

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Regular Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, May 21, 2007

6 from 4:03 p.m. to 5:46 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

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

11 BOARD MEMBERS PRESENT:

12 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.

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

22

St. Augustine Court Reporters

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

2 CHAIRMAN GREEN: Call the meeting of St.
3 Johns County-St. Augustine Airport Authority board
4 to order. Stand for the Pledge.

5 (Pledge of Allegiance).

6 CHAIRMAN GREEN: Is this changed or not?
7 Because I brought my old one and -- okay. I
8 wanted to make sure.

9 MR. WUELLNER: Got it now.

10 MR. BRUNSON: Too late now.

11 3. - APPROVAL OF MINUTES

12 CHAIRMAN GREEN: Okay. First point of the
13 agenda is approval of the minutes. Has everyone
14 had a chance to look at the minutes from the last
15 meeting? Are there any exceptions or additions to
16 the minutes?

17 MR. BRUNSON: Motion to approve.

18 CHAIRMAN GREEN: Is there a second?

19 MR. GEORGE: Second.

20 CHAIRMAN GREEN: Okay. Any opposed?

21 (No opposition.)

22 CHAIRMAN GREEN: Hearing none, the motions

23 (sic) will be approved as transcribed.

24 Next, we have our financial report. Kelly?

25 4. - FINANCIAL REPORT

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1 MS. BARRERA: I have reviewed the financial
2 report and I found no inconsistencies.

3 CHAIRMAN GREEN: Any comment on the financial
4 records for that period of time?

5 MR. GEORGE: Move to accept.

6 CHAIRMAN GREEN: Second?

7 MR. BRUNSON: Second.

8 CHAIRMAN GREEN: Any opposed?

9 (No opposition.)

10 CHAIRMAN GREEN: We'll accept the financial
11 records as reported.

12 5. - AGENDA APPROVAL

13 CHAIRMAN GREEN: Agenda approval. The agenda
14 is printed before you, and I think there were some
15 up front. Any additions, deletions, or changes to
16 the agenda for today? None?

17 MR. GEORGE: Not me.

18 CHAIRMAN GREEN: Hearing none, then we'll
19 accept the agenda as printed. Any objections? Do

20 I hear any?

21 MR. BRUNSON: The only comment, I -- I was
22 hoping that Reba Ludlow would be here, that I was
23 going to ask for an agenda -- her to do a report,
24 but she's not here. So, if she comes in, I might
25 ask her to make some public comment at the end.

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1 CHAIRMAN GREEN: Okay. All right. Hearing
2 no exceptions, then we'll approve the agenda as
3 presented.

4 6. - COMMITTEE REPORTS

5 CHAIRMAN GREEN: Committee reports? MPO?

6 MR. BRUNSON: MPO met on May the 10th. And a
7 lot going on in all the counties, and we listed
8 the priorities of projects and roads and so forth.

9 And one interesting fact that we've
10 appropriated for -- in order of importance at a
11 pretty high level, the approval of a mass trans --
12 transportation building in -- for St. Johns
13 County. And there is -- that representative from
14 the real estate division of St. Johns County was
15 there. Unfortunately, Commissioner Manuel was not
16 feeling well that day, but it did pass. And we
17 appropriated and recommended three and a half
18 million dollars for this building to -- yet to be
19 determined where and how and when and so forth.

20 But it is on the radar now.

21 CHAIRMAN GREEN: Buzz?

22 MR. GEORGE: Who determines where it's going

23 to be? You know, we got heavily involved in -- in

24 multimodal facilities and stuff like that, and I

25 would hate for us not to be heard.

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1 MR. BRUNSON: Exactly. And I -- I think this
2 would be a big part of the Airport Authority, the
3 EDC, the County Commissioners, and the Chamber,
4 and I think it would be a thing that we need. And
5 as a matter of fact, even people in Clay County
6 and -- made a comment, you know, be careful where
7 you put that --

8 MR. GEORGE: Yeah.

9 MR. BRUNSON: -- because it's -- it -- it
10 will be a very controversial thing. So, we will
11 be involved when it comes. And I'm glad we're on
12 the MPO to voice our opinion on that.

13 MR. GEORGE: How big is it supposed to be?

14 MR. BRUNSON: We don't know yet, but --
15 exactly, but we did -- we have certain grants
16 that -- and matching funds that we have earmarked
17 three and a half million for it.

18 CHAIRMAN GREEN: Within that MPO, are we
19 basically the only smaller airport in that --

20 MR. BRUNSON: Yes, we are.

21 CHAIRMAN GREEN: -- jurisdiction?

22 MR. BRUNSON: Yes. You've got the

23 Jacksonville Aviation Authority and -- and us.

24 And -- and luckily, if we have the County

25 Commissioner, a county commissioner and City of

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1 St. Augustine and Jax Beach as a vote together,
2 and then we have a vote. So -- but as you know,
3 Jacksonville City Councilmen are stacked up there.
4 There's a lot there and there's --

5 MR. GEORGE: A lot of them get two votes to
6 our one.

7 MR. BRUNSON: Yeah. And the mayor of
8 Neptune, the mayor of Jacksonville, the mayor of
9 different things. So -- but I tell you, the MPO,
10 I think, has really come together as a group and
11 not been quite as jealous of each other in looking
12 at the northeast Florida regional concept. So,
13 that's all the report I have on the MPO.

14 Now, there was something on the agenda that
15 Tom Manuel was going to present about the outer
16 beltway, but that will be postponed and we'll hear
17 more on that later.

18 CHAIRMAN GREEN: And your next meeting is?

19 MR. BRUNSON: A month. Next month.

20 CHAIRMAN GREEN: All right. Okay. Thank

21 you. EDC?

22 MR. GEORGE: I don't know how many of you

23 read in the paper, but -- or read the, I guess it

24 was the paper. Kari Keating, who has been the

25 executive director, is leaving to get her Ph.D.

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1 She said that that was one of the things that she
2 had always wanted to do, and she was finally going
3 to take the time and just go do it.

4 Our Nick Scarbia (phonetic), I guess, is --
5 how do you pronounce it?

6 MR. WUELLNER: Sacia.

7 MR. GEORGE: Huh?

8 MR. WUELLNER: Nick Sacia.

9 MR. GEORGE: Sacia. He's taking over. And
10 he's the gentleman that was here talking to us
11 about the industrial park.

12 (Mr. Burnett enters the room.)

13 MR. GEORGE: He tells me that the report back
14 from the consultant for the industrial park should
15 be presented to them in July, and they're looking
16 at not only multiple sites, but they're looking
17 for multiple locations.

18 The criteria that they have definitely fits
19 in with what the land that we already have here.

20 So, he still is singing the song that it's a
21 shoo-in for part of that, you know, conclusion to
22 come out that we need to use the airport's
23 report -- property there.

24 And I think, Ed, if I'm not mistaken --
25 correct me if I'm wrong -- we were looking at it

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1 as doing ground leases --

2 MR. WUELLNER: Yeah.

3 MR. GEORGE: -- as a primary objective for
4 people coming into that industrial park. And it's
5 what, 30 acres?

6 MR. WUELLNER: Actually, we have -- I
7 would -- depending on how we plan it out,
8 there's -- there could be as much as 200 acres
9 available.

10 MR. GEORGE: Well, I think the stuff that's
11 already plotted -- platted, though, is the --

12 MR. WUELLNER: Yeah, the old -- the old plat
13 you're referring to is the old St. Johns
14 industrial park plat, which probably has 60 or 70
15 acres --

16 MR. GEORGE: Oh, okay.

17 MR. WUELLNER: -- left in it.

18 MR. GEORGE: Oh, I thought it was
19 30-something.

20 MR. WUELLNER: Yeah. It was actually over a

21 200-acre parcel, some of which we do not own.

22 MR. GEORGE: Okay.

23 MR. WUELLNER: But some of it's also in a

24 conservation easement.

25 MR. GEORGE: But anyway, hopefully in the --

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1 by the end of July, we'll get the report in, and
2 there will be a lot of discussion with that going
3 on, so...

4 CHAIRMAN GREEN: All right. Okay.

5 Intergovernment --

6 MR. BRUNSON: If I may --

7 CHAIRMAN GREEN: Yeah.

8 MR. BRUNSON: I'd like to comment on the EDC.

9 CHAIRMAN GREEN: Sure.

10 MR. BRUNSON: At the breakfast on May the
11 10th, the Sheriff's Department gave a at-length
12 presentation on their plans to expand and their
13 future for the -- the different buildings. And
14 they indicated they might even be taking over
15 Penny Halyburton's location for certain things.

16 And -- but what's interesting that I think we
17 need to keep in mind is that they're already
18 looking at their budget, as I'm sure that the
19 County Commissioners are, if the tax income

20 changes dramatically of what they might have to

21 do.

22 And I think that's something that we need to

23 be aware of, of if -- if the revenues are cut

24 drastically from the ad valorem. And we're going

25 to have some work to do. I -- I'd just like to

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1 comment on that.

2 MR. WUELLNER: Okay.

3 CHAIRMAN GREEN: Intergovernmental?

4 MR. GEORGE: The Intergovernmental meets

5 every other month, and they did have their

6 meeting, but I, unfortunately, could not make it.

7 I think that Jack made it.

8 MR. WUELLNER: Yeah.

9 MR. GEORGE: But I didn't hear anything else.

10 MR. WUELLNER: No. He didn't make it,

11 either.

12 MR. GEORGE: He didn't, either? Okay. So,

13 the reports that I got back, that nothing major to

14 report.

15 CHAIRMAN GREEN: Okay. St. Johns County

16 Aerospace? I couldn't attend. I think Kelly

17 went.

18 MS. BARRERA: I did. I attended, and it was

19 very informative. Some of the things that they're

20 looking for, for those of you in the room that
21 might have some aviation memorabilia, they're
22 looking for some aviation posters, anything that
23 you have aviation-related that you no longer want
24 to keep. They'd like to collect those for one of
25 the new labs that they're doing, to be able to

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1 display them. So, I want to put that out there.

2 They also sent some newsletters. And I'll
3 put those on the table so that everybody can take
4 a look at what's going on.

5 Ed's been instrumental in helping them try to
6 find some opportunities for grants. So, they're
7 working on that.

8 And anything else that you can think of, Ed,
9 needs to be --

10 MR. WUELLNER: Pretty good summary. They'll
11 be aggressively recruiting and trying to expand
12 that academy moving into fall. So...

13 CHAIRMAN GREEN: They have some summer
14 programs, too.

15 MR. WUELLNER: Yes. For middle school.

16 CHAIRMAN GREEN: Right.

17 MR. WUELLNER: I want to say sixth grade?

18 Seventh grade?

19 MS. BARRERA: Seventh grade.

20 CHAIRMAN GREEN: Seventh grade. Yeah.

21 MS. BARRERA: Very exciting, very exciting

22 courses that they have. Their engineering aspect

23 of it, it's intertwined with Aerospace Academy.

24 Just very phenomenal.

25 MR. GEORGE: Madam Chairman, can I recommend

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1 that next time, that we add PR committee --

2 CHAIRMAN GREEN: Oh, sure.

3 MR. GEORGE: -- as part of this committee
4 reports?

5 CHAIRMAN GREEN: And take it out of our
6 agenda? We have it on --

7 MR. GEORGE: Oh, I'm sorry. It probably
8 ought to be right here in the committee reports.

9 CHAIRMAN GREEN: We can move it, sure.

10 MR. GEORGE: So -- it is a PR committee that
11 we have --

12 MR. WUELLNER: Fits better, actually.
13 Actually, they're two different things, so it
14 actually works better.

15 MR. GEORGE: Yeah. Okay.

16 CHAIRMAN GREEN: We have it under updates
17 right now. Okay. Next are reports. Ron?
18 Mr. Sanchez?

19 7. - REPORTS

20 COMMISSIONER SANCHEZ: How are y'all today?

21 MR. GEORGE: Great.

22 MR. BRUNSON: Great.

23 COMMISSIONER SANCHEZ: We really don't have a

24 lot going on at the County. I mean, only tomorrow

25 we pick a new administrator. Just some little

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1 light adjustment.

2 MR. GEORGE: We've never had to do that here.

3 COMMISSIONER SANCHEZ: Actually, the nine

4 that we got to choose the five from, pretty much

5 any one of them was a qualified administrator.

6 So, we picked the five, and out of our board, five

7 of the board picked the same four that was in

8 the -- the top five. That was also a good sign.

9 We had a reception where we got to mingle

10 with them and talk with them. And then we had

11 private interviews with them. Then we had a

12 public interview with them. And I was very

13 impressed all the way down the line.

14 I have made up my mind, but I don't want to

15 announce that right now. Only in the meeting

16 tomorrow. But anyway, I -- I know who I'll push

17 for. I do have a second and third if it comes

18 down to that.

19 As far as the tax reform, we still have no

20 idea of what's going to happen, if anything.
21 And -- and at this point in the game, y'all
22 realize that it will probably be something
23 devastating that won't accomplish a thing. When
24 it goes this far in decision-making, no one's
25 happy with any one program.

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1 So, they'll settle on something that's not
2 going to work, probably, and we'll have to deal
3 with it. But St. Johns County's ready to deal
4 with it. We've already cut \$24 million out of our
5 2008 budget. So, regardless of what the State
6 comes up with, we will be having a cut in the
7 budget. And our budget people tell me we will
8 have a cut to the taxpayer either way it goes.
9 They will pay less tax than they paid the year
10 before. So, I'm kind of happy about that.

11 CHAIRMAN GREEN: Do you know any type of time
12 frame? I know it's guessing, but --

13 COMMISSIONER SANCHEZ: On the tax reform?

14 CHAIRMAN GREEN: Yeah.

15 COMMISSIONER SANCHEZ: They're going --
16 getting back together June 12.

17 MR. GEORGE: June. Yeah.

18 CHAIRMAN GREEN: So, hopefully --

19 COMMISSIONER SANCHEZ: And they have the 12th

20 through the 22nd and -- but there's already two
21 new things that have been thrown up in front of
22 them. And I think all together now they've had
23 90-some. So, if you think you're tired of reading
24 about it, imagine how tired they are of reading.
25 But I don't know. I haven't been happy with

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1 anything I've seen. I don't think it will work in
2 the way they want it to work. They were talking
3 about implementing this for July 1st or October
4 1st.

5 I offered my suggestion to Mr. Proctor that I
6 thought they should decide exactly what they want
7 to do and what kind of an effect they want to
8 arrive at in five years and let the local
9 governments spend five years getting to that
10 point. Don't come up and try to do it all one
11 year. Because some counties are going to be
12 really devastated, I mean, real bad. They'll be
13 cutting into services.

14 We -- we are not going to be doing that, but
15 a lot of counties will be doing that. And I know
16 we got one north of us that there seems to be a
17 problem already with -- I think their sheriff was
18 asked to cut \$32 million from his budget, and he
19 said he could only come up with \$4-. And the

20 mayor said, "Well, I'll cut the other \$28-."

21 So, they're already at odds a little bit

22 there as to what's going to happen. That will be

23 interesting to see.

24 But anyway, that's -- that's about it. You

25 know, we're moving along. We're having a good

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1 time, and things are coming together.

2 If anyone's got any questions, I'll be glad
3 to answer them.

4 MR. BRUNSON: Just curious, and -- and your
5 personal opinion. The reception that -- that we
6 had at the World Golf Village, the public meeting,
7 the candidates and -- was that of some value to --

8 COMMISSIONER SANCHEZ: I tell you the truth,
9 personally, I put more value on that than I did
10 any other phase of it.

11 MR. BRUNSON: Good.

12 COMMISSIONER SANCHEZ: Because I got to sit
13 and talk with each candidate. Four of them had
14 their wives with them, basically. And, you know,
15 we were able to sit and talk like human beings
16 without any, you know, big barrier sitting there
17 in front of us.

18 And I learned more about each candidate that
19 night. As a matter of fact, I made a change in

20 what I thought would be my first place because of
21 that night. And then it went on to be confirmed
22 the next day in the interviews. So --

23 MR. BRUNSON: Did -- did the average person
24 have a chance to --

25 COMMISSIONER SANCHEZ: Yes.

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1 MR. BRUNSON: -- spend some time with them?

2 COMMISSIONER SANCHEZ: Uh-huh.

3 MR. BRUNSON: Okay.

4 COMMISSIONER SANCHEZ: And you would have,
5 too, if you'd have been there. I mean --

6 MR. BRUNSON: I had committed to emcee the
7 Chamber of Commerce, and I could not be at both.

8 COMMISSIONER SANCHEZ: But it was really
9 nice. It was a nice evening. And all of them
10 commented on it, too, as they thought it was
11 really nice. So...

12 MR. BRUNSON: Well, great. That's -- that's
13 good news.

14 COMMISSIONER SANCHEZ: It was well done.

15 MR. BRUNSON: Okay.

16 COMMISSIONER SANCHEZ: I highly recommend the
17 company that did this for us. I mean, they --
18 they were tops.

19 MR. BRUNSON: Good.

20 COMMISSIONER SANCHEZ: Really did an

21 excellent job. So...

22 MR. BRUNSON: And the -- and the World Golf

23 Village provided the room and everything?

24 COMMISSIONER SANCHEZ: I didn't get involved

25 in that.

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1 MR. BRUNSON: But that's what they -- I

2 heard.

3 COMMISSIONER SANCHEZ: You know, they stayed

4 at the hotel there and -- and then the reception,

5 World Golf Village, I think did pretty much of

6 that.

7 MR. BRUNSON: Yeah.

8 COMMISSIONER SANCHEZ: But it was really

9 good. Food was good. I didn't eat much of it,

10 but I mean --

11 MR. BRUNSON: Yeah.

12 CHAIRMAN GREEN: Thanks, Mr. Sanchez.

13 Galaxy, Mike?

14 MR. SLINGLUFF: Nothing new to report.

15 CHAIRMAN GREEN: Okay. Thanks. Northrop?

16 MR. NEHRING: Nothing to report.

17 CHAIRMAN GREEN: S.A.P.A., Mike?

18 MR. THOMPSON: Nothing to report. Thank you.

19 CHAIRMAN GREEN: Bjorn? Anyone?

20 MS. TOSTEVIN: I'm Donna.

21 CHAIRMAN GREEN: Hi, Donna. Sorry. Okay.

22 MS. TOSTEVIN: Nothing to report from the

23 flight school.

24 CHAIRMAN GREEN: Thanks. Airport attorney.

25 Doug?

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1 MR. BURNETT: Nothing to report. Apologize
2 for being late. Nothing to report, other than
3 we've been working on some issues that are already
4 on the agenda. So...

5 CHAIRMAN GREEN: So, when they come up
6 you'll --

7 MR. BURNETT: Yes.

8 CHAIRMAN GREEN: -- advise us?

9 MR. GEORGE: I think it's nice to have you
10 back.

11 MR. BURNETT: Thank you. I got your e-mail.

12 MR. GEORGE: Good.

13 MR. WUELLNER: I would have one thing to add
14 about -- I found out earlier today, after -- in
15 fact, after Doug had been in the office, that we
16 did receive a favorable ruling on the last of the
17 items in front of Judge Traynor relative to the
18 Earth Tech matter. And as such, we'll be entering
19 a final mediation here, I believe it's the 7th of

20 June.

21 CHAIRMAN GREEN: That's what I was going to
22 ask, what our next court date is on that.

23 MR. WUELLNER: I believe that's -- it's not a
24 court date, but a mediation, which it probably is
25 more appropriately called, at this point, will be

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1 the settlement conference of it.

2 CHAIRMAN GREEN: Court-ordered mediation?

3 MR. WUELLNER: Yeah. And -- and this -- this
4 will probably take care of it. I think we'll --

5 CHAIRMAN GREEN: It's good to see a light at
6 the end of the tunnel.

7 MR. GEORGE: Hope it's not a train.

8 CHAIRMAN GREEN: Yeah.

9 MR. WUELLNER: For sure.

10 CHAIRMAN GREEN: Tower. David?

11 MR. KNIGHT: Chart.

12 MR. GEORGE: Nice chart.

13 MR. KNIGHT: Let's see here. We've had 9,752
14 operations during the month of April. And that
15 puts us right on the line for 2008 forecast. Any
16 questions?

17 CHAIRMAN GREEN: Any questions from the
18 board?

19 MR. BRUNSON: Are you fully staffed now?

20 MR. KNIGHT: Yes, I am.

21 MR. BRUNSON: Good. Thank you.

22 CHAIRMAN GREEN: Thanks, David. All right.

23 Before we go into project updates, I'd like to

24 recognize someone in our public audience with us.

25 It's unusual to see him sitting over there. But

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1 we have with us distinguished Mr. Bill Rose.

2 Mr. Rose is sitting here to my right. If --

3 I don't know if -- whether to acknowledge him or

4 not. He's the one that started me in on this.

5 So, the reason I'm here is this guy right here.

6 So, he helped me a lot. He was our chairman when

7 I first came on.

8 He's a past Secretary of Transportation for

9 the State of Florida, has a wealth of knowledge,

10 and has given me a lot of insight when I first

11 started reading years of minutes and everything.

12 And, Mr. Rose, we appreciate you being here.

13 Thank you so much, sir.

14 MR. ROSE: I'm glad to be here.

15 MR. WUELLNER: Good to see you again.

16 CHAIRMAN GREEN: And we wrote that you are

17 going to talk at public comment.

18 MR. ROSE: I haven't got anything to say

19 unless you ask me a question.

20 CHAIRMAN GREEN: Well, we might just do that

21 to get you up there. Okay. Thank you.

22 Project updates, then.

23 8. - PROJECT UPDATES

24 MR. WUELLNER: Yes, ma'am. Project updates

25 today will be the south hangar, or south area

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1 development area; the T-hangar development;
2 terminal development; marketing and public
3 relations; and airport leasing activities.

4 You'll note from the last meeting that a
5 couple of items have been removed off the
6 outstanding projects, as they are now completed
7 and basically closed.

8 The last item pertaining to the seaplane is
9 an agenda item today, which is the release of
10 retainage to that contractor.

11 Otherwise, 8, 9, and 10 has been removed
12 because it is complete from -- for -- for our
13 purposes.

14 And bring -- brings us to the first project,
15 which is Taxiway Foxtrot and the related apron.
16 Work -- work continues out there. I am pleased to
17 report that in the main area of the project -- and
18 I'll -- if I can -- this general area here has,
19 for the most part, already been paved with the

20 first four of six inches of asphalt that will be
21 going down on that -- that structure. And
22 construction is ongoing right now in this area.
23 All the underground work is now complete.
24 They are -- and are filled -- they have filled in
25 the ditch area that was diverted as a part of the

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1 project, and piped.

2 And right now, they're on a track to be done
3 with all the paving prior to July 1st. So,
4 it's -- it's blasting along and should be pretty
5 well done. Be done in plenty of time to support
6 the T-hangar project and all of that. So, looking
7 forward to that thing wrapping up here not too
8 long.

9 Any questions about Foxtrot or apron or
10 anything? Okay. You do?

11 CHAIRMAN GREEN: Buzz?

12 MR. GEORGE: We -- in the month of March --

13 MR. WUELLNER: Okay.

14 MR. GEORGE: -- we talked about getting an
15 update on the Master Plan for the rest of that
16 area back there. And then in the month of
17 April --

18 MR. WUELLNER: Yeah.

19 MR. GEORGE: -- we were busy doing some other

20 things. And so now it's May --

21 MR. WUELLNER: Yeah.

22 MR. GEORGE: -- and my -- my concern is we've

23 got a big building program going. I've got a long

24 list of people that want hangars. And if we need

25 to authorize Andrew to work a little overtime,

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1 I'll be glad to come in and open the place up on a
2 Saturday for him or -- or whatever it might be.

3 But I think we need to get back on this.

4 MR. WUELLNER: We're about -- arguably, about
5 30 days from them being able to do that. And the
6 reason is, we -- we've got them so -- so
7 overwhelmed between the -- the Foxtrot project and
8 the terminal area development project right now,
9 that their -- their people start freeing up here
10 very shortly and we'll -- we'll get on that
11 full-bore. It's just a matter of getting enough
12 people applied to the job.

13 It's not a -- not a criticism of what they're
14 doing or anything else. There's just a lot going
15 on that's taking virtually everybody in the
16 Fernandina office to -- to get accomplished.
17 We're -- we're using everybody they have.

18 MR. GEORGE: I hear you, but that -- the
19 requirement is still there, you know.

20 MR. WUELLNER: I do understand.

21 MR. GEORGE: All right.

22 MR. WUELLNER: I can tell you we have had

23 some discussions from the market -- marketing,

24 whatever you want to call it, public relations

25 side about forming a group or trying to form a

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1 group to assist in talking to -- or planning the
2 aspects of the -- of the park, that park of the --
3 of that major area back there.

4 So, the other piece of the puzzle, I'm not
5 sure it's totally in focus yet, is -- is relative
6 to the balance of -- balance of Araquay Park and
7 the -- the pace of -- of that and -- and, you
8 know, putting a time line to it and all of that.
9 And a lot of that's getting -- it looks like it's
10 getting a lot sharper over the next 30 days, too.

11 So --

12 MR. GEORGE: Yeah.

13 MR. WUELLNER: -- all those things, it
14 doesn't prevent us from planning, but at least
15 puts some horizons in the picture, too.

16 MR. GEORGE: I think it's great that the PR
17 committee would get involved and they want to have
18 somebody doing so. But I -- I was personally
19 upset with the Master Plan, and then our

20 consultant for the Master Plan took off and came
21 up, and this -- when we heard about their
22 conclusions, it was when they had come to
23 conclusions. And I think this board, you know,
24 owes it to -- for us to get involved collectively,
25 all of us.

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1 MR. WUELLNER: And drive that.

2 MR. GEORGE: Right.

3 MR. WUELLNER: Yeah. Agree. Agree
4 completely.

5 MR. GEORGE: Thank you, Madam Chairman.

6 CHAIRMAN GREEN: Well, then, I'm assuming --
7 I know it's not -- our next meeting is less than
8 30 days, but not too many less.

9 MR. GEORGE: Yeah.

10 CHAIRMAN GREEN: That we should have positive
11 discernative (sic), we've started, we're on it,
12 it's done.

13 MR. WUELLNER: Right.

14 CHAIRMAN GREEN: Is that --

15 MR. WUELLNER: Yeah. I -- what do you think,
16 Andrew? You've got, what, about a couple of
17 weeks, probably?

18 MR. GEORGE: I'll meet you on Saturday.

19 MR. HOLESKO: We already have a few concepts

20 that we worked on with Ed and Bryan, just looking
21 at what to do back there. So, I -- I will
22 dedicate that we'll definitely put some time
23 together to meet with Ed and Bryan again and do
24 some more work back there and -- and based on
25 what, you know, we want to show next month, to

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1 have a graphic for you.

2 MR. GEORGE: Great. You could e-mail me, Ed,
3 and maybe everybody else, too, about what date
4 we've come up with.

5 MR. WUELLNER: Okay.

6 MR. GEORGE: Thank you.

7 MR. WUELLNER: Next project's T-hangars. I
8 will tell you that bidding is now officially
9 underway as of today, with a bid opening scheduled
10 for in the latter parts of June, which puts it as
11 a July agenda item for the Airport Authority to
12 award construction of T-hangars.

13 That still puts us on about a January time
14 line for completion, assuming buildings are out
15 there and -- and available under normal lead
16 times. So, that's kind of where it is now. But
17 it is finally out on the street.

18 Terminal project, I can advise you that the
19 site and slab work are underway, and I would think

20 the end of the week or very early next week, slab
21 will be completed. Structure will begin erecting
22 later that week. And we're expecting to have a
23 usable facility, not complete facility -- I need
24 to make that clear -- but a usable facility by
25 July 1st, and looking to have it complete probably

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1 sometime in August, is -- in terms of all the
2 punch list items and all those things completed.

3 But it will be functional.

4 Very short burn project that we'll go into a
5 little more detail in a couple of minutes.

6 Marketing and public relations, happy to
7 report that we are working with that marketing
8 committee and are in the process of developing
9 several brochure-type publications out there
10 pertaining to the airport and airport's noise
11 issues, as well as a pamphlet right now that will
12 describe in detail the aerobatic box and its
13 operation and its impacts and the like.

14 We received a lot of -- of comments and --
15 and calls this year during the period of really
16 mid-February, at least through March, relative to
17 aerobatic activity out there, because it -- it
18 does get a little droning at times and -- and just
19 making it work around here. And received a number

20 of calls related to noise and what was going on
21 and how long would we have to put up with this,
22 and that kind of stuff. And most people were
23 quite understanding once they understood, you
24 know, the intensity of it for that short period of
25 time.

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1 But we really felt like we'd get some more
2 details and have some information we could send
3 out to complement that process.

4 I would expect that sometime next week, we
5 will be, very early next week, probably Tuesday,
6 involved in a significant press release out of
7 here and probably several others pertaining to
8 the -- the terminal and the seaplane ramp and even
9 the hangar development project over the next
10 couple of months.

11 We did hear from the MS 150 folks that they
12 are -- they have set their dates. It's September
13 29th and 30th this year. I told them I didn't
14 think, barring any challenge from you folks, that
15 we'd have any issues hosting that again. It went
16 very well last year and was very well received
17 even on the airport. So, unless you have
18 objection to that, we'll -- we'll just go ahead
19 and let them move ahead with their planning.

20 I want to firm that up very shortly because

21 they go to press with their enrollment forms.

22 And --

23 CHAIRMAN GREEN: I have -- are you done with

24 that?

25 MR. WUELLNER: Yes, ma'am.

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1 CHAIRMAN GREEN: I just have one question of
2 Mike. You had -- Mike Thompson, you had asked --
3 or you had said that there was interest in the
4 seaplane ramp. You had been approached a couple
5 of years ago from a group. And for public
6 relations, do we have -- does the PR committee
7 have that information when we do a press release
8 to get it out to those groups that had approached
9 you to let them know, yes, we have it, it's up and
10 running, and come back to us?

11 MR. THOMPSON: Nobody's asked, but I'll be
12 glad to --

13 CHAIRMAN GREEN: Can you give us that
14 information, to -- to Staff?

15 MR. THOMPSON: You know what would be better
16 me -- would be for me to send a press release in
17 to AOPA.

18 CHAIRMAN GREEN: Whatever. We can give it to
19 you and you can send it. I just want to make sure

20 it got disseminated to the groups that were
21 approaching you. So, our PR committee, Ed, would
22 make sure that whatever we get, that Mike can work
23 it through S.A.P.A.? Okay. Thanks.

24 MR. WUELLNER: Airport leasing activities.

25 The only current discussion would be relative to

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1 Northrop Grumman. We have met -- had a couple of
2 good meetings with -- yeah, name just jumped out
3 of my head. Tom --

4 MR. GEORGE: Tom Sullivan.

5 MR. WUELLNER: Tom Sullivan, with their
6 corporate office, relative to upcoming lease
7 negotiations and positive steps toward getting
8 some things done.

9 They've been very open to negotiating with us
10 and -- and getting something accomplished. I look
11 forward to -- Mr. George has been very helpful in
12 sitting in some of those meetings and -- as
13 he's -- he was involved with a lot of the
14 preliminary discussions with Steve Timmerman and
15 others here locally. And now it's been elevated
16 to corporate. So, bringing that background with
17 me to many of those meetings and also adding the
18 perspective of at least one board member to the --
19 to the meeting.

20 I would expect that somewhere in the June,
21 July time line, depending on the exact timing,
22 we'll have something to -- to -- to bring to you
23 folks to kind of bless on. The June, July time
24 line is only critical in that it -- there's a
25 90-day notification provision in the lease and

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1 that -- relative to October. So, it's -- we need
2 to have, I would say substantial agreement, on
3 where -- on everybody's part about that time line
4 in order to make sure we get something done in --
5 in the appropriate amount of time.

6 MR. GEORGE: It's also the beginning of our
7 budget.

8 MR. WUELLNER: Yeah. Absolutely. So, that's
9 kind of where that is. But I want you to know
10 that that is finally -- there -- there are
11 finally, you know, decent discussions going on
12 relative to that. And it's been positive so far.
13 So, I think we've -- we've got a sense of what
14 their issues are. And -- and certainly they have
15 a sense of what ours are. So...

16 That concludes project updates.

17 CHAIRMAN GREEN: Okay.

18 MR. WUELLNER: And go on to the first item
19 here?

20 CHAIRMAN GREEN: Action items? Uh-huh.

21 Retainage?

22 9.A. - RELEASE OF RETAINAGE - SEAPLANE DOCK

23 MR. WUELLNER: First action item I have is

24 release of retainage. This is relative to the

25 seaplane dock facility. Contractor was Yelton

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1 Construction Company here in St. Augustine.
2 Project is completed. We're asking to release the
3 retainage of \$11,194.75 to the contractor and
4 complete this with FDOT.

5 CHAIRMAN GREEN: Having not received any
6 public comment, any board comment?

7 MR. GEORGE: I've used Mr. Yelton before
8 around, you know, on my dock, and I found that if
9 there's ever any -- after you've already paid him,
10 if there's a problem, he comes back and fixes it.
11 So, I don't have any problem --

12 MR. WUELLNER: Very impressive way of doing
13 business.

14 MR. GEORGE: Do what?

15 MR. WUELLNER: He's a good guy.

16 MR. GEORGE: Yeah.

17 MR. WUELLNER: Very impressive way of doing
18 business.

19 MR. GEORGE: Do you have the number on the

20 top of your head of how much money he saved us on

21 this whole project?

22 MR. WUELLNER: Well, we were talking closer

23 to half a million dollars at one point, and I want

24 to say it's just -- just about a \$200,000

25 project --

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1 MR. GEORGE: Yeah.

2 MR. WUELLNER: -- at the end. That included
3 some --

4 MR. GEORGE: That's what I call a real good
5 guy.

6 MR. WUELLNER: Yeah. And --

7 MR. BRUNSON: He's fulfilled his contract
8 completely.

9 MR. WUELLNER: And to be honest with you, we
10 couldn't even spend all the grant money available,
11 which was a concern initially --

12 MR. GEORGE: Yeah.

13 CHAIRMAN GREEN: Right.

14 MR. WUELLNER: -- of exceeding the grant
15 availability. We ended up returning -- Donna, do
16 you remember the number? It was --

17 MS. GLASSER: I think around \$30-?

18 MR. WUELLNER: Yeah, that's what I was
19 thinking. It was around \$30,000 was returned.

20 So, there was at least \$60,000 under the -- the
21 grant amount that didn't go spend. So -- and we
22 got everything I think to make a very functional
23 facility out there.

24 If you haven't been out there or would like
25 to, just let us know. But -- but I think

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1 you'll -- you'll find it very nice --

2 MR. BRUNSON: Do you need a motion on this?

3 CHAIRMAN GREEN: Yes, we will. But our other

4 bids beforehand, right, they were around \$3-, \$4-,

5 \$500- --

6 MR. WUELLNER: I think the low -- lowest bid

7 in the initial out was over -- was it \$280-? That

8 was these guys?

9 MR. GEORGE: I thought it was \$380-.

10 MR. LESSER: That was another company.

11 MR. WUELLNER: But it was a pared-back

12 project, too.

13 MR. LESSER: Yes.

14 MR. WUELLNER: Substantially pared back,

15 actually.

16 CHAIRMAN GREEN: Okay. Any other board

17 comment?

18 (No further comment.)

19 CHAIRMAN GREEN: All right. Entertain a

20 motion to release the retainage?

21 MR. BRUNSON: I'll make a motion we release

22 the \$11,194.75, 10 percent retainage to Chip

23 Yelton Construction.

24 CHAIRMAN GREEN: There a second?

25 MS. BARRERA: I'll second it.

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1 CHAIRMAN GREEN: Any further discussion?

2 Is there -- Doug, is there a punch list

3 provision in there? If there's any restrictions

4 on it?

5 MR. WUELLNER: Actually, I think they've

6 already completed all the punch list items.

7 CHAIRMAN GREEN: Anything we had has been

8 done even on top of that. Okay.

9 MR. WUELLNER: Aren't they, Bryan? I don't

10 remember anything left for Yelton.

11 MR. COOPER: I don't think.

12 MR. WUELLNER: I think they're finished.

13 CHAIRMAN GREEN: Any other comment?

14 MR. WUELLNER: I should have asked Matt.

15 MR. LESSER: That's fine.

16 CHAIRMAN GREEN: All right. All in favor?

17 MR. BRUNSON: Aye.

18 MS. BARRERA: Aye.

19 CHAIRMAN GREEN: Aye.

20 MR. GEORGE: Aye.

21 CHAIRMAN GREEN: Opposed?

22 (No opposition.)

23 CHAIRMAN GREEN: Hearing none opposed, motion

24 passes to release the retainage.

25 9.B. - FAR PART 121 SERVICE

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1 MR. WUELLNER: Well, about a year ago, the
2 Airport Authority was contacted by, at that point,
3 an entity seeking to form an airline. The airline
4 has since become a reality and will begin flying
5 systemwide in their initial -- initial flights on
6 the 27th of this month. The company is called
7 Skybus. It's garnered a fair amount of -- of
8 public interest here in the last few weeks as they
9 became in the public eye and began to sell tickets
10 on a nationwide basis.

11 I am happy to report, and I've kept I think
12 most of you up to -- as much up to date as I
13 possibly could, given the -- the speed at which
14 some of this was occurring, but I am pleased to
15 announce that they have chosen St. Augustine as
16 one of their cities to begin commercial air
17 service into.

18 At this point, we expect to begin round trip
19 daily commercial airline service on July 1st.

20 That service will include a daily round trip
21 service to Columbus, Ohio. And the aircraft will
22 be a Airbus 319, which is a 156-passenger airline.
23 These are brand-new airplanes.

24 The company, just for your edification, has a
25 standing order with Airbus now for 65 of these

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1 aircraft. And they are expecting to be in 28
2 cities by the end of the calendar year.

3 They also have plans to expand service in
4 St. Augustine over time. And there is a
5 potential, I would consider it a significant
6 potential, that the number of flights and the
7 location of flights out of St. Augustine Airport
8 will greatly diversify over even the next 12 to 18
9 months and will continue to diversify as the
10 airline's growth pattern, which is a very
11 interesting plan sometime if you ever want to hear
12 all that, but is -- is likely to expand service in
13 St. Augustine dramatically over time.

14 This is -- the state-of-the-art aircraft is
15 incredibly quiet, in fact, quieter than most of
16 what flies in and out of here as a business jet
17 today.

18 We do not expect any significant issues.
19 But, obviously, Staff and our consultants and --

20 and contractor, through our build -- design/build
21 contractor have all been working feverishly,
22 especially for the last 30 to 45 days, getting a
23 project -- getting this project into the point
24 it's -- it's actually being constructed. And I --
25 I -- we owe a great debt of thanks to St. Johns

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1 County and particularly development services
2 division.

3 And, you know, it's real easy for us to sit
4 here and complain about that division day in and
5 day out, but honestly, this project could not have
6 happened without their -- their unqualified
7 support in getting things permitted in a timely
8 manner and -- and being very open to a -- a very
9 fluid way of permitting this project, not
10 sidestepping any rules, to be clear, but allowing
11 this thing to happen in a more advantageous way to
12 St. Johns County.

13 The obvious question is, why Columbus? The
14 answer is fairly simple in that the initial
15 funding for this airline was developed and put
16 together through the -- and -- and to a great
17 extent owes its existence to money put together in
18 investment capital out of the city of Columbus,
19 Ohio, as they desired to expand service.

20 And the next question is, well, why -- why
21 St. Augustine out of there? Well, as it would
22 happen, the northeast section of Florida, the
23 northeast portion of Florida is a top-ten
24 destination -- or origin and destination site for
25 the city of Columbus, Ohio. As such, they were

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1 anxiously trying to find a spot in northeast

2 Florida to operate the airline.

3 The airline operates under the understanding

4 that they go into facilities that are secondary --

5 are secondary airports to primary, such as

6 Jacksonville in this case, as a -- as a way of

7 keeping their costs down to -- and -- and as a

8 result, passing most of those savings, I would

9 think, on to the customers.

10 Their -- their way of doing business includes

11 the first ten flights -- excuse me, the first ten

12 seats on every flight every day are offered to the

13 public systemwide at a cost of \$10 per seat.

14 So, you can see that their -- this is

15 definitely designed to attract persons who don't

16 normally fly or otherwise wouldn't consider it.

17 In fact, part of their marketing effort is it's

18 less than a tank of gas to -- to fly virtually

19 anywhere in the system.

20 So, I think this is going to be great for St.
21 Johns County. They do a lot -- you cannot buy
22 tickets locally. Everything is done vis-a-vis the
23 internet. Check-in at the airport is done in an
24 online kind of environment when you're here. It
25 requires a very comprehensive agreement between

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1 the airline and Galaxy Aviation, who will be
2 handling the aircraft and passenger portions of
3 this service in the community.

4 The Airport Authority will handle the --
5 the -- the capital and -- and the ordinary
6 operating requirements associated with commercial
7 service on the airport.

8 It has required us -- just so you know where
9 we've been spending a lot of our time, obviously
10 it requires us to change our classification under
11 our Part 139 certificate with FAA. And we are in
12 the process of the final stages, I hope, of -- of
13 receiving our Class 1 commercial certificate from
14 FAA, which will allow scheduled air service as
15 opposed to the charter service we've had in the
16 past.

17 We've also had to go out and aggressively
18 work with TSA, Transportation Security
19 Administration, which is a part of Homeland

20 Security, to create all of those security
21 procedures and check-in procedures that are
22 required to do ticketed or commercial airline
23 service. And it -- it has been no small task.
24 And it's -- I could see it on certain Staff
25 members' faces, were -- were beginning to wear on

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1 a few of them every once in a while here.

2 But with a lot of cooperation and a kind of a
3 can-do attitude, everybody has -- everybody that's
4 touched this project in and out of this vicinity,
5 has -- has been making it happen every day.

6 And -- and I'm quite confident we'll make the July
7 1st startup date here.

8 Now, that kind of begs the -- kind of the
9 next question, which is, what -- what do the
10 numbers look like? Because there's -- there's
11 obviously an element of economic or business
12 that's -- that's got to be conducted with airline
13 service that doesn't come -- the element that
14 doesn't come free both sides of the equation.

15 There are costs that are associated with
16 airlines. There are costs associated with -- with
17 the handling of the aircraft. There are costs, of
18 course, associated with handling people. And many
19 of those costs are -- are being managed in --

20 inside the Airport Authority budget.

21 You've seen copies over time of the operating

22 agreement with the airline itself. So, you -- you

23 have knowledge of those -- the contents of that

24 agreement in and of itself. We did get that

25 signed and back from the airline, so really the

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1 only thing left to do is in effect ratify that at
2 this board and allow that to be signed.

3 But the numbers kind of shape up like this.
4 And I'm sorry I couldn't make it any bigger and
5 make any sense, and I've got to read it off the
6 screen, as it stands now. This is a fairly high
7 level overview of what the project entails and
8 what our expectations are.

9 The left-hand column, of course, describes
10 the items. The center column here is -- is kind
11 of an open line item discussion of the capital
12 costs associated with this. And then the
13 right-hand numbers are reflective of the actual
14 operating revenues off the project, as well as a
15 projection of the operating expenses related to
16 the project.

17 Our primary sources of revenue in this are
18 the parking, concessions, and fuel flowage. And
19 I've just got a placeholder item for "other." I'm

20 sure there'll be other revenue sources that

21 develop over time.

22 Parking is expected on an investment, which

23 is in the capital total here, but of about

24 \$100,000 investment will generate \$182,000 a year.

25 I'll explain when we get to the next sheet

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1 how I come up with the -- the math involved in the
2 individual line items, because it plays into the
3 return on investment equation.

4 Concessions generate -- now, these are very
5 conservative numbers, about \$12-, \$13,000 a year.

6 Fuel flowage, which is literally the uptake of
7 that airline on a daily basis, is -- is about
8 \$35,000, which gives us kind of a gross revenue
9 number of about \$233,000 -- \$230,000, against
10 routine expenses of some placeholders of -- of
11 administration, insurance, and -- and ongoing
12 security.

13 There is a capital charge there under
14 security, also, and estimating utilities and some
15 miscellaneous operating expenses, which amounts to
16 a total of about \$60,000, is our estimate, leaving
17 an operating net from operations about \$170,000
18 per year.

19 Now, the construction section there under the

20 expenses picks up the capital side of the project,
21 and it is eligible for 50 percent funding from
22 FDOT.

23 Now, one of the more interesting dynamics to
24 this is the assessment of PFCs, which are
25 passenger facility charges, which is revenue --

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1 another revenue source back to the airport that
2 can be implemented by the Airport Authority
3 through Department of Transportation, Federal
4 Department of Transportation, and -- wherein the
5 airline, based on an approved plan submitted to
6 FAA, is required to collect by passenger in and
7 out of St. Augustine Airport a predetermined
8 amount that can't exceed \$4.50 per person.

9 And the amount you charge is a function of
10 what is in your capital development program, in
11 particular how it plays toward the trans --
12 commercial transportation of passengers or freight
13 by air. So, there are a great deal of project --
14 now, this can include airfield infrastructure
15 projects, such as taxiways, aprons, in some cases
16 terminal projects.

17 In our case, because there's no straight
18 lease with the -- with this airline, or at this
19 point any other airline, the building would be

20 considered common area, and as such would be
21 fundable through PFCs also. And also, moving
22 forward, those funds could be applied to future
23 terminal development should it be necessary moving
24 forward.

25 Another nice thing about this particular

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1 revenue source is that it is bondable, meaning you
2 can pledge those revenues against some
3 financing -- financing mechanism should it be
4 needed in the future. And you are -- you will be
5 authorized to collect it, should you desire to do
6 that, again, based on what projects are in our
7 capital development program and approved by FAA,
8 that require authorizing the preparation of the
9 plan and the like, versus FDOT money and Airport
10 Authority money identified on this also.

11 Now, another thing the PFCs can be done, is
12 they can be used retroactively, unlike FDOT kind
13 of funds, so that there's really, after we
14 implement PFCs, you could apply revenue against
15 what it costs to develop the terminal on the
16 Airport Authority's share also.

17 So, you -- you could, in theory, depending on
18 the totals involved, offset any Authority
19 investment in the building also, even

20 retroactively. So, that -- that is also a

21 positive.

22 All right. A couple of scenarios I've --

23 I've created are kind of classic ROI sheets you're

24 used to seeing for term -- or for hangars and

25 other things. And the numbers do get a little

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1 small, but you can see I've broken down four --
2 the four major revenue sources related to this to
3 include parking.

4 I'm using -- you know, keep in mind, this is
5 a 156-passenger airplane. It is a daily round
6 trip, meaning you potentially could have 156
7 persons wanting to leave St. Augustine and 156
8 arriving by air daily. Of course, that assumed a
9 hundred percent occupancy, which is pretty
10 unrealistic.

11 We used a parking number at about a hundred
12 places per day as the revenue source and
13 arbitrarily applied a \$5-per-day parking charge
14 appropriate to the Authority. All of that revenue
15 would belong to the Airport Authority.

16 Concessions is a small \$10 cut in concessions
17 if this facility would be operated by the
18 restaurant, our on-field restaurant. Would
19 include just prepared foods, bottled drinks,

20 coffee, and -- and some newsstand-related items
21 available in the terminal. It's an extremely low
22 number plugged in here, and I would hope that
23 number is dramatically better than what is
24 projected here.

25 Fuel flowage, as is shown here, was based on

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1 a 1200 gallon uplift. As I understand it, that
2 would be the absolute minimum uplift on that
3 aircraft, and it would very likely be closer to
4 maybe 1500 gallons. And that's per day, per trip
5 generated at the airport.

6 A -- rental car concessions makes up the
7 last, that we have a \$1-per-vehicle rental charge
8 in place for the existing rental cars. Skybus has
9 a marketing agreement with Avis, and they've
10 already been in contact with us about another
11 rental car facility being located at the airport,
12 and -- and as such, would represent even
13 additional income off of that.

14 I moved across the operating expense line
15 as -- from the previous sheet just so we were
16 looking at a net item per year moving across the
17 right-hand side. The right-hand side kind of
18 talks about the -- the net expectation per year.

19 And I use this as a static design, because

20 this really still only presupposes a single flight

21 a day, at least working the ROI out a little bit.

22 You can see we split the -- the costs with

23 FDOT, leaving about a \$912,000 capital number.

24 And when you go into the ROIs, you see that our

25 baseline ROI being kind of the benchmark as the

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1 State's SBA account is a little over 5 percent.

2 Seven percent and 10 percent ROIs are
3 calculated there as the theoretical number based
4 on the -- the investment. And you can see that
5 our expected lease performance is about just --
6 just a smidge under 10 percent ROI, which is
7 actually better than our performance on our hangar
8 investments. So, at the end of the day, and even
9 if it never develops beyond a single flight, the
10 ROI numbers are still significant back to the
11 Airport Authority and outperform our other
12 investments.

13 The other, as we understand it from the
14 airline, more likely scenario is actually the
15 aggressive one, which I'm not sure I copied --
16 yes, this is it. But the -- the aggressive is
17 where we would probably have upwards of three
18 flights within -- by the end of next summer.

19 And when you plug all those numbers back in,

20 making the adjustments for multiple flights a day,
21 you can see what the ROI does, is it dramatically
22 go up almost to 17 percent now. And you can see
23 that the cash flow, from the right-hand column of
24 that upper left block, you know, is now -- I think
25 that's \$500- and -- I'm having trouble reading it.

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1 \$583-? Anybody see it?

2 MR. GEORGE: Three eighty-three.

3 MR. WUELLNER: Three eighty-three. Three
4 eighty-three first year. The reason this is done
5 this way is we expected the third flight to not
6 take effect till the second year in the ROI
7 calculation. That's why the -- the big jump
8 between year one and year two. So, we pick up the
9 third flight in year two, and you see it jumps up
10 to \$625,000 a year, is the annual return on
11 investment beginning year two.

12 And again, the investment doesn't really
13 change in the facility. Only the revenue stream
14 continues to improve. And that jumps our ROI
15 expectation in this case to almost 17 percent.

16 The other exercise I was asked to do, having
17 spoken to a few of you, was, well, what if the
18 airline for whatever reason ceases to exist or --
19 or ceases service in St. Augustine? And -- and

20 the last was to run those numbers back out again,
21 assuming we haven't -- if we've been -- this
22 doesn't even consider that, depending on when that
23 were to occur, there could be residual income that
24 could have been applied back to the -- back to the
25 model.

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1 But the 20-year ROI works as a hangar,
2 especially when you consider that you'd be handing
3 over an air-conditioned hangar, which is -- is an
4 extreme rarity and certainly would -- would
5 command a much higher rental rate per square foot.
6 Running those numbers back out, it -- you'd still
7 be in the vicinity of a 7 percent RI -- ROI, which
8 is kind of our hangar baseline number.

9 So, it's an extremely low risk project in the
10 scheme of things to the Airport Authority. The
11 fallback position is much stronger than most
12 communities do. Mostly when you build a terminal,
13 it has no other use than as a terminal.

14 In this case, in the event it were all to
15 fall apart, this becomes a commercial or
16 corporate-type hangar facility. So, the building
17 can be converted fairly quickly to that of -- of a
18 pure aviation aircraft use as the fallback.

19 So, that's the absolute worst-case scenario,

20 is that the airline decided that for whatever
21 reason not be in St. Augustine after a period of
22 time. It still legitimizes itself as a -- as a
23 corporate hangar. So, that's -- that's kind of it
24 in a nutshell.

25 We have some detailed plans you're welcome to

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1 take a look at. There's a set in my office. I
2 didn't have the ability to get those up as a -- as
3 a screen item. But the building is essentially an
4 11,770 square foot structure, of which about 8600
5 square feet is climate controlled or interior
6 space.

7 I'm very impressed with not only the
8 building, but the layout. We have had our
9 preliminary meetings with TSA on the layout, and
10 they had no significant issues with the layout.
11 So, TSA seems to be pleased with the building.

12 Quite pleased with what I hear Galaxy saying
13 relative to how to handle it, how they can handle
14 the airplane and the like. There's a fair amount
15 of training that's still got to go on relative to
16 the airplane and under the security plan in Part
17 139. But most of those pieces of puzzle, we
18 already have. They're -- we just haven't played
19 them out yet.

20 Be happy to try to answer any questions or
21 whatever, but I think it's an awfully exciting
22 thing for St. Augustine, St. Johns County. And I
23 think you're going to make some neighbors to the
24 north and south extremely nervous about how -- how
25 far their little friend in St. Augustine is

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1 maturing. All good stuff.

2 CHAIRMAN GREEN: Okay. Thank you, Ed. I
3 have some public comment, I know. Mr. Martinelli?

4 MR. MARTINELLI: Victor Martinelli, 24
5 Carriage Lane in Ponte Vedra Beach. As you might
6 gather, when a project of this magnitude is
7 undertaken, there's always some rumors that
8 circulate, and some of the rumors have gotten kind
9 of very, very hot, I'll say, this past week. And
10 so as a result of that, I met with Ed earlier
11 today, as a matter of fact, had an opportunity to
12 go through pretty much what he's gone through with
13 you folks today.

14 And from my vantage point in my field of
15 expertise, I think it's a very, very good project.
16 And I think -- excuse me -- if you make all of
17 this public, what's happened here today, I think
18 it will change to a significant degree the rumors
19 that have been flying around. So, I think it will

20 put them all to bed.

21 And I really, based upon the overview that
22 you have seen today, and that's all I've had an
23 opportunity to review, but it sure does sound like
24 a wonderful project for this airport.

25 CHAIRMAN GREEN: Thank you. I have a

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1 question, Mr. Martinelli. With your -- I don't
2 know if you had a chance -- I was going to ask
3 this of Ed, too. With your business and numbers
4 background and had the board experience, have you
5 looked at this in comparison to what we've
6 budgeted --

7 MR. MARTINELLI: Well, that --

8 CHAIRMAN GREEN: -- as far as available
9 funds?

10 MR. MARTINELLI: -- goes with a second
11 comment that I was going to make under the public
12 comments side of it, and that has to do with this
13 coming budget and with -- as a follow-on to what I
14 said last meeting, getting off the tax rolls and
15 that time line. And I would like to suggest, if I
16 may, say what I was going to say at the public
17 comment section.

18 Now, I'd like to suggest that the board
19 schedule a workshop where the public and the board

20 can all partake in discussions of future taxes,
21 budgets, and also this new tax reform that may be
22 coming out of Tallahassee and how that all might
23 fit together.

24 I think it's very important, because there
25 are aspects of what you folks do with ad valorem

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1 money that I don't think most people are aware of.

2 I don't know any other place, as I said last

3 meeting, where you can put in \$20 and get a

4 hundred dollars back in capital. And that's just

5 on the investment side.

6 And if you look at the return on that

7 investment -- and I'll use some relatively real

8 numbers here. Of the \$85 million worth of assets

9 that you have on this airport, the public have put

10 in maybe \$17 million. So, for \$17 million,

11 they've gotten \$85 million back.

12 Now, the return on that investment, tangible

13 return is in excess of \$400 million a year in

14 economic impact. Now, if you didn't have that

15 economic impact, everybody's taxes would go up.

16 They'd have to go up to support our other

17 government agencies and services that we get.

18 On the intangible benefit side, you have the

19 quick response of the Sheriff's helicopter for any

20 kind of a problem that may come up. You also have
21 emergency services. You have firefighting. You
22 have all kinds of good things that are intangible
23 that come from this airport. And I think those
24 are the things that need to be discussed in an
25 open forum, in a workshop, and I think everybody

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1 on the Airport Authority should be together in
2 what you look at.

3 I think down the road, of its own, if you
4 will, inertia, the airport will be off the tax
5 rolls. It will be when the critical mass is
6 reached in the development of the airport, and
7 that will come sometime down the road.

8 In the meantime, to accelerate that with an
9 artificial time deadline of three years or
10 whatever to get off the tax rolls could be a
11 severe impediment to the future of this airport.

12 And I -- I think it would be nice if all that
13 could be discussed in an open workshop.

14 CHAIRMAN GREEN: Okay. Thanks. Mr. Rose?

15 MR. ROSE: I didn't know you were going to
16 call on me.

17 CHAIRMAN GREEN: Oh, yes.

18 Buzz?

19 MR. GEORGE: Madam Chairman, I had asked

20 Mr. Rose to come to answer some interesting
21 questions, because he's been on the board for so
22 long in the past, and also Secretary of
23 Transportation.

24 (Mr. Brunson leaves the room.)

25 MR. GEORGE: How many times has the -- the

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1 thought of a commercial traffic into St. Augustine
2 been brought up, and what were some of the pros
3 and cons of it back, you know, five years ago, ten
4 years ago?

5 MR. ROSE: Well, for years and years, we
6 thought it would be an outstanding feature for
7 this airport to have commercial service in and
8 out.

9 I recall when -- when I was on the board, we
10 were getting pretty close. I think it was Delta
11 that was interested in coming. And they even --
12 Bryan, didn't they send one of their commuter
13 feeder planes down here? But they didn't think we
14 had the -- the traffic that would generate the
15 traffic to support it.

16 And, of course, as Ed's just gone through, I
17 think it would have been a budget problem for --
18 for the Airport Authority.

19 (Mr. Brunson reenters the room.)

20 MR. ROSE: But this conversation has gone on
21 ever since I've been -- was involved with the
22 airport. And I'm sitting here listening to -- to
23 your delightful presentation, Ed, but, you know --
24 and I look at other areas of transportation, and
25 there isn't a single one, whether we're talking

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1 about the highways or we're talking about mass
2 transit or we're talking about railroads, that the
3 increase in population and the business and the
4 industrial expansion in northeast Florida has far
5 outpaced our ability to move things and people
6 around.

7 And I think that -- that the projections that
8 you have on the number of flights, once you get
9 started and people realize that they can travel
10 out of St. Augustine and we have more destinations
11 around the country, I think this is -- that's a
12 very conservative estimate of how it will grow.

13 I don't know whether that answers your
14 question, but --

15 MR. GEORGE: Yes, sir.

16 MR. ROSE: -- that's what I think.

17 MR. GEORGE: It did.

18 MR. ROSE: Okay.

19 MR. BRUNSON: Thank you.

20 MR. ROSE: Anything else, Madam?

21 CHAIRMAN GREEN: No, sir. We just wanted
22 your input, absolutely.

23 MR. ROSE: Thank you for the opportunity.

24 CHAIRMAN GREEN: I have no other public
25 comment. Open it to board comment. Buzz?

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1 MR. GEORGE: I have a dissertation to make
2 as -- one of the things I think the public should
3 understand -- several things, and so let me just
4 talk about that first of all.

5 You can imagine when a company is getting
6 ready to invest this kind of money and -- and
7 coming into a location, everybody on the board had
8 to sign a nondisclosure agreement, because they
9 didn't want it coming out and then getting into
10 other discussions and everything. So
11 consequently, this discussion has not come up, you
12 know, in the public eye from this board, and that
13 was the reason why. But we have been released
14 from that, and everything seems to be down to the
15 point where we can press forward.

16 One of the big concerns that Ed shared, you
17 know, with me, was to make sure that we don't get
18 to be another Melbourne or another Daytona. And
19 if you look at the history of those two, they

20 jumped in and spent millions upon millions of
21 dollars to build very, very nice terminals that,
22 after a while, Delta and Continental and United
23 all pulled out.
24 And looking back of it -- at it in hindsight,
25 it's -- one of the reasons they pulled out is

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1 because Orlando exploded, you know, with the
2 Disney World coming in there and all of the
3 traffic and the airlines. And, you know, I'm
4 already paying for -- for people to be there to
5 handle baggage and everything. I'm not getting
6 that much additional traffic from Melbourne, you
7 know, or from Daytona. We're going to let them go
8 into Orlando and then drive out.

9 Well, I -- I think that that's not the case
10 now, but, you know, something could pop up.
11 But -- but that was one of the concerns. With the
12 idea of not coming in with a \$25-, \$50 million
13 terminal, you know, project, Ed came up with a --
14 with an idea of taking a hangar that is relatively
15 new on the market that can be converted into an
16 airplane hangar. And basically, they will
17 construct it and leave the openings there for a
18 hangar door.

19 And if you look at our waiting list that

20 we've got, we've got about 30 companies on the
21 list that could use hangars of that size. And so
22 that's why Ed has gone back and come up with,
23 okay, where's the -- the fail-safe? Where do we
24 get the -- you know, the money in the event that
25 this thing fails and we've already invested this

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1 kind of money in there?

2 I know of one company now that would love to
3 have an air-conditioned building for, you know, a
4 Gulfstream. And this is exactly what you'll wind
5 up with, you know, with this in the event that the
6 airlines doesn't come.

7 One of the other advantages, I think, are
8 we're talking one company, and we're talking about
9 possibility of two or three more flights. Once
10 you open the box, if you will, and people realize
11 that you have the ability to handle, you know,
12 traffic and people, you're going to find other
13 companies coming in.

14 The recent thing that the Pilots Association
15 and the Yacht Club did with the junket to --

16 MR. BRUNSON: Junkanoo.

17 MR. GEORGE: Junk what?

18 MR. BRUNSON: Junkanoo.

19 MR. GEORGE: Junkanoo. That's what I said.

20 The Junkanoo parade and everything we had from the
21 Bahamas, we had Vintage Air up here. And Vintage
22 Air says one heck of a lot of their traffic that
23 they get out of Daytona for travel to the Bahamas
24 comes out of the St. Augustine area. So, they're
25 looking at coming in and adding another one. So,

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1 I think once you get the facility there, you're
2 going to see it expand. But in the event that we
3 don't, we have the fallback position of turning it
4 into a hangar that we have a waiting list and a
5 demand for at the time.

6 My personal feeling is that we are taking
7 budget money that we were going to spend in the
8 year 2009-2010 and basically accelerating the
9 production schedule of that and putting it in.

10 So, this is not anything that is totally off the
11 wall and is going to totally destroy, you know,
12 our financial plan. I think it's going to
13 complement it.

14 And I -- I welcome Mr. Martinelli's comments
15 of having a workshop to discuss and fine-tune
16 our -- I think it was hypothetical budget, but
17 wasn't -- it's not a hypothetical budget. It's
18 real live. It can work. So anyway, those are my
19 comments which are very positive.

20 I also got in touch with Kari Hall-Keating
21 today from the EDC and asked her if she wouldn't
22 mind commenting on this because she's been in the
23 loop for. And she's saying convenient access to
24 scheduled airline is a key decision factor in many
25 economic development prospect decisions. In other

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1 words, a prospect's thinking about coming down,
2 and that's one of the key elements, is do you
3 have, you know, airline -- scheduled airline
4 coming in there?

5 She says if we can offer that in St. Johns
6 County, we've got a competitive advantage. It's
7 an urban amenity that many corporate executives
8 absolutely require.

9 So, this is part of the -- the iceberg
10 effect. You -- you put the terminal -- we spend
11 this money, do the terminal, bring in the
12 airlines. It could help some company make a
13 decision that he's going to relocate to St. Johns
14 County and bring in a hundred of his employees,
15 you know, into the county, because we do have
16 scheduled service. And I'm sure that we'll be
17 marketing that in Columbus, Ohio, as a matter of
18 fact.

19 But also, one other thing, and I'm sorry I'm

20 talking so long, but the -- Columbus, Ohio is the

21 hub.

22 CHAIRMAN GREEN: Right.

23 MR. GEORGE: So, people taking traffic out of

24 here and go to Columbus and then from there to

25 other locations. And I think Ed says he -- he

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1 thinks that the -- the follow-on location from the
2 flight from here to Columbus is Hartford,
3 Connecticut.

4 So, Hartford, Connecticut has been one of the
5 locations for Air Trans that they go in to feed,
6 you know, Connecticut and Boston and the rest of
7 it, so -- up there. So, that's an area that gives
8 us the ability to use this to Columbus and then go
9 other places. So, I'm very favorably behind this
10 project.

11 CHAIRMAN GREEN: Buzz, having been our
12 treasurer prior, and I know you said this was
13 budgeted 2009-2010 -- that was one of my questions
14 to Victor Martinelli -- how do you think that
15 affects our -- I know we're just accelerating what
16 we've already budgeted for, but in light of what
17 may be cut as far as -- I know we -- I'm trying to
18 guess right now.

19 MR. GEORGE: Well, one of the things that we

20 have in the budget is a \$6 million --

21 CHAIRMAN GREEN: Line.

22 MR. GEORGE: -- pad, if you will, for things

23 like that. So, what I see happening is I don't

24 see this forestalling any other T-hangars that we

25 might have built next year or the next year. I

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1 see it possibly cutting into what we're
2 accumulating toward the \$6 million that would have
3 to be replenished in '09 and '10.

4 So, I think we -- you know, I think we -- if
5 this comes off as presented, or if we have to use
6 the fallback, we still have a good posture to have
7 the \$6 million in the bank in 2010 and to be able
8 to get off the tax rolls.

9 MR. WUELLNER: You've arguably created an
10 additional revenue source beyond just the ROI
11 calculation with the PFC charges, because you --
12 that in a sense will take the pressure off the
13 capital development budget moving forward, too --

14 MR. GEORGE: Yeah.

15 MR. WUELLNER: -- because all FAA-eligible
16 projects that we do, or a vast majority of which,
17 will become fundable out of there.

18 Plus, another piece of this that I -- I
19 failed to mention, because there's really a lot

20 going on, but the -- the change of classification
21 with scheduled air service from General Aviation
22 will put you in the entitlement program under FAA
23 also, which will guarantee a minimum level of
24 grant every year.
25 Right now, we -- it's project by project and

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1 what you can get prioritized within FAA. And this
2 kind of cuts the legs off of that and creates a
3 minimum amount of money.

4 And I think -- and don't quote me on the
5 exact number, but it seemed to me the minimum
6 entitlement right now is about \$800,000, which
7 means, as a minimum, you're going to have \$800,000
8 of capital money that you can use toward projects
9 that you would otherwise have likely either not
10 gotten or -- or gotten in a much slower --

11 MR. GEORGE: Unfortunately, those take
12 matching funds. So, I'm worried about the other
13 \$800,000.

14 MR. WUELLNER: Actually, they won't. In this
15 case, that is, in effect, your share toward
16 projects, too.

17 MR. GEORGE: Okay. I see what you're saying.

18 MR. WUELLNER: So, it includes your share.

19 MR. GEORGE: Okay. Yeah. And I think that

20 Mr. Martinelli's comments about having a
21 workshop -- we're having a lot of things that
22 are -- have major impact on our budget. You know,
23 we're getting close to the contract, you know,
24 renewal with Grumman and quite a few other ones.
25 I think a workshop, maybe to coincide with our

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1 budget, would be a great time for us to bring that
2 back up.

3 MR. WUELLNER: A lot of changes this year --
4 going into this year. A lot of forecast changes.
5 Good ones, thankfully.

6 MR. BRUNSON: I have to leave, so may I
7 comment on this?

8 CHAIRMAN GREEN: Absolutely.

9 MR. BRUNSON: I -- I echo what Buzz has said.
10 But having said that, in my -- a lot of years in
11 commercial lending, the two industries that gave
12 me the most trouble were airline industries. And
13 I was involved in Air Atlanta and the restaurant
14 business.

15 And this approach that you've taken minimizes
16 that risk. It's not like Air Atlanta having to
17 pay hundreds of thousand dollars for gates, just
18 gate revenue.

19 So, I think our conservative approach on this

20 is great. I really do -- and I even looked at my
21 calendar. I really would like to have a workshop
22 on -- but you're under a time restraint.

23 MR. WUELLNER: Relative to this, yes.

24 MR. GEORGE: I'm saying a workshop just on
25 the whole concept --

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1 MS. BARRERA: Budgetary --

2 MR. GEORGE: -- of off the tax roll.

3 MS. BARRERA: A financial workshop.

4 MR. BRUNSON: Yeah. And then -- but I have a

5 lot of questions of Doug, you know, of the

6 contract that we sign with Skybus and -- and if --

7 what or when we see things going bad, what -- how

8 can we accelerate getting this hangar back. And

9 these kind of things are on my mind.

10 And Ed and I have discussed it. But, you

11 know, I'm -- I'm excited about this. And this is

12 the reason that I voted to put money in reserve

13 when we did the millage rate, for this very

14 reason. And so we have some money to allocate to

15 this and -- but, you know, like times of

16 operation, noise, all of these workshop things

17 are -- are interesting, but I -- I applaud this,

18 and I'm excited about it. And I'm extremely

19 excited about the financial way we're doing it,

20 starting out conservatively. That's all I have.

21 MS. BARRERA: I'll echo both of your

22 gentlemen's comments. I think the additional

23 revenue sources is key as we look to the future.

24 Air -- the air service is definitely one. The

25 seaplane, as small as a revenue source from that

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1 might be, it's still an additional revenue source
2 for the airport, an additional attraction for the
3 airport, and the hangars. All of these things add
4 to what we offer the community. And I think we're
5 very -- we're very proactive on that.

6 I think the EDC does need to -- should be
7 excited about the airport, and I think they should
8 be excited about the air service potential, but
9 also about what the airport already offers to the
10 companies that come here. And sometimes that's
11 not mentioned enough in their advertisements or in
12 the community. Many businesses have chosen to
13 locate here specifically because of this airport
14 and the location of this airport.

15 With population growth, I think that the
16 community can now sustain airline service. I,
17 like Randy, have seen the event of airline service
18 come and go. I have seen firsthand where
19 companies have pulled out of Daytona because of

20 overcharging for their new terminals and have

21 suffered the repercussions of that from a

22 management position.

23 So, I'm looking forward to this. I think

24 that you've done a good job of giving us the

25 ability to have something else to fall back on and

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1 keeping it very cost effective.

2 CHAIRMAN GREEN: I just -- I'm not going to
3 belabor the accolades, but I just have one
4 question, coming from a word person, not
5 necessarily a numbers person. I want to make sure
6 what we have in reserves and what we have to
7 budget to this 900-and-some-odd thousand dollars.

8 I'm just really concerned about what our
9 ingenious legislature is going to do to us and
10 what we have left to work with. That -- that's my
11 only concern, that we can -- we have it, we can
12 work with it, and it's not going to put us behind.

13 MR. WUELLNER: Actually, it -- you're --
14 you're fine, because what -- what you have
15 occurring are a situation where we have actually
16 budgeted more capital program, especially this
17 current year, than will happen.

18 And -- and the worst case, absolute
19 worst-case scenario related to the capital program

20 would be a deferment of projects we would talk
21 about for next year, not projects such as
22 T-hangars and the like, not those kind of
23 projects, but new projects we would start going in
24 next year. That would be the absolute worst-case
25 scenario.

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1 If -- if you didn't want -- you know, if you
2 couldn't fund reserves adequately or the budget
3 expectations weren't there, which right now I
4 don't see any reason to believe, you're fine.

5 The -- the beauty of the way you're going
6 about this whole thing over the next four or five
7 years is that after you make the break off ad
8 valorem, literally your capital development
9 program every year determines several things about
10 your future revenue success, but it also -- you
11 control that capital program as to what level of
12 reserves you want to allocate on an annual basis,
13 what level of capital program you want to sustain.

14 So, it becomes much more controllable to
15 the -- to the board annually after -- actually, it
16 always has been, but we've been aggressive in
17 developing revenue sources up to this point.

18 CHAIRMAN GREEN: So, the deferment as to the
19 capital programs for 2008 won't necessarily set us

20 behind --

21 MR. WUELLNER: No, no.

22 CHAIRMAN GREEN: -- you know, our

23 budgetary --

24 MR. WUELLNER: Because -- because literally,

25 as -- as Buzz pointed out, you -- you've taken

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1 projects in '08, '09, and '10 and moved then now.

2 So -- so, really the implications are better cash

3 flow for -- from now on.

4 MR. BRUNSON: Another vehicle.

5 MR. WUELLNER: Yeah. You're not waiting to

6 get that money. You're -- you may be expending it

7 sooner than you anticipated, but your return

8 begins much sooner, also.

9 CHAIRMAN GREEN: What type of --

10 MR. WUELLNER: Actually better.

11 CHAIRMAN GREEN: -- contractor lease

12 arrangements are we -- not specific, but

13 generally, talking about a three-year, one-year,

14 ten-year, as best you can do?

15 MR. WUELLNER: They are not leasing property

16 from us. That's an important distinction.

17 CHAIRMAN GREEN: Okay.

18 MR. WUELLNER: This is strictly an operating

19 agreement with the Airport Authority.

20 CHAIRMAN GREEN: Then -- okay. What kind of
21 operations are they -- are we binding them to any
22 time frame or --

23 MR. WUELLNER: It's a five-year agreement.

24 CHAIRMAN GREEN: Okay.

25 MR. WUELLNER: Or seven-year agreement.

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1 CHAIRMAN GREEN: That's what I wanted to
2 know. I mean, obviously you'll have provisions in
3 there about --

4 MR. WUELLNER: Right. And --

5 CHAIRMAN GREEN: -- notice of termination?

6 MR. WUELLNER: If they exceed -- there's a
7 threshold in there, but if they exceed that, then
8 we can go back in and renegotiate the rates and
9 charges that are in there. So, you know, if it
10 becomes a big burden on facility, as an example,
11 you guys have the ability -- we can open that back
12 up and we could lease. We can do other things,
13 too.

14 MR. BURNETT: I mean, if it really takes off
15 for them, that will be wonderful. But it also --
16 the issue that you have faced with is how many
17 operations are they going to have in a day. So,
18 those -- those sorts of things are written in
19 there.

20 MR. WUELLNER: Yeah. You -- you have an
21 absolute, right now, with this approach, the --
22 probably the single drawback, if there's any, is
23 that you -- you become limited to single flight
24 operations at a time. So, you simply cannot have
25 two or three airplanes on the ground and -- and

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1 deal with it through the facility. That all works
2 great as long as, in this case you're dealing with
3 one or even just a few airlines, where you can --
4 you can insist on certain -- some time windows
5 that those flights be operated in.

6 But with one flight, obviously, it wouldn't
7 conflict with itself out of the box. And it's
8 unlikely, considering the city pairing, that the
9 first two flights in here would likely be to
10 Columbus, that we would pick up additional cities.

11 A part of the model that's really interesting
12 in this is that beginning next summer, they
13 establish what they can -- they call a new focus
14 city, which when they establish that city,
15 immediately gives us a new round trip city
16 destination out of St. Augustine. So, our service
17 will not be limited.

18 In fact, my suspicion is you're looking at
19 about a year's worth of the only commercial

20 service that is directly to Columbus. And after
21 that, you're going to see it expand to at least
22 one more city per year with a new round trip to
23 that city. So, you're -- you're going to see the
24 market, the U.S. market open up dramatically with
25 nonstop direct service out of St. Augustine. It

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1 won't always be Columbus.

2 But -- and I don't think I mentioned that the
3 initial cities -- that they're coming out with
4 nine cities they begin serving next Sunday.
5 They're all the same airplane. They're all brand
6 new airplanes, too. And they have the largest
7 standing order with Airbus for 65 new airplanes,
8 which is unprecedented.

9 So, they're -- and they're also written up
10 recently in several publications as being the best
11 funded startup airline ever to hit. So -- the
12 best capitalized airline, that is. So, I think
13 they're coming out strong financially. That
14 doesn't mean, you know, a guarantee of success.
15 But these guys have really rewritten the model on
16 how to do airline service. And if it's as
17 successful as it has a potential to be, we're
18 going to be all we can do to hold on to our --
19 it's just going to be a very aggressive desire to

20 have service.

21 CHAIRMAN GREEN: Have they started anything
22 on any other cities yet?

23 MR. WUELLNER: I can -- I can tell you the
24 cities. They're selling tickets for them now.

25 CHAIRMAN GREEN: Okay.

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1 MR. WUELLNER: The cities are -- going to do
2 this from memory -- but the Seattle area. All of
3 these go to Columbus. No one else -- no other
4 pairs exist as a startup. They are flying to
5 Seattle.

6 MR. GEORGE: Oakland.

7 MR. WUELLNER: Oakland.

8 MR. BRUNSON: Greensboro.

9 MR. WUELLNER: Los Angeles. Los Angeles.
10 Kansas City. They're coming over, picking up
11 Pease Air Force Base in the Boston area. They
12 are --

13 MR. GEORGE: Hartford.

14 MR. WUELLNER: Hartford. With us. They're
15 in Richmond, Virginia. They're in Greensboro,
16 North Carolina. They are in Ft. Lauderdale.

17 CHAIRMAN GREEN: That's what I was wondering.
18 Where else in Florida are they?

19 MR. WUELLNER: And they will also -- the only

20 other Florida destination, at least right now, or
21 at least I know about that's in the next year or
22 so, is Charlotte County, which is Ft. Meyer area.
23 And they have been trying to work something out
24 with St. Pete, St. Pete-Clearwater Airport, not
25 Tampa-St. Pete. So, whether that goes anywhere is

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1 another story.

2 MR. BRUNSON: Madam Chair, may I ask
3 Mr. Wuellner what he needs from us today?

4 CHAIRMAN GREEN: That's right, because we
5 have a short time.

6 MR. WUELLNER: Yeah, really what I -- just to
7 kind of --

8 MR. GEORGE: Are you trying to go?

9 MR. WUELLNER: -- ratify where we are with
10 it, I mean, we're going to go ahead and execute
11 the agreement. Unless you tell me otherwise,
12 we'll get the agreement executed. We're going to
13 pursue this to completion relative to
14 construction.

15 And we'll probably task Andrew's group to
16 facilitate the development of the PFC plan so that
17 we can get that implemented, as it won't be
18 ready -- that -- that kind of thing was late fall
19 by the time it's implemented because of all the

20 regulatory stuff. And -- and -- and get that --
21 that study done and to you. That will require
22 input from you folks, too, as we build the capital
23 program that supports that.

24 But if you didn't hear anything that bothers
25 you today, then we're going to -- we're going to

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1 keep moving and -- and as we need to get
2 authorities, we'll -- we'll bring them back to you
3 and -- as we go. But...

4 CHAIRMAN GREEN: Okay.

5 MR. GEORGE: I'm sorry. I was going to make
6 a motion.

7 CHAIRMAN GREEN: I don't think we need one,
8 but...

9 MR. WUELLNER: Yeah --

10 CHAIRMAN GREEN: Unless there's something
11 that --

12 MR. GEORGE: I thought we needed one. This
13 is, in essence, going into the budget this year.

14 MR. WUELLNER: Yes.

15 MR. GEORGE: We didn't have it in there.

16 MR. WUELLNER: It is.

17 MR. GEORGE: Therefore, it's a budget
18 increase. And you're also committing the airport
19 by signing an agreement.

20 MR. WUELLNER: Those are good points. But I
21 would hesitate -- it's not a budget increase.
22 What -- all we're doing -- we are already moving
23 projects such as T-hangar development and the
24 like. They fall into next fiscal year, so you're
25 not technically increasing the budget. You'll be

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1 dealing with it as a part of next year's budget.

2 MR. GEORGE: Okay. Let me -- let me rephrase
3 it. We are changing the projects that we were
4 going to do this year --

5 MR. WUELLNER: There you go.

6 MR. GEORGE: -- that this board has approved,
7 you know, for you to do --

8 MR. WUELLNER: That's exactly right.

9 MR. GEORGE: -- okay? So therefore, I would
10 like to make a motion that we authorize Staff to
11 continue on the lines, you know, of signing this
12 agreement, you know, and press forward, with the
13 only restriction that our Chairman look at the
14 agreement to satisfy any concerns that she might
15 have.

16 CHAIRMAN GREEN: I'd be glad to.

17 MR. WUELLNER: Happy to do it.

18 CHAIRMAN GREEN: Is there a second?

19 MR. BRUNSON: I second that motion.

20 CHAIRMAN GREEN: Any further discussion?

21 (No further discussion.)

22 CHAIRMAN GREEN: All in favor?

23 MR. BRUNSON: Aye.

24 MR. GEORGE: Aye.

25 CHAIRMAN GREEN: Aye.

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1 MS. BARRERA: Aye.

2 CHAIRMAN GREEN: Any opposed?

3 (No opposition.)

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

6 (Mr. Brunson leaves the room.)

7 10. - HOUSEKEEPING

8 MR. WUELLNER: Okay. A couple of
9 housekeeping items for you. Identification and
10 access badge implementation considers our adding
11 more and more gates. And, of course, the system
12 that we made the investment in last year will also
13 support all of the new terminal area requirements
14 such as for video and car and access control
15 that's required as part of the federal program.
16 So, all of that backbone that we've been putting
17 in for a while will -- will come to a really good
18 use here with that project, too.

19 MR. GEORGE: Ed, are there any Homeland

20 Security requirements for the terminal that's
21 going to have repercussions on all the other gates
22 in the whole airfield?

23 MR. WUELLNER: None that haven't already been
24 implemented. There may be some --

25 MR. GEORGE: Fine. Okay.

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1 MR. WUELLNER: -- issues related to specific
2 terminal area, but those are --

3 MR. GEORGE: Okay.

4 MR. WUELLNER: They really won't affect the
5 average person.

6 MR. GEORGE: I just didn't want, you know,
7 them to come up with things that, okay, you now
8 have to have a guard 24 hours a day, seven days a
9 week. You know --

10 MR. WUELLNER: No. There's nothing on the
11 horizon that way.

12 MR. GEORGE: Okay. Fine. All right.

13 MR. WUELLNER: Also point out that our Part
14 139 inspection, which we hope will facilitate our
15 change in classification to Class 1, will begin
16 tomorrow. It actually was delayed a half a day --
17 or a day -- tomorrow. And will -- hopefully that
18 will go very well.

19 I also would remind those of you attending

20 the -- of the dates, the AAAE conference in
21 Washington, is the 10th through the 13th. And
22 we'll -- most of you already communicated
23 everything that we need to know on that. But
24 that's -- that's the dates, just as a reminder.
25 Also have one other thing to add in

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1 housekeeping. And I'm sorry it didn't click until
2 after we moved on earlier. But the School Board
3 of St. Johns County awarded the Airport Authority
4 its advocate award relative to our involvement in
5 the career academy at St. Augustine High School,
6 the Aerospace Career Academy.

7 And I'll just read the -- their description
8 of the advocate award is it goes to those business
9 partners and members of our advisory boards who
10 offer curriculum advice and offer work-based
11 learning opportunities such as tours, job
12 shadowing, field trips, and other enrichment
13 activities relative to students.

14 So, we -- I ended up accidentally -- well,
15 not accidentally, but was there not expecting I
16 was the person to pick that award up. But did
17 that on your behalf. And they also gave a similar
18 award to Galaxy Aviation, also, for they've been
19 such great partner on both the board, as well as

20 helping us get tours and -- and things like that

21 going for the students. So, our thanks to them.

22 CHAIRMAN GREEN: That should go in our press

23 release.

24 MR. WUELLNER: Well, not a bad idea.

25 MR. GEORGE: Does this Part 139 inspection

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1 and change in the classification of the airport,
2 is that also going to give the possibility of
3 change in the classification of the airspace
4 around it? I know we wouldn't be a Class B, but
5 will we come under something like a --

6 MR. WUELLNER: No.

7 MR. GEORGE: -- Class C?

8 MR. WUELLNER: It has no impact on airspace.

9 MR. GEORGE: Okay. Fine. Thanks.

10 MR. WUELLNER: It's strictly the airport
11 certification. And I think that's all I had.

12 CHAIRMAN GREEN: For housekeeping.

13 MR. WUELLNER: I think I ran through those,
14 didn't I?

15 CHAIRMAN GREEN: Yeah.

16 MR. WUELLNER: So, it's public comments.

17 11. - PUBLIC COMMENT - GENERAL

18 CHAIRMAN GREEN: Public comments. Mr. Jones?

19 MR. JONES: I'll hold mine, if Ed could give

20 me about two minutes after the meeting.

21 CHAIRMAN GREEN: Oh, okay. I just had

22 your --

23 MR. WUELLNER: Sure.

24 CHAIRMAN GREEN: Okay. Mr. Martinelli?

25 MR. MARTINELLI: I would just urge you to --

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1 MR. WUELLNER: Come on down.

2 MR. MARTINELLI: Oh, I got to get to the --
3 would just urge you to schedule a workshop so that
4 we can discuss all of these things and the public
5 will be all part of it and it can move forward.

6 CHAIRMAN GREEN: Thanks. That was going to
7 be my comment under Authority Members so we could
8 get a date set with people's calendars.

9 All right. Going to authority members,
10 Kelly, did you have any comments?

11 12.A. - MS. BARRERA

12 MS. BARRERA: The only thing I wanted to
13 point out is that the PR committee has just been
14 really in the formulation stages of laying what
15 groundwork we wanted to concentrate on. There has
16 been progress working with the Airport Authority
17 and their staff. But as far as going full speed
18 ahead, we've pretty much just laid out the plan.
19 We still are in the process of seeing who would

20 like to be a part of it before we go full steam

21 ahead.

22 CHAIRMAN GREEN: Can Staff send us out -- you

23 may publish it, and I'm sorry if I don't get it --

24 but when the next PR meeting is, send it to

25 Authority members for e-mails?

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1 MR. GEORGE: You can't go.

2 CHAIRMAN GREEN: Why not?

3 MR. GEORGE: Because this meeting that Kelly
4 will be at, and it will be a sunshine law.

5 CHAIRMAN GREEN: Okay. But I'd like to
6 disseminate that information to my neighbors and
7 some other people.

8 MR. WUELLNER: Sure. Absolutely.

9 CHAIRMAN GREEN: Right. I just didn't know,
10 when -- when I talked to people from The Recorder
11 and whatever so that they could --

12 MR. WUELLNER: As you know, the only
13 prohibition is the conversation between you
14 members; otherwise, you can --

15 CHAIRMAN GREEN: Yeah.

16 MR. GEORGE: Kelly, would you support moving
17 your comments on the PR committee to the committee
18 reports at the front?

19 MS. BARRERA: Certainly.

20 MR. GEORGE: Fine. Okay.

21 CHAIRMAN GREEN: Randy, no. Jack, no. Buzz,

22 any Authority comments?

23 12.B. - MR. GEORGE

24 MR. GEORGE: Yes. I take the news of the

25 potential Earth Tech settlement was -- was good.

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1 And I don't know -- I would assume that if there
2 is a need for us to get together to talk about
3 that, that you would do it and not wait for, you
4 know, the next meeting, if that comes out.

5 MR. WUELLNER: Well, I believe our
6 meeting's -- I want to say is June 7th --

7 CHAIRMAN GREEN: June 18th?

8 MR. WUELLNER: -- is the other, and then your
9 meeting follows about 10 days later, which is when
10 you would ratify anything --

11 MR. GEORGE: Okay.

12 MR. WUELLNER: -- decided then.

13 MR. GEORGE: Sounds good.

14 MR. WUELLNER: And if -- if that's the case,
15 we'll probably try to use that meeting date as the
16 shade meeting.

17 CHAIRMAN GREEN: But if it's a mediation,
18 didn't we authorize our representative within
19 certain parameters to sign and seal it that day?

20 I thought they would --

21 MR. WUELLNER: I'd have to review the

22 minutes. I don't recall that.

23 CHAIRMAN GREEN: I thought we gave whoever

24 our Authority member was -- I think it was Bob Cox

25 at the time. He was going to attend the

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1 mediation, and if it was -- or, if -- if not, it
2 was within parameters that our representative had
3 to settle --

4 MR. WUELLNER: I don't think we assigned a
5 number. I don't recall that.

6 CHAIRMAN GREEN: We did.

7 MR. BURNETT: As I recall, there's a
8 parameter of what the expectations were. But then
9 it would still need to come back to the Authority.
10 And as long as the Authority as a board approved
11 it, then it would be done.

12 CHAIRMAN GREEN: So, the court-ordered
13 mediation's okay with that, since we're not
14 sending an approved corporate person to --

15 MR. BURNETT: With government entities,
16 they're used to it.

17 CHAIRMAN GREEN: They're okay?

18 MR. BURNETT: Yeah.

19 MR. WUELLNER: And I have attended all the

20 mediations. We've actually had three of them now.

21 MR. GEORGE: One of the thoughts, you said

22 that the bids were going out, you know, the

23 opening of the bids, opening for people to come

24 give bids for this -- for the hangar projects back

25 here, the T-hangars. I think it would be a great

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1 idea, now that we're talking about Earth Tech, to
2 include as a line item in the bid specs that they
3 come back with an assessment of all the hangar
4 material. Remember, there were three 100-foot --
5 you knew I was going to bring this up. There are
6 three, 100-foot hangars that we saved all of the
7 metal, you know, string -- frames for.

8 MR. WUELLNER: Those get bigger every time
9 you talk about it.

10 MR. GEORGE: How many is there? Weren't they
11 three, 100 --

12 MR. WUELLNER: Sixty-five. There's still
13 only 65.

14 MR. GEORGE: All right. Fine. Well, make
15 them a hundred. But anyway, I'm -- I'm thinking
16 that you need to include that in the specs so that
17 as they give you a price quote, their engineers
18 can take a look at it and tell us whether that is
19 usable material, which at the present time, you

20 think is questionable.

21 The other thing is, our executive director is

22 on a five-year contract, and I think your

23 five-year contract is up when?

24 MR. WUELLNER: June of next year.

25 MR. GEORGE: Of next year. Okay. So, what

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1 we have, though, is we've got coming up --

2 MR. WUELLNER: Unless you want me out of here
3 sooner.

4 MR. GEORGE: We -- we need to discuss, you
5 know, the salary reductions, you know, or salary
6 increases, whatever that might be, so, we'll have
7 that -- information --

8 CHAIRMAN GREEN: Readjustments?

9 MR. GEORGE: Yes. So that we'll have that
10 information for the budget cycle, as opposed to we
11 always approve it retroactively and we don't have
12 that information.

13 AAAE in Washington, D.C., I have a conflict.
14 I have a wedding that my wife has decided she has
15 to plan for. But I would love to use that as a
16 reason to get out of the house, but if there's
17 another member of the staff, you know, that wants
18 to go, I'll be glad to, you know, release my holds
19 on the \$700 fee that we paid for me to go.

20 Otherwise, I'm going. Thank you.

21 12.C. - MS. GREEN

22 CHAIRMAN GREEN: The only comments I have was

23 what Mr. Martinelli talked about. If we can maybe

24 tentatively set our fiscal workshop date, because

25 since my calendar, other people's, in going into

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1 summer, whatever, people may be traveling.

2 13. - NEXT MEETING DATES

3 MR. WUELLNER: Just -- just for date

4 purposes, you would normally meet -- I'm going to

5 back you into -- to your question. You would

6 normally meet on July 16th as the TRIM notice --

7 for your TRIM notice. So, you're probably going

8 to want to meet at least one time prior to that.

9 And effectively workshop, but we can -- and I -- I

10 was hoping to spend some time with Ms. Kelly and

11 Donna and kind of work through the current status,

12 as well as what the budget implications are for

13 next year prior to that workshop. So, I would --

14 I would really like to get, you know, a week or

15 two ahead of that. So, look toward --

16 CHAIRMAN GREEN: Would it have to be a week?

17 Could you do something like the 12th? It's not a

18 whole week, but that would give you time --

19 MR. WUELLNER: To do the workshop?

20 CHAIRMAN GREEN: Yeah.

21 MR. WUELLNER: That -- yeah, that would --

22 that works, because we can --

23 MS. BARRERA: At the same time of the AAA

24 conference?

25 CHAIRMAN GREEN: No, you'd be --

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1 MR. WUELLNER: It's July.

2 MS. BARRERA: Oh, July.

3 CHAIRMAN GREEN: July 12th. It'd be right
4 after FAC, which I'm going to.

5 MR. GEORGE: We could always get real gutsy
6 and do it Friday the 13th.

7 CHAIRMAN GREEN: Not a Friday.

8 MR. GEORGE: Okay. Fine.

9 MR. WUELLNER: When does FAC end? 8th
10 through 10th?

11 MS. GLASSER: 11th.

12 MR. WUELLNER: Thanks.

13 CHAIRMAN GREEN: Well, FAC ends on the 11th.

14 MR. WUELLNER: Yeah. Right.

15 CHAIRMAN GREEN: But that would give you the
16 week prior, if you need to meet with Kelly and
17 Donna and --

18 MR. WUELLNER: Well, I'll probably meet with
19 them in June.

20 CHAIRMAN GREEN: In June. Okay.

21 MR. WUELLNER: I can't wait that long to --

22 CHAIRMAN GREEN: All right. Well, that gives

23 us, then -- I know it's the week of July 2nd, the

24 4th is that Wednesday.

25 MR. WUELLNER: Well --

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1 CHAIRMAN GREEN: Not sure if that's a bad--

2 MR. GEORGE: The 12th?

3 CHAIRMAN GREEN: I'm gone the week before,
4 too.

5 MS. BARRERA: What about the last week of
6 June?

7 CHAIRMAN GREEN: I won't be here.

8 MR. GEORGE: I can do it the last week of
9 June. I can't do it the next-to-the-last week.

10 MR. WUELLNER: I'm fine with that week, too.
11 I mean, whatever y'all want to do.

12 CHAIRMAN GREEN: I can't. Are you out, too?

13 MS. BARRERA: What about prior to our board
14 meeting on the 18th?

15 MR. GEORGE: You've got what?

16 MS. BARRERA: What about on the 18th of June
17 prior to the board meeting?

18 MR. WUELLNER: The only concern I have of
19 that -- the 18th of June?

20 CHAIRMAN GREEN: July. I mean June?

21 MR. GEORGE: No, July.

22 CHAIRMAN GREEN: Well, then you guys have to
23 meet before then.

24 MR. GEORGE: One of the problems I have with
25 that is we're going to talk about finances, and --

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1 and we really have not gone through and updated in
2 black and white what we think the new parameters
3 are going to impact the rest of the -- the
4 financial plan. And so I really think we need to
5 wait toward the end of July to do this meeting.

6 MR. WUELLNER: Well, you have the --

7 MR. GEORGE: After you get some budgets.

8 MR. WUELLNER: I was going to say you have
9 the -- the only statutory requirement is that
10 you've got to, by the end of July, do your -- set
11 your TRIM millage.

12 Now, that doesn't -- you -- you can do like
13 you've done in the past, set the TRIM and continue
14 to -- to talk budget for -- for months beyond.
15 And technically, you don't even have to discuss
16 the budget to set the TRIM notice.

17 So, you know, we pretty much internally
18 expect that we're not going -- that the TRIM
19 maximum would be this year's millage. I mean,

20 that would be the absolute worst-case scenario,
21 like it has been for the last few years. And from
22 there, you can go downwards; you just can't go
23 upward.

24 So, you don't have to press a budget
25 discussion if you don't -- you know, if you're not

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1 ready to do it, but we still have to deal with the
2 TRIM notice at the appropriate time.

3 CHAIRMAN GREEN: I prefer to have some type
4 of workshop prior to July 16th.

5 MR. GEORGE: Okay.

6 CHAIRMAN GREEN: Prior to us looking at the
7 not-to-exceed TRIM notice. So...

8 MR. GEORGE: Well, how about Thursday, the
9 12th?

10 MS. BARRERA: Thursdays --

11 MR. GEORGE: You didn't like that?

12 MS. BARRERA: Thursdays are good for me.

13 CHAIRMAN GREEN: That's fine. I'll be back
14 from FAC.

15 MR. GEORGE: Three o'clock?

16 MR. WUELLNER: What time of day? Three
17 o'clock?

18 MR. GEORGE: Or you want to make it 2:00?
19 This could be a long meeting, because

20 Mr. Martinelli will be here and he'll take a lot
21 of time.

22 MR. MARTINELLI: I won't be -- I'm sorry.
23 I'm going to be in California the first part of
24 July.

25 MR. GEORGE: That's a great time to have it.

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1 MR. MARTINELLI: I just wanted you to know
2 that if you want me to be at the meeting, first
3 part of July is not good. June is good.

4 MR. GEORGE: Okay. So, July 12th is not
5 good.

6 MR. MARTINELLI: Not good.

7 MR. GEORGE: And you wanted to do it before
8 the TRIM?

9 CHAIRMAN GREEN: Well, before our meeting in
10 July just so we have some kind of knowledge about
11 what our budget's looking -- like Ed said, we
12 don't have to. We've set it before without
13 discussing the budget at length.

14 MR. GEORGE: Let's do it before the meeting
15 on Monday, the 16th. That's the last half of
16 July. You would be back? Will you be back?

17 MR. MARTINELLI: July 16th?

18 MR. GEORGE: Monday.

19 MR. MARTINELLI: Are you saying June or July?

20 CHAIRMAN GREEN: July.

21 MR. GEORGE: July 16th.

22 MR. MARTINELLI: I -- I have to check my

23 calendar. And I don't have it here. I'm sorry.

24 MR. GEORGE: Okay.

25 MR. WUELLNER: Why don't we --

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1 MR. GEORGE: We have an impasse, Mr.

2 Martinelli.

3 MR. MARTINELLI: If -- if you want me to, as

4 soon as I get -- I can get back to Ed with it and

5 then he can let you know.

6 MR. WUELLNER: Why don't we look at

7 perhaps -- check your calendars here -- we do

8 the -- on the 17th, do the workshop. Then do the

9 meeting 24th --

10 CHAIRMAN GREEN: 17th of?

11 MR. WUELLNER: I'm sorry. I'm on the wrong

12 day of the week. 16th and 23rd. 16th would be

13 the workshop?

14 CHAIRMAN GREEN: Of?

15 MR. WUELLNER: July.

16 MR. GEORGE: Of July.

17 MR. WUELLNER: 23rd, move the regular meeting

18 to the 23rd instead of --

19 MR. GEORGE: Well, that was one of the things

20 we were talking to Mr. Mart -- he doesn't know if

21 he's going to be back by then. Let's do it --

22 CHAIRMAN GREEN: I won't be here.

23 MR. GEORGE: Let's do it for the -- oh, you

24 won't be here on the 16th?

25 CHAIRMAN GREEN: For either of those, no. My

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1 vacation's always the last two weeks of July.

2 I'll be gone.

3 MR. WUELLNER: Okay, then.

4 MR. GEORGE: How about Thursday, the 19th?

5 MR. WUELLNER: Of July? I'm fine.

6 MR. GEORGE: Yeah, July. Thursday, July the

7 19th.

8 MS. BARRERA: Suzanne's gone.

9 MR. WUELLNER: For what?

10 MR. GEORGE: For the workshop.

11 MR. WUELLNER: She's gone still.

12 CHAIRMAN GREEN: The last two weeks of July,

13 I'm gone.

14 MR. GEORGE: I'm sorry?

15 MR. WUELLNER: She's still gone.

16 MR. GEORGE: Oh, the last two weeks of July.

17 Okay.

18 MS. BARRERA: So, you're back to June.

19 MR. GEORGE: No, we're into August.

20 CHAIRMAN GREEN: Mr. Martinelli, when do
21 you -- are you available June 27th? It's a
22 Wednesday.

23 MR. MARTINELLI: Yes.

24 CHAIRMAN GREEN: Is that before you go?

25 MR. MARTINELLI: Yeah, I'm available in June.

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1 CHAIRMAN GREEN: Kelly, how about that for
2 you?

3 MS. BARRERA: That's a good day.

4 CHAIRMAN GREEN: Buzz?

5 MR. GEORGE: I can make it.

6 CHAIRMAN GREEN: Let's do that.

7 MR. GEORGE: I'll change some things around,
8 but I can do it.

9 CHAIRMAN GREEN: I may be late. I may have
10 to appear by phone, but I'll be here.

11 MR. BURNETT: What time?

12 CHAIRMAN GREEN: You want to do 3:00?

13 MR. MARTINELLI: Fine.

14 MR. WUELLNER: Which would be --

15 MS. BARRERA: Would it be better for you if
16 we go to 4:00?

17 CHAIRMAN GREEN: That's fine. Let's leave it
18 at 3:00.

19 MS. TOSTEVIN: I can go look in the files

20 real quick and see what the date's been.

21 MR. GEORGE: Okay. And we're talking about

22 what day again?

23 CHAIRMAN GREEN: Financial workshop

24 Wednesday, June 27th, at 3 o'clock.

25 MR. WUELLNER: June 27th.

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1 MR. GEORGE: June, the 27th.

2 CHAIRMAN GREEN: June.

3 MR. GEORGE: Which is a Wednesday.

4 MR. WUELLNER: This is a workshop.

5 CHAIRMAN GREEN: Correct. And if I'm not
6 here, blame it on the airlines.

7 MR. GEORGE: Do you want to start at 3:00, or
8 did you say 4:00?

9 CHAIRMAN GREEN: No, 3:00 is fine.

10 MR. MARTINELLI: Thank you.

11 MR. GEORGE: Mr. Martinelli, is 3:00 okay
12 with you, or is that when you're --

13 MR. MARTINELLI: Yeah. I'm at your disposal.
14 I can't be when I'm in California. That's all.

15 MR. WUELLNER: Are you moving the regular
16 meeting in July, then, or not? Still -- are you
17 here the 17th?

18 CHAIRMAN GREEN: Last two weeks, I will not
19 be here.

20 MR. WUELLNER: Do you want to move it forward

21 to the 10th -- or 9th, I mean?

22 CHAIRMAN GREEN: That's the FAC.

23 MR. WUELLNER: We can get a lot more done

24 without half of them here. Just kidding.

25 CHAIRMAN GREEN: I'm going to that one. We

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1 can move it to the 12th. That's the other date we
2 were contemplating for the workshop.

3 MR. WUELLNER: How about the 30th?

4 MR. GEORGE: Do what?

5 MR. WUELLNER: Are you here, back on the
6 30th?

7 CHAIRMAN GREEN: That's a Saturday. Of June?

8 MR. WUELLNER: July.

9 MR. GEORGE: July.

10 CHAIRMAN GREEN: Oh, July. I -- I don't
11 think so.

12 MR. WUELLNER: So, you mean the last three
13 weeks.

14 CHAIRMAN GREEN: Well, it's the 15th, 16th,
15 depending on when the accommodations are
16 available.

17 MR. GEORGE: How about let's move the 16th
18 meeting to Thursday, the 12th of July?

19 CHAIRMAN GREEN: Because the only person that

20 wasn't available before was Mr. Martinelli. But

21 that --

22 MR. GEORGE: We don't need him at the regular

23 meeting.

24 CHAIRMAN GREEN: We can have a regular

25 meeting without Mr. Martinelli.

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1 MR. GEORGE: Yeah. Right.

2 CHAIRMAN GREEN: Kelly, how about that?

3 MS. BARRERA: The 12th is good for me.

4 MR. BURNETT: So, the July meeting will not
5 be on the 16th. It'll be on the 12th?

6 CHAIRMAN GREEN: July 12th.

7 MR. WUELLNER: You can set your TRIM. We
8 just -- we just looked it up to be sure. But you
9 can set your TRIM meeting for as late as Friday,
10 the 3rd of August, and still meet the statutory
11 requirements.

12 CHAIRMAN GREEN: I think we're okay on the
13 12th. We're all available.

14 MR. GEORGE: Be sure and tell Mr. Gorman as
15 quick as you can --

16 MR. WUELLNER: Sure.

17 MR. GEORGE: -- because setting his
18 schedule --

19 MR. WUELLNER: Thursday, the 12th.

20 CHAIRMAN GREEN: For our regular meeting.

21 MR. WUELLNER: Regular meeting. What time?

22 CHAIRMAN GREEN: Four o'clock.

23 MR. WUELLNER: Here I am writing all over

24 your calendar. You're going to love my

25 handwriting.

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1 MS. GLASSER: That's okay.

2 MR. WUELLNER: Won't be your first time
3 trying to read it. Okay. So, to recap that --

4 CHAIRMAN GREEN: All right. Recap. Our
5 financial workshop meeting will be Wednesday, June
6 27th, at 3 p.m. The monthly airport meeting
7 previously scheduled for July 16th will now be
8 moved up to July 12th at 4 o'clock.

9 MR. GEORGE: Agreed.

10 MR. WUELLNER: Okeydoke.

11 MR. GEORGE: And the June meeting --

12 CHAIRMAN GREEN: Our June meeting --

13 MR. GEORGE: -- is still on the 18th.

14 CHAIRMAN GREEN: Yes, sir.

15 MR. WUELLNER: Okay.

16 MR. GEORGE: Anybody interested in moving
17 that to the 11th? No, you're not. Okay, fine.

18 No, we're in Washington then.

19 CHAIRMAN GREEN: Yeah, you guys are gone.

20 MR. GEORGE: That's fine.

21 CHAIRMAN GREEN: Fine with me.

22 MR. WUELLNER: Okay.

23 CHAIRMAN GREEN: All right.

24 MR. GEORGE: Let the -- let the record note

25 that I got my airline pilots license back so we

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1 might have more activity out here on the --

2 MR. WUELLNER: Yeah.

3 CHAIRMAN GREEN: Is our insurance, we're
4 okay?

5 MR. WUELLNER: Yeah.

6 CHAIRMAN GREEN: All right. Meeting
7 adjourned. Next meeting will be the 18th of June.

8 (Meeting adjourned at 5:46 p.m.)

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1 REPORTER'S CERTIFICATE

2

3 STATE OF FLORIDA)

4 COUNTY OF ST. JOHNS)

5

6 I, JANET M. BEASON, RPR-CP, RMR, CRR, 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 5th day of June, 2007.

13

14

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

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