

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Workshop

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, October 29, 2007

6 from 4:03 p.m. to 5:17 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

- 9 RANDY BRUNSON
- SUZANNE GREEN, Chairman
- 10 KELLY BARRERA, Secretary-Treasurer

11 BOARD MEMBERS ABSENT:

- 12 WAYNE GEORGE
- JOHN "JACK" GORMAN

13 * * * * *

14 ALSO PRESENT:

15 DOUGLAS N. BURNETT, Esquire, Rogers, Towers, Bailey,
16 Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
FL, 32084, Attorney for Airport Authority.

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

18 BRYAN COOPER, Assistant Airport Director.

19 * * * * *

20

21

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

22

St. Augustine Court Reporters

1510 N. Ponce de Leon Boulevard

23

St. Augustine, FL 32084

(904) 825-0570

24

25

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

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

2 CHAIRMAN GREEN: Going to call to order the
3 workshop for the St. Augustine-St. Johns County
4 Airport. It's a workshop. It's not a formal
5 meeting or a board meeting. So, despite that, I'd
6 still like to stand for the pledge, if that's
7 okay.

8 (Pledge of Allegiance.)

9 CHAIRMAN GREEN: Just as a matter of note,
10 there's a poster get well card over at the
11 entrance for Warren RauHofer who underwent some
12 additional surgery today. So, just to -- we're
13 going to get it delivered to him to let him know
14 that we're thinking of him. So, if anyone wants
15 to sign it, it's over here by the front door.

16 And I think, John, who is going to --

17 MR. RODERICK: Me or Jack.

18 CHAIRMAN GREEN: Okay. Jack?

19 MR. RODERICK: We'll get it there.

20 CHAIRMAN GREEN: Someone is going to take it
21 to him tomorrow, so just on your way in or out,
22 whatever.
23 Okay. We're starting right at 4:00, on time.
24 I'm going to -- because we have a number of people
25 here, I want to just set some parameters.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Obviously, it's a workshop; we can talk and banter
2 things about. But if people want to get up and
3 talk, because we have so many, I'm going to limit
4 it to two minutes apiece. That should give us
5 some extra time, then, maybe 20 minutes or so, to
6 just discuss stuff so that it's not just all
7 people getting up and talking, because that's part
8 of the workshop; we want to discuss things and see
9 what the interest is and kind of where we are.
10 So, I'm shooting for an hour for the workshop,
11 okay?

12 All right. We did that smaller second
13 survey, which was pretty basic to-the-point
14 questions; "Do you want a second FBO?" and some
15 other things. And Ed has the results of that.

16 MR. WUELLNER: Okay. Survey results. Wow.
17 We're hot today. Up on the screen, we asked a
18 handful of questions here pertaining to the second
19 FBO. Primary, first question was, "Should the

20 Airport Authority consider a second FBO

21 operation?"

22 While we didn't intend that to be limited to

23 any particular description of an FBO, it's

24 certainly gotten a lot of discussion, I can tell,

25 as to what we meant by it. It's out there

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 innocent enough; however, it certainly generated
2 some -- some interesting comments.

3 All right. So, by the results of that,
4 approximately three-quarters of the people who
5 responded to the survey, which was a total of 78
6 people, responded in the affirmative, yes. And it
7 looks to be about 25 percent indicated they did
8 not want a second FBO. And we'll review the
9 comments pertaining to that question in just a
10 minute.

11 Those who responded in the affirmative
12 relative to that, we provided a number of choices
13 which were just kind of consistent with general
14 FBO practices or things that typically fall within
15 a core FBO function to give them a chance to just
16 tick some boxes, or they could add their own --
17 own input if they wished. Tried to be generic in
18 that it covered all basic FBO functions. Tried to
19 get an indication of what the -- what the focus

20 might be, based on that -- that interest in those

21 responding.

22 And you can see the overwhelming winner in

23 terms of response there was for avgas, generating

24 about 78 percent of the responses.

25 Another several healthy responses in there

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 included piston-driven -- or piston aircraft
2 maintenance. Surprisingly, T-hangars did fairly
3 well in the survey also, as well as corporate
4 hangar kind of space. Aircraft rental was in the
5 mix, as well as air taxi and air charters -- yeah,
6 air taxi and air charter services, surprisingly.

7 But you can see there -- and parts, supplies,
8 another -- another big one, and avionics. Not to
9 review them all, but you can see on the right-hand
10 column the number of respondents, out of 78, I
11 believe it was, that indicated an affirmative for
12 that particular one.

13 They were not -- respondents were not limited
14 to any number of choices, so in theory, they could
15 check them all if they wished. And I'm sure we
16 had a few, although I have not looked at the
17 individuals.

18 Let me come back to question 3, just -- just
19 for continuity here. We asked the question also,

20 were you a based customer. We didn't really care
21 where you were located on the airport in that kind
22 of question. And, if we had a second FBO, if you
23 weren't based here, would it likely influence your
24 decision to come here?

25 And you can see 70 percent of those who were

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 not based here indicated that it would influence
2 their decision, and certainly it was
3 overwhelmingly in favor that it would be a
4 positive influence, anyway.

5 We also asked if they were a T-hangar tenant,
6 and also, were they on the hangar waiting list in
7 the event they weren't. And that helped us kind
8 of gauge how many people were responding from
9 on-the-airport environment versus off-the-airport
10 environment.

11 Now, going back to the -- to the comments
12 here, these are respondents who answered no to the
13 question, meaning they didn't feel an FBO was --
14 was necessary. Now, the comments don't
15 necessarily reflect the understanding of that
16 question, just for reference. But -- and
17 they're -- they're up here for you to review. I'm
18 not going to read them all.

19 But they ran from, we don't need one, to

20 expressing more detail about what they would like
21 in a second FBO. Also, those who maybe didn't
22 want an FBO but thought maintenance opportunities
23 should be included or -- or that type.

24 We'll -- we'll get this posted on the --

25 get -- put a link on the web site for y'all to

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 come get it, and we'll try to get it out on the
2 mailing list for SAAPA, also. Kind of the reverse
3 way we got the survey out on the -- out on the
4 mainstream. So, they'll -- they'll be out there
5 for you to take your time and read those things.

6 That -- that pretty well summarizes it. I
7 don't think there's any -- there were any big
8 whoop-de-doods in the -- in the comments. Some
9 people took more time to explain exactly what they
10 meant, and others just made brief comments.

11 MR. WARNER: Could I ask a question?

12 MR. WUELLNER: Absolutely.

13 CHAIRMAN GREEN: Yeah.

14 MR. WARNER: How did that differ from the
15 first survey you did?

16 CHAIRMAN GREEN: I'm sorry. We're still
17 going to need people to identify for the tape
18 purposes.

19 MR. WUELLNER: Is it on?

20 CHAIRMAN GREEN: Yeah, it's on.

21 MR. BRUNSON: Are we going to wait till Ed

22 finishes or are we --

23 CHAIRMAN GREEN: Well, it's a workshop, so

24 it's --

25 MR. BRUNSON: It doesn't matter, but...

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 CHAIRMAN GREEN: Yeah. Ed said he was about
2 done, anyway, so...

3 MR. BRUNSON: Okay.

4 MR. WUELLNER: Yeah. The --

5 MR. WARNER: My name is Henry Warner, and I'm
6 a private pilot, and I have a T-hangar here. And
7 my question was, how did this survey differ in
8 responses to the first survey, and I guess what
9 new information was gleaned?

10 MR. WUELLNER: Yeah. A little different
11 information in the second one than the first. The
12 first was more to try to identify deficiencies on
13 the airport. That was one of the focuses of the
14 way it was structured, was to help us identify
15 those things that, from a service perspective, are
16 lacking, and to get some input along that line.

17 It was more to identify the deficiencies on
18 the airport versus expressing an opinion on
19 exactly what you'd like to see.

20 Now, that may be sort of the same thing, but
21 sometimes when you ask the question differently,
22 you get a different -- different tenor or
23 different results to it.

24 This survey, the second survey was more in
25 keeping with what the Authority had asked us to

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 do, which was basically just go ask the -- the
2 simple question, you know, do you think it's a
3 good idea or not? And to help further challenge
4 those -- those issues, we added some -- a couple
5 of other questions just to kind of qualify the
6 data.

7 It -- you know, in looking at the survey
8 results, you've -- you've got a, you know, couple
9 of inferences that could probably be made out of
10 it relative to need for services. I'm not sure
11 that, you know, where -- where that goes in
12 development of the -- of any RFP or whatever.
13 That's up for you guys to kind of distill as we go
14 forward. But that's the survey. So, if there are
15 any other specific questions to it that we might
16 try to find here...

17 CHAIRMAN GREEN: Okay. Are you done with
18 explaining the survey part?

19 MR. WUELLNER: Yes, ma'am.

20 CHAIRMAN GREEN: Okay. Then it's a workshop.

21 So, I'm open to people. Like I said, we're going

22 to try and limit it to two minutes a person just

23 so we can get through everybody within the time

24 frame we have.

25 So, we're open. I mean, this is for us to --

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 we've done two -- a bigger survey, a smaller
2 survey to see what the public -- not necessarily
3 the public, but the people that utilize the
4 services need.

5 So, I'm open to, before the board starts
6 bantering this about, but it's just a workshop.
7 We're not taking any decision on anything. We're
8 just trying to find out where our needs are and if
9 we need to fill them. Yeah, Vic.

10 MR. MARTINELLI: I have to go up there?

11 CHAIRMAN GREEN: Yeah, we do. Sorry.

12 MR. MARTINELLI: Oh, boy.

13 MR. BRUNSON: What'd you say, Vic?

14 MR. MARTINELLI: I'll get there, Randy.

15 MR. COOPER: I can bring that mic around.

16 CHAIRMAN GREEN: I was going to say, we can
17 pass -- I was wondering if we could pass the mic
18 around.

19 MR. MARTINELLI: That might be a good idea.

20 CHAIRMAN GREEN: We'll let Bryan be the --

21 MR. COOPER: Except for Vic, I'll do it.

22 MR. MARTINELLI: I'm Vic Martinelli, and 24

23 Carriage Lane, Ponte Vedra Beach.

24 I think some of the answers, or some of the

25 data, I should put it that way, that would be very

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 helpful, pertinent to that question that's up
2 there, "Should there be a second FBO at this
3 time?" would be the statistics, the actual
4 statistics of fuel sales, jet fuel, avgas, the --
5 the key factors that would influence a prospective
6 FBO as to whether or not they want to come in here
7 and -- and be an FBO here.

8 CHAIRMAN GREEN: You mean statistics of how
9 much is used by how many ops we have or whatever?

10 MR. MARTINELLI: Yeah. That, and how many
11 gallons of fuel you sell, how many gallons of fuel
12 Galaxy sells, and how much we sell, or we -- the
13 Airport Authority sells in avgas and so on.

14 I think that would, I think, shed some light
15 on the feasibility of a second FBO coming in here.
16 So, I would suggest that if you have those
17 numbers, that you make them available.

18 CHAIRMAN GREEN: Okay.

19 MR. WUELLNER: I'd be happy to review the --

20 the fuel flowage if you -- if you think it's
21 germane to the discussion today, sure.
22 The -- for the last calendar year, or since
23 the calendar year, last fiscal year, which is --
24 effectively brings it to relatively current here,
25 there's approximately 2 million gallons of avgas

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 sold on the property. That includes FBO and your
2 stand-alone self-fuel arrangement with SK
3 Logistics. And an approximate total, it's almost
4 exactly 400,000 gallons of total avgas sales,
5 almost exactly divided between the self-fuel
6 facility and the FBO, based on reports we have
7 from the -- from the data we get monthly from the
8 FBO and ours.

9 So, with that, there's about 400,000 gallons
10 of avgas that's -- was sold last year. That helps
11 quantify it a little bit.

12 MR. MARTINELLI: How about jet?

13 MR. WUELLNER: Jet fuel was right at 2
14 million gallons total for the year.

15 MS. BARRERA: And what percentage was that,
16 of the total fuel sales, the avgas?

17 MR. WUELLNER: You're -- you're real close to
18 20 percent of total fuel sales. It's probably
19 going to work to about 18 percent.

20 CHAIRMAN GREEN: And I know we can't compare
21 apples to oranges, but try. If -- other airports
22 that have two FBOs, what do they normally,
23 percentagewise --

24 MR. WUELLNER: Honestly, I've never seen
25 anything hard and fast on that. Certain

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 companies, when looking at opportunities that
2 other airports have, have, you know, internal
3 benchmarks they use for that. I've heard as high
4 as 4 million gallons at times. I've heard as low
5 as a million, million and a half gallons. So, a
6 lot would depend on that particular company's, you
7 know, operation. But it -- I've seen, also, with
8 2 million gallons, three, four, five FBOs, you
9 know, splitting that out --

10 CHAIRMAN GREEN: Okay.

11 MR. WUELLNER: -- in some cases. Now,
12 they're probably not necessarily the scope or
13 scale of what we have here in terms of the
14 facility being used or the FBO itself. But
15 they're technically FBOs selling.

16 CHAIRMAN GREEN: It's what just the market
17 will bear and they can --

18 MR. WUELLNER: Unfortunately, there's no
19 simple answer to that. It's -- it's really all

20 over.

21 Your larger FBOs, the Signatures, those types

22 of -- typically are looking for a much higher

23 total annual sales to -- to be particularly

24 interested in something, or, a huge potential

25 that's there that they see that they could develop

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 very quickly.

2 It's no secret fuel is the primary profit

3 center of an FBO.

4 CHAIRMAN GREEN: All right.

5 MR. MARTINELLI: Do I dare go again?

6 CHAIRMAN GREEN: You can come back up, but if

7 someone gets mad, and we run out of time, it's

8 your neck.

9 MR. MARTINELLI: Thank you very much.

10 Pursuing the -- the economics of a second FBO

11 further based upon X amount of fuel sales to

12 complete the equation of desirability or

13 feasibility of coming onto an airport, would be,

14 of course, the expense side. And one of the

15 primary expenses, of course, would be -- I'll call

16 it the occupancy cost of coming on an airport.

17 And so when you look at that and you look at

18 our structure here of how much it costs us per

19 month or per year to have a facility -- and you

20 can look at, I guess, Galaxy and what they pay,
21 because it would have to be comparable, do you
22 have any numbers on that? Is there -- is there
23 something --

24 MR. WUELLNER: Yeah.

25 MR. MARTINELLI: -- that we could, you

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 know --

2 MR. WUELLNER: Actually, a little further
3 along, I have -- we're going to -- we're going
4 to -- I guess I could advance to it here.

5 There are -- there are two primary ways.

6 This is kind of a little off the track of the kind
7 of yes-no mentality at this point. But when
8 you -- when you look at the two methods that the
9 Airport Authority would likely be engaged in a --
10 in a relationship with that -- with -- with a
11 second FBO or similar-type operation, if the
12 business were to make the investment in that the
13 Airport Authority decided that was the preferred
14 method of -- of development of that facility, then
15 the Authority would enter into a land lease,
16 presumably, and an operating agreement with
17 that -- that company.

18 And based on a \$80,000-an-acre property value
19 back there in a leasehold size, it appears to be a

20 minimum of -- of about a five-acre parcel back
21 there, you'd be looking at about a \$400,000 value.
22 And when you plug that into the -- the ROI side of
23 it at 10 percent, the land lease value would
24 approximate \$40,000 a year.
25 Now, that does not include -- and I'm not

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 including in any of these, other than to just say
2 it, the fuel flowage fees. Those kinds of fees
3 are on top of it and are obviously volume based.
4 So, the more fuel in general, regardless of type
5 that's sold, generates additional income off that
6 particular leasehold to the Airport Authority.

7 CHAIRMAN GREEN: But that would be constant
8 whether they build it or we build it.

9 MR. WUELLNER: Regardless.

10 CHAIRMAN GREEN: Right.

11 MR. WUELLNER: And, you know, the fee is
12 there without -- without benefit of whether you
13 have a land lease or a facility-type lease.

14 The other method is if the Authority were to
15 invest in the facility. And just rough order of
16 magnitude cost, as we've experienced over the last
17 few facilities, you're looking at maybe a total of
18 about a 15,000 square foot facility in total,
19 about 12,000 of which -- we just appropriated this

20 out to about 12,000 of hangar-related space and

21 3,000 of office-related space.

22 The development costs are going to be about

23 \$2 million for that size of a facility. And you

24 can see the total rent would bust out to about

25 \$147,000 a year at -- at pretty much prevailing

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 market rates on the property for those kinds of
2 facilities. These are not dissimilar to what
3 we're getting in the FBO area today for new
4 facility.

5 Fuel flowage fee, again, is a function of
6 volume. But the ROI based on -- I didn't get a
7 chance to change -- yeah, I guess I did. I did
8 change the numbers. \$147,000 a year, when you do
9 a 20-year -- 20-year ROI calculation is just
10 barely 7 percent ROI on it, on your investment.

11 So, it's -- you know, it's not a -- it's not
12 a real rib tickler in terms of, you know,
13 jumping -- jumping-out revenue.

14 The only way to adjust that would be to find
15 more value, in other words, be able to build more
16 facility for less money somewhere along the line
17 and increase -- you know, reduce the investment,
18 basically, for more rentable space. That's one
19 way.

20 The other would be to take a hard look at the
21 rental structure, the per-square-foot structure of
22 the lease. These are pretty high rates now
23 relative to -- to what we've been getting. You
24 probably recall 8, 9, and 10 being in the
25 \$6-a-square-foot range. This is projecting it at

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 \$8. But that's -- that's just to get 7 percent
2 ROI, which is basically your -- your kind of
3 bottom-line investment number, as least as you've
4 declared it by policy, so...

5 CHAIRMAN GREEN: Let me ask you -- and
6 obviously I'll look at hands, whoever wants to
7 come up. I'm just -- when other airports, in your
8 experience, that have not built the facility, not
9 made the capital investment, and something
10 happens, what happens to -- I mean, do they -- is
11 encouraged to stay longer because they have so
12 much involved in it or not? What have you seen?

13 MR. WUELLNER: Well, you -- I mean, it's a
14 lease structure, as -- as you can imagine. And
15 there's a point there, depending on how the lease
16 is written, relative to what those improvements
17 would be should that -- that operation fail.

18 In the case of it -- it being invested
19 privately, in most cases you're going to be asked

20 to do a consent-to-mortgage type agreement related
21 to that facility, which is going to put you in a
22 secondary position, at least, relative to the
23 facility.

24 And that -- you know, if you write the lease
25 properly or -- or aggressively enough, you can

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 control that moving forward and -- and limit next
2 occupancy to an FBO, too. So, whoever's holding
3 the mortgage would be forced to find an FBO-type
4 tenant for it versus -- versus just sticking a
5 bank or something back there, which -- which, you
6 know, would be normal practice here, anyway.

7 But the facility -- you see it both ways, at
8 least which way airports choose to do it. This
9 Authority is in a position to capitalize it over
10 time, I mean, not -- not snap your fingers ready,
11 but could capitalize the facility. And as a
12 result, you get a, you know, much better long-term
13 return on the investment versus straight --
14 straight land lease.

15 Many airports don't have the wherewithal to
16 go out and construct that facility and would look
17 for private investment and -- and be very happy
18 with \$40,000 a year.

19 CHAIRMAN GREEN: Okay.

20 MR. COOPER: Would anybody like to outbid Vic

21 for the spot?

22 MR. MARTINELLI: I just have a bottom-line

23 question. Based upon the statistics that you just

24 told us, 2 million gallons of jet fuel and 200,000

25 of -- of avgas, and the rental structure, lease

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 structure, and the flowage fee that goes to the
2 airport, when you put all that together, you can
3 come up with a break-even spread, or a profit per
4 gallon, that the FBO would have to have based upon
5 2 million gallons in order to be able to at least
6 break even.

7 So, this can then tell you how many gallons
8 have to be available for that FBO, I think. So, I
9 don't know if you've made any calculations like
10 that, but it seems to me that that would be a
11 straightforward calculation.

12 MR. WUELLNER: Well, the calculation is, but
13 the -- the whole idea of -- when we entered into
14 even discussions of the second FBO, is to try and
15 minimize the -- the market bleed.

16 So, we're not -- we're not looking at trying
17 to divide that -- only that existing share among
18 two operations. The whole idea was to -- to
19 minimize the bleed, if you will, from the first to

20 the second, allow the second to develop its own
21 market. So, it needs to be new business, as I
22 know you can appreciate.

23 MR. MARTINELLI: I understand. But what I'm
24 saying is, what's the -- the number of gallons
25 that the new FBO would have to have available?

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Some of that new, some of that bleed, but...

2 MR. WUELLNER: Well, I mean, just doing a
3 quick -- you know, quick math here, I mean,
4 assuming you could sell any one product and
5 dedicate all its -- all its margin, if you will,
6 to -- you know, per gallon to -- to the rent
7 equation, I mean, you could be -- you'd need at
8 least 147,000 gallons if you were putting a dollar
9 a gallon toward your rent structure.

10 Now, that didn't pay anybody. That didn't
11 keep the lights on or pay -- pay anything else
12 other than rent. Pretty unlikely. I mean, I
13 think you'd be looking at fuel volumes
14 dramatically higher than that in order to make
15 anything sustainable.

16 You know, 200,000 gallons -- well, put it in
17 perspective, if -- if you were only selling --
18 which a lot of people support, and I understand
19 that, but if you were only supporting an avgas

20 operation, you -- you would have to come up with a
21 fairly good volume of avgas to support it,
22 probably, or find other profit centers within the
23 business that allow it -- you to keep that margin
24 different.

25 And, you know, if you combine it with

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 maintenance, you combine it with some other
2 things, you know, that -- that would be up to the
3 individual business to determine if those numbers
4 can be made to work.

5 Trouble is, you know, you're only selling --
6 which is doubled, by the way. I mean, that's --
7 that -- it's good news from the Airport Authority
8 side.

9 Historically, at least as long as I've been
10 here, the Aero Sport, through today, Galaxy avgas
11 numbers are relatively stagnant. They -- they
12 really haven't changed. In fact, technically,
13 they're probably down about 40- or 50,000 gallons
14 from 12 years ago.

15 But, the overall avgas has come up to about a
16 400,000 gallon level because, large part, to
17 self-fuel. It's developed some off-airport
18 market. People fly in just for fuel and the like.

19 So, the overall market's gotten a little

20 bigger, but the FBO share of the avgas market in a
21 sense is -- is basically the same as it was 12
22 years ago. So, it's not a dramatically expanding
23 market. You just -- you've got to find customers
24 who -- who are going to find the spot that makes
25 it work for them.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 And if you've got -- you know, and any
2 fuel-serve operation obviously has more costs
3 associated with it than a self-serve operation,
4 so...

5 CHAIRMAN GREEN: Bryan, I think John --

6 MR. COOPER: How many? I've got three or
7 four. They're outbidding each other.

8 CHAIRMAN GREEN: All right.

9 MR. COOPER: John?

10 MR. THOMPSON: Defer to the elderly gentleman
11 here.

12 MR. COX: The elderly good-looking.

13 MR. THOMPSON: No, just elderly.

14 MR. COX: Good-looking.

15 MR. THOMPSON: No, I didn't defer to Bryan.
16 I deferred to you.

17 MR. COX: Oh. Test one. Are we on?

18 CHAIRMAN GREEN: We've got -- just to remind
19 people, because some people came in late, we're

20 kind of on a good hour of discussion stuff. But

21 we're shooting -- we started right at 4:00.

22 MR. COX: Are you reminding me?

23 CHAIRMAN GREEN: No, people that weren't able

24 to be here right at 4:00.

25 MR. COX: I have one question rhetorically.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 The bottom line, really, is, is what's everybody
2 afraid of with the second FBO, okay? That's just
3 rhetorical. Just take that home and think about
4 it.

5 But the second FBO is going to bring more
6 revenue to this county. It's going to bring more
7 choices to the airport. And as we talk about
8 choices to the airport, what I don't understand in
9 this whole big picture is, because we've been --
10 we've been held captive to mass e-mailings lately
11 with -- where some, I say exaggerated
12 disinformation concerning a second FBO.

13 All the same choices will still be there when
14 there's a second FBO. You'll still have the same
15 choices for maintenance. You'll still have the
16 same choices for self-fuel or fuel at Galaxy or
17 fuel at another FBO. Have all of the same
18 choices.

19 Putting in a second FBO on this field is not

20 going to run anybody off of this field. Anybody
21 that owns a little airplane, moi, is not going to
22 be kicked out of their T-hangar and shoved over to
23 Hastings like the last exaggerated
24 disinformational e-mailing we got concerning that
25 issue. Nobody's going to be kicked off the field

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 concerning that.

2 So just, you know, take this back home and
3 think about it, because putting in a second FBO is
4 not going to move anybody out of their hangar or
5 kick anybody off the tarmac or create any issues
6 that we don't already have.

7 From the board's perspective, it's the
8 fiduciary responsibility of the board to make sure
9 that the county, the citizens, the taxpayers get
10 the best bang for their buck.

11 If we have X, Y, Z operator, oil company
12 wants to come in here and drop \$5 million into the
13 county to put in a second FBO, is that not in fact
14 a lot of good money coming into the county?

15 And if we've got the ROI, even if the airport
16 runs the issue, or if the oil company wants to
17 build its own FBO, which is even better, and then
18 the airport gets it back in whatever many years
19 that they negotiate this at. So, these are just

20 some points I wanted to make. Thanks.

21 CHAIRMAN GREEN: Ooh, you're good. Two

22 minutes.

23 MR. COX: Sixty seconds? Two minutes?

24 CHAIRMAN GREEN: Used every second. That's

25 what I use.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 MR. COX: Now you've got Gunner coming up.

2 MR. THOMPSON: Mike Thompson. I live at 895
3 Roberts Road in what's now known as St. Johns,
4 Florida.

5 MR. COOPER: Time's up.

6 MR. THOMPSON: I said he was the elderly one
7 between you two. Come on.

8 A beacon of reality award has got to go to
9 the last two speakers. That would be -- that
10 would be the -- Mr. Cox and Mr. Wuellner -- in
11 that this whole thing that I've -- and I hope that
12 I've been misinformed about some of the schemes
13 that have been bandied around this board. I
14 wasn't at the last board meeting.

15 But this idea of a surcharge or penalty on
16 jet fuel sales for a second operator on this field
17 strikes me as -- it's just begging for a lawsuit,
18 okay? Just -- I can think of a half a dozen
19 federal agencies who aren't going to sit still for

20 that. The -- you know, I've got a lot of
21 disabilities. Being a lawyer is not one of them,
22 but I think I'm just barely that smart.
23 The -- you know, the idea that we're going to
24 penalize -- if he's going to sell jet fuel, we're
25 going to stick a 50 cent tax on him, then you've

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 got to penalize Galaxy with a 50 cent tax on -- on
2 hundred octane; you've got to penalize the
3 self-serve for the 50 cent tax on hundred -- a
4 little bit of -- yeah, hundred octane low lead.

5 It just doesn't make a lot of sense to me. And
6 I'm -- I'm glad we've kind of abandoned that.

7 The numbers were what worried me, and I thank
8 you for addressing that. I didn't have access to
9 those numbers. And I'll sit down and -- and try
10 to put a spreadsheet together and at least make
11 some sense to myself.

12 But there are a lot of people that need to be
13 considered in this. And many of us are inside the
14 airport fence on a routine basis and many people
15 aren't. And the people outside the airport fence,
16 I think stand to benefit if the right selection is
17 made.

18 Now, I mentioned this previously, and I'm
19 going to mention it again, that I think the thing

20 to do is solicit proposals, get an idea of who
21 these people are. And I'm going to tell you, I've
22 been flying 30 years around the southeast United
23 States, and I know a lot of the people involved in
24 this.
25 I've had good experience with some of them,

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 and I've had some pretty terrible experience with
2 some of them. And I think what you need to do is
3 jump in a little airplane, make an unannounced
4 visit to the FBO and see how you're treated when
5 you taxi up.

6 You know, buy 30 gallons of gas. See if you
7 get a red carpet. See if they offer to get your
8 rental car pulled up to your airplane and unload
9 your bags, the kind of things that people should
10 be doing and often don't when a guy shows up in a
11 Cherokee or a Skyhawk or, you know, something less
12 than a jet.

13 And I think all you can really look at when
14 all is said and done is past performance. What --
15 what have they done historically? Because they're
16 not going to change their stripes when they get to
17 St. Augustine Airport. They're going to run the
18 same business, the same business model. This made
19 them successful enough to try to come down here

20 and open up another business. Thank you very

21 much.

22 CHAIRMAN GREEN: Thanks. Speaking from a

23 disabled standpoint, I guess as you say, I kind of

24 like --

25 MR. THOMPSON: Yes, yes, I did. That was not

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 a shot at all attorneys. Yes, it was, but go
2 ahead.

3 MR. RODERICK: Move your feet when you --

4 CHAIRMAN GREEN: Yeah. But I think the
5 board -- and I won't speak for the entire board,
6 but for myself, that when we -- we open up an RFP
7 or proposals, I mean, I think we just open it up.
8 We can negotiate the contract, whatever we want.
9 But as far as who's out there and the competition,
10 we don't limit anything.

11 And I think that's kind of where the board
12 was going, like you said, the last couple of
13 meetings. We just -- we open it up, we do it, we
14 make the proposals, look at the RFP, and then
15 write it the way we want. But we've got to be
16 fair to everybody.

17 MR. THOMPSON: Thank you.

18 CHAIRMAN GREEN: All right. We have more
19 time. Let's go.

20 The man with the microphone.

21 MR. HARRIS: Thank you. My name is Steve

22 Harris. I've just moved up from Palm Beach County

23 recently. You might want to take a look at the

24 model at Boca Raton Airport.

25 They went through a period where a second FBO

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 wanted to come on the property and actively was
2 trying to get a facility and had to virtually --
3 I'm not sure if they did go to court or not, but
4 there was a big fight, and they eventually did
5 build a facility, along with a new hotel on the
6 property. And that's become quite a successful
7 airport. It's small, but they -- they got a tower
8 operation in at just about the same time, as I
9 seem to recall. So, you might want to take a look
10 at their numbers and how they handled it, because
11 they seem to be successful.

12 Of course, that area draws in a lot of jets,
13 especially in season. But they also seem to have
14 gotten quite a number of small general aviation
15 aircraft as well, piston driven. And it looks
16 like the two FBOs seem to be getting along now or
17 at least sharing a business, and it's prospering.

18 So, I think it -- it would appear that
19 there's a lot of pluses in having a second FBO,

20 especially one that would draw more general

21 aviation piston -- piston-powered aircraft.

22 A good repair shop, you can't beat it. I

23 think it's a real -- would be a real plus.

24 Competition on fuel, hey, competition usually

25 improves things.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 I think you -- I think you have a good -- a
2 good foundation for adding a second FBO here, and
3 I think it can only improve things. Thank you.

4 CHAIRMAN GREEN: Thanks, Mr. Harris.

5 MR. BRUNSON: Can I ask you a question --

6 CHAIRMAN GREEN: Yeah, sure.

7 MR. BRUNSON: -- if I may? Give him the mic
8 back. Do you know if Boca is self-sufficient in
9 their business model?

10 CHAIRMAN GREEN: Boca or Palm Beach, is the
11 one he was talking about?

12 MR. BRUNSON: Boca.

13 MR. HARRIS: I don't know the answer to that.

14 MR. BRUNSON: Okay.

15 MR. HARRIS: I'm sorry.

16 MR. BRUNSON: Bryan, do you know?

17 MR. COOPER: No, it's not.

18 MR. BRUNSON: Okay. Thank you.

19 MR. HARRIS: I'm sorry. If I may add, I

20 believe all of the airports in Palm Beach County
21 are under the Palm Beach County -- the county
22 government itself. Now, whether they're receiving
23 additional funds from the county, that, I don't
24 know. Because we had about, what, four or five
25 airports. You've got North County. You've got

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Palm Beach International. Got Lantana, Boca. So,
2 there's four airports I can think of right off the
3 bat, public access.

4 But they're under the aegis of the county,
5 and whether they're receiving additional funds, I
6 don't know.

7 MR. BRUNSON: Okay.

8 MR. COOPER: The difficulty in that is that
9 when an airport is under the county, a lot of the
10 cost to run an airport is hidden from the
11 taxpayers.

12 MR. BRUNSON: General budget.

13 MR. COOPER: It's not allocated to the
14 airport, such as auditing, for example, but
15 there's many, many -- many things.

16 MR. HOLIDAY: Dan Holiday, Bunnell. Am I
17 right or wrong in assuming that in the last three
18 years, Ed, we've had less and less aircraft coming
19 to St. Augustine? Is that true?

20 MR. WUELLNER: In terms of operations?

21 MR. HOLIDAY: I'm talking about takeoff and
22 landings.

23 MR. WUELLNER: Yes, operations.

24 MR. HOLIDAY: We went through this --

25 MR. WUELLNER: Yeah, I'd say they're down

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 overall in three years.

2 MR. HOLIDAY: Okay. It was down last year,
3 and this year is down. Okay. So -- so, when was
4 the peak curve? Was it before we had the tower?

5 MR. WUELLNER: Actually, the year after the
6 tower was peak, so...

7 MR. HOLIDAY: Peak.

8 MR. WUELLNER: Of actual data. We only have
9 four years of data.

10 MR. HOLIDAY: All right. With the way things
11 are going in general aviation, not only the little
12 guy, but the big guy, is getting a lot more
13 expenses, i.e., fuel, maintenance, et cetera, et
14 cetera, et cetera. The idea is to try to keep as
15 many of the populous of this county served at this
16 airport, because that's the only -- only game in
17 town.

18 (Mr. Brunson leaves the room.)

19 MR. WUELLNER: Absolutely.

20 MR. HOLIDAY: If I had a boat, if -- not even
21 sufficient boating facilities in the county for
22 boats, but they continue building them and -- and
23 looking for that.

24 When there is a need, you fill it. That is
25 the American way. If there is no need -- willing

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 buyer, willing seller, I guess you would put it
2 that way.

3 MR. WUELLNER: Right.

4 MR. HOLIDAY: What I'm getting at is this.

5 (Mr. Brunson enters room.)

6 MR. HOLIDAY: I have to take my plane
7 someplace else to get the engine rebuilt or take
8 the engine out and send it someplace else to get
9 it rebuilt. There's no one on this airport that
10 does that, rebuilding engines, internal combustion
11 engines. Well, as far as that goes, there's no
12 jet -- jet maintenance; am I correct?

13 All right. Prop shop, in order to get my
14 prop worked on, I've got to go down to -- well,
15 the last prop -- Titusville, for the prop shop
16 down in Titusville. Taking the prop off, finding
17 a vehicle that you can get it in, and getting it
18 down there and getting it worked on and then going
19 back and getting it.

20 There are so many things that we could be
21 talking about at St. Augustine Airport. We keep
22 seeming to keep talking about fuel, fuel, fuel,
23 fuel, fuel. Yes, why? Big bucks, kids, big
24 bucks.
25 But I was -- I was amazed at your numbers

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 today at saying there's only really four times

2 more fuel --

3 (Telephone interruption.)

4 MR. HOLIDAY: Off.

5 MR. BRUNSON: Hello?

6 MR. HOLIDAY: Four times more fuel in jet

7 fuel than there is in -- in 100 octane; is that

8 correct, or is it --

9 MR. WUELLNER: It's about --

10 MR. HOLIDAY: -- three to one?

11 MR. WUELLNER: -- a little -- a little over

12 five times, yeah.

13 MR. HOLIDAY: It's five to one. All right.

14 With the self-service --

15 (Phone Interruption.)

16 MR. HOLIDAY: Just turned it off.

17 CHAIRMAN GREEN: Remember, we've got our two

18 minutes, because I want to make sure everybody can

19 get to talk, if we can.

20 MR. HOLIDAY: All right. What I'm trying
21 to -- what I'm trying to get at here is we've got
22 to find some way to service the people we have
23 here now. We've got to find some way to find some
24 way to fill that need. We don't need to go out
25 and start duplicating everything.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 And I think the world of Patty Wagstaff.
2 She's been nothing but good to me, for no reason
3 except she's just been a darn good neighbor. I'm
4 not down on Patty or Mr. Cox. I'm not too keen on
5 him.

6 But anyway, all I'm trying to say is we've
7 got to focus on the needs of this -- this airport
8 and the needs of the people of St. Augustine and
9 St. Johns County.

10 We need more hangars. If there's a list
11 that's two, three, four, five years old, we should
12 be focusing on that, not on duplicating things
13 that are already here, like a flight school, like
14 S & K, like selling fuel.

15 And I -- I rest at that. Okay. Thank you
16 very much.

17 CHAIRMAN GREEN: Thank you. I think Reba. I
18 don't know who else was first.

19 MR. COOPER: Just talk. Talk, talk, talk.

20 CHAIRMAN GREEN: Oh, that eats into the two
21 minutes.

22 MS. LUDLOW: And he waited until I put that
23 in my mouth, I could tell. Hey, where did Dan go?

24 Anyway, this follows up with kind of what he
25 was saying. I know, Ed, you gave us traffic

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 projections at one time.

2 MR. WUELLNER: Uh-huh. Master Plan.

3 MS. LUDLOW: Do you still have those?

4 MR. WUELLNER: For the Master Plan?

5 MS. LUDLOW: Uh-huh.

6 MR. WUELLNER: Yeah.

7 MS. LUDLOW: And if we're expecting an

8 increase of 3 percent -- or say 3 percent -- would

9 that support another FBO? If you project an

10 increase of 20 percent, would that support another

11 FBO? If all of our numbers are down, down, down,

12 how -- how are we going to support another FBO?

13 MR. WUELLNER: Yeah. Are you looking for an

14 answer to some of those or are you just -- yeah.

15 Or -- or they're rhetorical. I'm sorry.

16 The -- the peak we experienced two years ago

17 was in line with, if you were -- kind of remember

18 the discussions around the Master Plan, we -- we

19 actually sort of forced the consultant to place a

20 second set of forecast in the document that --
21 that sits as an appendices to the -- to the
22 document. And that was a -- what I think Buzz
23 refers to as the optimistic forecast, meaning it
24 was at a level that he believed was more realistic
25 than what was developed by the consultant, which

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 was a little more conservative.

2 And, indeed, the first year out of the Master
3 Plan, the forecast lined very closely with Buzz's
4 forecast, for lack of better terms. It's since
5 dropped back off to very close. It's much closer
6 in line with what was developed originally within
7 the Master Plan and -- and adopted ultimately by
8 the Authority.

9 The interesting part of the -- of the demand
10 forecast, or the forecast related here, is that
11 you've got to look at a couple of things. While
12 the -- the total number goes up, the other
13 interesting is the disparity or the -- what
14 happens to the mix of based aircraft operations
15 and -- and itinerant operations on the airport.
16 Because it -- it makes a difference as to what the
17 ratio is overall in looking at the FBO business
18 when -- when the FBO looks at the -- the forecast
19 of the airport.

20 And -- and what -- what has happened is, and
21 when the -- when the forecast started, the -- the
22 ratio appears to be at about 50/50.
23 Now, over the planning period, which is a
24 20-year period, the ratio swaps and gets closer to
25 a 40/60 split, meaning 40 being local operations,

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 60 percent being itinerant over a 20-year period.

2 So, every, you know, four or five years, it
3 changes a couple of percent in favor of itinerant
4 operations, too.

5 The other is, you also see a change, a
6 gradual change over 20 years in what's called the
7 fleet mix. Whereas we currently have a fairly
8 high number -- I was looking for those real quick
9 here. But you have a fairly high number of -- of
10 based single-engine aircraft as -- as proportioned
11 to the total aircraft here, and that slowly drops
12 off over the next 20 years as a ratio of the total
13 operations on the airport. It goes from --

14 MS. LUDLOW: Is that from not having any
15 T-hangars?

16 MR. WUELLNER: It -- no, it has nothing to do
17 with that. It has to do with literally what's
18 gone on in general aviation in total between
19 prices of fuel, lack of aircraft out there, lack

20 of new people entering it as a hobby and
21 recreation, a lot of things. And it -- it knocks
22 off from about 74 percent down to 66 percent over
23 20 years.
24 So, you can see there's about 8 percent
25 change in the ratio.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 MS. LUDLOW: Yeah, but I don't care about

2 that. I mean, I do care about that.

3 CHAIRMAN GREEN: Reba -- Reba, we just need

4 it so the tape can get it.

5 MS. LUDLOW: I'm sorry. Is it on?

6 CHAIRMAN GREEN: Yes.

7 MS. LUDLOW: It's not that I don't care about

8 that. I -- I just would like an answer about do

9 we expect our traffic to increase 5 percent or 20

10 percent next year, both? I mean, put them

11 together. Itinerant, who lives here, who doesn't

12 live here, why don't they live here. And not --

13 that isn't what I want to know. I want to know

14 what percentage of increase do we expect

15 incrementally.

16 MR. WUELLNER: Well, I think the Master Plan

17 shows it about a 3 percent annual increase.

18 MR. COX: Yeah, 3.

19 MR. WUELLNER: If -- if -- if all conditions

20 remain relatively stable. Now, we -- you know,
21 you've seen a lot of things happen in just two
22 years, especially fuel price. I mean, it
23 certainly has gone, you know, just outrageous from
24 two years ago when flying kind of peaked when we
25 were able to sell fuel at \$2.19 a gallon.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 MS. LUDLOW: So, will a 3 percent increase
2 support another FBO?

3 MR. WUELLNER: If -- if that's the only
4 factor and -- and the forecast were to be proven
5 true over time, I don't know. You know, I -- it
6 doesn't look like it to me.

7 MS. LUDLOW: I mean, that -- that's really my
8 question: Are we going to have enough to support?

9 MR. WUELLNER: But in fairness, to a point,
10 the additional FBOs generate some additional
11 traffic with new business.

12 MS. LUDLOW: So, 1 percent.

13 MR. WUELLNER: But -- but is it quantifiable?
14 I don't know.

15 MS. LUDLOW: Okay. That answers my question.
16 Three percent increase answers my question.

17 MR. COX: Just -- just once again, a comment.
18 We're mixing apples and oranges here. Whether or
19 not we have T-hangers for tenants has got nothing

20 to do with whether an FBO comes onto the field or
21 not. That's a separate issue that the Airport
22 Authority will take into consideration to service
23 the tenants on this field. I dare say that for
24 the --
25 MS. LUDLOW: That was just a jab.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 MR. COX: I have the floor.

2 MS. LUDLOW: A fun jab.

3 CHAIRMAN GREEN: We can't get you on the
4 tape, either, Reba, so -- wish we could.

5 MR. COX: I -- I dare say that if we -- if
6 somebody wanted to come onto the field and put a
7 Hooters on the field, that there'd be a 98 percent
8 positive rate on there from the SAAPA membership
9 saying, yeah, that would be great.

10 My point is it's a business coming onto the
11 field. If they want to -- if they want to jump in
12 and pay for it themselves, it's a separate issue
13 than having tenants and T-hangars -- or T-hangars
14 for the tenants. Thank you.

15 MR. COOPER: I think that any FBO or any new
16 business of whatever it is, whether it's
17 another -- a restaurant or another maintenance
18 facility or whatever it is, they have to assume
19 some responsibility for generating new customers.

20 If they didn't do that, why would they --

21 CHAIRMAN GREEN: Take the risk to do it.

22 MR. COOPER: -- want to do a business?

23 MR. WUELLNER: Right. Exactly.

24 MR. COOPER: I mean, they have to develop

25 their own customer base.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 CHAIRMAN GREEN: That's kind of what I'm
2 thinking. And again, it's just a workshop. But
3 that the minimal exposure for the airport with the
4 maximum amount of income we can get.

5 If we put the risk on the FBO, all right,
6 we're going to guarantee our \$40,000 a year
7 income, whatever. You build it, you take the
8 risk, and our risk is minimal. You know, 3
9 percent, 1 percent, 2 percent is not wholly on the
10 airport. The majority of it will be on the new
11 business coming in.

12 MR. WUELLNER: Well, there's another
13 observation, too. I think we're tending to blur
14 the line a lot between what FBO is versus perhaps
15 where the service deficiencies, if you can believe
16 that, are. And they're not -- they don't have to
17 be together.

18 I mean, you -- you can do things like second
19 FBO -- and I'm not suggesting this. I'm just

20 saying, you could do FBO and still augment other
21 general aviation services. You can postpone
22 second FBO indefinitely and focus on augmenting
23 general aviation services without calling it an
24 FBO.

25 If -- if the issue is not whether we have

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 enough fuel vendors on the airport and -- and
2 that, you know, they're not outrageously priced to
3 where no one buys fuel here, if the fuel is
4 relatively stable, which I think the first survey
5 sort of indicated, there are choice -- you have
6 some choices for fuel, in other words.

7 The -- the area that seemed to get the most
8 attention, then, was aircraft services, such as
9 Mr. Holiday mentioned. I mean, there are -- there
10 are other service-related businesses that could
11 easily be -- I say easily brought here, but what I
12 mean is we could develop and market those toward
13 those businesses establishing here. You know, the
14 construction of facilities for those businesses.

15 We get inquiries that we just simply can't respond
16 to that fast.

17 CHAIRMAN GREEN: That brings up -- Mr. Gorman
18 sent an e-mail that kind of reiterates that. Just
19 in his thought process, he thinks we need to open

20 the field up to more small maintenance or
21 incubator business-type concept, which goes along
22 with what you're talking about. And since he
23 couldn't be here, we promised him we'd let his
24 views be known. But that's where he's kind of
25 coming from, too.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 MR. WUELLNER: And maybe that's -- maybe
2 that's more of a priority collectively, is to
3 develop those services that support light general
4 aviation or piston-driven aviation, if you prefer
5 that term, that -- that aren't here, you know, is
6 to -- is to develop the businesses we have here,
7 as well as find new maintenance-related businesses
8 and maintenance businesses that -- that serve that
9 market here. That's -- that's good and healthy
10 for the airport no matter what.

11 Maybe not talk about in the context of full
12 FBO, or, just talk about it independently.
13 They -- they don't have to be hardwired together.
14 They can be, but they don't have to be.

15 CHAIRMAN GREEN: Bryan?

16 MR. POWERS: Gene Powers, Wind Dancer
17 Aviation.

18 CHAIRMAN GREEN: Yeah.

19 MR. POWERS: One of the things I did want to

20 talk about, because I know, Suzanne, you talked
21 about minimizing the airport's -- minimizing the
22 airport's risk.

23 One thing that the airport board has as
24 landlords is maybe to consider the risk to the
25 businesses on the field and the impact of a second

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 FBO on the various businesses, to include the
2 flight school and the jet charter and the
3 maintenance business, because, yes, they may
4 develop their own customers, or they may go after
5 everyone else's customers.

6 CHAIRMAN GREEN: Thanks, Gene.

7 MR. WARNER: I've got the microphone here. I
8 don't have to walk.

9 MR. RODERICK: I thought you were making a
10 point.

11 MR. WARNER: Hope I can make a point.

12 MR. BRUNSON: You just wanted to get on
13 stage.

14 MR. WARNER: Yeah, that's right. Henry
15 Warner. And, again, I'm a private pilot and have
16 my plane here.

17 What my understanding was, when the Authority
18 got interested in this, the Commissioners had been
19 hearing from the pilots, and the Pilot Association

20 was, hey, we're not getting our needs met in terms
21 of services. And whether that service is an
22 avionics service or whether that service is
23 aircraft maintenance, there -- as Dan Holiday
24 pointed out, there are real issues for private
25 pilots here.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Now, if you look at it from an FBO point,
2 that's sort of changing that a bit in terms of
3 what the pilots have been saying they need. We've
4 got a self-fuel pump, and that works pretty well.
5 And we've got another FBO here.

6 My thinking is, why not look at function,
7 what the functions are that -- that are not being
8 met or what your -- your tenants are telling you.

9 And, you know, who knows what's going to
10 happen to this airport. Maybe Skybus will be very
11 successful and do four flights a day out of here.

12 You know, you just don't know what the future may
13 hold. And if there's a higher cost of aviation
14 gas, you're going to see pilots cutting back on
15 some of their discretionary filing -- flying.

16 So, from the standpoint of looking where the
17 Authority is now, let's get back to looking at
18 what pilots say they need who are tenants on your
19 airport. I don't know that I've ever said, "Hey,

20 I need more gas suppliers."

21 Now, that may be a -- something that happens

22 in the future, and you can change your plans at

23 that time. But my issue is, why not respond to

24 what they're talking about as your tenants?

25 CHAIRMAN GREEN: Thanks, Mr. Warner.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 MR. COOPER: I think the first survey we did
2 is precisely what he was just asking. That was
3 our questions, what did we need.

4 CHAIRMAN GREEN: And that was more detailed.

5 MR. COOPER: One thing that's starting to
6 stand out to me is that there's a lot of people
7 don't seem to understand -- or they do understand
8 but they've got different definitions of what
9 general aviation is. And I know there's some
10 people in the room that think when we talk about
11 general aviation, we're just talking about a
12 single-engine small airplane.

13 And the FAA's definition of general aviation
14 is everything except an airline. And other
15 people's, it's going to be everything except
16 corporate jets and airlines.

17 So, when we talk about general aviation, some
18 of these comments, I think we probably ought to
19 all agree on the same definition.

20 CHAIRMAN GREEN: Dan?

21 MR. HOLIDAY: That was Candy wanting me to go

22 pick her up. I did define -- or we are defining

23 the difference between aviation and aviation.

24 Light general aviation. That would be an internal

25 combustion engine sitting on a single or a twin, I

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 would -- I would think. And that's where the
2 problem, in my mind, after 40 years here, is. We
3 lost sight of that.

4 Then you've got the corporate. They can be
5 recips, twin recips, or corporate jets. And
6 that's what's -- what's happened here.

7 After you look at it and stand back from the
8 forest so you can see the trees, all of the lists
9 you have and all of the requests you have are to
10 support small general aviation with T-hangars,
11 small hangars.

12 We started talking about 62 hangars. I think
13 we're down to 42 now because of the trees. That's
14 okay. But we really have to focus on finding a
15 need and filling it. We don't have to look very
16 far to find the need. That's all I was trying to
17 say. And I know the definition between planes and
18 planes.

19 CHAIRMAN GREEN: I think they were focussing

20 that at the disabled one over here.

21 MR. HOLIDAY: Beg your pardon?

22 CHAIRMAN GREEN: I think they were focussing

23 that at me.

24 MR. COOPER: Ms. Alice.

25 MS. SUTHERLAND: Hi. Alice Sutherland, 15

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Davis Street, St. Augustine. And I've got a
2 couple of questions. The projections that you
3 made, Ed, for the coming years, is that taking
4 into consideration with Customs being on the field
5 here?

6 MR. WUELLNER: No. The -- the latest -- the
7 forecast data we have is what, three years old?
8 It's probably three years old.

9 There are a lot of things that we've either
10 blown right through, meaning we've -- you know,
11 things have happened faster than ever anticipated
12 in the Master Plan, and then others, you know, are
13 following the -- following the chain of events as
14 outlined.

15 And, you know, examples of that are
16 commercial service. The Master Plan didn't
17 even -- didn't figure that was going to show up
18 for thirteen years or --

19 MS. SUTHERLAND: Oh, gosh, the changes that's

20 going on on the airport right now, it's just
21 phenomenal. And I think it's going to snowball.
22 Like I said, the last time I spoke, I mean, the
23 flood gates are opened.
24 So, when we look at projected, you know,
25 flights coming in here the next few years, we've

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 got to consider, you know, with the Customs going
2 to be on the field here, we are geographically
3 desirable for all flights coming from, you know,
4 the midwest, the northwest, the west coast, to be
5 a stopping-off point.

6 I think we're going to see incredible growth
7 here on the general aviation side, the light
8 aviation, the jet corporate aircraft, and we've
9 got to be ready for that.

10 I'm telling you it's coming, and if -- if
11 we're not prepared for it -- I -- I don't know why
12 we're not looking at building three FBOs here,
13 it's just going to be that crazy.

14 MR. WUELLNER: I'm hoping to survive two at
15 this point.

16 CHAIRMAN GREEN: I have a quick question. I
17 mean, let's say we decided tomorrow, all right.
18 How long does it actually take to actually get
19 something you think done, up, and going? Two

20 years, three years?

21 MR. WUELLNER: FBO?

22 CHAIRMAN GREEN: Yeah.

23 MR. WUELLNER: Probably close to two years by

24 the time you --

25 CHAIRMAN GREEN: I just wanted to know what

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 our time frame was.

2 MR. WUELLNER: By the time you permit --

3 CHAIRMAN GREEN: Well, close to

4 Ms. Sutherland, your thought process, you know, if

5 we are snowballing, I just want to know what the

6 normal time frame is.

7 Yeah, Mike?

8 MR. THOMPSON: Thank you. One -- one more

9 thing. And, Madam Chairperson, you hit the nail

10 on the head, I think, when you said minimum risk,

11 maximize the reward for the airport.

12 The people that want to come here and build a

13 business are, by and large, whether we personally

14 like the way they do business or not, pretty smart

15 people. These aren't people who are saying, you

16 know, "Gee, I want to lose a few million bucks

17 down in St. Augustine and so I'm going to rush

18 right down there and open..."

19 Because the way you make a small fortune in

20 aviation, folks, is start with a large fortune,
21 all right? These people have analyzed -- and I'm
22 sure Ed's information is not classified and not
23 tightly held. They may have their own sources.
24 And I think that there is a lot of thinking that
25 they can increase our business here, our transient

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 business here, which is always good business.

2 And as -- as I'm sitting here, Ms. Wagstaff
3 has got a unique platform to drive people here,
4 you know, if her air show announcer is talking
5 about St. Augustine Airport. And that's just one
6 of the things to consider. People who never
7 considered stopping here because they're going to
8 the Bahamas or they're going to South Florida, you
9 know, say, well, gee, we've got good fuel, we've
10 got all these services, it's a nice airport. I
11 don't know. Whatever she might work into her
12 announcer's spiel.

13 These are the kind of things that any FBO is
14 going to want to do in advertising, you know,
15 being in -- in the smaller general aviation mags.
16 Maybe not FLYING Magazine, but AOPA Pilot or
17 Private Pilot. But there's a lot of ways to drive
18 business. And these people aren't idiots.
19 They're not coming down here to lose money.

20 And I think if you come up with a -- with a
21 correct formula, then let them take the risk. And
22 if they want to build us a nice building and
23 abandon it two years from now, I'm sorry, thank
24 you very much.

25 CHAIRMAN GREEN: Thanks, Mike. We've got

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 about ten minutes, because I said "a good hour,"
2 so we're going to go past 5:00, but...

3 MR. MARTINELLI: Just to further what my
4 friend here has just said, I just would like to
5 pose the other side just for some consideration.

6 Why do large corporate jets or corporate jets
7 fly anywhere? They don't fly there because the
8 pilots decide that they want to take the airplane
9 there. Sure, some of that, they do; I grant you
10 that. But by and large, the reason they do is
11 because the owner, the company, or whatever has to
12 go there on business.

13 So, when you look at this area and the
14 alternatives that a corporate jet has flying
15 someplace, it's really like three, you know, JAX
16 or Craig or here. And so, the -- the choice is
17 really to that population and the choice that that
18 population will make to come here as opposed to
19 going to the other two places.

20 And so when you talk about attracting
21 business and bringing business here, who are you
22 talking about attracting, the owner of X, Y, Z
23 company who's flying here on business or flying
24 here for fun? I mean, stop and think of it that
25 way. Because when you're talking about a new FBO

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 or second FBO attracting business to a particular
2 airport -- and that's the business that you want
3 to attract, which are the corporate jets -- think
4 about it the way I've just spoken. Thank you.

5 MR. HOLIDAY: One more time. Then I'm going.
6 How many years ago were we -- were we all hyped
7 about supporting the World Golf Village? Does
8 anybody around here remember?

9 MR. WUELLNER: Predates me.

10 MR. HOLIDAY: I remember the talk was if --
11 you know, with the World Golf Village, they're
12 going to be falling all over each other here to
13 come in here and land. And I don't think the
14 World Golf Village has increased anybody's
15 business on St. Augustine-St. Johns Airport -- St.
16 Johns County Airport at all, because you've got
17 everybody else competing for the golf business.

18 What I'm trying to get at here is I've
19 listened to hypes through the years, the -- it's

20 40 years. No, it isn't. It's 38, flying out
21 here. And I've seen the different people come.
22 I've seen Embry-Riddle come up here, and they --
23 and Riddle's Raiders came here. And I've seen us
24 sit around and anguish over that. And they went
25 down to Flagler County. And we were right;

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Flagler County made a big mistake with them.

2 And all we're trying to do here is to find a
3 need and fill it. I'm going. Bye.

4 CHAIRMAN GREEN: Okay.

5 MR. COOPER: Dan, before you leave, back to
6 your first speech, where you didn't have a boat,
7 I've got a real nice one for sale.

8 MR. HOLIDAY: You're either buying them or
9 selling them.

10 MR. BRUNSON: Is that it?

11 CHAIRMAN GREEN: No, we've got about five,
12 ten minutes.

13 MR. BRUNSON: Okay, Jack.

14 CHAIRMAN GREEN: Go ahead, Jack.

15 MR. REILLY: Jack Reilly, Ponte Vedra Beach.

16 I just wanted to draw an analogy that I can sort
17 of see here between the aircraft -- or airport and
18 the marine industry. A lot of folks in marinas
19 have had trouble if they don't have a big power

20 boat because they're not catered to very well by
21 marina operators or owners. However, in most
22 cases, that -- that need, the need for
23 sailboaters, which might be analogous to small
24 light aircraft, has been really filled by
25 entrepreneurial groups who come in, prepare their

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 business model based on their own market, and go
2 ahead with it.

3 Now, I had -- I was told, I don't know for
4 sure, but the -- but in here, as far as an FBO is
5 concerned, we have a couple of tentative proposals
6 that -- that haven't even been discussed. I
7 believe that, as Gunner pointed out, anyone who's
8 considering coming in here is assessing the market
9 and -- and should be looking at -- at all aspects
10 of profitability, not just large corporate jets.

11 I've read somewhere recently that there's
12 been probably a 10 to 15 percent increase in small
13 aircraft sales in the last year or so, primarily
14 sold to relatively small business owners who want
15 to start flying privately rather than go through
16 the hassle of TSA and everything that you run into
17 flying commercially.

18 So, I believe that if we do have proposals on
19 the table or potential proposals on the table for

20 an FBO, we should, as Gunner says, let these guys
21 develop their own models, take a look at what we
22 want to do here, and at least entertain them.
23 Thank you.

24 CHAIRMAN GREEN: Thanks, Jack.

25 MR. BURNETT: Y'all can speak, too, if you

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 want.

2 MS. BARRERA: Nobody on that side has spoken.

3 MS. SUTHERLAND: Can I go one last time?

4 CHAIRMAN GREEN: Sure.

5 MS. SUTHERLAND: Just a couple of last

6 closing comments. Alice Sutherland.

7 One of the driving factors, where people

8 choose to go to an airport, is going to be fuel

9 costs. And I think that by bringing in a second

10 FBO here, the competition is going to be terrific

11 for the consumers. It always is. Currently,

12 \$5.95 posted jet A fuel here at St. Augustine,

13 and, you know, the average in Florida, I think,

14 is -- the Florida average is \$4.57 out of 138

15 FBOs. That's as of today.

16 So, these things do cause people to choose to

17 fly elsewhere. You know, we -- we sit in this

18 triangle between Jacksonville, Craig, and

19 St. Augustine. A lot of times, the people are

20 going to Ponte Vedra or downtown Jacksonville.

21 You know, they have a choice between three

22 different airports.

23 I think with competition on the field and

24 fuel prices, that alone is going to drive the

25 traffic up, in addition to all the other wonderful

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 things happening here at St. Augustine Airport.

2 Thanks.

3 MR. COX: Real quick.

4 CHAIRMAN GREEN: All right, Bob.

5 MR. COX: Very quickly. Twenty air shows a

6 year, a hundred thousand people in three days for

7 20 air shows a year. You're talking 2 million

8 people where the announcer is telling people to go

9 to St. Augustine to go fill up their airplane.

10 Okay? Just want to pass that along.

11 CHAIRMAN GREEN: Okay. It's getting towards

12 our extended hour. I just wanted to talk to the

13 board real quickly. I mean, this is our workshop.

14 We've had some very active proposals,

15 different kinds of companies coming in making

16 proposals. And I think that's great, because we

17 got responses. But what I would like to do, as

18 courtesy to them, as a board is, all right, let's

19 make a decision.

20 Either, yes, let's look at it, or no, we're
21 putting it off for a while, just so as a courtesy
22 to these other people looking at whether it's
23 going to be an FBO or we're going to be more
24 towards the -- well, as Dan said, the particular
25 areas. But I think we as a board need to do

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 something so we can make decisions for these
2 people who have been hanging on for a while.
3 Like, are you or aren't you? I don't know. What
4 do you think?

5 MR. BRUNSON: Well, what I want to say is
6 I'm -- I've really got an open mind on this. And
7 I think we've got two separate issues. I think
8 we've got the issue of the needs of the small
9 light aircraft need to be met, and -- and
10 hopefully the FBO can meet that. And I think
11 we've had some great points here.

12 I've got pluses and minuses. Pluses, if
13 somebody, as I think you said, is coming in here
14 with an FBO, they know what they're doing and
15 they're financially backed to -- to -- to come in
16 here and have us not invest a lot of money and
17 probably would be a good FBO. That's a plus. And
18 a plus is that I think they would draw additional
19 traffic, which is good.

20 And I think that the Customs coming in here
21 would definitely, and -- and that's going to
22 happen. And Randy Ringhaver and the people that
23 come from the Bahamas and different people that
24 are having to go into Daytona or wherever
25 they're -- they're doing that now, they -- the

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 traffic will go up because of this.

2 And general aviation sales are up. They're
3 not up here, but generally, the aviation business
4 is healthy. So, all these are pluses. The other
5 thing is good things are happening at
6 St. Augustine Airport with Skybus and -- and
7 different things we've done with the rental, car
8 rental.

9 However, the minuses are that we based our
10 budget on the 2005 projections. And we had the
11 Super Bowl here. Our takeoff and landings are way
12 down. The -- the economic factor in this county
13 is very bad now. The housing industry, which was
14 the biggest industry we have, is way down.

15 Terrorism is kind of holding its own. But
16 that's crystal ball stuff. But I still think
17 that, generally, things will keep continuing to go
18 and the economic outlook will look good.

19 The -- the Skybus thing concerns me that the

20 aviation business is like this (indicating), and
21 we're putting a lot of emphasis on Skybus. But I
22 don't think that has any effect on the second FBO.
23 And also, in my opinion, that if a second FBO
24 comes in here and -- and we work out a land lease
25 or we build it or -- no matter what it is, that

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 has to be a good contract that will minimize our
2 risk in the very long run.

3 I don't care -- I worked for the -- a company
4 that had assets of \$8 billion and -- but we got
5 bought out by a company that had \$30 billion. And
6 so how big a company is, you just can't -- you
7 can't tell what it's going to do.

8 So -- and I think there is some -- we have to
9 be fair to our tenants and be loyal. If we think
10 a second FBO would hurt them because of the
11 economic situation and the fuel costs and the
12 lowering of flights and takeoff and landings, we
13 have to consider that.

14 But I certainly want to say I have an open
15 mind. And I'm -- don't know if I'm ready to make
16 an opinion to -- in fairness to these FBOs that
17 want to come in here and make presentations. And
18 they can come in and make presentations, and we
19 can vote on yes or no, but I don't know if I'm in

20 a position now to -- to say yes or no on a second

21 FBO.

22 CHAIRMAN GREEN: Well, that kind of answers

23 the question. That would be a no, we're not ready

24 right now. That's why I'm saying, let's -- I just

25 think we need, as a board, to bring it to a point,

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 let's make a decision so our tenants aren't
2 hanging out there, the people that are making
3 their proposals for the second FBO aren't hanging
4 out there.

5 Kelly, what do you think?

6 MS. BARRERA: I think a couple of things.

7 First of all, I totally agree that we need to
8 look at the opportunities for additional services
9 that can be a part of or separate from a second
10 FBO.

11 I also think that we need to be creative in
12 our problem solving. And I think we need to look
13 at combining a couple of our projects together and
14 seeing how that would work with a second FBO.

15 What I mean by that is if the -- if we want a
16 second FBO to focus on our market niche, which
17 we've already determined is light general aviation
18 as a need that needs to be met, what about
19 combining a facility for the SAAPA clubhouse as a

20 part of that second FBO, as a part of it.

21 CHAIRMAN GREEN: You mean if we built it.

22 MS. BARRERA: If we built it, part of that

23 facility contains the SAAPA clubhouse where it has

24 to focus on general aviation because that's who's

25 coming in and out their doors.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 There's opportunities like that I think that
2 we need to look at to -- to lend a hand to that
3 second FBO, to focus on light general aviation.

4 CHAIRMAN GREEN: I don't mean to cut this.
5 But, Doug, I mean, if we wrote, for whatever
6 reason, a contract, we could build that into
7 whatever down the road, right?

8 MR. BURNETT: Yeah. And, you know, just
9 based on what I'm hearing, there is nothing to
10 prevent you from advertising a request for
11 proposals or advertising that you need or are
12 interested in having a light general aviation
13 service provider located here on the airport, and,
14 I mean, have that independent of whatever you may
15 decide to do with advertising for an FBO.

16 MS. BARRERA: It could even be rental space
17 from the second FBO. But to have that as a part
18 of the complex, I think would address that market
19 being serviced through that second FBO, if you had

20 it as a part of the same facility, even if it was
21 a separate lease. Do you see what I'm saying?

22 MR. BURNETT: Yeah. Uh-huh. Yeah. And --
23 and that's the thing I was going to say in here.

24 One other issue is if you get past the issue of
25 whether or not you're going to go out for RFP,

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 obviously the next logical thing is, okay, we're
2 going to -- we're going to do an RFP for a second
3 FBO. Now, what is it we want? And let's list the
4 things that are important to us and come up with
5 the criteria that we're looking for. Not that
6 that's the only thing that you would look for and
7 consider, but at least that -- that gives folks an
8 idea of what you're going to be looking for --

9 CHAIRMAN GREEN: Including but not limited
10 to.

11 MR. BURNETT: -- in any -- any proposals.
12 Sure.

13 MR. BRUNSON: And we might can satisfy our
14 needs with that. But we might not.

15 MR. BURNETT: Yeah. Because I imagine --
16 and -- and this may be something that -- that,
17 based on something Mr. Brunson I guess was saying
18 earlier, something you may look at more favorably
19 is, okay, who's going to show up and be a second

20 FBO and build the facility themselves? Or, you
21 know, instead of building the facility themselves,
22 they want the Airport Authority to build the
23 facility and invest the money in building the
24 facility, but they're interested in paying
25 whatever as a -- as a rate of the market. I mean,

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 they may pay higher rent. You know, you never
2 know until you get the proposals to see what it is
3 that -- that folks are interested in.

4 So, you've got a whole -- that may be
5 something that you want to put as a priority. You
6 know, it's -- you know, more interested in seeing
7 proposals where the folks are going to construct a
8 facility. I just don't know. But, you know,
9 you've got to come up with some idea of what the
10 criteria are of what you prioritize, I guess
11 you'd -- you'd say.

12 CHAIRMAN GREEN: Well, that's -- and that's
13 what I'm going to kind of end it on. I want the
14 board to think about -- kind of what I suggest is,
15 let's make a decision which way we're going. I'm
16 not saying to make a decision -- well, we're not
17 making any decisions today. But would be on an
18 agenda that, all right, let's do the RFP; no, I
19 don't think it's time right now; I think maybe we

20 should look more towards the incubator type of
21 specialty that may be needed.

22 But I think we need to make a decision on the
23 issue and go one way or the other, because we're
24 just prolonging it for a year or so.

25 MR. BRUNSON: Yeah. As I've said --

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 CHAIRMAN GREEN: It hurts the tenants, and it

2 hurts the --

3 MR. BRUNSON: I'm really open-minded and I'm

4 kind of on the fence for this. And what I'd

5 prefer to do is, because there's only three board

6 members here, that we have a board meeting on

7 November the 13th, and I think this should be on

8 the agenda.

9 CHAIRMAN GREEN: That's why I was saying.

10 MR. BRUNSON: Yeah.

11 CHAIRMAN GREEN: So, at our next board

12 meeting, unless it's this long, I'd like to put it

13 on the agenda and let's --

14 MR. BRUNSON: Yeah.

15 CHAIRMAN GREEN: -- make a decision as a

16 board as to what direction we're taking. Does

17 that sound all right?

18 MR. BRUNSON: Sounds great.

19 CHAIRMAN GREEN: Ed, what we'd like to do as

20 a board, just put it on -- is the 13th --

21 MR. WUELLNER: Yes.

22 CHAIRMAN GREEN: -- our next date? Put this

23 on the calendar for an agenda item for the board

24 to make a decision as to what direction we're

25 taking.

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 Either we are going to look, we're going to
2 do RFPs, we're going to look at specialties, we're
3 not ready yet, we're not going there, whatever the
4 board decides just to be fair to our tenants and
5 the public and people that have -- or companies
6 that have proposed the second FBO project so they
7 know where we're going and we know where we're
8 going so we can get on to more things that we need
9 to do. And I think we all kind of discussed that,
10 so...

11 All right. We did it. Thank you. I want to
12 thank everyone for showing up. It's really nice
13 to see all the interest. This is more than we
14 have at regular board meetings. So, very, very
15 pleased with everybody's input. Thank you so
16 much. And hopefully you'll be here at the next
17 meeting. All right.

18 MR. BRUNSON: Good meeting.

19 CHAIRMAN GREEN: Going to close it.

20 (Workshop adjourned at 5:17 p.m.)

21

22

23

24

25

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007

1 REPORTER'S CERTIFICATE

2

3 STATE OF FLORIDA)

4 COUNTY OF ST. JOHNS)

5

6 I, JANET M. BEASON, RPR-CP, RMR, CRR, FPR,

7 certify that I was authorized to and did

8 stenographically report the foregoing proceedings

9 and that the transcript is a true record of my

10 stenographic notes.

11

12 Dated this 12th day of November, 2007.

13

14

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

15

16

17

18

19

20

21

22

23

24

25

AIRPORT AUTHORITY WORKSHOP MEETING - OCTOBER 29, 2007