. LUDLOW: Andrew?

14 MR. HOLESKO: Yes, ma'am.

15 MS. LUDLOW: Show the -- everybody, the
16 audience, that little lip on Taxiway B that cost us
17 a hangar. The turning -- the turning lip right
18 there that it got --

19 MR. HOLESKO: What do you mean by that, we
20 lost a hangar?

21 MS. LUDLOW: Yeah, 2, 2 -- oh, no, it's --
22 right by --

23 MR. HOLESKO: Oh.

24 MS. LUDLOW: -- right by A hangars.

25 MR. HOLESKO: Oh, I'll show that in when we

1 talk about the T-hangar.

2 MS. LUDLOW: Okay.

3 MR. HOLESKO: That's the runway projections on
4 the 2/20.

5 MS. LUDLOW: Oh, okay.

6 MR. HOLESKO: I'll show that on the T-hangar
7 graph. Good on Taxiway B? Okay.

8 We here we are in T-hangars. So, one thing to
9 note before we start, I won't talk about the
10 corporate hangars anymore. The reason we did the
11 other corporate hangar sketch, because we looked at
12 all of the areas in the South GA here where we
13 could put hangars that had taxiways and all of
14 those things. So you see basically the red and
15 black color scheme. It's the same thing you saw on
16 the corporate hangar sketches.

17 So I showed this to you once before. And we
18 added the three hangars on the end of K, L, and M.
19 We created hangar Tango. We've got eight units
20 here on Alpha row and eight units on J row.

21 And I'll start here because, as Reba had
22 mentioned, there's an area here where the runway
23 protection zone to Runway 2/20 clips what was an
24 active taxiway and the FAA does not want aircraft
25 taxiing to the west side of A hangar row inside of

1 the runway protection zone by aircraft who are
2 approaching 2/20.

3 So that's why we actually lost the hangars on
4 the end. And we're not going to get those back,
5 because the Orlando ADO staff see that little
6 corner and know that there's a little time frame
7 that there's a plane there taxiing out of A row in
8 the RPZ while planes are coming and going on 2/20.

9 So we've got eight -- eight hangar units in A
10 row and we have a little corner unit that we talked
11 about filling out as a very very small basic office
12 space. J row, we have the antenna, the FAA
13 antenna. Matt has detailed coordination and has
14 spoken with the facility maintenance people for the
15 FAA antenna.

16 Basically, I think I mentioned it to you
17 before, their comment on the antenna is if you want
18 to build your T-hangars on that antenna, that's
19 fine. All you have to do is design and build us a
20 brand new antenna just like that one with our
21 specifications and our bidding and when it is
22 operational somewhere else on the airport on your
23 land for free, then you can tear ours down.

24 MS. LUDLOW: We couldn't get that added into
25 the tower thing? You know, the tower could make

1 it --

2 MR. HOLESKO: I'm not even going to say it to
3 Kevin.

4 MS. LUDLOW: I tried.

5 MR. HOLESKO: We talked with them. Matt did
6 some research on the -- the antenna. We're
7 probably talking about \$3- to \$400,000 plus in
8 procurement and construction and maybe one to two
9 years in time moving really fast, because all the
10 approvals are not in this room; they're FAA
11 navigation aid approvals.

12 So, unless you tell us that's what you want to
13 do, we're going to -- we're going to keep in mind
14 that some day that antenna is not going to be
15 operational and you're going to build T-hangars on
16 that spot.

17 MS. LUDLOW: Right.

18 MR. HOLESKO: We're going to make sure that
19 the T-hangar that goes in J row can be expanded
20 down on that spot, but not in the next 12 months --

21 MS. LUDLOW: I got it. Thank you.

22 MR. HOLESKO: -- if you want to get your
23 hangars going.

24 So you've got a simple set of T-hangars here,
25 a simple see -- simple set of T-hangars in J, two

1 units on K, L and M, and another eight-unit at
2 Tango. Next sheet.

3 MS. LUDLOW: And we saved the tree.

4 MR. HOLESKO: Yes. We are not touching the
5 big oak. Not touching the big oak.

6 Now, in terms of money, last year you received
7 a 50/50 grant from DOT for just \$50,000 which
8 started getting a project open with FDOT. Sometime
9 right after July 1st of this year, which is state
10 fiscal year 2024, you're going to get another 50/50
11 grant for \$2.27 million. They're going to give you
12 1.16. The Airport Authority's going to match that
13 50 percent with another 1.16 million.

14 We believe that the planning number right now,
15 and we'll talk about some big cost variables in a
16 minute, but we think that you should be planning
17 for \$175,000 per T-hangar unit. When you did B, C,
18 D, and E just two years ago, they were \$150,000.
19 Now they're \$175,000 if you build the same T-hangar
20 units. And we'll talk about that in a minute.

21 So that allows you to build somewhere between
22 12 and 13 T-hangar units with your 50/50 grant if
23 that's all you wanted to do. You could do 12 or 13
24 units. A and J row together are 16 units.

25 We think that the construction value is going

1 to be around 2.8 million, plus or minus a few
2 hundred thousand. It could be low. It could be
3 high. We simply do not know what it's going to be
4 at that time, but that's probably the planning
5 number for today.

6 If you build all 30 units that we had shown in
7 red and black, that would be 5.25 million and
8 you're several million dollars that you do not have
9 available to match that 50/50, and the DOT is not
10 going to give you the other million dollars just
11 because you want 2.5 million extra.

12 It's not how they work. Every dollar of FDOT
13 District Two CIP in fiscal 2024 is assigned to some
14 airport for some project. There is no unallocated
15 funds in District Two. Now you can open a bid and
16 ask them for \$2 million more, but I do not think
17 you're going to get it, based on history.

18 So, the next hangar funding, okay, there's
19 another set of hangar funding coming in 2026, two
20 years away. You're getting another \$2 million
21 grant, 50/50, 1 million from the DOT, 1 million
22 from the Airport Authority.

23 The question is, do we try and do a scheduling
24 option and do two projects in one? Which means --
25 I don't know. I don't expect you're going to want

1 me to -- to do this, but you could do the first set
2 right now and build them slowly and -- and bid them
3 slowly and procure them slowly and build them so
4 slowly that the project would carry over into
5 fiscal year 2026, which is the second half of
6 calendar '25. Because we'd be building in '24 and
7 then building in 2025 and you could combine them
8 all together. That is definitely slower than the
9 speed in which you can deliver the first grouping
10 of hangars only with the first set of grant
11 funding.

12 So do we wait and go slow and combine them
13 together to have \$4 million, or do we do the first
14 set fast and then do another set in 2026? And you
15 don't have to decide that yet, but it's going to be
16 one of the decision factors.

17 Good before I go to the next page? Yes, sir?

18 MR. CLARKE: A couple of questions. What's
19 a -- what's a average size of one of the hangars on
20 here?

21 MR. HOLESKO: Right now, we're posing -- we're
22 proposing either a 1,200-foot unit or 1,080.

23 MR. CLARKE: Okay.

24 MR. HOLESKO: So the big ones you had on B, C,
25 D, and E are 1,200, but you also have some 1,080s.

1 And we're going to talk about the importance of
2 that, both the size of the hangar, the width, the
3 depth, and the door, because that's where there's
4 some potential savings if you choose it.

5 MR. CLARKE: The reason I'm asking, I pulled
6 some reports out of the FAA database and I'll just
7 review them. A single engine, a jet aircraft would
8 take up approximately 1,353 square foot, and
9 assuming there's a -- an overage factor of what,
10 of 50 percent over that?

11 MR. HOLESKO: Yes. And we wouldn't propose of
12 any jets going in any of the hangars that we're
13 talking about GA --

14 MR. CLARKE: Okay. Well, we have piston.
15 There's 179 different types of aircraft or
16 single-engine piston aircraft on the FAA database
17 and they -- they occupy an average of 816 square
18 feet. So add 50 percent to that and your --
19 there's your 1,200.

20 MR. HOLESKO: Yes, sir.

21 MR. CLARKE: So I have to think -- we don't
22 capture the dimensions on our waiting list, but I
23 have to think that a large percentage of people
24 waiting for T-hangars on our waiting list fall
25 within this category of single-engine piston.

1 MR. HOLESKO: Yes, very much.

2 MR. CLARKE: Double -- two-engine piston has a
3 1,428 square foot footprint. So I think we have
4 to -- you know, if we're going to use the grant
5 funding, we need to squeeze as many hangars out of
6 that as we can.

7 MR. HOLESKO: We're going to talk squeeze on
8 the next screen.

9 MR. CLARKE: Then the next question is,
10 have -- is ground leasing arrangements such as
11 something that Mr. Roberts brought out before,
12 having a condo-type association, would that be
13 something that we could -- the board could evaluate
14 in funding -- funding T-hangars? Let's build the
15 13 or whatever it is with -- with this grant coming
16 in, but going forward, why not consider --

17 MR. HOLESKO: Actually, I will tell you that
18 the eight-unit Tango next to the big oak, across
19 from SAAPA --

20 MR. CLARKE: Right.

21 MR. HOLESKO: -- you could open a bid on that,
22 and we can talk about what the specs on that would
23 be, and decide can that eight-hangar unit end up
24 being something completely private? This would be
25 the time to do that.

1 MR. CLARKE: Okay. So that's an option.

2 Okay.

3 MR. HOLESKO: Yes, it is. It is.

4 MR. CLARKE: I just wanted to clarify that.

5 Thank you.

6 MR. HOLESKO: While you have a contractor
7 actually coming here building T-hangars, does
8 somebody want to partner with the Airport Authority
9 and do that eight-hangar unit on their own? This
10 would -- this would be the time to have that
11 discussion.

12 MR. CLARKE: Okay.

13 MR. HOLESKO: Yes.

14 MR. CLARKE: Thank you.

15 MR. HOLESKO: Yes.

16 CHAIRMAN OLSON: If it's privately done, can
17 may qualify for FDOT?

18 MR. HOLESKO: They cannot, but there wouldn't
19 be funds left for the eight-unit T-hangars anyway.

20 CHAIRMAN OLSON: Okay. Okay.

21 MR. HOLESKO: It would be completely on its
22 own.

23 CHAIRMAN OLSON: Yeah.

24 MR. HOLESKO: So you're going to have a
25 contractor here doing that exact work at that time.

1 It would be very cost efficient at that time.

2 Okay. Next.

3 So this is B, C, D, and E. Okay. B, C, D and
4 E, they're all identical. Okay. They look exactly
5 the same. They have the same -- the same specs.
6 They have -- they ended up coming from the same
7 metal building supplier. They're Dean metal
8 buildings. They have the same 48-foot door width.
9 It's 14 feet high. It's 35 feet deep. Literally
10 four in a row exact same thing. Next.

11 So, B, C, D and E, 48 wide, 35 deep, 14 tall.
12 I don't know the exact rows, but we do have another
13 section where there's 42-foot width, 30 feet deep,
14 and the 12-foot high -- 12-foot tall door opening
15 right here on the airport. So you have both of
16 those right now. But the last four you've done
17 have been larger.

18 If we decided to do one section with the
19 six-foot savings, by limiting the door width from
20 48 to 42, you could take the money in savings or
21 you can try and build additional units, or you can
22 kind of do both.

23 But you're going to fill, I believe -- either
24 the 48s or the 42s, you're going to fill all of
25 that no matter how that all shapes out. And the

1 potential is it's one more unit per row. In J row,
2 it could be two units. You only get two more
3 hangar units long term in J row if you use the
4 smaller layout.

5 So we have the choice -- and this is our big
6 ask of you tonight. We want to bring you the
7 design and bid work order next month that says tell
8 us exactly what you want us to put on the street so
9 we can get the bid and procurement out there so
10 when the money comes from the FDOT in September and
11 October, we're getting ready with bids, opening a
12 bid, making a recommendation, talking about the
13 base bid and the additives ready to go.

14 The question is the size of the hangars. What
15 size hangars are we going to use? And it's either
16 going to be the 48, 35, and 14 or a 42, 30, and 12.
17 Because those are the standard sizes.

18 The number of hangars in the base bid, we
19 recommend that you have a base bid that's A row and
20 J row and everything else is an additive. So we
21 think that we should tell the contractors the
22 minimum that the Airport Authority's going to award
23 will be A and J.

24 The number of hangars in the bid additive, so
25 this is the additional work you may authorize, that

1 would be the two units on K, L, and M, and Tango
2 row next to have big oak tree if you want to do
3 that. But that would all be additional work, not
4 grant funded.

5 Then there's the door selection. B, C, D, and
6 E are all hydraulic. You have bifold doors. You
7 have hydraulic doors. And I don't think you have
8 any sliding doors now that all of the -- the old
9 port-a-ports are gone. We did a hangar for another
10 airport near you and we just did a hangar with
11 sliding doors and to them, it's just fine.

12 The difference in savings between the 48- and
13 42-foot width of the door and the -- oop, sorry,
14 Cindy -- the difference between the hydraulic door
15 and the electric door, those are all -- those are
16 \$10,000 choices. If you want the smaller hangar,
17 it's going to be at least a \$10,000 savings to go
18 from 48 to 42, and it's a \$10,000 savings to go
19 from hydraulic to a sliding rolling door.

20 I am not telling you to do that because I also
21 think that there's pressure to all of a sudden tell
22 the people in J row, You have a 42-foot door width.
23 And a rolling door? I don't know what the five of
24 you are going to hear all of a sudden, that this
25 one row all of a sudden gets rolling doors that are

1 manual. Is that acceptable or is that, no way,
2 we're not doing that?

3 But you're going to save \$10,000 for the
4 smaller unit and you're going to save \$10,000 for
5 the door. You multi- -- multiply that \$20,000
6 times 6, that's \$120,000 savings on the building.
7 You're almost building another T-hangar unit with
8 the savings that you're getting from those two
9 decisions. And I'm just telling you what they are,
10 not that that's what we're recommending.

11 MS. CASH-CHAPMAN: What would the difference
12 be on rent for those two sizes in doors? I'm
13 assuming there's a difference in rent based on
14 the --

15 MR. HOLESKO: Is there a difference in size
16 from the 42s to the 48s?

17 MS. LUDLOW: From 42 to 48?

18 MR. HARVEY: A difference in size?

19 MR. HOLESKO: Yeah.

20 MS. CASH-CHAPMAN: So if we go with the
21 smaller unit --

22 MR. HOLESKO: The difference in the rent that
23 you charge for a 42-foot width for a 48-foot width?

24 MR. HARVEY: No. No. The square footage is
25 still the same.

1 CHAIRMAN OLSON: Actually, the question that
2 just came up is an interesting one because at some
3 point, don't there need to be decisions about rent
4 schedules, also?

5 And -- because in part, we're allocating, I
6 think with the -- over a million dollars from our
7 reserve fund into this project; isn't that right?
8 We have to match the grant.

9 MR. HOLESKO: Yes.

10 CHAIRMAN OLSON: So we only have 3.5 million
11 of reserve funds. They're -- they are added to
12 each year. But I think there's a big -- there's a
13 set of questions and a set of direction that our
14 engineers need now, many of the questions are here,
15 but we also need to start looking at rent schedule
16 and how that's applied.

17 Do we ratchet up our entire rent schedule to
18 achieve certain things? In fact, if we charge
19 enough rent, we could -- we could probably build
20 more than the 13; isn't that right? I mean, if
21 we -- if we decide to match each T-hangar not with
22 50/50 money, but add more local?

23 MR. HOLESKO: I think that decision is coming
24 your way anyway because we're talk -- if -- our
25 recommendation on A and J is eight plus six. So

1 it's -- it's 14.

2 CHAIRMAN OLSON: Okay.

3 MR. HOLESKO: So I think you're already in the
4 point where you're going to be a little bit over
5 the exact 50/50. I think the bids are going to be
6 greater than the amount of money you have --

7 CHAIRMAN OLSON: Yeah.

8 MR. HOLESKO: -- by a small amount.

9 CHAIRMAN OLSON: Okay. But anyway, there are
10 a number of questions that need to be responded to,
11 and we already have three-hour board meetings.
12 This is why I'm thinking this is an ideal set of
13 questions to assign to a committee.

14 And I'm thinking this is -- because it deals
15 with rents and numbers and all that, that it's a
16 combination of either the finance committee or the
17 policy committee. But there's a lot of policy
18 built into some of these questions.

19 So, that's my thought, is that this is stuff
20 that needs to -- you aren't saying no now.

21 MR. ROBERTS: No, sir. I wasn't saying no
22 what to you're -- I'm sorry. I was not saying no.

23 CHAIRMAN OLSON: You were -- you were
24 discouraging --

25 MR. ROBERTS: No. I'm sorry.

1 CHAIRMAN OLSON: I -- okay.

2 MR. ROBERTS: I apologize.

3 CHAIRMAN OLSON: I'll continue my point.

4 MR. ROBERTS: I apologize.

5 CHAIRMAN OLSON: Or I may have made it
6 already.

7 Let's assign these questions. They need to be
8 responded to and they need to be responded to
9 fairly quickly so that we're not holding up this
10 project. It sounds like an ideal bunch of detail,
11 important detail, that needs to go to a committee
12 assignment.

13 MR. CLARKE: The master plan committee --

14 MS. CASH-CHAPMAN: Uh-huh.

15 MR. CLARKE: -- would be the ideal location
16 for this.

17 CHAIRMAN OLSON: So you think, including
18 setting the -- determining what to do with rents?
19 Because there's a bunch of options about rents.

20 MR. CLARKE: Well, I'll just make one comment
21 on rents. At some point we need to convert all
22 leases to a square foot basis and not just a flat
23 rate for whatever size.

24 CHAIRMAN OLSON: Okay. Yeah.

25 MR. CLARKE: That's a -- that's a fair --

1 CHAIRMAN OLSON: But I mean --

2 MR. CLARKE: -- allocation. But that -- just
3 we'll take up the general concept, you know,
4 without -- you know, we'll work with the --

5 CHAIRMAN OLSON: Well, be more than general
6 because there's some very specific direction that's
7 needed.

8 MR. CLARKE: I think -- I think you'll get an
9 answer from the committee on whether 42-foot versus
10 48-foot, hydraulic versus electric doors --

11 CHAIRMAN OLSON: Okay.

12 MR. CLARKE: -- we can answer that very quick.

13 CHAIRMAN OLSON: Okay.

14 MR. HOLESKO: I would like to make one
15 recommendation.

16 If you don't think it's feasible and plausible
17 to the group, then we can -- we could wait. But I
18 did want to make a recommendation back on the --
19 Cindy -- to the overall site plan with all the
20 hangars on it.

21 I just -- I wanted to propose one thing to you
22 because I'm -- we did want to make a recommendation
23 to not throw off the rental structure, which would
24 be, the biggest thing that we're talking about that
25 would throw off the rental structure is the rolling

1 door. If we -- if we all of a sudden have a
2 rolling door, that product is different, all of a
3 sudden like huh-oh. That -- we just don't have any
4 comp.

5 So what I would propose, and again this might
6 not be acceptable to you, but what I would propose
7 is that your base bid be: A, 48-foot width; J,
8 42-foot width as the base bid. K, L, and M are an
9 additive. Stand alone. It's a lump sum number.
10 It's the whole thing. It's not intertwined in the
11 whole bid. And the same thing for T. And they all
12 have hydraulic doors like B, C, D, and E. No
13 rolling doors. No sliding doors.

14 So you guarantee the contractor we're going to
15 do this and this. Figure out the finance on this.
16 Figure out the finance on this. But you are not
17 required to do them. Maybe somebody wants to come
18 in and do a --

19 MR. ROBERTS: Condo.

20 MR. HOLESKO: -- a condo association or not on
21 this. Probably not able to do it on K, L, and M.

22 MR. ROBERTS: Right.

23 MR. HOLESKO: And we see where those numbers
24 all fall out.

25 And I will also tell you that if there's that

1 something doesn't work in or out, we still have a
2 value engineering process where we can still
3 massage things back and forth if the numbers don't
4 work.

5 The reason that I'm trying to get to that
6 point that we can bring you this -- this work
7 order, is that we're in the time frame now that
8 every month that we don't have that from you and we
9 aren't creating, is another month that the
10 T-hangars like won't be open. That's how we think
11 now because of the delivery of the process and when
12 the monies would be there.

13 Because the money's going to come. The
14 quicker we can get the bid document to you and get
15 all of these worked out when we open the bids, the
16 quicker someone will occupy the hangar. When we
17 wait one more month now, it's just another month
18 that we don't have a hangar.

19 And I -- I don't know whether that's
20 acceptable to you or not, but that's what I would
21 think -- we had chatted about it internally what's
22 the logical? One small 42. This is 48. These
23 have to be 48 to match K, L, and M. And -- and
24 Tango, actually we didn't talk about T being either
25 42 or 48. That could be either way. But I can

1 still bring that to you in a work order. We could
2 discuss that a month from now and confirm that.
3 So --

4 CHAIRMAN OLSON: Okay. Are these questions
5 something that -- that the master plan committee
6 will take on?

7 MR. CLARKE: I think we can answer this right
8 now.

9 CHAIRMAN OLSON: What?

10 MR. CLARKE: I'd be comfortable with Andrew's
11 recommendation on the 48 and 42 and the -- you
12 know, the J hangars. I think that's a reasonable
13 beginning.

14 CHAIRMAN OLSON: Okay. So all of these
15 questions have answers right now? I mean, you've
16 made a recommendation on all of these and -- and
17 Mr. Clarke is suggesting that we should go with
18 your recommendations on all of these so that
19 there's nothing to look into. Is that right? When
20 do we determine --

21 MR. HOLESKO: I'm taking this guidance from
22 the five of you.

23 CHAIRMAN OLSON: When people are wanting to
24 know about -- well, I guess the rent is something
25 in the future, because they're not going to be

1 complete --

2 MR. HOLESKO: And -- and you're still going to
3 have this discussion when we open bids of what we
4 award, what we can actually construct, where the
5 dollars fall out. There's still going -- there's
6 still going to be a whole other discussion on
7 exactly what gets built.

8 This is not a commitment to build what it all
9 is. This is a commitment to get the bid in to tell
10 you how much each of the buildings is going to
11 cost. And then you'll decide again, what will you
12 award? Will there be somebody else with a condo
13 association that wants to go into Tango and do that
14 themselves?

15 MS. LIOTTA: I've got a couple of questions.

16 MR. HOLESKO: Yes, ma'am.

17 MS. LIOTTA: So we have, you know, a different
18 set of menu options here as to what to build A --
19 you know, from two to four different sets, plus
20 potentially a land lease corporate hangar all on
21 the same side of the airport.

22 And just circling back to an earlier con --
23 question I had. With all of that extra impermeable
24 being added, is there a need to go back and
25 reassess any of the water and stormwater

1 engineering?

2 MR. HOLESKO: On this side?

3 MS. LIOTTA: Yeah, on the south side.

4 MR. HOLESKO: No. Matt has it all worked out.
5 Our -- Matt Singletary, who is not here, he's
6 our -- he's our civil, he's either -- he's taking
7 some of the stormwater. He's either storing it in
8 small ponds like he did in B, C, D, and E right
9 on-site.

10 I think he's taking K, L, and M stormwater and
11 putting it in the pond next to the ARFF building.
12 Tango would go to the pond next to the conference
13 room and to the pond here and then in the back of
14 the park.

15 So there's multiple, three different ponds
16 that can take the stormwater, or possibly J row
17 might have some small ponds adjacent to the hangar,
18 dry ponds.

19 MS. LIOTTA: So is there additional cost for
20 connecting or creating these additional small ponds
21 that is not reflected in the -- the cost numbers
22 you showed on the previous screen?

23 MR. HOLESKO: No, no. It's in general.
24 Because I'm referring to the same connections that
25 we did on B, C, D, and E. Matt either connected

1 them or built small ponds and those ended up in the
2 150,000 range. So it's not -- it's not significant
3 stormwater improvements that are going to greatly
4 affect the unit cost of the hangar. But it is a --
5 it is a real cost, though.

6 MS. LIOTTA: Okay. Yeah, because I -- it
7 would be unfortunate if we committed to building a
8 bunch of hangars and then realized the water
9 mitigation bill is going to be equal to building
10 the hangars. So --

11 CHAIRMAN OLSON: Okay.

12 MS. LIOTTA: -- just trying to get -- are
13 there any other sort of ancillary costs that are
14 real costs that we should be aware of?

15 MR. HOLESKO: The ancillary cost is definitely
16 the office space in A row. That is a -- it could
17 be an open space for the end hangar unit and not be
18 an office space. So there's no question that
19 that's a real build-out cost.

20 MR. HARVEY: If I may, the idea kind of -- I
21 like the office space because it could also maybe
22 help facilitate moving the helicopter operation
23 where they have public access directly to that
24 little office instead of going into the terminal
25 location. Since it's -- they already provide their

1 tours from that -- that location. So something
2 like that might be a great spot because it can have
3 public access.

4 MR. HOLESKO: And then for hangar -- hangar
5 Tango, there is an overlap of the -- of the
6 taxilane onto the small parking lot, and there
7 actually is a small stormwater pond in the
8 footprint of Tango that has to be readjusted.

9 So there's -- there's a stormwater mod and a
10 parking lot mod here on Tango and the office here.
11 Nothing of consequence on K, L, and M or J row.
12 But there is one thing and two there.

13 MS. LIOTTA: Okay.

14 MS. LUDLOW: You did the best you could.

15 CHAIRMAN OLSON: Okay. I guess you're going
16 on with your presentation to the next project?
17 Because --

18 MR. HOLESKO: I just want to know are we good
19 with us bringing you that proposal so we can --
20 next month?

21 CHAIRMAN OLSON: With the alternate?

22 MR. HOLESKO: Yes. So I'll bring back a
23 summary slide of what it is for each of them with a
24 summary description just like today.

25 CHAIRMAN OLSON: Okay.

1 MS. LIOTTA: So --

2 MS. LUDLOW: Yes.

3 MS. LIOTTA: -- at that time that would be
4 when the Authority potentially would vote to
5 actually proceed to sign a contract, actually do
6 the work with Passero?

7 MR. HOLESKO: Yeah, the design and bid
8 documents.

9 MS. LIOTTA: Okay.

10 MR. HOLESKO: Okay. Next.

11 Okay. So next project is the -- the
12 commercial terminal access road to U.S. 1. Let me
13 just start off by saying you don't have to do
14 anything or make any decision. So just -- no, I
15 mean, just so we're clear.

16 MS. CASH-CHAPMAN: Perfect.

17 MR. HOLESKO: There's no decision needed. I
18 just want to tell you where it sits today. There
19 was lots of discussion about what's occurring back
20 here. I just want to tell you where things sit.
21 There's the overall project site plan and just some
22 things for us to talk about. Next slide.

23 Bids were open in -- actually, that was -- it
24 says September of 2022, that was September 2022.
25 Your FDOT is going to expire at the end of 2023,

1 okay? So a decision has to be made by the end of
2 the year if an action is going to be taken. Are
3 you going to rebid? Are you going to do something?
4 Or in theory are you going to give the money back
5 to FDOT? Which you also could do.

6 The -- this grant is from a specific roadway
7 fund. It's not from the aviation program, which
8 means we can't ask to use this roadway grant to
9 bill more T-hangars. There are some times that you
10 can ask to do different things with money. Can we
11 switch it over to that for this one?

12 It's a roadway connection to U.S. 1 in some
13 form or -- or give the money back to DOT. That's
14 the way the -- that's the way that it's somewhat
15 written. Yes, sir.

16 MR. CLARKE: A couple of questions. Has that
17 money been received or is that pledged?

18 MR. HOLESKO: Yes. Yes.

19 MR. CLARKE: It's in bank.

20 MR. HOLESKO: It's not in the bank. It's a
21 drawdown.

22 MR. CLARKE: Okay.

23 MR. HOLESKO: So we have a T bank, Dennis,
24 with your name on it. When you need the money, you
25 said in a reimbursement and they send you the cash.

1 MR. CLARKE: We haven't drawn any of it?

2 MR. HOLESKO: You have. You have drawn down
3 just for the design and the big -- and the bidding
4 of what you saw on the screen, but nothing for
5 construction.

6 MR. CLARKE: If something were to happen and
7 we would -- can that be -- could that be repurposed
8 for Hawkeye Lane and/or Casa Cola projects?

9 MR. HOLESKO: We're going to talk about that,
10 but the Casa Cola project I think has the higher
11 likelihood because it is a connection to U.S. 1.

12 So if we wanted to basically take our
13 conference center road right here and push it all
14 the way out to U.S. 1 and keep that connectivity
15 amongst there, that is probably the most likely
16 thing that the DOT would say yes to because it's a
17 connection to U.S. 1 on the west side of the
18 runway.

19 MR. CLARKE: Is there any possibility maybe --
20 well, Commissioner Dean is no longer here. I
21 wonder if the county would participate in helping
22 to fund. Is there any chance of that?

23 MR. HOLESKO: I don't know that yet.

24 MR. CLARKE: We have to ask.

25 MR. HOLESKO: Yeah.

1 MR. CLARKE: All right.

2 MR. HOLESKO: So, no recommendation award
3 because we knew right off that the scope of what
4 was on there was going to be higher than the grant
5 amounts were available and there was also an option
6 of bringing FAA funds into it.

7 The FAA funds went to Taxiway Bravo, so we
8 didn't -- that didn't happen. We still have a bid
9 opening with a funding need a million dollars
10 greater than the DOT funds are available.

11 And again, quick reminder on grant funding.
12 DOT gives you the amount of dollars. They --
13 they're not going to change it based on the bid you
14 can open. You're going to get X amount of dollars.
15 With the FAA, the FAA says, we think a
16 Taxiway Bravo project is \$2.2 million. If it's 2.4
17 or 2.6, they give you the 2.4 and 2.6, but the DOT
18 doesn't do that. DOT money doesn't change.
19 Whatever they identify, that's what you get. The
20 FAA goes up and down.

21 So, options. You can do nothing. We could
22 actually look at the -- the possibility of
23 installing below-ground utilities on the access
24 road and simply making the site look better. It
25 doesn't matter who's using it back there. Whatever

1 the eventual use is in the back, do we want the
2 power lines to go underground?

3 Do we want to install a small access parking
4 area on the south side of the terminal? I'm going
5 to show you pictures in a minute. We could do
6 that. It's where the old -- where the old hangars
7 were demolished.

8 They're demolished, they're gone, and I will
9 tell you there -- there isn't room to put the
10 hangars back in the way that you would think that
11 the hangars should go back in, similar to the site
12 plan that we showed you earlier, which is an
13 80 x 80 foot hangar with an 80 x 80 aircraft
14 parking apron in front of it so you could move the
15 contents of the hangar in and out. There just
16 isn't enough room there to make that happen.

17 Or the third one is request that the money
18 come to the south GA access road. Tell DOT, don't
19 want to spend any more money on it over there. We
20 want to extend the project and take all the
21 remaining money and put it over here and build out
22 to U.S. 1 down here in the south. Yes, sir?

23 MR. ROBERTS: The one-for-one rule that you
24 just described about the hangar and the apron in
25 front of it, is that -- where does it come from?

1 That -- that rule of thumb, where does that come
2 from?

3 MR. HOLESKO: It -- it comes from that there
4 is not a design standard that says that from the
5 FAA. It just comes from people that are operating
6 hangars and know that there's a conflict, and
7 normally it's amongst your neighbors, when you
8 don't have the ability to pull your plane out and
9 put it outside your hangar without blocking
10 someone.

11 Because that's what happens when you don't
12 have the proper space outside your hangar; the
13 minute you come out, you're either blocking your
14 neighbor or you're blocking the people on the
15 taxiway.

16 So the best thing you can have is 100 percent
17 of the square footage in the hangar outside. If
18 you can't fit 100, then you try for 75. And we
19 have found that when you go below 75, you're going
20 to have a conflict and you're going to be blocking
21 somebody when you're coming and going.

22 MR. ROBERTS: Or you're going to have to tow
23 it down the taxiway to somebody else's parking lot.
24 Yeah.

25 MR. HOLESKO: Whatever the plan is.

1 MR. ROBERTS: Okay.

2 MR. HOLESKO: When it gets below 75, there's a
3 conflict. It should be --

4 MR. ROBERTS: Depending on --

5 MR. HOLESKO: It should one to one.

6 MR. ROBERTS: Depending on how much of a pain
7 point it would be --

8 MR. HOLESKO: Yes.

9 MR. ROBERTS: -- on the desirability to
10 replace that hangarage (phonetic), it's not a hard
11 and fast rule.

12 MR. HOLESKO: No, it's not. There are some
13 areas in the back here in south GA where there
14 isn't an apron outside --

15 MR. ROBERTS: Okay.

16 MR. HOLESKO: -- where people -- where hangars
17 are blocked by others for a short period of time.

18 MR. ROBERTS: All right.

19 MR. HOLESKO: Next sheet, Cindy.

20 Okay. So these are other options. This is a
21 picture of what's back where I said you could build
22 the small parking lot right here. We could just
23 build that piece. There's always going to be a
24 need for parking. It can serve negotiation but
25 general aviation. It can serve users in the back.

1 It would literally just be this little piece,
2 and that open field, instead of looking the way it
3 is, you would have utility out of it and it would
4 be good for some reason. A small piece of funding.

5 There's the overhead utilities. We can simply
6 go to electric company and we can get those
7 utilities underground in a permanent location and
8 you wouldn't see what's there. Or you can do
9 nothing. Or you can request the funds, come down
10 here and build the road down here.

11 And you don't have to decide any of this
12 today. I'm just putting it all out there to be
13 thinking about it. Something's going to have to
14 happen before the end of the year on these things.
15 Some -- something has to give.

16 MS. CASH-CHAPMAN: Can --

17 MR. HOLESKO: Or else the money would just go
18 back to DOT and they would take it and either
19 reallocate it to you for a roadway or give it to
20 another airport.

21 MS. CASH-CHAPMAN: Can -- can the space where
22 you're saying build a parking lot, can that space
23 be used for anything else? Just before we say,
24 yeah, let's put this parking lot in and then two
25 years down the road think, oh, we could have used

1 it for X, Y and Z, is there something else there
2 that I'm missing that -- that that space could be
3 used for?

4 MR. HOLESKO: The next thing that I would
5 think -- just because of where it's located, I
6 think the next you could use it for aircraft
7 parking. Of course those aircraft would then be
8 operating right up to the fence line on the access
9 road to whatever ends up being the use of the
10 building.

11 So there's a -- there's a challenge in --
12 especially if -- I mean, looking at the jet right
13 there, when that jet is operational --

14 MS. CASH-CHAPMAN: Uh-huh.

15 MR. HOLESKO: -- that -- it's not normal that
16 you would operate that aircraft with somebody right
17 behind you. Anything.

18 MR. ROBERTS: And not to beat the dead horse,
19 but a noncompliant -- noncompliant rule of thumb
20 hangar could conceivably go there that didn't meet
21 that one --

22 MR. HOLESKO: Yes, that's what was there.

23 MR. ROBERTS: Yeah.

24 MR. HOLESKO: Yes.

25 MS. LIOTTA: Do we have any sense of what --

1 on the current hangar layouts, what the -- how many
2 conform to that one-for-one rule or the 75 percent
3 rule or -- what are we working with today,
4 generally speaking, with our hangars?

5 MR. HOLESKO: I -- I don't know that off the
6 top of my head, but I know that you definitely have
7 lots of hangars on the airport that don't have the
8 area outside. And part of the difference is
9 actually the use of the hangar.

10 If it's simply -- like T-hangars don't -- they
11 don't have an apron outside. A T-hangar, you open
12 your door, you pull it out, and you go on your way.
13 There's lots of other areas here on the airport,
14 even some of the small box hangars, you pull out
15 and you go.

16 If you're going to be doing maintenance,
17 runups, train -- flight training, things like that
18 that have you sitting in the cockpit for extended
19 periods of time, that's when you're blocking the
20 other people because you're not just getting in the
21 airplane and immediately moving.

22 You're -- you're -- it's -- sometimes a plane
23 is sitting there completely on its own or somebody
24 is training, maintaining, whatever the case may be.
25 Those are the uses where you need the space outside

1 the hangar.

2 MR. ROBERTS: Bulk storage could be a
3 challenge.

4 MR. HOLESKO: Yeah, bulk.

5 MR. ROBERTS: Bulk storage could be a
6 challenge.

7 MR. CLARKE: And wasn't -- wasn't that, the
8 plot of land that was formerly leased to
9 Atlantic Aviation, they had a shade hangar?

10 MR. HOLESKO: Yes.

11 MR. CLARKE: Would they be -- do you think
12 there would be any interest on their part in
13 leasing that and building a shade hangar for a
14 temporary for transients?

15 MR. HOLESKO: I -- I don't know. I mean, I --
16 and again, it's not a part of -- that could be a
17 whole other part of it.

18 If you decide that we're not going to do the
19 roadway project, you're not going to do this and
20 you're going to put the funds towards perhaps
21 another roadway or give the funds back to DOT, then
22 I think you have a whole other decision about
23 what's going to go there.

24 MR. CLARKE: Would that road intrude on
25 that -- what you're label -- you've labeled parking

1 lot below there, that area?

2 MR. HOLESKO: The --

3 MR. CLARKE: The top right picture.

4 MR. HOLESKO: This one?

5 MR. CLARKE: Yes.

6 MR. HOLESKO: Well, this is actually right
7 across the street from here, and the plan is -- is
8 to actually have a roadway that comes right out of
9 the terminal. And right now, we all know it
10 goes -- you wind back and forth and it -- there's
11 bend points.

12 It goes -- it would go straight through and
13 this parking would be here and out -- the roadway
14 actually would go here. These power lines would
15 run here. And the intent was to eventually make
16 the straight run all the way out to U.S. 1. Like
17 if you were on U.S. 1, you could look back and see
18 the terminal and see the roadway. That was the
19 intent.

20 MS. LUDLOW: Is that all our property or do we
21 have to get permits from Northrop?

22 MR. HOLESKO: It's all your property, but
23 there's a section that's leased -- the section
24 that's leased, you use. It's -- it's the front
25 parking lot's up front. It's actually on their

1 lease, but it's all of your vehicles on it.

2 MS. LUDLOW: Okay. Well, I know -- I asked
3 did we have all the permits from Northrop and the
4 answer was no.

5 MR. HOLESKO: Correct. They have not said you
6 can do all of these things right now. But the
7 things that I'm showing you aren't a part of that.

8 MS. LUDLOW: Gotcha.

9 MS. CASH-CHAPMAN: I have one more question
10 about that land, just so -- while I'm thinking.

11 Could that parking lot area be used as a
12 maintenance runup area at some point in the future
13 for the planes that are in this area? Do you --

14 MR. HOLESKO: I -- I would completely defer to
15 whoever's going to use it as a runup area to
16 determine. I don't know what they'd be running up
17 and where they would be pointing their -- pointing
18 their engines.

19 I -- I think it's unlikely to think that
20 someone's going to have this as a maintenance runup
21 area and this is a public road right behind the
22 aircraft. That --

23 MS. CASH-CHAPMAN: I just need the full
24 picture before --

25 MR. HOLESKO: Whatever --

1 MS. CASH-CHAPMAN: -- I can be forward
2 thinking.

3 MR. HOLESKO: Wherever direction they're
4 pointing those engines in that area is probably
5 going to create a conflict.

6 MS. CASH-CHAPMAN: Okay.

7 MR. ROBERTS: You might need one of those
8 fences. You know you see those --

9 MR. HOLESKO: Blast deflectors.

10 MR. ROBERTS: Blast deflectors.

11 MS. CASH-CHAPMAN: Right.

12 MR. ROBERTS: Some kind of --

13 MS. CASH-CHAPMAN: Okay. Thank you.

14 MR. HOLESKO: So we can just move on with no
15 decision. I really mean it. We don't need a
16 decision from you; I just wanted to put all of that
17 out there for thought, okay? Good?

18 MS. LUDLOW: Good.

19 CHAIRMAN OLSON: Yes.

20 MR. HOLESKO: Okay. Thanks.

21 MS. LUDLOW: Carry on.

22 MR. HOLESKO: Now we're on the east side of
23 Runway 13/31. I want to highlight four different
24 things. This is the sheet taken directly from the
25 Airport Layout Plan.

1 MR. ROBERTS: Can I start here?

2 MR. HOLESKO: Sure.

3 MR. ROBERTS: Mr. Holesko's now going to
4 describe some of the options available on the east
5 side of the airport.

6 One of those parcels is the subject of a
7 commercial aeronautical service provider requesting
8 the development of one of those, and that's the
9 subject of the Part 16 proceedings. And it's not
10 on the table today and Mrs. Liotta is firewalled
11 from any consideration of it.

12 However, with -- what I wanted for the record
13 and the -- and the transcript, is that with the
14 consent of the airport, the prospective developer
15 has retained Passero -- because of their knowledge
16 and familiarity with -- with these -- all of these
17 issues, including the developmental requirements,
18 they've retained them to do a conceptual diagram of
19 how their development might fit and land on that
20 footprint.

21 So that's why we wanted to make sure that that
22 disclosure was in the sunshine on the record. Both
23 parties kind of benefit from that because, you
24 know, there's a common source of knowledge about
25 what's required. So I just wanted to protect

1 Mr. Holesko with that.

2 MR. HOLESKO: Sure. Thank you.

3 MR. ROBERTS: Yeah.

4 MR. HOLESKO: And it's the first part we're
5 talking about. It's the southern parcel. It's
6 basically a block.

7 And the question is, from the -- from the
8 private development perspective, we did a site plan
9 for Volato to take their idea what they want to do
10 on the southern parcel, which is the one that
11 doesn't have as many constraints as the other
12 parcels, what would their interest look like on
13 that parcel? We -- it's actually a very -- a very
14 pretty rendering of what they would do with that
15 site. That's the southern piece.

16 There's also the central piece that could be a
17 second FBO or another aviation service operator
18 north of the bend of Hawkeye View Lane.

19 And then there's also a string of corporate
20 hangars the furthest to the north.

21 So there are three development blocks: South,
22 central, north. And then we have this irregular
23 red shape.

24 The irregular red shape is the piece of land
25 that the Airport Authority has been proposing and

1 had an interest in purchasing from the Gun Club.
2 It's approximately 25 acres. And I -- I say that
3 because that's how we're going to refer to them.
4 South, central, north, and Gun Club land. A lot of
5 that's on slides that we're going to see after
6 this. Next slide.

7 Okay. So we did the environmental on all the
8 Airport Layout Plan development. Phase 1
9 environmental assessment, wetland delineation,
10 endangered and threatened species. I don't know
11 what month it was, but it actually preceded most of
12 the board members right now to get those things
13 underway.

14 Regardless of who does the development east
15 side of the runway, all of those things have to
16 happen. So it's a way of literally getting an
17 advance in helping whoever does the development on
18 the east side. Next slide.

19 We also did a topographic survey of the
20 southern parcel in red. And the only reason we did
21 it there and not everywhere else is that we don't
22 even own the Gun Club land yet. So we weren't
23 going to do a topographic on land that you haven't
24 even purchased or done an appraisal on yet. That's
25 kind of getting a little ahead of things when

1 you're surveying on someone else's land. Next.

2 These areas in red are the areas that we did
3 geotechnical testing. We wanted to know literally
4 about the soils and foundation to build aircraft
5 parking or hangars on the south and the future
6 location of the access road. We wanted to know
7 what we were going to face at the time comes when
8 we're going to try to build an access road.

9 This sketch is -- Matt's not here. These are
10 Matt's water line. Matt -- Matt knows how we can
11 get water to the other side. We still think that
12 the best way to provide long-term best quality
13 solution for water on the other side is to bring
14 the road all the way up Estrella, go underneath the
15 runway, and do a big loop all the way around.

16 That never happened in the past. There's all
17 of these pieces and dead ends on the east side
18 right now. And dead end water lines are just a
19 problem with quantity and quality and pressure
20 constantly.

21 At some point we're going to have decisions on
22 how to get fire protection, water pressure on the
23 east side. There's tanks over there right now that
24 Northrop Grumman put in years ago.

25 Do we want to have a whole other set of

1 development with large water tanks on the other
2 side or take that same money and invest it to loop
3 the water line? It isn't solved yet, but it's all
4 looked at and everything is technically feasible to
5 do, to loop the water all the way through. Next,
6 please.

7 This is the specific southern parcel with a
8 detailed plan, which is the plan we put together to
9 give our environmental consultant to submit a
10 permit application to the Army Corps of Engineers
11 and Florida DEP.

12 Black is pavement, the tan areas are
13 buildings, orange is saltwater wetland, and green
14 is freshwater wetland. That's the intent, is to
15 get the clock ticking on the environmental impacts
16 and the amount of wetlands that we're going to have
17 to mitigate in some way on the southern parcel.

18 It's a wet parcel. All the parcels have
19 wetlands. There's no getting around it. If you
20 didn't want to do something like this, you could
21 build this little piece in the middle and this
22 would sit here undeveloped. But again, you
23 couldn't even get a road to it.

24 The road has to go through the wetland. So if
25 we're going to permit wetlands, let's get the right

1 building development that we want and mitigate the
2 wetlands in some way. But when you see green and
3 orange, you have wetland impacts. Next.

4 This is the central area, which could be a
5 second FBO or some other aeronautical service
6 provider and the corporate hangars. Again, green
7 is freshwater, green is freshwater. Orange is
8 saltwater. And this is the first time you're
9 seeing a detailed sketch of the new access road.

10 When the 25 acres is purchased from the Gun --
11 the Gun Club, Hawkeye View ends up dead-ending
12 right here and all the traffic ends up on the new
13 access road that ends up being constructed to the
14 east.

15 MS. LUDLOW: So none of the Hawkeye -- old
16 Hawkeye road will be used?

17 MR. HOLESKO: It will. Go back.

18 MS. LUDLOW: Some of it.

19 CHAIRMAN OLSON: For access.

20 MR. HOLESKO: I'm not sure what hangar this
21 is. Kevin, you can tell me.

22 MR. HARVEY: It's Florida National Guard.

23 MR. HOLESKO: National Guard?

24 MR. HARVEY: Yes.

25 MR. HOLESKO: So up to the National Guard

1 hangar will remain active.

2 MS. LUDLOW: Okay. Thank you.

3 MR. HOLESKO: Yes. And then everybody else
4 would be supported by the new road to the east.

5 MS. LUDLOW: Gotcha.

6 MR. HOLESKO: Next.

7 CHAIRMAN OLSON: Oh, before you leave that.

8 MR. HOLESKO: Yes, sir.

9 CHAIRMAN OLSON: Is there -- presumably, if --
10 with the wetlands permit -- permitting and all that
11 that we can actually -- there'd be a lot of fill
12 that would go in on these sites, right?

13 MR. HOLESKO: Yes.

14 CHAIRMAN OLSON: Is the overall elevation of
15 the non-wetland area, does that have to be built up
16 also to meet requirements?

17 MR. HOLESKO: Yes, in some areas, but not all.

18 CHAIRMAN OLSON: Okay.

19 MR. HOLESKO: Some of it, we're probably going
20 to use for -- for stormwater retention, even though
21 it will still be considered a fill of the wetland.

22 CHAIRMAN OLSON: Because is it the same
23 elevation that residential has to be built at now?

24 MR. HOLESKO: You're asking the person who's
25 not here tonight.

1 CHAIRMAN OLSON: Okay. Okay.

2 MR. HOLESKO: I wish he was here, but he --

3 Matt knows the answers to those questions.

4 CHAIRMAN OLSON: Okay.

5 MR. HOLESKO: I do not.

6 CHAIRMAN OLSON: That's fine.

7 MR. CLARKE: Do you have a ballpark idea of if
8 all the development is completed successfully, how
9 many acres would be available for corporate hangar
10 construction?

11 MR. HOLESKO: I don't know that off the top of
12 my head, but I can definitely get you the answer.

13 MR. CLARKE: I mean, 10, 15?

14 MR. HOLESKO: Oh, it's more than that.

15 MR. CLARKE: Oh, okay.

16 MR. HOLESKO: It's more than that, yeah. It's
17 a -- it's a big number.

18 MR. CLARKE: Okay.

19 MR. HOLESKO: Yes, it's a big number. And --
20 and I'll get you and I'll send you an e-mail
21 specifically with the label on what those areas
22 are. Okay.

23 MR. ROBERTS: Can you just -- could you help
24 me understand the one you're calling north is?
25 We're doing south --

1 MR. HOLESKO: North --

2 MR. ROBERTS: We're getting --

3 MR. HOLESKO: North is the road --

4 MR. ROBERTS: We're deciding on names, right?

5 Which is --

6 MR. HOLESKO: North is the road with the stub
7 taxiway, the corporate hangars on the side. And
8 ironically -- so here's the hangar and there's the
9 hundred foot of clearance in front of it. Hangar,
10 apron in front, and then taxiway, which we have
11 been talking about tonight.

12 MR. ROBERTS: Right. So that's -- you're
13 calling that the north.

14 MR. HOLESKO: North. And then there's a
15 central.

16 MR. ROBERTS: Gotcha.

17 MR. HOLESKO: Central is much more intensive
18 for aircraft parking, automobile parking, and a
19 large hangar. But it doesn't have to be this exact
20 layout.

21 What we're showing is impervious surface.
22 Things can absolutely morph back a little bit back
23 and forth. It's not going to look exactly like
24 this, but we have to give a preliminary design to
25 the Army Corps of Engineers to keep the permit

1 process flowing.

2 MR. ROBERTS: Could you speak to the
3 feasibility of -- you see where the three little
4 hangars are on the taxi -- nope. A little further
5 towards me, toward me -- I'm sorry, these. These
6 would not necessarily be part of the overall
7 development or could they --

8 MR. HOLESKO: They don't have to be. We -- we
9 show them inside our red area because there has
10 never been wetland delineation and permitting. But
11 there actually could be access from -- what
12 taxiway --

13 MR. HARVEY: Alpha 2.

14 MR. HOLESKO: From Alpha 2.

15 MS. LUDLOW: Did you call that long yellow
16 one, did you call that Volato?

17 MR. HOLESKO: Well, it's -- it's just -- it's
18 the largest hangar shown in the center, but it
19 doesn't have to be that shape. I mean, it could
20 be -- again, it could be an FBO, but it could be
21 any aviation operation. It could be -- we don't
22 know what it is.

23 From our perspective, it's -- all we care
24 really about is the permitting. We want to show a
25 large hangar component, which means we need a

1 significant automobile parking component and a
2 large aircraft parking component. But the
3 footprint, it can morph a little bit.

4 MS. LUDLOW: Gotcha. Good.

5 MR. HOLESKO: Okay. Next.

6 Culture resources permitting, the fieldwork is
7 done. They did find some Native American and
8 Spanish American artifacts. They did find some
9 things out there, which is no surprise. There is
10 no written correspondence yet back from the state
11 whether or not another Phase 2 investigation is
12 needed.

13 It says awaiting report. I think the answer
14 is going to be no, because I think that the
15 cultural resources consultant would have said this
16 is a big deal. But until the State of Florida
17 comes back and says it isn't, we're awaiting the
18 report back from the state.

19 The wetland permitting, the updated concept
20 plans, they're in. The permit application is
21 committed. We're waiting for three to -- one to
22 three months back for Florida DEP and Army Corps of
23 Engineers to say, okay, we see your layouts, we see
24 your wetland delineation, we see your impacts.
25 They're going to come back and give us comments,

1 whatever that may be, and what's being proposed.
2 I'm not going to predict what they're going to say.
3 Until that comes back in writing, I don't know what
4 they're going to say.

5 Now, money. FDOT funds, they're coming for
6 land acquisition in August or September of this
7 year. So you're getting an 80/20 FDOT grant for
8 2.85 million. So the FDOT is giving you
9 2.25 million. The Airport Authority share is
10 562,000. That's to buy the 25 acres.

11 And there is no appraisal underway yet. I
12 don't know whether you want to fund that out of
13 your own funds right now. If you do, it's not
14 reimbursable from the FDOT. So if you do it now,
15 they will notify pay you back.

16 MR. ROBERTS: The appraisal, you're talking
17 about.

18 MR. HOLESKO: The appraisal.

19 MR. ROBERTS: Okay.

20 MR. HOLESKO: The appraisal. But you can't --
21 you wouldn't buy the land until you had the grant
22 in place.

23 I just think there's a lot hinging on what
24 that number is. Like the reason I say that is, if
25 it's less, you might have additional land

1 acquisition funds that you can put toward something
2 else, like another piece of land that's valuable to
3 you.

4 Because the DOT is going to give you
5 80 percent of 2.8 million. They're going to give
6 you the whole amount. They wouldn't just give you
7 the appraised amount. They're going to give you
8 the whole piece. So you might have more money,
9 though, that you can use for something else.

10 So that's actually a decision. Are you
11 interested in doing the appraisal now and starting
12 to have the negotiations with the landowner and
13 say, here's where -- here's where we are?

14 Some interesting parts of that parcel just to
15 talk about right now, a lot of it has freshwater
16 and saltwater wetlands. So that's not developable
17 without tremendous cost. You can't build houses.
18 Because of the location and proximity to the
19 airport, you can't build houses there.

20 So when you take a big piece of land that
21 looks like it's really valuable and then you fill
22 it with freshwater wetlands and saltwater wetlands
23 and you can't build houses on it, well --

24 CHAIRMAN OLSON: Yeah.

25 MS. LUDLOW: Yeah.

1 MR. HOLESKO: -- those are the things that the
2 appraiser needs to understand. It's not just a
3 typical piece of marshfront land in
4 St. Johns County.

5 There's three huge factors that reduce the
6 value of the land. And it's not because Andrew
7 says so, it's just a fact saltwater wetlands and
8 freshwater wetlands, you can't build homes. Those
9 are a big deal in the lands --

10 CHAIRMAN OLSON: And it doesn't have much
11 commercial value because it's remotely off any
12 high -- high-volume road.

13 MR. HOLESKO: Agreed. And again, we're going
14 to -- the Airport Authority's going to hire an
15 appraisal. And if you want to start that now, you
16 can start that now and we'll -- we will hire an
17 appraiser through our master agreement with you to
18 make this happen or not. That's up to you if you
19 want that to start now.

20 Okay. Next. And again, that's -- that's
21 coming soon. Then there's Hawkeye View Lane. Then
22 there's the roadway. Assume that we purchase the
23 land and we get that 25 acres coming in fiscal '26,
24 which is August of 2025, you're getting a
25 \$2.5 million 80/20 grant with the DOT. They're

1 going to give you 2 million. You're going to have
2 500,000.

3 A year later in 2027, they're going to do it
4 again, an 80/20 grant for 2.5 million. DOT's going
5 to give you 2 million and you're going to have a
6 500,000 match in those two years.

7 So you're going to get \$5 million to permit,
8 mitigate, and construct the new, if you call it
9 Hawkeye View Lane -- I don't know what the name
10 will be. Whatever you'll name it.

11 But that roadway that's needed for both the
12 north parcel and the central, those don't work
13 without the new access road. Only the southern
14 parcel can develop before the access road and the
15 land acquisition is done because there's no way to
16 get back there.

17 MR. ROBERTS: Within -- so the southern one
18 you could just extend --

19 MR. HOLESKO: Correct.

20 MR. ROBERTS: -- Hawkeye through the Grumman
21 parking lot.

22 MR. HOLESKO: That's correct. You would --
23 you would continue the roadway directly through.
24 That one could proceed without the land acquisition
25 and the complete relocation of Hawkeye View Lane.

1 And I'm just putting these up here. No
2 decision needed on these. Just knowing that you've
3 got a \$2.8 million land acquisition project coming
4 and a \$5 million roadway coming. Yes, ma'am?

5 MS. LUDLOW: Thank you. So, none of
6 Hawkeye -- Hawkeye View Lane abuts the property
7 that we need to buy from Gun Club, right?

8 MR. HOLESKO: Say that again.

9 MS. LUDLOW: None of -- I see the Hawkeye View
10 Lane and it goes into like Gun Club Road or
11 something. So where -- you know, where it gets
12 changed to, none of that abuts to the Gun Club
13 property.

14 MR. HOLESKO: No.

15 MS. LUDLOW: It does not.

16 MR. HOLESKO: It does not.

17 MS. LUDLOW: Because I know they've said
18 they'd sell it to us, but --

19 MR. ROBERTS: I'm not sure you guys are
20 talking past each other. Are -- I'm sorry. Was
21 your question with the proposed --

22 MR. HOLESKO: I think she's just confirming
23 that where Hawkeye bends back up towards the
24 marsh --

25 MR. ROBERTS: Currently.

1 MR. HOLESKO: Correct.

2 MR. ROBERTS: But the proposed new route of
3 Hawkeye Lane would in fact run right through the
4 Gun Club Road property.

5 MR. HOLESKO: Yes.

6 MR. ROBERTS: Yes.

7 MR. HOLESKO: That's why we're buying the
8 land.

9 MS. LUDLOW: Oh, okay. The new property.
10 Thank you.

11 MR. ROBERTS: Right.

12 MS. LUDLOW: I mean the new road --

13 MR. HOLESKO: We're going to put --

14 MS. LUDLOW: -- would go --

15 MR. HOLESKO: The Airport Authority's going to
16 put their road on the eastern boundary of the land
17 that you purchase. You're going to push it over as
18 far as you can so you can develop everything you
19 can inside of it on the west side of the road.

20 MS. LUDLOW: Thanks. You're right.

21 MR. ROBERTS: Yes.

22 MS. LUDLOW: Thanks.

23 MR. HOLESKO: Next slide.

24 So scheduling. T-hangars will be bid and
25 awarded, we think in quick recap, in late 2023 and

1 the first group is going to be under construction
2 in 2024.

3 Unless you say you want to move slowly and
4 have that go into '25 and '26, which as I mentioned
5 I would be surprised if you said, Andrew, build the
6 T-hangars slower, I'd be surprised to hear you say
7 that. So we're going to have them under
8 construction in 2024.

9 The southern parcel of land, on the -- on the
10 east side, the big southern parcel, that can
11 develop when there's water. The access is
12 currently provided by Hawkeye View Lane. You don't
13 need the roadway for the big southern parcel
14 whatever goes there.

15 MR. ROBERTS: Does that include sewage when
16 you say water?

17 MR. HOLESKO: No, there still -- there needs
18 to be sewage upgrade also.

19 MR. ROBERTS: Okay.

20 MR. HOLESKO: It could be done either just for
21 that development or it could be connected, either
22 way.

23 The northern access parcels still cannot
24 develop, and that's both the central and the north,
25 until land is purchased, Hawkeye View Lane is

1 realigned. And the land pur- -- land purchase for
2 the first step, followed by the roadway
3 development. So the two northern parcels, the
4 central and northern, they can't do what they want
5 to do until the land comes and the roadway comes.

6 There's still utilities. They're unfunded.
7 The sewer and water, there is no grant funding
8 source for those yet, whether it's
9 Airport Authority funds or other. We could put
10 them into the roadway and see if there's enough
11 funding, because the D -- the DOT will allow us to
12 do a roadway with sewer and water as a part of the
13 overall project.

14 We have not designed that road yet to know
15 what the cost is exactly of the road, how much
16 sewer and water. I'm guessing you're going to tell
17 me, Andrew, we need the answer to that question,
18 but we have not done that yet. You have not told
19 us to do that yet, but we can do that next.

20 CHAIRMAN OLSON: Just before you leave this
21 slide. The southern parcel, the other thing the
22 southern parcel is dependent on is -- is the
23 agreements to -- relative to the wetlands
24 mitigation and --

25 MR. HOLESKO: Yes, the permit.

1 CHAIRMAN OLSON: Yes, all of that.

2 MR. HOLESKO: Correct.

3 CHAIRMAN OLSON: So --

4 MR. HOLESKO: And the costs.

5 CHAIRMAN OLSON: Yes.

6 MR. HOLESKO: Yes.

7 CHAIRMAN OLSON: So that's a -- wouldn't that
8 be a time thing, also, as well as the water main
9 thing?

10 MR. HOLESKO: The reason I didn't highlight
11 that is that is underway on the previous slide. So
12 we know the answer to that is coming.

13 CHAIRMAN OLSON: Okay.

14 MR. HOLESKO: We're going to know that in
15 2023.

16 CHAIRMAN OLSON: Oh, okay. Okay. Good.
17 Thanks.

18 MR. HOLESKO: We'll know that this year.
19 We're in that one- to three-month period waiting
20 for the comments to come back on mitigation ratios
21 and those types of things and the use of wetland
22 banks. So all of that's going to come out in the
23 next few months. Next.

24 So my final slide is any additional input that
25 you have for us on the three projects: T-hangars,

1 access road, and east side, general input. This is
2 one of the more detailed CIP discussions we've ever
3 had with the board.

4 I sit in your audience. You see me here. I'm
5 here every month. I -- I see what's going on. I
6 think you want to have this discussion with your
7 consultant and get involved in this level of
8 detail.

9 Unless you tell me it's too much or not
10 enough, we would expect that we're going to come
11 and have the conversation with you not monthly, but
12 maybe it's quarterly or something like that to
13 come. Maybe it's one project at a time.

14 From what I hear and observe from you as a
15 group, you want to know these things and you want
16 to have some decision and input on these type of
17 things that occur in project development.

18 So with that, if there's any other guidance or
19 input you have, I hope I didn't bore you.

20 MS. LUDLOW: You did wonderful, Andrew. We're
21 sorry we made you wait --

22 MR. HOLESKO: No, no, no. That's fine.

23 MS. LUDLOW: -- two meetings.

24 MR. CLARKE: I would like to recommend to my
25 fellow board members that we proceed with the

1 appraisal of the parcel Andrew described.

2 CHAIRMAN OLSON: Yeah, I -- I agree with that.

3 MS. LUDLOW: I go with that recommendation.

4 CHAIRMAN OLSON: I don't think there's any
5 downside, any reason we wouldn't proceed at this
6 point.

7 MR. HOLESKO: I will just tell you also, it's
8 not going to be a big number. I don't know what
9 it's going to be yet, but it's not like it's going
10 to be tens of thousands of dollars.

11 CHAIRMAN OLSON: Yeah.

12 MR. HOLESKO: It's going to be thousands, but
13 it's not going to be tens of thousands. I -- I
14 think the information is very valuable to know what
15 that is because it's also going to involve an
16 interview with the owner.

17 CHAIRMAN OLSON: Yeah. So general agreement
18 that we urge -- proceed? Okay. Good.

19 MR. ROBERTS: Can I ask a technical point?
20 The actual property that is the candidate for
21 purchase, has there been surveyed? Is it distinct
22 or --

23 MR. HOLESKO: No.

24 MR. ROBERTS: -- right now, it's kind of
25 abstract?

1 MR. HOLESKO: We will -- we will have a
2 reasonably -- Matt will create a pretty accurate
3 something that we can give to a surveyor and it
4 will have a very -- a very accurate square footage.
5 So we'll know how many acres it is down to some
6 decimal points.

7 MR. HARVEY: On that appraisal, it should run
8 somewhere between 7 to 10 grand and we can -- we'll
9 do that through staff.

10 CHAIRMAN OLSON: Okay.

11 MR. BLOCKER: So, Mr. Chairman, because there
12 is funding that's involved in this --

13 CHAIRMAN OLSON: Yes. Oh, okay.

14 MR. BLOCKER: -- I'm going to recommend a
15 motion and second and public comment.

16 CHAIRMAN OLSON: Okay. So then we'll have a
17 motion and second. We'll ask for any public input.
18 So --

19 MS. LIOTTA: Just one question.

20 If we do the appraisal now, is there any issue
21 of staleness in the numbers coming up? Is it -- is
22 there a reason to wait for closer to the
23 acquisition date because of general marketing
24 conditions on pricing?

25 MR. HARVEY: I don't think there would be any

1 great discrepancy.

2 MS. LIOTTA: Okay.

3 CHAIRMAN OLSON: Mr. Clarke, you --

4 MR. CLARKE: I made the motion.

5 CHAIRMAN OLSON: You made a motion. And there
6 needs to be a second to Mr. Clarke's motion
7 relative to proceeding with the appraisal.

8 MS. LUDLOW: I second.

9 CHAIRMAN OLSON: Okay. Seconded by
10 Ms. Ludlow. All in -- oh, I've got to go to my
11 alphabetical list. Sorry. Ms. Cash-Chapman --

12 MS. CASH-CHAPMAN: We still need public
13 comment.

14 MR. BLOCKER: Mr. -- Mr. Chairman, one --

15 CHAIRMAN OLSON: Oh, that's right. Public
16 comment. Public comment on this. Any public
17 comment on acquiring -- or on appraising the
18 Gun Club land?

19 MR. HOLESKO: I'll bring Jack the microphone.

20 MR. GORMAN: This isn't really a Gun Club
21 land, but I really think as a board, you really
22 need to sit and get a complete and thorough
23 briefing of land that is really owned right now by
24 the Airport Authority.

25 MR. CLARKE: I couldn't hear.

1 CHAIRMAN OLSON: I -- we need a repeat on
2 that. I just couldn't hear --

3 MS. CASH-CHAPMAN: We need a thorough briefing
4 on the land that's owned by the airport right now.

5 CHAIRMAN OLSON: A thorough briefing. Okay.

6 MR. CLARKE: I'm going to bring that up.

7 MR. GORMAN: You don't really know right now
8 what you own. Right now this board does not really
9 know what it owns right now. And I agree totally
10 with an appraisal of course.

11 But there's a lot of land that the
12 Airport Authority owns that you don't see on -- at
13 least that I would think you are not seeing that.
14 I'm not sure what Kevin thinks of that, but --

15 CHAIRMAN OLSON: It's all in the master plan,
16 right?

17 MR. GORMAN: It's all part of the master plan.

18 CHAIRMAN OLSON: Yeah. Right. Thank you.
19 Okay. Any other public comment?

20 (None.)

21 CHAIRMAN OLSON: Seeing none, we'll call for
22 the vote. Ms. Cash-Chapman?

23 MS. CASH-CHAPMAN: Aye.

24 CHAIRMAN OLSON: Appraisal? As yes?

25 MS. CASH-CHAPMAN: Yes.

1 CHAIRMAN OLSON: Mr. Clarke?

2 MR. CLARKE: Aye.

3 CHAIRMAN OLSON: Aye. Ms. Liotta?

4 MS. LIOTTA: Yes.

5 CHAIRMAN OLSON: Yes. Ms. Ludlow?

6 MS. LUDLOW: Yes.

7 CHAIRMAN OLSON: And Mr. Olson is a yes.

8 Okay. Motion carried. Okay. So we're now at --

9 MS. LIOTTA: Well, I -- it's related to this
10 presentation, which was very thorough and thank
11 you, but it's a little more general but on the same
12 topic of capital improvements.

13 I would like to raise for the board's
14 consideration that we put out an RFP for additional
15 providers. Not as any kind of implied criticism of
16 Passero at all, but my understanding is that it's
17 very normal, it's market for airports to have more
18 than one provider so we can have competitive bids
19 or just get different ideas.

20 It's -- you know, that -- and I think that
21 process would -- could be relatively painless. I
22 think JAA just did -- recently did an RFP and they
23 had selected multiple providers. I think they have
24 four.

25 And we've got some -- we've got some firms in

1 this area that do work around the entire country.
2 They're in our backyard. And we don't have any
3 kind of relationship with them to get bids on these
4 kind of projects. So this is a lot of capital
5 projects coming up.

6 CHAIRMAN OLSON: Well, as I understand it,
7 we're under currently a retained engineer
8 agreement.

9 MS. LIOTTA: It's --

10 CHAIRMAN OLSON: I believe it runs -- it's a
11 five-year agreement, but it's --

12 MS. LIOTTA: It's not exclusive, so we could
13 get multiples.

14 CHAIRMAN OLSON: Right. We are -- we're free
15 by that agreement to bid discrete projects.

16 MS. LIOTTA: Through -- through Passero. But
17 I'm talking about another firm that would be equal
18 to Passero.

19 CHAIRMAN OLSON: No, we do not -- I don't
20 believe we have to go through Passero if there's a
21 project that comes up that we want to seek other
22 engineering proposals. But I'm just not sure
23 how -- I mean, I'm thinking, I'm not saying it's
24 not -- it's a wrong idea.

25 I'm just wondering, are you talking about a

1 second retained engineer that, you know, is on a
2 basis that they advise us on ongoing basis or are
3 you talking about a specific assignment --

4 MS. LIOTTA: It would be a --

5 CHAIRMAN OLSON: -- to provide services for a
6 specific project?

7 MS. LIOTTA: Well, my understanding of
8 Passero's contract is that it's a master. So it
9 doesn't cost us anything for it to sit there.

10 What it does is it provides a set of prices if
11 we do come to them with projects that we want them
12 to work on for us. And then they would go out and
13 bid it out to other, the various subs to actually
14 have it done if we do anything.

15 But right now, we only pick up the phone and
16 ever call Passero. Having other contracts with
17 other like providers would be a way to say, hey,
18 we're going to do this utility work and put
19 utilities under the runway and go with that.
20 That's a big project. I think it would be a
21 benefit to the airport to have --

22 MR. HARVEY: Mr. Chairman?

23 MS. LIOTTA: -- more than one provider on that
24 we already have masters in place with that they
25 could then --

1 CHAIRMAN OLSON: Okay. I see --

2 MS. LIOTTA: -- bid it out specific work.

3 CHAIRMAN OLSON: Second -- I'm not sure. Is
4 master the terminology? I thought it was retained.

5 But I think we need to -- can we -- I mean,
6 can we get more detail on how it would work and
7 if -- and specific retained firms of our current
8 contract and how we would on a practical way handle
9 two of those contracts?

10 MS. LIOTTA: I think, Kevin, you've got some
11 good insight on this. Let's hear from him.

12 MR. HARVEY: You're only a couple of months
13 away from having to go back out and --

14 CHAIRMAN OLSON: I thought we were close,
15 yeah.

16 MR. HARVEY: Yeah. And put out the request
17 for quotes for new engineering services and so
18 forth. That might be the time that you look at
19 that, whether you want to select one or multiple.

20 CHAIRMAN OLSON: Yeah, yeah.

21 MR. HARVEY: It's -- it wouldn't be --
22 wouldn't be a first.

23 CHAIRMAN OLSON: Do you know precisely how far
24 away we are from that?

25 MR. HARVEY: I want to say I thought -- is it

1 October? Yeah, October.

2 CHAIRMAN OLSON: Okay.

3 MR. CLARKE: Would -- would this have to be a
4 contract or could we just request qualification
5 statements from, you know, providers for --

6 MR. HARVEY: We do an RFQ.

7 MR. CLARKE: -- architects --

8 MR. HARVEY: It's been an RFQ in the past.

9 MR. CLARKE: Okay.

10 MR. HARVEY: It's an RFQ.

11 MR. CLARKE: So we don't have to sign a
12 contract, but we could say we may need civil
13 engineering work for some of the property on the
14 other side of the highway and that could --

15 MR. HARVEY: You would have to select someone.
16 That's --

17 MS. LIOTTA: Yeah, my --

18 MR. HARVEY: It's not just randomly --

19 CHAIRMAN OLSON: As I understand, if there's a
20 specific project, we are free at -- with any
21 specific project to -- to take proposals.

22 MS. LIOTTA: Well, yeah, I -- I'm not an
23 expert on the rules around procurement, but I think
24 having the master in place makes it a little easier
25 to do some of these larger projects that -- so it's

1 also faster because you don't have to start from
2 zero every time. You already have some people
3 lined up. This is just having more than one firm.

4 MR. BLOCKER: More than one.

5 MS. LIOTTA: Yeah. So I think it's very
6 normal. From what I understand, most airports have
7 more than one. Sometimes I understand they'll just
8 make it very general more than one, or other times,
9 they'll have specific, like this is our expert on
10 the --

11 CHAIRMAN OLSON: Specialty areas.

12 MS. LIOTTA: -- different areas of engineering
13 potentially. But --

14 MR. HARVEY: You've got --

15 MS. LIOTTA: -- I think the JAA recently did
16 this and I think they ended selecting four
17 providers.

18 MR. HARVEY: And we've had -- we've had
19 projects in the past where we've had three -- three
20 different firms working. Didn't work well at that
21 point, but, you know, it wasn't as large a possible
22 project as this would be. It was a smaller
23 project, so to speak, that they tried to -- tried
24 to work together on as an experiment. Just to let
25 you know we have done that in the past. So...

1 CHAIRMAN OLSON: So we have -- again, we
2 have -- if we have our arrangement with Passero
3 coming to an end of that agreement in October, we
4 have an opportunity in the next few months to
5 actually apparently mount another RFP for that --
6 for services and we could ask for multiple or could
7 anticipate an award for one or more of those
8 arrangements.

9 MS. LIOTTA: Yeah. I think the timing is
10 good. My one concern would be if we're going to be
11 asked in the next, say, three months to potentially
12 start, you know, lining up multimillion dollar
13 projects, another option is to get the RFQ out
14 sooner -- it's only -- it's only doing it a few
15 months early -- to be able to have a multiple
16 providers lined up before we make decisions on some
17 potentially big ticket projects here in the second
18 or third quarter of the year. I would hate to wait
19 for the fourth quarter.

20 CHAIRMAN OLSON: Yeah, right.

21 MS. CASH-CHAPMAN: I don't think there's any
22 harm in putting one out now, right?

23 MS. LIOTTA: I don't think so. I can't
24 imagine it's not selecting Passero again.

25 MS. CASH-CHAPMAN: Right.

1 MS. LIOTTA: I think it's just a matter of
2 seeing -- having potentially some additional
3 responses.

4 PUBLIC COMMENT - GENERAL

5 CHAIRMAN OLSON: Okay. Let's see. We're at
6 now public comment and we have Mr. Hay.

7 MR. HAY: I'll yield till next time.

8 CHAIRMAN OLSON: Mr. Hay is yielding. Any
9 other public comment before we -- oh, Mr. Holesko.
10 State your address. State your name.

11 MR. HOLESKO: I was going to chime in on the
12 multiple firms.

13 So, we work at 50-plus airports from the tip
14 of Florida to Burlington, Vermont. Having multiple
15 consultants, some airports want to have one, some
16 have one for engineering and architecture and
17 planning, some have multiple.

18 We are -- just so you know, we aren't offended
19 by it. We're going to be a good team member.
20 We're going to support you. You've got lots of
21 projects coming.

22 We do have the capability to design and build
23 everything that you have. You know, we have 160
24 people in the firm. However, having a second
25 opinion and giving work to others, I just want to

1 let you know we're not offended by it.

2 It's -- it is -- it is a part of the industry
3 and it's like we will be a good team partner if you
4 decide to pick. But we obviously, you know, want
5 to continue our work here. It's very important to
6 us. But we completely understand it. So, no, not
7 offended at all. Just wanted to bring that up.

8 CHAIRMAN OLSON: Andrew, thank you. Okay.

9 MS. LUDLOW: By the way, congratulations on
10 your \$12 million contract with the county building.

11 MR. HOLESKO: We are -- we are -- we are one
12 of the term consultants for St. Johns County and we
13 just got awarded the biggest -- the biggest project
14 of the year with St. Johns County, too, so...

15 MS. LUDLOW: The building permit.

16 MR. HOLESKO: And all -- and all that's going
17 to be designed right behind the wall. It's all
18 coming right from here from St. Johns County
19 residents.

20 MS. LUDLOW: Good.

21 CHAIRMAN OLSON: Okay. Good.

22 MR. BLOCKER: Andrew, we do need to put your
23 name and address on the record.

24 MR. HOLESKO: Oh, I'm sorry. Andrew Holesko,
25 the other side of the wall. I'm sorry.

1 Passero Associates. Is it 4730 Casa Cola Way?

2 MR. HARVEY: 4730 Casa Cola Way.

3 MR. HOLESKO: 4730 Casa Cola Way, Suite 200.

4 CHAIRMAN OLSON: Okay.

5 MR. HOLESKO: Thank you.

6 MS. LUDLOW: Thanks, Andrew.

7 CHAIRMAN OLSON: Thank you.

8 MEMBER COMMENTS AND REPORTS

9 CHAIRMAN OLSON: No other public comments.

10 We're at member comments. Ms. Cash-Chapman?

11 MS. CASH-CHAPMAN: Okay. I'm going to be
12 super quick, but I really am excited about this and
13 I hope you guys are excited by it, but I don't want
14 to put too much effort in it until I hear from you.

15 Part of my community engagement initiatives, I
16 have been doing a lot of thinking about how we can
17 get younger generations to the airport. And I
18 think that when people think about an airport, they
19 think you have to be a pilot to make an airport.

20 And there are so many other, as we know, parts
21 to an airport from mechanics to engineers to
22 welders, to -- there's -- there's so much and
23 there's so much opportunities in the aviation world
24 that does not mean pilot. And I think it's
25 important for our younger people in this county to

1 understand what that is.

2 So what I would like to do is start a program
3 or start with groups that are already there,
4 whether it's fostering connections or a specific
5 school, and bring in some students as almost like a
6 career readiness day. I'm not -- I haven't worked
7 out the details yet and I'm totally open to ideas.
8 But to have some people come in.

9 You know, maybe the pilot that does tours
10 comes in and talks about what that looks like.
11 Maybe someone that -- in the general aviation world
12 that just has some planes and really enjoys that
13 wants to come in and talk. Maybe some of our
14 current staff members would like to come in and
15 talk and say what does it look like to be part of
16 an airport?

17 And, you know, maybe we have some mechanics
18 on -- on the property that want to come in and talk
19 about what that looks like. Business owners. Just
20 different things so that students, while they're
21 starting to think about their future, can start to
22 think about, hey, aviation's pretty cool and I
23 don't have to be in the air to be a part of it.

24 So I would love a little bit of feedback on
25 that. And if you think it's a great idea, if you

1 hate the idea, I don't want to pour more effort and
2 time into it if nobody else wants to do it, but I
3 think that it's important, so I would love your
4 feedback.

5 MR. CLARKE: I think you should have a
6 conversation with Ms. Kendall. Is that right?
7 Ms. Kendall?

8 MS. LUDLOW: Right. Ms. Kendall.

9 CHAIRMAN OLSON: Oh --

10 MS. LUDLOW: Also, working with the
11 Aerospace Academy.

12 MS. CASH-CHAPMAN: Uh-huh.

13 MS. LUDLOW: Maybe you want -- you were on
14 that board, but that's a great place to get people
15 and to get speakers there and everything, but I
16 know what you're saying is something different.

17 CHAIRMAN OLSON: Yeah, I think -- I think the
18 connection with the students and what is happening
19 here and having them understand and appreciate
20 and -- and learn the opportunities.

21 MS. CASH-CHAPMAN: Wouldn't it be great if
22 they picked a trade based on something they
23 heard --

24 CHAIRMAN OLSON: Yes, exactly.

25 MS. CASH-CHAPMAN: -- from here --

1 CHAIRMAN OLSON: Exactly.

2 MS. CASH-CHAPMAN: -- and they're
3 St. Johns County residents and we just perpetuate
4 this beautiful cycle?

5 CHAIRMAN OLSON: Okay. Mr. Clarke, comments?

6 MR. CLARKE: I do. I would like to report
7 that today I participated in the -- or dialed into
8 the St. Johns County Civic Round Table because it
9 was concerning the St. Johns County upcoming
10 comprehensive plan.

11 And I really think we need to be -- the
12 Authority needs to be prepared to participate in
13 that for the simple reason we have about -- not
14 necessarily for the airport property, but because
15 we own, you know, considerable amounts of property
16 on the other side, and we need to -- one thing I
17 would like to see, perhaps the county could help
18 compile a list, Mr. Gorman mentioned it before, you
19 know, what properties did we own? I would like to
20 see that itemized list. Where they're located, how
21 big they are. What's the highest and best use?
22 And, you know, how does it -- how does it fit
23 within the -- the land use plans for the county?

24 I mean, we're -- we're sitting on
25 potentially -- we have nonproductive assets. We

1 have the airport terminal is not producing income.
2 We have airport property that we own that's not
3 producing income and it can produce a significant
4 amount of nonaeronautical revenue that has
5 virtually zero cost associated with it.

6 And so, we need to begin to learn that
7 process. And then that would be followed up at
8 some point with what are we doing in terms of
9 economic development and how are we going to deploy
10 those assets? Because I think we could -- the
11 Authority could benefit significantly and
12 financially by exploiting those properties.

13 CHAIRMAN OLSON: Okay. Ms. Liotta --

14 MS. LIOTTA: Well, I'd like to --

15 CHAIRMAN OLSON: -- do you have comments?

16 MS. LIOTTA: I don't have any personally. I
17 just want to circle back to Ms. Cash-Chapman's
18 report and give you my full support.

19 I think it's great. And I don't know what you
20 might need from me as a board member, but I'd
21 encourage you to reach out to the businesses I'm
22 associated with and let them know about it and I
23 think that you could potentially get some speakers
24 out of that.

25 MS. CASH-CHAPMAN: Awesome. Thank you.

1 CHAIRMAN OLSON: Ms. Ludlow?

2 MS. LUDLOW: Yes. Also, tagging onto that,
3 Jennifer, you know, when he brought up about the
4 air -- Wings n Wheels --

5 MS. CASH-CHAPMAN: Uh-huh.

6 MS. LUDLOW: -- I'm surprised you're not
7 involved in that.

8 MS. CASH-CHAPMAN: I actually am, but since
9 they already talked about it, I wanted to spare us
10 a little bit of time. But I am -- I'll be at that
11 next meeting as well.

12 MS. LUDLOW: Okay.

13 MS. CASH-CHAPMAN: Very excited.

14 MS. LUDLOW: All right. So I -- on the
15 resumes that are coming in, we have two resumes
16 coming in, who is handling that and how?

17 MR. HARVEY: We don't have any resumes coming
18 in.

19 MS. LUDLOW: We did.

20 MS. CASH-CHAPMAN: We as a board each -- I'm
21 assuming, since Reba brought it up, I know I
22 received two unsolicited.

23 MR. HARVEY: We haven't received any resumes.

24 MS. CASH-CHAPMAN: So the board is receiving
25 unsolicited resumes for the executive director

1 position.

2 MS. LUDLOW: So what are we -- who is
3 answering those?

4 CHAIRMAN OLSON: Oh, okay. We -- are you
5 talking about e-mail messages where someone -- I --
6 I think I responded to one that -- that we -- that
7 we're actually -- let's see. What was my response?
8 We anticipate retaining a search firm and to keep
9 in -- keep in -- and I think I'm -- we have --
10 there's two people, I think, and that we --

11 MS. LUDLOW: One from --

12 CHAIRMAN OLSON: -- we're -- we're retaining
13 their names to provide to the search firm as part
14 of the --

15 MS. LUDLOW: Thank you. So -- so our chairman
16 is responding to those --

17 CHAIRMAN OLSON: Yes, yes.

18 MS. LUDLOW: -- resumes. One was from Avelo
19 and the other one was from a total commercial
20 experience person.

21 CHAIRMAN OLSON: I didn't look at their
22 resumes, I just --

23 MS. LUDLOW: Oh, I read every --

24 CHAIRMAN OLSON: I just -- because I thought
25 we -- that's the -- based on the process we're

1 looking at, we would just refer them to thank them
2 for their interest and refer them to --

3 MS. CASH-CHAPMAN: So we can count on any
4 resumes that come in, that you'll respond to
5 them --

6 CHAIRMAN OLSON: Yeah, yeah.

7 MS. CASH-CHAPMAN: -- so we're not all doing
8 it?

9 CHAIRMAN OLSON: Yes.

10 MS. LUDLOW: And the other thing, then. Where
11 do we stand on our ADK payment? It came from
12 30,000. Then it was 10,000. So where is it?

13 CHAIRMAN OLSON: No, it was -- we had a -- we
14 had an agreed-upon contract fee for their work to
15 recruit a deputy director.

16 At the time that we suddenly needed to shift
17 to an executive director, the -- their services for
18 the -- under the deputy were virtually completed.
19 We discussed and decided that we should look at
20 some of the finalist candidates for deputy but we
21 needed to go through the process of interviewing
22 them and all that.

23 MS. LUDLOW: I know.

24 CHAIRMAN OLSON: They proposed an additional
25 \$10,000 fee for that, thinking that it would be --

1 that's their standard thing for that situation.

2 So we have, I believe, paid them for their
3 deputy director work scope that was completed, and
4 that was approximately in the upper 30,000 or
5 something like that. So just under 40,000. I
6 don't have the amount here.

7 MS. LUDLOW: Right.

8 CHAIRMAN OLSON: And we have -- I'm not sure
9 whether we've received an invoice for the 10,000.

10 MR. HARVEY: I haven't seen it.

11 CHAIRMAN OLSON: That was their work that they
12 used when they got us to our final candidate and we
13 had the offer made. And when the offer is made and
14 negotiation is done, that's the end of their 10,000
15 fee.

16 So as we discussed, I took on the
17 responsibility of within 90 days from that board
18 meeting that we had where we discussed this which
19 was approximately 30 days ago I guess now, almost
20 30 days ago, of coming back with several search
21 firm possibilities for this board to consider for
22 remounting an executive director search. So that's
23 I think all the detail.

24 MS. LUDLOW: Okay. Well, good. I wanted to
25 know if the 30 and the 10, what -- where it stood.

1 CHAIRMAN OLSON: Yeah.

2 MS. LUDLOW: So you explained --

3 CHAIRMAN OLSON: I -- I still am personally
4 frustrated that -- about their -- their guidance on
5 the -- on their last assignment, but...

6 MS. LUDLOW: Okay. My other question, where
7 do we stand on Part 16?

8 MR. ROBERTS: We'll do that -- I would propose
9 that we do that in closed session, if we could.

10 MS. LUDLOW: Oh.

11 MR. ROBERTS: And I'll send you an update
12 e-mail --

13 MS. LUDLOW: Oh, okay.

14 MR. ROBERTS: -- because there is some news on
15 it.

16 MS. LUDLOW: Okay.

17 MR. ROBERTS: But for the benefit of folks, we
18 are in a period of abatement where the parties
19 are --

20 MS. LUDLOW: Jennifer.

21 MR. ROBERTS: -- interacting with one another,
22 and that's in the Sunshine as well. That's in the
23 public of the proceeding itself.

24 MS. LUDLOW: Okay. Okay.

25 MR. ROBERTS: So there is some news on that

1 and I'll send an updated e-mail to the non-firewall
2 members.

3 MS. LUDLOW: Good.

4 MR. BLOCKER: And, Ms. Ludlow, we will be
5 scheduling another shade meeting at some point when
6 there's further developments and we'll have another
7 update on that.

8 MS. LUDLOW: Oh, okay. Right. I -- I didn't
9 want the time to run out. I was worried.

10 CHAIRMAN OLSON: Is that it?

11 MS. LUDLOW: No. I have one more thing. Bob
12 said he was going to try to get the agreement of --
13 with Avelo and Daytona. Did you?

14 CHAIRMAN OLSON: Oh, how do you know that?

15 MS. LUDLOW: You told me.

16 CHAIRMAN OLSON: Did I tell you?

17 MS. LUDLOW: No, no, no. You didn't tell me.
18 You -- that was in an e-mail. When -- when Kevin
19 said they took Daytona, then you said back to
20 Kevin, I'd like to get the whole agreement.

21 CHAIRMAN OLSON: I thought that was an e-mail
22 back to Kevin.

23 MS. LUDLOW: It was, but it went to all of us.

24 MS. LIOTTA: I think we may have accidentally
25 also been on your response.

1 CHAIRMAN OLSON: That must have been an
2 accident. It must have been an accident.

3 MS. LUDLOW: Did you get a --

4 CHAIRMAN OLSON: No, I haven't gotten the
5 Daytona one yet. That's with the actual county
6 commission there, so -- okay.

7 MS. LUDLOW: Yeah, done. Okay.

8 CHAIRMAN OLSON: So that's it?

9 MS. LUDLOW: Yes, thank you.

10 CHAIRMAN OLSON: Okay. Two things quickly,
11 very quickly.

12 The TPO draft plan, and I'm saying this
13 specifically for you, Ms. Ludlow, has the second
14 grant for our T -- for our hangar grant slotted for
15 2028 instead of 2026. It's incorrectly slotted.

16 So when you go to the next TPO advisory
17 committee, please -- and I think we're going to --
18 Kevin is going to also formally or give -- alert
19 the TPO. Because it doesn't conform with what the
20 FAA and FDOT have it slotted at, which -- and which
21 we reported again today as 2026.

22 Okay. Quickly other. I was asked to come to
23 the economic development -- the Industrial
24 Development Authority board meeting today to just
25 do a quick update on the airport. I updated them

1 on what's happening here, our priorities, our
2 strategic plan, those kind of things, 15 minutes.

3 But they were very interested in, you know,
4 connecting with us. Obviously we all observed that
5 we have overlapping missions on economic
6 development, and the county is launching its
7 economic development strategy work plan this year,
8 and I think it's something we absolutely need to be
9 working with the county on, given the overlapping
10 mission and their -- that's all.

11 So, no other business, the -- this meeting is
12 adjourned.

13 MS. HOLLINGSWORTH: Next meeting April 24th.

14 (Meeting concluded at 7:31 p.m.)

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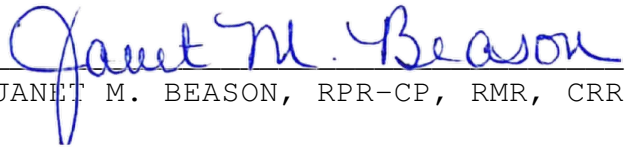
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REPORTER'S CERTIFICATE

STATE OF FLORIDA)
COUNTY OF ST. JOHNS)

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

Dated this 2nd day of May, 2023.


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

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| <p>CHAIRMAN OLSON: [298] COMMISSIONER DEAN: [4] 50/3 52/14 52/18 52/20 MR. BLOCKER: [36] 36/19 37/7 46/18 47/3 47/17 49/8 58/17 59/1 59/17 60/10 60/12 64/14 65/22 66/3 66/8 66/18 68/11 68/13 72/5 73/10 73/22 74/11 75/19 75/21 76/6 96/4 96/6 96/9 96/15 96/17 174/11 174/14 175/14 182/4 185/22 196/4 MR. CLARKE: [95] 14/1 14/13 14/15 21/6 21/15 21/17 21/23 31/10 31/14 31/16 31/19 31/24 32/5 32/7 32/10 32/15 32/18 33/1 33/6 33/15 33/18 33/23 34/1 34/14 43/21 54/3 63/23 64/2 64/4 64/9 65/9 66/2 66/6 66/14 66/20 67/6 67/14 67/25 68/8 69/17 69/23 70/17 75/1 79/19 96/12 110/6 119/18 119/23 120/5 120/14 120/21 121/2 121/9 121/20 122/1 122/4 122/12 122/14 129/13 129/15 129/20 129/25 130/2 130/8 130/12 133/7 133/10 139/16 139/19 139/22 140/1 140/6 140/19 140/24 141/1 148/7 148/11 148/24 149/3 149/5 159/7 159/13 159/15 159/18 172/24 175/4 175/25 176/6 177/2 181/3 181/7 181/9 181/11 188/5 189/6 MR. GORMAN: [5] 70/23 71/1 175/20 176/7 176/17 MR. 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MARTIN: [8] 52/25 68/20 68/23 69/1 69/5 69/9 71/5 110/19 MS. TATE: [1] 106/1</p> <hr/> <p>\$</p> <p>\$.40 [4] 30/24 31/9 31/11 31/19 \$10,000 [7] 31/2 125/16 125/17 125/18 126/3 126/4 193/25 \$12 [1] 185/10 \$12 million [1] 185/10 \$120,000 [1] 126/6 \$150,000 [1] 117/18 \$175,000 [2] 117/17 117/19 \$2 [3] 111/16 118/16 118/20 \$2 million [3] 111/16 118/16 118/20 \$2.2 [1] 141/16 \$2.27 [1] 117/11 \$2.5 [1] 165/25 \$2.8 [1] 167/3 \$20 [1] 81/8 \$20,000 [1] 126/5 \$200 [1] 81/7 \$3 [1] 116/7 \$30 [1] 81/9 \$30,000 [2] 29/7 29/7 \$4 [1] 119/13 \$4 million [1] 119/13 \$400,000 [1] 116/7 \$5 [3] 108/18 166/7</p> |
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| <p>\$</p> <p>\$5... [1] 167/4</p> <p>\$5 million [3] 108/18 166/7 167/4</p> <p>\$5,760 [2] 31/14 31/20</p> <p>\$50,000 [1] 117/7</p> <p>\$9 [1] 108/18</p> <p>'</p> <p>'16 [2] 50/8 52/3</p> <p>'24 [1] 119/6</p> <p>'25 [2] 119/6 169/4</p> <p>'26 [2] 165/23 169/4</p> <p>'84 [1] 51/24</p> <p>0</p> <p>0570 [1] 1/25</p> <p>1</p> <p>1 million [2] 118/21 118/21</p> <p>1,080 [1] 119/22</p> <p>1,080s [1] 119/25</p> <p>1,200 [2] 119/25 120/19</p> <p>1,200-foot [1] 119/22</p> <p>1,353 [1] 120/8</p> <p>1,428 [1] 121/3</p> <p>1.16 [2] 117/12 117/13</p> <p>10 [5] 1/6 31/22 159/13 174/8 194/25</p> <p>10,000 [3] 193/12 194/9 194/14</p> <p>100 [2] 1/15 143/18</p> <p>100 percent [1] 143/16</p> <p>10th [1] 3/3</p> <p>11 [1] 32/8</p> <p>110 [1] 2/10</p> <p>11th [1] 6/7</p> <p>12 [5] 8/19 116/20 117/22 117/23 124/16</p> <p>12-foot [2] 123/14 123/14</p> <p>13 [5] 106/24 117/22 117/23 121/15 127/20</p> <p>13,000 [1] 17/15</p> <p>13th [3] 3/8 3/12 3/17</p> <p>14 [4] 123/9 123/11 124/16 128/1</p> <p>14,000 [3] 17/19 31/15 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123/24 126/16</p> <p>49 [1] 2/7</p> <p>4:00 [4] 1/7 74/21 75/6 75/8</p> <p>5</p> <p>5 p.m [1] 6/1</p> <p>5.25 [1] 118/7</p> <p>50 [10] 32/13 32/13 88/2 117/7 117/10 117/22 118/9 118/21 127/22 128/5</p> <p>50 percent [3] 117/13 120/10 120/18</p> <p>50 x 60 [1] 32/24</p> <p>50-plus [1] 184/13</p> <p>50/50 [7] 117/7 117/10 117/22 118/9 118/21 127/22 128/5</p> <p>500,000 [2] 166/2 166/6</p> <p>53 [1] 2/8</p> <p>562,000 [1] 163/10</p> <p>6</p> <p>6,000 [1] 104/14</p> <p>6,151 [1] 96/25</p> <p>60 [7] 16/8 16/8 20/2 20/2 32/24 32/24 32/24</p> <p>65 [2] 28/13 28/13</p> <p>7</p> <p>7,200 [1] 17/17</p> <p>75 [3] 143/18 143/19 144/2</p> <p>75 percent [1] 147/2</p> <p>77 [1] 2/10</p> <p>7:31 [2] 1/7 198/14</p> <p>8</p> <p>80 [4] 142/13 142/13 142/13 142/13</p> <p>80 percent [1] 164/5</p> <p>80/20 [3] 163/7 165/25 166/4</p> <p>816 [1] 120/17</p> <p>825-0570 [1] 1/25</p> <p>856 [1] 102/25</p> | <p>86 [1] 5/4</p> <p>9</p> <p>90 [3] 6/8 22/12 194/17</p> <p>904 [1] 1/25</p> <p>A</p> <p>abatement [1] 195/18</p> <p>ability [1] 143/8</p> <p>able [20] 29/5 34/3 75/14 76/19 80/1 83/15 85/14 86/16 90/11 90/14 101/20 101/25 102/1 102/4 106/7 106/16 107/2 107/3 131/21 183/15</p> <p>about [113] 5/17 12/15 14/9 15/20 16/1 16/21 17/15 18/10 19/22 21/19 21/21 22/10 22/21 25/10 25/11 26/5 28/4 31/22 35/6 37/11 37/15 39/5 43/25 44/16 45/5 45/10 46/5 48/24 49/22 51/7 51/16 52/1 62/11 64/6 65/6 69/1 72/11 74/11 74/20 75/25 76/3 76/19 77/17 79/9 81/21 83/24 86/19 89/9 90/6 94/13 98/1 98/3 98/6 102/7 102/8 102/14 104/12 104/20 106/2 108/13 111/2 111/7 111/10 111/11 112/12 112/15 112/17 114/1 114/9 115/11 116/7 117/15 117/20 120/1 120/13 121/22 124/12 127/3 129/19 130/24 132/21 132/24 133/24 138/19 138/22 140/9 142/24 145/13 148/22 150/10 152/24 153/5 155/4 160/11 161/24 163/17 164/15 178/17 178/25 179/3 186/12 186/16 186/18 187/10 187/19 187/21 187/22 189/13 190/22 191/3 191/9 192/5 195/4</p> <p>above [1] 30/1</p> <p>absolutely [10] 5/15 12/5 14/12 14/14 19/18 39/3 40/3 46/23 160/22 198/8</p> 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