

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room B

4730 Casa Cola Way

St. Augustine, Florida

on Monday, May 17, 2020

from 4:00 p.m. to 5:21 p.m.

* * * * *

BOARD MEMBERS PRESENT:

- BRUCE MAGUIRE, Chairman
- SUZANNE GREEN
- JUSTIN MIRGEAUX
- REBA LUDLOW
- ROBERT OLSON

* * * * *

ALSO PRESENT:

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

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

* * * * *

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

2 CHAIRMAN MAGUIRE: Call the meeting to order.

3 All right. 4:00. Reba, can you lead us in the

4 Pledge?

5 MS. LUDLOW: Yes.

6 (Pledge of Allegiance.)

7 MINUTES & FINANCIAL REPORT

8 CHAIRMAN MAGUIRE: All right. Now, the

9 minutes and financial report. Any changes,

10 modifications to the minutes?

11 MS. GREEN: Yes, Chairman, I do.

12 MR. WUELLNER: Could you use your mic, please?

13 MS. GREEN: Yes. Thank you.

14 MR. WUELLNER: Oh, that's high.

15 CHAIRMAN MAGUIRE: Can you turn it down a

16 little bit?

17 MS. GREEN: It is high. Thank you.

18 For privacy purposes, I would like to strike

19 Lines 5 through 20 of the minutes.

20 CHAIRMAN MAGUIRE: Okay. All right. Any

21 objections to that?

22 MS. LUDLOW: Would you review it?

23 MS. GREEN: I'd rather not on the record.

24 It's for privacy purposes. If you look at your

25 minutes, you can see.

1 MS. LUDLOW: 5 through 20?

2 MS. GREEN: Uh-huh.

3 (Mr. Mirgeaux enters.)

4 CHAIRMAN MAGUIRE: Okay. All right. Let the
5 record show that we now have all five members of
6 the board. Okay.

7 MR. OLSON: Oh, okay.

8 MS. GREEN: Uh-huh.

9 CHAIRMAN MAGUIRE: All right. Any opposition?

10 (None.)

11 CHAIRMAN MAGUIRE: All in favor?

12 MS. GREEN: Aye.

13 MR. MIRGEAUX: Aye.

14 MS. LUDLOW: Aye.

15 MR. OLSON: Aye.

16 CHAIRMAN MAGUIRE: Aye. Opposed?

17 (None.)

18 CHAIRMAN MAGUIRE: Okay. They stand with the
19 stricken lines. The financial report, any
20 changes --

21 MS. GREEN: 5 through 20. Page, I guess

22 it's --

23 MR. WUELLNER: 1.

24 MS. GREEN: Well, it's the first of -- it's
25 your cover page, and then you have an index. So I

1 guess maybe it's Page 3? It's the first of your
2 text, but it's Lines 5 through 20.

3 CHAIRMAN MAGUIRE: 5 through 20 of the text.

4 MS. GREEN: Correct.

5 CHAIRMAN MAGUIRE: Okay. The financial
6 report, any changes or modifications to the
7 financial?

8 (None.)

9 CHAIRMAN MAGUIRE: Seeing none, they will
10 stand as presented.

11 AGENDA APPROVAL

12 CHAIRMAN MAGUIRE: All right. Agenda
13 approval, any changes to the agenda?

14 MS. GREEN: No, sir.

15 CHAIRMAN MAGUIRE: Okay. Now that we've gone
16 through that, we'll start off with the staff
17 reports.

18 STAFF REPORTS

19 MR. WUELLNER: Staff report, a couple -- oh,
20 I'll do it again.

21 Staff report, a couple of items to walk
22 through. One is tax -- new T-hangars Bravo and
23 Charlie, we completed the patio and the canopy
24 project out there, landscaping improvements
25 underway around that, and very likely over the next

1 week to two weeks, we'll begin the closeout of that
2 project finally. And most certainly it will be
3 closed before the end of the fiscal year.

4 Taxiway Delta, that work continues. Crazy --
5 crazy busy schedule out there on that project.
6 We've done our level best to make sure our -- our
7 affected parties, tenants and the like, are being
8 kept informed, but the work continues this week in
9 earnest. They finished up subgrade on the eastern
10 end of the taxiway, are moving into lime rocking
11 already in that area.

12 CHAIRMAN MAGUIRE: Uh-huh.

13 MR. WUELLNER: I would expect over the next
14 two to three weeks, lime rocking will wrap -- wrap
15 up and they'll begin whatever they need to do to
16 get to a point to begin paving. This job is over
17 in July, so hopefully things will continue at the
18 pace they've been going.

19 Kudos to staff and our engineering team.
20 They've come up with some creative ways to continue
21 to get access while -- for the T-hangar tenants
22 while simultaneously getting some larger chunks to
23 the contractor of this job to allow it to proceed
24 even -- perhaps even faster than what we originally
25 envisioned. So some good stuff there. Real proud

1 of them all.

2 I have a couple of items I just want to make
3 note of. One -- a couple of very interesting
4 meetings this week. One with St. Johns County
5 administrative staff, and we're beginning to talk
6 about economic development-type efforts where we
7 could do some things jointly and how we can begin
8 to support each other.

9 Keep in mind there's an entirely new
10 administrative feel up there and some -- some
11 really good people and really creative people. So
12 I'm looking forward to continuing that dialogue and
13 see how we can work projects of mutual interest.

14 I did want to make mention that we have been
15 in contact with the -- the new owner of the corner
16 of Gun Club and U.S. 1, which is directly adjacent
17 to property the Airport Authority owns. And we are
18 opening a conversation to -- well, started a
19 conversation, but we will meet in person, I believe
20 it's tomorrow, and that will further a conversation
21 about how we can perhaps construct some sort of a
22 property trade or something with the adjacent
23 property that the Authority owns, putting the
24 corner which has the airspace issues under the
25 Airport Authority control.

1 So we'll just see where that conversation
2 goes. There's nothing to take action on or
3 anything else, but I was really excited that the
4 owners were at least open to having the
5 conversation about how to -- how to make that all
6 work. They are aware of the shortcomings of that
7 property.

8 Lastly, we received a letter from the
9 Florida Adventures in Railroading organization,
10 which is kind of a local firm, but they are -- a
11 local group. It's a nonprofit who has asked us to
12 enter into a conversation at this point over that
13 railroad building on U.S. 1. They would like to
14 begin to do some fundraising in an effort to
15 preserve that building itself and perhaps to get it
16 a historical status, whatever that means at this
17 moment.

18 I -- I think we're in a position to talk about
19 the building. My concern is I don't want any of
20 their plans, or my -- my suggestion to you would be
21 that their plans not include that as a permanent
22 site for that building.

23 But if they can come up with some other
24 suitable location at their -- under their own and
25 are willing to move it again, I wouldn't see any

1 reason why we'd want to hang on to it. It could be
2 something to consider for donation or something.

3 CHAIRMAN MAGUIRE: Right.

4 MR. WUELLNER: That's a decision later for you
5 guys. But we'll see what they want and what they
6 have in mind and what the schedule is and report
7 back to you on that.

8 And lastly -- is Carol here?

9 MS. GREEN: Uh-huh.

10 MR. WUELLNER: I'll let Carol give you the
11 overview, if you will, of the legislative. Yes,
12 sir, I'm sorry.

13 MR. OLSON: Oh, two things. Which of the
14 railroad buildings were you referring to --

15 MR. WUELLNER: It's --

16 MR. OLSON: -- about the --

17 MR. WUELLNER: Yeah, it's the one that's not
18 occupied by Civil Air Patrol, if that's helps you.

19 MR. OLSON: Okay. So it's the old --

20 MR. WUELLNER: The lower --

21 MR. OLSON: It's the old passenger terminal
22 building.

23 MR. WUELLNER: Yes. It supposedly was
24 involved with the crossing over to Anastasia Island
25 years ago.

1 MR. OLSON: And then the other question. I
2 have a question about the operational update that's
3 part of government relations.

4 MR. WUELLNER: Okay.

5 MR. OLSON: I mean, it's in the government
6 relations attachment. Would that be appropriate to
7 ask now or what?

8 MR. WUELLNER: It -- it's usually in that one,
9 but we could easily -- are you asking to have it
10 separated?

11 MR. OLSON: No, I just have a question about
12 it.

13 MR. WUELLNER: Oh, okay. Yeah, go ahead.

14 MR. OLSON: Under fuel usage, I understand
15 that -- the fuel volumes and gallons self-serve and
16 then there's another item self-serve. I understand
17 that is Atlantic Aviation, or should it be
18 Atlantic Aviation, that second category.

19 MR. WUELLNER: Uh-huh.

20 MR. OLSON: But I -- I'm looking at
21 April 20- -- 2021, and we have jumped up in gallons
22 pumped under Jet A to almost half a million,
23 499,000, up from last year 2020 410,000. F.

24 MR. WUELLNER: Uh-huh.

25 MR. OLSON: That's a huge increase, and it

1 happened during a period of -- you know, I guess
2 the tail end of COVID.

3 So, is there a -- is there -- is there any
4 story behind having had that bump-up in fuel
5 consumption? And is that expected to go through
6 the end of the year at a much higher volume?

7 MR. WUELLNER: I do not have much of an
8 explanation, but I'm hoping Vinny -- is Vinny here?
9 Maybe -- maybe he can shed some light on that under
10 the business reports --

11 MR. OLSON: Okay.

12 MR. WUELLNER: -- if you want to ask him.

13 MR. OLSON: Sure. Okay. Thanks.

14 MR. BEYERS: Yeah, absolutely.

15 MR. OLSON: Okay. That's the only thing.

16 MR. WUELLNER: And I do see a little
17 mislabeling on this. That should not be indicated
18 as self-serve under the --

19 MR. OLSON: Right. But I was --

20 MR. WUELLNER: That would be FBO.

21 MR. OLSON: Right.

22 MR. WUELLNER: But that's our labeling issue.

23 MR. OLSON: Yeah. Okay.

24 CHAIRMAN MAGUIRE: Carol?

25 MS. SAVIAK: Thank you for the opportunity to

1 give a government relations update.

2 On that particular item, I would just mention,
3 and I'm sure Vinny can mention as well, but that
4 was -- that month was a little bit unusual in that
5 last year the comparative included the beginnings
6 of COVID, March, and there might have been some
7 impact from the cessation of a lot of traffic in
8 March. But I'm sure Vinny can share a little bit
9 more.

10 So this -- this month's report contains the
11 wrap-up for a number of legislative items that were
12 monitored by NFRA and also the Florida Airports
13 Council. And so I provided a summary of the key
14 highlights for those.

15 It was not an expansive year in terms of
16 fact-tracking a number of highest priority items,
17 but they also track a number of items. And so, the
18 state budget ended up being favorable to the state
19 Aviation Grant Program in that the program was
20 fully funded for this year. And you probably
21 already read about the positive benefit to the
22 state not to include the bonus dollars, if you
23 will, that are coming from the federal American
24 rescue act.

25 One item that we always watch is whether or

1 not they're going to change any elements of the
2 aviation fuel tax, and nothing occurred this year.

3 One item that we are looking at specifically
4 for the Airport Authority and for a lot of airports
5 around the state was whether or not airports would
6 again be exempt from a new law that passed I
7 believe in 2019 requiring a certified engineering
8 inspection. And that's something that we came
9 under for the past year and was not -- was not
10 corrected last session, but was corrected this
11 session favorably and -- with regards to our needs.

12 There were some additional other legislation
13 that passed that always seem to add a few new
14 regulations, and so we will be incorporating a few
15 of those small -- smaller items regarding special
16 district accountability. There's some additional
17 financial reporting standards and then also there's
18 some new regulations regarding public works
19 projects.

20 So it was a pretty, I won't say a light year
21 in terms of major aviation bills, but that's just a
22 quick summary of some of the more interesting ones
23 that were being tracked.

24 Operations and training, Ed probably already
25 mentioned Taxiway D, and so I'd like to mention

1 that Kevin Harvey had conducted airport and driving
2 training for the St. Johns County Fire Rescue. We
3 had multiple units out for that, and so we continue
4 that strong partnership, especially as it is
5 Emergency Management Services week or EMS week
6 nationally.

7 So with that, I'll go ahead and conclude my
8 report briefly, but always open to any questions
9 either today or throughout the month.

10 CHAIRMAN MAGUIRE: Is that fire training
11 annually or just whenever a new class comes in?

12 MS. SAVIAK: It's on an as-needed basis, but
13 Kevin may be able to share more about that.

14 CHAIRMAN MAGUIRE: Okay.

15 MR. WUELLNER: Well, just there -- there are
16 two different aspects to it.

17 One is familiarization. As you know, they --
18 especially from your time on the county commission,
19 that they rotate firefighters among the different
20 stations.

21 CHAIRMAN MAGUIRE: Uh-huh.

22 MR. WUELLNER: As new groups report to those
23 stations most likely to respond to the airport, we
24 arrange or they arrange with us now to do
25 orientation training of the airport so that we have

1 their people responding to the right location at
2 the airport in the event they're dispatched here.

3 CHAIRMAN MAGUIRE: Good.

4 MR. WUELLNER: The other piece of it is we do
5 some annual live fire drill training that we
6 contract out of Jacksonville to do.

7 So, every year we send a finite number of
8 St. Johns County firefighters up to Jacksonville at
9 a few hundred dollars a student to keep them
10 qualified under FAR Part 139 to respond to fire --
11 or to accidents on the airport.

12 CHAIRMAN MAGUIRE: Okay. Good. Okay. Any
13 questions for Carol from the board?

14 (None.)

15 CHAIRMAN MAGUIRE: Thank you, Carol.

16 BUSINESS PARTNER UPDATES

17 CHAIRMAN MAGUIRE: All right. Business
18 partner updates. Henry Dean, is he available?

19 COMMISSIONER DEAN: Yeah.

20 CHAIRMAN MAGUIRE: There he is.

21 COMMISSIONER DEAN: I'm hiding.

22 Well, good afternoon. Good to see everyone
23 again. Henry Dean, District 5 County Commissioner.
24 Just a couple of things this afternoon and then see
25 if you have any questions.

1 First of all, I want to reiterate and
2 reinforce what Ed reported to you. Our senior
3 staff, our administrative staff, had a really good
4 meeting with Ed. I think Carol sat in, too.

5 MR. WUELLNER: Yeah.

6 COMMISSIONER DEAN: And I think we have some
7 opportunities I see in the relatively near future
8 to work on some economic activities which are
9 exciting, I think. So that's good.

10 At our last meeting, you may have saw a brief
11 article or two in the paper from our May 4th
12 meeting. After several years of workshops and
13 debate and discussion and the legislative action
14 possibly inter -- intervening or not, we finally
15 adopted a county short-term rental ordinance,
16 vacation rentals.

17 And the highlights, just briefly, it -- for
18 the county, that only applies to those vacation
19 rentals east of the intercoastal. Think about
20 that, east of the intercoastal.

21 So we're talking about basically kind of where
22 we are sitting here on the other side of the
23 bridge, but roughly from Vilano Beach up to
24 South Ponte Vedra, and there are some in
25 Ponte Vedra. But there are a lot of vacation

1 rentals in what is the north shore area of
2 Vilano Beach. And then on Anastasia Island, there
3 are quite a few vacation rentals, particularly
4 along Atlantic View along the oceanfront.

5 In total, there are probably about 2,000 units
6 that fall under the short-term rental definition,
7 less than six months.

8 Highlighting the actual ordinance, we did
9 address occupancy, and the ordinance is going to
10 limit occupancy to no more than 10 occupants per
11 rental unit. But in fairness to those current
12 owners, we're going to phase that in over a
13 three-year period.

14 So it will start with 20 this year and phase
15 down to 17 next year and then 14 the third year and
16 then 10. It does not include any children 12 years
17 and under. So, it's -- we're really talking about
18 those over 12 years and -- that's the head count.
19 That's the occupancy.

20 It will also limit -- it will require
21 off-street parking -- for every three occupants, it
22 will require one off-street parking space. For
23 every three occupants, one off-street parking
24 space. We also addressed the garbage pickup, and
25 the or -- the noise ordinance will continue to be

1 enforced.

2 And I think that with this, hopefully this
3 will address a lot of the problems typical, like
4 traffic or almost any other thing you can think of
5 or that I can think of.

6 Unfortunately, there are usually only a few
7 bad actors. And like, for example, I heard a
8 statistic once that like there are -- there are
9 only like 5 percent of the -- of the criminals
10 commit like 80 percent of the crime.

11 So, I mean, it's like, well, I think that a
12 lot of the problems that are generated by
13 short-term rentals are created by one or two bad
14 apples and then it sort of creates a problem for
15 the whole neighborhood. But hopefully this will
16 work.

17 We can all -- the good news is as we go
18 forward, we can either loosen it or tighten it as
19 the need arises. But that's where we are with
20 short-term rentals.

21 I want to quickly mention, as to the
22 legislative session, of course they're back in
23 special session as of today with -- dealing with
24 casino gambling or off-site betting or whatever it
25 is, online betting, with the Seminole tribe.

1 But one bill did pass during the session that
2 I think is a very onerous bill that should be
3 vetoed, and I have suggested to my fellow
4 commissioners we should send a veto request to the
5 Governor. We -- they have taken that under
6 advisement and we'll probably discuss it tomorrow
7 at our next commission meeting.

8 But it basically severely limits our ability
9 as a local government as a county to address impact
10 fees. And if we are -- if we are restrained from
11 addressing impact fees when we need to, only two
12 things can happen, and they're both bad in my
13 opinion.

14 One is that we will be unable to meet the
15 infrastructure needs of new development over time
16 because we can't adjust our impact fees for
17 residential development. Second -- or the
18 alternate is we would have to increase ad valorem
19 taxes for current owners, which I am not interested
20 in doing.

21 So I hope that my board agrees with me
22 tomorrow that we send a letter. I don't know if it
23 will do any good, but I -- I'm proposing again, as
24 I did May 4th, to send a letter to the Governor
25 recommending we veto House Bill 337.

1 And if you wish, I would encourage you to
2 reach out to any members you may know at the local
3 delegation and suggest that, you know, we are
4 writing the Governor because we think it's not a
5 good bill for local government. Also, Palm Beach
6 County, Charlotte County and Orange County are all
7 doing the same.

8 So, anyway, those are the quick highlights,
9 and if there are any questions, Mr. Chairman, I'll
10 be glad to try to address them.

11 CHAIRMAN MAGUIRE: Questions from the board?

12 MS. GREEN: No, sir.

13 CHAIRMAN MAGUIRE: No? Thank you, very much,
14 Mr. Dean.

15 COMMISSIONER DEAN: Okay.

16 CHAIRMAN MAGUIRE: All right.
17 Mr. Vinny Beyers, is he around?

18 MR. BEYERS: I'm here. How are you doing?
19 Vinny Beyers. Atlantic Aviation.

20 To answer your question, Mr. Olson, we are
21 seeing an incredible uptick in traffic. This --
22 this location is very organic. We don't have any
23 major drive here. No football team, convention
24 center, anything like that. So we're finding that
25 the leisure markets post-COVID are really doing

1 very, very, very well.

2 Just give to give you some ideas on some
3 numbers -- and I actually pulled these up at the
4 end of April -- this is compared to 2019. Our
5 year-to-date activity is up 13 percent.
6 Year-to-date avgas activity is up 9 percent.
7 Year-to-date jet activity is up 17 percent. Avgas
8 gallon year to date, we're up 35 percent. And
9 year-to-date jet gallons are down 4 percent.

10 Also, you've got to take into consideration
11 that because of COVID, we have no -- we haven't
12 seen our Russian BBJ come, which is a considerable
13 amount of gallons. And we also have an
14 International GIV that comes in -- comes over from
15 Antilles. We haven't seen them as well since the
16 COVID started, and they account for about 21,000
17 gallons in 2019.

18 Grumman is -- Grumman's been kind of slow the
19 first quarter 2019 -- I mean first quarter of 2021,
20 and with a 27 percent decrease in activity. So
21 with that, if we had the Russian BBJ and we had the
22 GIV and Grumman was busy in the first quarter, the
23 numbers would be even more incredible.

24 You know, you can't really factor in the first
25 quarter of 2020 because that's when COVID broke

1 loose and the numbers went down.

2 MR. OLSON: If I might quickly ask a question
3 related.

4 So, we're -- that's a third into the year,
5 covering April, that's half a million. Would --
6 would that mean that we'd likely -- you'd likely
7 hit 1 1/2 million gallons if that same --

8 MR. BEYERS: We generally do about 1.4, 1.5
9 million gallons annually in jet fuel anyway.

10 MR. OLSON: Okay.

11 MR. BEYERS: But with the -- I mean, hangar
12 demand is off the chart. I'm getting phone calls
13 on the daily for hangar space. I'm pretty much at
14 capacity and probably need to have that
15 conversation relatively soon about, you know,
16 development, future development on the field to
17 meet hangar demand, because as far as I know, any
18 large cabin aircraft, there's no hangar within 50
19 square miles of this airport.

20 MR. OLSON: Okay. Thank you.

21 MR. BEYERS: Anything else?

22 MR. OLSON: No. Thank you.

23 CHAIRMAN MAGUIRE: Since he brought that up,
24 what's the -- your prognostication on fuel costs
25 over the next couple of months and do we have

1 enough supply --

2 MR. BEYERS: Yeah. The --

3 CHAIRMAN MAGUIRE: -- to --

4 MR. BEYERS: -- Colonial pipeline doesn't feed
5 us. We get ours from Port Canaveral. So the panic
6 was that, you know, they were going to run out of
7 fuel up north and they were going to start sourcing
8 fuel from down south to go up north, and right now
9 there's a shortage of drivers.

10 So I'm getting my loads pretty regularly.
11 There's only a couple of hiccups here and there
12 when there might be a driver shortage or something
13 like that. But if they were to tap into our fuel,
14 the Colonial pipeline's back up and running, from
15 what I understand, so we should be good to go. But
16 that's where that all came about, would be a
17 shortage of drivers and getting fuel -- the demand
18 would be higher than, you know, we could supply.

19 CHAIRMAN MAGUIRE: Okay. Questions?

20 (None.)

21 CHAIRMAN MAGUIRE: Thank you.

22 MR. BEYERS: Okay. Thank you.

23 CHAIRMAN MAGUIRE: Okay. Sam Barresi?

24 MR. WUELLNER: Another Sam.

25 MR. KRIES: I'm not Sam. I'm Bruce Kries,

1 president of SAAPA. I'm going to be speaking for
2 Sam, who's still out on medical.

3 First and foremost, I want to thank the
4 airport, the board and the Authority, and the
5 management for that beautiful canopy that we have
6 over the front of our -- our shop now. It's really
7 nice out there. It's really going to make it nicer
8 for the evenings and stuff. So that was -- that
9 was a great addition --

10 MR. WUELLNER: Sure.

11 MR. KRIES: -- and we appreciate that.

12 The only thing that I really have to add today
13 is that at our next meeting, we're going to have a
14 person come in and teach a CPR class that has
15 the -- the AEDs, I think they're called. He's got
16 a new kind of an AED or something that he's going
17 to demonstrate for us and kind of give us, you
18 know, kind of a refresher that we all should do
19 every year.

20 So if anybody wants to come, that is
21 June 12th, Saturday June 12th at 8:30 in the
22 morning at the clubhouse, and you'll have -- have a
23 nice demonstration and of course everybody's
24 welcome to come, you-all included. Thanks.

25 CHAIRMAN MAGUIRE: Questions?

1 (None.)

2 CHAIRMAN MAGUIRE: Thank you. Okay.

3 Mr. Nehring?

4 MR. WUELLNER: It's going to be --

5 MR. MCKENDRICK: This is Dave McKendrick, but
6 I have nothing to add.

7 CHAIRMAN MAGUIRE: Nothing? Okay. Did you
8 get that?

9 Okay. Tammy Albin.

10 MS. ALBIN: Tammy Albin, St. Augustine Tower.

11 Our numbers are starting to finally normalize.
12 We're a little bit below what we were before COVID,
13 obviously. But from just looking from when COVID
14 finally settled in at St. Augustine around April,
15 March/April of last year, we had 9,319 operations
16 for April of 2020, but April of 2021 we're up to
17 10,521. So, the last two months we've been over
18 10,000 operations, which is getting back into
19 normal -- normal speed.

20 The year prior, though, for 2019, of course
21 that was our record year and we were all -- you
22 know, the first quarter, we were 12,000, 15,000,
23 things like that. So we're still trying to find,
24 you know, the footing with the flight schools and
25 everything, but we're actually starting to get more

1 of a normal flow of traffic.

2 Over the first quarter from last year, though,
3 we're still down about 10,000 operations because
4 January and February were very good last year till
5 COVID did set in. So we're still a little bit
6 down.

7 CHAIRMAN MAGUIRE: Good. Questions for
8 Ms. Albin?

9 (None.)

10 CHAIRMAN MAGUIRE: Thank you, Tammy.

11 All right. Mr. Doug Burnett.

12 MR. BURNETT: Okay. I have the microphone on.
13 I guess I'll speak loud. Nothing -- nothing to
14 report this month. Obviously I'll probably be
15 speaking for at least -- on at least one agenda
16 item.

17 CHAIRMAN MAGUIRE: Okay. Do we have Richard
18 here today?

19 MR. WUELLNER: I'm looking. I don't see him.

20 CHAIRMAN MAGUIRE: I don't see him.

21 MR. HARVEY: No, he's not.

22 MR. WUELLNER: We'll plug him in if he gets
23 here. I'm not aware of him not going to be.

24 CHAIRMAN MAGUIRE: Well, if he comes, we'll --

25 MR. WUELLNER: Plug him in if he gets here?

1 CHAIRMAN MAGUIRE: Plug him -- yeah.

2 MR. WUELLNER: So to speak.

3 CHAIRMAN MAGUIRE: All right.

4 MR. WUELLNER: Very good.

5 CHAIRMAN MAGUIRE: Then we will go to the
6 appeal that's next on the agenda.

7 APPEAL - LEASE POLICY

8 MR. WUELLNER: Yeah, your -- this is a, as you
9 well know, continuation of last month's agenda
10 item, and relates to seek -- the seeking of a
11 policy exception as it relates to the hangar
12 waiting list.

13 And as we briefed last month, this -- this
14 request comes from the flying club basically,
15 looking to allow the person who is number one on
16 the hangar waiting list currently to transfer their
17 position to the flying club -- or effectively
18 transferring the number one position of the hangar
19 over to the flying club.

20 Policy currently does not, and purposefully
21 back when it was written, did not allow for that in
22 order to avoid what we have described as a
23 commoditization, if you will, of that position in
24 any form.

25 We're not necessarily opposed to someone

1 changing the entity. That is somewhat common, as
2 long as they're an actual owner of the entity.
3 In -- in this particular case, and I think in
4 future cases, they're not necessarily an owner of
5 the pilots -- or, excuse me, of the flying club,
6 they're simply members of the flying club, which is
7 a bit of a different -- a different matter.

8 They've come forward seeking that. There was
9 some discussion at the last meeting. I know we --
10 the item was basically tabled till this meeting to
11 allow them the opportunity to meet with individual
12 board members, which I understand they have done
13 some of. I don't -- I can't speak to how many of
14 you. But kind of pick it up from there.

15 CHAIRMAN MAGUIRE: Okay. I'll disclose that
16 Tariq called me and we had a nice conversation,
17 about 20 minutes. Did he call anybody? Did
18 anybody else have a conversation?

19 MR. OLSON: I was -- I met with two
20 representatives of the applicant or the request in
21 the Air Force -- in the Airport Authority offices.

22 CHAIRMAN MAGUIRE: Okay. Who were they?

23 MR. OLSON: Mr. -- Mr. Lapido.

24 MR. WUELLNER: Lopinto.

25 MR. HARVEY: Joe Lopinto --

1 MR. OLSON: Lopinto.

2 MR. HARVEY: -- and Mike Zonis.

3 MR. OLSON: Yes.

4 CHAIRMAN MAGUIRE: Okay.

5 MR. WUELLNER: Did we catch those names for
6 you? Did you get those? Lopinto, and what was the
7 other name, please?

8 MS. LUDLOW: Mike Zonis.

9 MR. WUELLNER: Mike?

10 MS. LUDLOW: Z-o-n-i-s.

11 MR. HARVEY: Zonis, Z-o-n-i-s.

12 MR. WUELLNER: Z-o-n-i-s. Thank you.

13 CHAIRMAN MAGUIRE: Okay.

14 MR. MIRGEAUX: I didn't meet anybody, but I
15 did trade e-mails with Joe, and I told him that
16 my -- the facts, I clearly understand them and I'm
17 in favor of the name change.

18 CHAIRMAN MAGUIRE: Okay. Suzanne, any?

19 MS. GREEN: I spoke about 40 minutes with
20 Mr. Lopinto on the phone.

21 CHAIRMAN MAGUIRE: Okay. Reba?

22 MS. LUDLOW: Yes. When I finally got out of
23 here alive, I spoke to them and they reminded me of
24 the error of my ways, and -- and right after that,
25 I researched the leases and all the things that --

1 I understand it perfectly now. But as soon as
2 someone said jump the waiting list, you know, I --
3 but thank you.

4 CHAIRMAN MAGUIRE: Okay. All right. We're
5 going to start off with -- since we're on the
6 topic, Len Tucker has --

7 MR. TUCKER: I have no comments at this time.

8 CHAIRMAN MAGUIRE: No comment? Does anybody
9 from the floor have a comment they want to mention?

10 (None.)

11 CHAIRMAN MAGUIRE: Okay. We'll bring it back
12 to the board, then. Comments from the board?

13 Well, I'll start it off. The -- here's my
14 concern, and if you'll bear with me for a minute.
15 I'm a real estate broker, and I -- and Suzanne will
16 appreciate this. I have a fiduciary relationship
17 with my clients, just like Suzanne does. There has
18 to be a distinguishing factor between a client and
19 a customer for me.

20 As a broker, if I want to sell somebody's
21 house, that homeowner who's contracted with me to
22 sell his or her house is my client. The person who
23 comes in that wants to buy the house and make an
24 offer is my customer.

25 I have no fiduciary or other relationship with

1 that customer except to be honest and forthright
2 and not to hide factors, any -- anything that's
3 going to affect the sale. With my client, I have a
4 fiduciary relationship. That means that my client
5 and his or her interests are paramount, and nothing
6 goes above that, especially my own personal issues.

7 I look at my relationship with the airport the
8 same way. I look at the airport as my client.
9 Everybody who has an airplane on this airport or
10 who uses this airport is the customer. So I have a
11 very -- maybe not as strong as a fiduciary
12 relationship to the airport, but my relationship
13 client/customer tells me that my client, the
14 airport, is paramount.

15 So whenever anything comes up like this, I
16 have to look at it as to the benefit of the airport
17 or to the detriment of the airport, whichever way
18 it goes, and I'll make my decision based upon that.

19 I am an enthusiast with airplanes, obviously,
20 because I've been flying all my life, but my
21 allegiance is to the airport. And I cannot find
22 anything here that tells me that I need to go
23 against what has been recommended by the staff,
24 because I believe their allegiance is to the
25 airport.

1 I want to give to the customers everything I
2 can as long as it is not to the detriment of the
3 airport. So my position is that I cannot support
4 this.

5 So I'll open it up to the rest of you. So who
6 would like to go first?

7 MS. GREEN: I'll go briefly.

8 I have to agree with you. I'm concerned about
9 the airport's exposure, precedent, and that we open
10 this up to other entities jumping. And to open up
11 one does open up two, three, four.

12 So I do have concerns over that and I think
13 our policy stands for our clients, which is the
14 airport. I agree.

15 CHAIRMAN MAGUIRE: Okay. Mr. -- okay. Reba?

16 MS. LUDLOW: Well, I -- I do agree with
17 Suzanne, because it is -- until you're number one,
18 you can change the name. When you're number one,
19 you can't change the name anymore.

20 This, it is subject to appeal. They are
21 appealing. I concur with -- with their appeal,
22 that they could be able to change it. It does not
23 change the lease at all. If anybody else wants to
24 do it, they have to appeal and get approved.

25 MR. OLSON: I just -- in my mind, if the

1 exception is not granted, there is a certain --
2 there is a -- appears to be a path to addressing
3 the -- the need, and that's for someone in the
4 queue to be a member and write in the Aero Club as
5 a, I don't know, co -- co-whatever. I mean, isn't
6 that a solution, I believe?

7 MR. WUELLNER: Yes.

8 MR. OLSON: And that's fits within the
9 established policy of the Authority. So, that's
10 one of the pieces of information that I've -- you
11 know, I've gathered in not supporting the
12 exception.

13 CHAIRMAN MAGUIRE: Okay.

14 MR. MIRGEAUX: I'm in favor of the exception.
15 I don't think it changes policy. The policy stays
16 the same way.

17 This is an appeal to the policy, and in this
18 case the facts are what they are and it's -- you
19 know, for airplane enthusiasts, for flying
20 enthusiasts, for people that want to have access to
21 this airport and to the aircraft, I think it opens
22 the door; albeit, you know, slightly wider. It's
23 not, you know --

24 CHAIRMAN MAGUIRE: Okay.

25 MR. MIRGEAUX: -- it's not a free-for-all for

1 There are potentials here, and I brought it up last
2 time. What's going to prevent -- there are several
3 potential problems, and what's going to prevent
4 those problems from arising?

5 They may be extreme. They may be radical.
6 But when you're in business, if you're a business
7 owner like I am, I see extreme and radical issues
8 all the time because non-extreme issues are
9 approved or whatever.

10 So I don't see a benefit to the airport in
11 this particular case, okay? Now, where does that
12 take us next, Mr. Burnett?

13 MR. BURNETT: That's the end of the matter.
14 That would conclude it.

15 CHAIRMAN MAGUIRE: Okay. All right. So
16 that's done. So the next one, and we have not
17 received the -- let me go back here.

18 MR. WUELLNER: To budget development?

19 CHAIRMAN MAGUIRE: Yeah. Well, Richard
20 Goldman has not shown up yet, so we'll go to the
21 next issue, which is the budget development.

22 BUDGET DEVELOPMENT GUIDANCE

23 MR. WUELLNER: Yeah. Just sort of annually we
24 show up about this time of the year as we begin in
25 earnest the development of the proposed budget for

1 next fiscal year, which would begin in October of
2 this year, and we just kind of walk through a
3 couple of items.

4 One, we make you aware that as is typical,
5 that the capital development program that's out
6 there for the airport is a significant impact on
7 our overall budget. So we'll -- that'll -- that'll
8 lean heavily in our preparation of the budget.

9 And the primary reason behind that of course
10 is that we like to maximize the use of -- of other
11 state or federal agencies and their -- and their
12 funding mechanism. So we want to take advantage of
13 that as it presents itself coming -- in the coming
14 fiscal year.

15 The other is an assumption we make, and this
16 is the time that it would be nice to get -- while
17 informally, it'd would be nice to just hear and be
18 sure we're on the right track as it pertains to
19 ad valorem taxes.

20 We assume, right or wrong, but we generally
21 assume as we build the budget that there is little
22 to no interest, or no, or firmly no interest
23 anyway, in including ad valorem as a possible
24 augmentation of the budget for whatever reason.

25 So, we are not planning to use ad valorem or

1 put that into the mix unless we hear otherwise from
2 you. You would formalize that of course later at
3 the TRIM hearing as we get out into July.

4 CHAIRMAN MAGUIRE: Uh-huh.

5 MR. WUELLNER: But it helps us if -- rather
6 than build the budget multiple times.

7 Assuming that's the case, then we provide you
8 with some save the dates, if you will. June 21st,
9 which would be your next regular meeting, it is our
10 intent to present a preliminary budget to you.
11 There will be no action required at that meeting
12 and you are welcome to input from that point
13 forward into the process.

14 In July, July 12th would be your scheduled
15 July meeting, and that is the TRIM action is
16 required. That's the point of call it no return as
17 it re -- as it pertains solely to ad valorem tax
18 assessments for the -- for the next year. As long
19 as we're building a budget with no tax
20 implications, that's usually a pretty benign
21 action, but it's required under Florida Statutes.

22 And then following that, we have two public
23 hearings that are scheduled specifically related to
24 the budget. Tentatively, those are scheduled for
25 September 13th and September 20th, both of those

1 meetings beginning at 5:01 in the evening, and one
2 of which will be also likely tied to our regular
3 meeting for September so that you'll kind of kill
4 two birds with one stone, if you will, or one
5 meeting.

6 That's what we've got for you. If you've got
7 input you would like us to consider into even
8 building the preliminary budget, I would encourage
9 you to give us a call, drop us an e-mail, whatever.
10 Let's make sure it gets included in the
11 preliminary.

12 I'd much rather deal with it on the front end
13 and make those provisions, and then of course we'll
14 have ample time to talk about it as we go through
15 the summer months.

16 CHAIRMAN MAGUIRE: Okay. Board discussion.
17 Any items -- any comments for the issue of the
18 budget?

19 MS. GREEN: No.

20 CHAIRMAN MAGUIRE: Taxes or --

21 MS. GREEN: No.

22 CHAIRMAN MAGUIRE: Okay. Public comment, do
23 we have anybody out there?

24 (None.)

25 CHAIRMAN MAGUIRE: Okay. Bring it back, and

1 so direction to the staff is continue on.

2 MR. WUELLNER: Fair enough.

3 CHAIRMAN MAGUIRE: All right. All right. We
4 still do not have Mr. Goldman. Can we schedule him
5 for next time?

6 MR. WUELLNER: We will do that.

7 CHAIRMAN MAGUIRE: All right.

8 MR. WUELLNER: I see nothing here, but I do
9 know and you probably know as well, that today is
10 their normal board meeting for -- call it TDC -- or
11 VCV.

12 CHAIRMAN MAGUIRE: VCB.

13 MR. WUELLNER: It's normally their board
14 meeting today, and I know that starts significantly
15 earlier than yours, but if it runs late, I'm sure
16 that's where --

17 CHAIRMAN MAGUIRE: Always runs late.

18 MR. WUELLNER: -- where he is, yeah. Always
19 runs late. Okay.

20 CHAIRMAN MAGUIRE: Always.

21 PUBLIC COMMENT - GENERAL

22 CHAIRMAN MAGUIRE: Okay. I'm going to open
23 up -- before we get to the board members, any
24 public comment on any issue not discussed so far?

25 (None.)

1 MEMBER COMMENTS AND REPORTS

2 CHAIRMAN MAGUIRE: Okay. We'll bring it back.
3 Ms. Ludlow, you're first.

4 MS. LUDLOW: Well, we did not have an
5 airport -- Aerospace advisory meeting. That's
6 coming up. We haven't solidified our internship
7 yet with SAAPA, but we're working with the lady on
8 that.

9 And the TPO meeting is -- I just can't wait to
10 go to the training because they go through so many
11 facets. They're -- 99 percent of them are
12 Duval County or another county, they're not
13 St. Johns County. So, I can't say there was
14 anything of significance for St. Johns County.
15 Those are my two reports.

16 CHAIRMAN MAGUIRE: Okay. Okay. Mr. Olson?

17 MR. OLSON: Very little to report.

18 There has -- I'm not sure when the next
19 quarterly meeting of the economic development round
20 table is, but to my knowledge, it hasn't been
21 scheduled yet.

22 I was able to be at part of the MRO event in
23 Orlando, the trade show for several hours, and
24 specifically went through the exhibit hall to talk
25 to airports that were exhibiting or states that

1 aerospace industry that you're pushing for, so I
2 hope you continue to push that and -- so we can
3 move on with that one. Okay. Ms. Green?

4 MS. GREEN: Nothing to report. I usually
5 attend with Mr. Olson on EDC, and he's correct, I
6 don't even know when the next one is.

7 CHAIRMAN MAGUIRE: Okay.

8 MR. MIRGEAUX: Nothing to report.

9 CHAIRMAN MAGUIRE: Nothing?

10 The -- Carol, your update, I -- I really like
11 what I see here, okay? And I'm going to comment on
12 Mr. Olson's comment.

13 Because you printed this and sent it out, he
14 was able to read it and make a decision to make a
15 comment. I did, too. My chagrin is I forgot what
16 my comments were because I didn't write them down.
17 But I like the idea that I'm getting them early so
18 I can review these things. Thank you, very much
19 for doing -- doing that on there.

20 The -- now, I understand we're waiting on the
21 Governor to sign the bill for our -- our house
22 bill; is that correct? This says --

23 MS. LUDLOW: Without the stipend.

24 CHAIRMAN MAGUIRE: I'm looking for it here.

25 MS. SAVIAK: Yeah. Sorry about that.

1 To answer on microphone, I was just letting Ed
2 know that Richard Goldman is en route, so we'll
3 just kind of keep a posting on that.

4 But our airport bill, which was mentioned in
5 that report, technically the process is the
6 legislature transmits it --

7 CHAIRMAN MAGUIRE: Yes.

8 MS. SAVIAK: -- formally to the Governor's
9 office and then he has an opportunity to review it
10 and sign it or not sign it. Sometimes -- and so
11 there's just a little bit of process that's still
12 left for not only our bill but a large number of
13 bills that are still waiting.

14 He signed it I think about -- Andrew, I had
15 sent Andrew a list because he had requested it of
16 about 25 bills so far following session. Last
17 year, he waited until mid June to sign most of the
18 bills due to COVID scheduling.

19 CHAIRMAN MAGUIRE: So it's just a -- it's just
20 a waiting game?

21 MS. SAVIAK: Yeah, it's just a waiting game,
22 and it -- the Senate acts and then the Governor can
23 act from that, but our expectation is it will be
24 signed or -- or processed into law.

25 CHAIRMAN MAGUIRE: Okay. All right. If the

1 board members have any other things they'd like to
2 see her put on here --

3 MR. WUELLNER: If I might. Carol, what are
4 the dates for FAC in Jacksonville? Do you have
5 them off the top of your head?

6 MS. SAVIAK: Yeah. Just a second.

7 MR. WUELLNER: You sent me something earlier
8 on the agenda.

9 MS. GREEN: Yeah, I saw that.

10 MR. WUELLNER: Did you send the agenda to
11 everyone?

12 MS. SAVIAK: I did not, but just give me a
13 second.

14 MR. WUELLNER: I'm sure she will.

15 CHAIRMAN MAGUIRE: Okay. I know it -- and
16 this is not a short-term issue, but I'm always
17 asked by -- not always, but quite often I'm asked
18 about -- from people about the connectivity between
19 the airport property and I-95.

20 Can you throw a little comment on there that
21 nothing is changed or it's about to change or -- to
22 just give us an update on that one?

23 MS. SAVIAK: Okay.

24 MR. WUELLNER: Yeah. The FAC dates are 17th
25 through the --

1 MR. MIRGEAUX: 21st.

2 MR. WUELLNER: -- 21st. Thank you.

3 CHAIRMAN MAGUIRE: 17th through 21st.

4 MR. WUELLNER: If you are interested in
5 attending that, even if it's just part of the day
6 or whatever, I would -- I would recommend you take
7 a little time and get up there if you can. Pick
8 something that looks interesting and -- and we'll
9 make provision. If you're going to do that, let us
10 know so we'll make sure you're registered.

11 CHAIRMAN MAGUIRE: 17th through 21st?

12 MR. WUELLNER: Yes, of July.

13 CHAIRMAN MAGUIRE: July.

14 MR. WUELLNER: July, yes. And that's just up
15 in Jacksonville downtown at the Hyatt Regency
16 location. So it's relatively easy to get to and --
17 and --

18 CHAIRMAN MAGUIRE: The 17th, is that a
19 Saturday?

20 MS. GREEN: Yes.

21 MR. WUELLNER: Yes. And there's really not
22 much for you on the 17th. The earliest would be
23 Sunday the 18th, that evening --

24 MR. HARVEY: Monday, Tuesday.

25 MR. WUELLNER: -- and then Monday's probably

1 the most productive of the days, if you have room
2 in your schedule.

3 CHAIRMAN MAGUIRE: I'm going to be at the
4 chocolate convention.

5 MR. WUELLNER: That sounds way more
6 interesting, frankly.

7 CHAIRMAN MAGUIRE: If anybody wants to go.

8 MS. GREEN: Bruce, samples.

9 CHAIRMAN MAGUIRE: Do what?

10 MS. GREEN: Samples.

11 CHAIRMAN MAGUIRE: Samples?

12 MS. GREEN: Yeah.

13 CHAIRMAN MAGUIRE: Bring them back? You know,
14 and that's a good point.

15 This is the annual. We take -- we take an
16 extra suitcase to bring samples back. Regretfully,
17 Virginia puts them in the refrigerator and saves
18 them for future use, so -- but I'll bring some
19 back.

20 MR. MIRGEAUX: It's market research, right?

21 MS. GREEN: That's right.

22 CHAIRMAN MAGUIRE: Exactly.

23 So, I would like to make one comment. The
24 airlines, we were -- excuse me, we went up to
25 The Greenbrier last week and found out that there

1 is the Lewisburg airport ten minutes away. It sure
2 be would be nice to have a direct flight from
3 St. Augustine to Lewisburg, West Virginia and
4 market The Greenbrier.

5 MR. WUELLNER: Well, we had that. We do not
6 anymore.

7 CHAIRMAN MAGUIRE: No, you did it before I
8 went. Because if we had an air -- we could do a
9 convention up there at The Greenbrier --

10 MR. WUELLNER: Yeah, it was just down the
11 road --

12 CHAIRMAN MAGUIRE: -- if they an airplane
13 flying into there.

14 MR. WUELLNER: We were going into Beckley.

15 CHAIRMAN MAGUIRE: Beckley. But you still had
16 to drive an hour and a half.

17 MR. WUELLNER: That's the best I can do.

18 CHAIRMAN MAGUIRE: Okay. Yes, Reba?

19 MR. WUELLNER: That's a tough market to fly.

20 MS. LUDLOW: I see Mr. Goldman's here, but I
21 wanted to ask one question before. What is the
22 time frame for Taxiway D completion?

23 MR. WUELLNER: It's July --

24 MS. LUDLOW: Oh, we're still on?

25 MR. WUELLNER: I can't remember off the top of

1 my head, but --

2 MR. HARVEY: 15th.

3 MR. WUELLNER: 15th?

4 MR. HARVEY: Something like that.

5 MR. WUELLNER: Something about mid-July.

6 MS. LUDLOW: Oh. We've got all June to get
7 through?

8 MR. WUELLNER: Yeah.

9 CHAIRMAN MAGUIRE: Okay.

10 MS. LUDLOW: All right. Thank you.

11 CHAIRMAN MAGUIRE: Any other comments before I
12 introduce Richard?

13 (None.)

14 VCB PRESENTATION - RICHARD GOLDMAN

15 CHAIRMAN MAGUIRE: I'd like to introduce
16 Richard. Go ahead, Richard.

17 MR. GOLDMAN: Thank you all. Thank you all.
18 Can you hear me okay? It's be really easier for me
19 not to have stand there.

20 So I'm Richard Goldman. I'm the president and
21 CEO of the St. Augustine, Ponte Vedra & The Beaches
22 Visitors & Convention Bureau. It's taken me about
23 a year to be able to say that in one sentence, but
24 that's -- that's a mouthful.

25 What I've been asked here to do is come here

1 and give you just a little update on what's
2 happening in the tourism industry, what we've been
3 doing to help rejump the tourism industry here in
4 St. Johns County.

5 So I've got a few slides. I'm going to ask
6 for your patience to get through that. But I've
7 also incorporated a few little videos in there to
8 make it at least a little bit entertaining.

9 So, one of the things to be aware of is that
10 our relationship with an advertising agency, a very
11 good advertising agency that has lots of experience
12 in destination marketing, in attractions, in --
13 thanks, I just came from the TDC meeting. Boy am I
14 thirsty.

15 So that advertising agency has come with very
16 very good credentials. They've done some great
17 work for other destinations, and they came to us in
18 May of 2019. By fall, November, we had researched,
19 they had become aware of the destination, had
20 researched a number of our entities in the
21 community, and come back with a few options.

22 Those options were exposed to our advertising
23 committee, which is part of our board of directors,
24 made up of businesses and business leaders in the
25 tourism industry, and so they have come back with a

1 really terrific advertising campaign which I'll
2 show you in a moment.

3 But right now, what's important for us to keep
4 in mind is that we just passed March. That was a
5 year cycle from everything's going well to
6 everything's gone crazy.

7 And so, we had a number in working with them,
8 and everybody else in the community, had a number
9 of opportunities to go through this cycle of crash
10 and burn. What's going on? What do people want if
11 they're going to travel? Who's going to travel?
12 What do they want to hear from us? Do we have what
13 they want and so on? Execute, and then cycle back.
14 So that's kind of this image of where we are.

15 MR. HARVEY: Could we?

16 MR. GOLDMAN: Yes, sir.

17 MR. HARVEY: Just point.

18 MR. GOLDMAN: So what happened was, in the
19 fall of last year before COVID, one of the -- the
20 programs that came up from the -- the agency and
21 which was very well researched was this idea that
22 our destination is one that feels very
23 international. It has all the qualities of
24 something international, but you don't have to go
25 through the hassles of international travel.

1 So if we'll hit that, we'll show you a little
2 video on that how that is communicated. One more I
3 think will launch it. Go. We need some more sound
4 on it.

5 (Video played.)

6 MR. GOLDMAN: So, that's the messaging that
7 was built pre-COVID. It was launched in
8 November -- (video starts). It's so good, you see
9 it twice.

10 So that messaging was built pre-COVID. It
11 tested. We don't do anything with public sector
12 dollars without testing them. It tested very well.
13 It launched in November and we saw performance
14 increase.

15 So we were walking into the first quarter
16 of -- the first calendar quarter of 2020 setting
17 records. And we knew that this campaign -- and
18 again, that's just one spot, but it's part of the
19 campaign. And then March happened. And, you know,
20 we had a few challenges.

21 So, what we did -- go ahead, Kevin -- first
22 was deal with Dorian. Everybody remembers that
23 Dorian missed us. What some people forget is that
24 for two weeks, it sat over the -- the Bahamas,
25 terrible for those folks, but it also sent

1 everybody who was planning to come to Florida home
2 because the presumption was it wasn't going to miss
3 us. So that was an impact that we had to deal
4 with. And then of course March 13th came around
5 and we had a pandemic.

6 So, we had an obligation to try and keep the
7 business and the economy of St. Johns County
8 rolling, and we had to do that after the Board of
9 County Commissioners said no more money for you.
10 There was a presumption that their bed taxes
11 wouldn't be collected, so they shut that down.

12 So as we began to tune back and shut down our
13 operations, the folks in the community stepped up
14 and said, hey, this is something we shouldn't do.
15 We need to have funds to continue to market the
16 destination. And so, the county commission went to
17 the reserves and gave us \$2 million to market with.

18 That happened in May -- yeah, May. And so we
19 started to build the campaign. But on March the
20 18th, a company called Destination Analysts began
21 the process of measuring travel incentive, and
22 they've produced a report every Monday since then,
23 including today.

24 And so we monitored what those people were
25 thinking. Who was going to travel? Who -- what

1 did they want from their travel? And so, we were
2 able to inform what we would do with that
3 \$2 million. So everything was built on what's the
4 best use of those dollars and how do we return
5 business?

6 So, what we did was we went very silent
7 initially because nobody really wanted to hear
8 anything. We set up protocols and procedures that
9 would help people feel safe. We looked at what
10 kind of media would be available moving forward,
11 because there was all kinds available. And then
12 to -- that monitoring of the -- of the realtime
13 research. And that informed us with a message that
14 would allow us to go back to the market with words
15 and images that made people feel more comfortable.

16 What we've learned in talking to the folks was
17 that there were four phases. They were going to
18 wait or see what was going on; they weren't going
19 to do anything. They decided that during that
20 process, that they would begin to acclimate. They
21 were processing information mainly from the media
22 about what's safe, what's not safe, and they were
23 processing their own feelings sitting at home like
24 you were saying, you know, pretty soon I've got to
25 get out of here. They began to think about where

1 they want to go if they do get out, if they are
2 allowed to leave, and what would that place look
3 like. And then finally, you know, hit the send
4 button on that e-mail and get out there and travel.

5 So, we have -- the beauty of our wonderful
6 destination is that we have a unique experience
7 that can fit with what people wanted and -- whether
8 they were in the second, third, or fourth phase of
9 that process.

10 We have this beautiful natural destination
11 with lots of outdoor spaces, wide open coastlines,
12 and a place to relax, rejuvenate themselves
13 because, you know, they've been listening to small
14 children and other people, spouses, parents.

15 We gave them -- we have as a destination the
16 freedom to explore as much as you want or to just
17 hang out. And of course it's a wonderful place
18 with very very genuine hospitable people where you
19 can buy the things you want.

20 So, our role of our brand in this process was
21 to reinvigorate and excite travelers about
22 relaxing, comforting, vibrant experiences that they
23 can only get here. And that's real important,
24 because they -- there's a lot of places that pitch
25 that that don't deliver.

1 Folks were telling us and telling
2 Destination Analysts that they really want to feel
3 safe. They wanted to have plenty of outdoor
4 activities, safe activities; golf, beach. We have
5 a lot of that. They wanted to be able to have
6 dining experiences that could be outdoors. You
7 remember how important that was. And at the same
8 time they wanted to be able to get there by car
9 because, goodness knows, they didn't want to get in
10 an airplane. And so, those were some things which
11 when we look at what our destination has, checked
12 every one of those boxes.

13 We needed to find a way to convey that in a
14 way that wasn't mask-filled, didn't create
15 hysteria, didn't add to any hysteria, made people
16 feel comfortable. And as I said, those are the
17 needs that we wanted to meet.

18 So this campaign was built on "Your Getaway
19 Isn't Faraway." All those characterizations,
20 proximity was one that was very very important to
21 them, but there's a perception of proximity that is
22 also a little different when you're coming out of a
23 pandemic than the proximity that you and I think of
24 everyday. So that was something that we tapped
25 into.

1 So let's hear what that campaign was like --
2 is like.

3 (Video played.)

4 MR. GOLDMAN: And if you -- and there were
5 birds under that and the waves that you could hear.
6 Well, you couldn't hear it in this, but very
7 comforting. Go ahead and hit the next one.

8 (Video played.)

9 MR. GOLDMAN: Okay. So, that was -- that was
10 a little radio, a little television -- and I
11 shouldn't say television. I'll say video because
12 now there are so many ways deliver -- to deliver
13 video messaging, over-the-top television, videos on
14 your hand-held. So there's lots and lots of ways
15 we get in that.

16 This is some social media presence that we
17 have and it's really just going to be, you know,
18 clicking, I guess, through. But the point of this
19 is that you're going to see beach messaging, you're
20 going to see family messaging, you're going to see
21 food and culinary, and then finally you're going to
22 see golf.

23 So those are the things that we were able to
24 do with a little bit of money that maintained the
25 sense of that original campaign of our getaway

1 isn't far away.

2 Travel INTRANationally, we're tied to that.
3 We used the same voice talent as the other
4 campaign, and we hope that when this is all behind
5 us and everybody's stopped thinking about COVID,
6 that we'll be able to reintroduce traveling
7 intranationally, because it's -- we're the only
8 folks who can tell that story.

9 And that's something that's very important to
10 us, especially when we have a budget that is 12 out
11 of -- Number 12 out of our 12 comp set. So we
12 are -- we have the smallest budget of all of the
13 destinations in our comp set.

14 The media side is, you know, a lot about being
15 in the right -- with the right message to the right
16 people, the right levels, at the right time and the
17 right place.

18 So, these are some of the places that we
19 were -- our strategy was to be -- a lot of
20 terminology that goes with our industry. When we
21 say full funnel, what we mean is it talks to you
22 when you're in the inspiration phase, but it also
23 talks to you when you're planning and when -- and
24 it reinforces your decision after you've hit the
25 buy button. So that's what the sense is of full

1 funnel.

2 We learned -- in addition to what people were
3 willing to do to travel and how they felt about
4 travel, we also learned how they were consuming
5 media. And you can probably look at your own
6 experiences.

7 Radio wasn't so much because people were
8 staying at home. But television and audio on your
9 Spotify or your Pandora, oh my gosh, it went crazy.
10 Doubled the use of that. So we had to buy media
11 that was appropriate to how people were using media
12 at the time. And the good news was we had a weekly
13 communication, a metric on how people were
14 consuming their media and how -- as well as how
15 they felt about travel.

16 A lot of digital now, moving pretty
17 significantly away from traditional media types
18 simply because that's where people are and allows
19 us to measure performance. It's also less
20 expensive. So given our budgetary con --
21 considerations, it allows us to do more there.

22 Go on. So -- so, what happened? As a result
23 of that campaign, that Travel INTRA- -- the "Your
24 Getaway Isn't Faraway," just in the by between July
25 of '20 and March of '21, it was launched in July,

1 95 million impressions.

2 We exceeded our engagement rate goal.

3 Engagement is did I do something? Did I go to the

4 website? Did I inquire or go -- search for

5 something at the website? Did I ask for a travel

6 plan? Did I open an electronic travel plan?

7 That's what we mean by engagement. We exceeded

8 that by 50 percent.

9 We grew sessions to the website. Like more

10 than 50 percent. So folks were being moved by that

11 messaging to do some things that we needed them to

12 do.

13 The beauty of the website, of course, is that

14 we were constantly putting in information

15 consistent with what people were saying they wanted

16 so that we were able to send them to this place

17 through that -- that advertising messaging and then

18 give them the tools to make decisions about things

19 they wanted to do.

20 And our -- and our suppliers, hotels and

21 restaurants, were providing information about their

22 operations, special offers, programs that they were

23 doing, including the safety of their operations,

24 which was real important at the time.

25 And then finally that last measure down there

1 of the guide. So a lot of folks like me want to
2 have something printed, and so they'll go through
3 everything, they'll spend hours on the computer,
4 and then they'll ask you to send them a brochure.
5 So that's that measure and that was up by
6 19 percent.

7 This is a cool spaghetti model and -- because
8 this shows you what happened. And 2018 is the
9 light blue line. This is 2019. So we were setting
10 records as we went through the year. Blue is 2020,
11 crash and burn. And then the campaign launches,
12 and we improve.

13 So now let's look at -- and this gives you
14 where Travel INTRANationally was launched and then
15 when we paused at the pandemic. Go ahead and hit
16 that last one, Kevin.

17 So when vaccines were announced in 11/20, on
18 November 20th, we then began to climb, you know,
19 pretty significantly. So, you know, we're above
20 the 20 -- 2018 levels.

21 And I've just been in touch with seven
22 different hoteliers and about 15 attractions, which
23 I do every month, and most of them have said they
24 have -- with this last month's reporting, April,
25 that they've exceeded 2019.

1 So, we expect that we're going to be at the
2 end of Q2 -- April, June and July -- up here. And
3 all that's because we paid attention to the
4 consumer -- you can't tell them what to do; you
5 have to listen to them. We paid attention to the
6 consumer and we had the amazing luck of the things
7 that used to make us less attractive as a
8 destination made us more attractive and with
9 leveraging that, delivering a wonderful experience,
10 with the exception of slow service in restaurants,
11 with the exception of not being able to get
12 anywhere. And that brings us to the next real
13 challenge. If you would go to that.

14 Okay. The beauty is people think -- expect
15 that they're coming back and that their biggest
16 month will be July. It corresponds with our
17 biggest volume month.

18 So the pattern that -- that travelers are
19 reporting that they're planning on doing in the
20 next several months reflects what our best times of
21 the years are. There's a challenge and that is we
22 don't really have enough people.

23 Now, this time in 2019, we were saying we need
24 more folks to work in our hotels and we need more
25 folks in our restaurants. We were already in

1 something of a pickle with employment.

2 Now with so many people having gone to other
3 businesses, left the market, not able to take care
4 of their kids, you know, or deciding to collect
5 Unemployment, all of those things conspire to give
6 us fewer people.

7 So that's one of the things that we're -- that
8 keeps me up at night, is we're successfully getting
9 folks to come see us, planning to come see us, but
10 what are they going to find? Is their experience
11 going to be the kind that turns them off? And
12 that's where we need to work with the community to
13 make sure that that's not the case.

14 Let's go look at a couple of others. Remember
15 I told you about the things that they think are
16 important? This is one of our most recent weeks,
17 not this week but last week.

18 Safety is still -- in spite of the confidence
19 everybody has with the vaccinations and with, you
20 know, people feeling better about how things are
21 going, safety's still the top consideration when
22 they think of travel.

23 Weather. Many of us do things outdoor and we
24 want the weather to be good. They want to be able
25 to get around easily. Food and cuisine, a place to

1 escape to. And the folks that we're most
2 interested in bringing to the destination are folks
3 who can now spend more time and more money when
4 they're here. Because there isn't an absolute
5 upside but for volume.

6 So what we need is more people because we've
7 got some more hotels coming. But we need folks who
8 will spend more when they're here and have a better
9 economic impact. And that's something we focus on,
10 per -- what we call purpose pursuers.

11 So those are the folks that we're targeting
12 now, whether they're millennials with kids or
13 without or boomers who have a good deal more money
14 and time to come to our destination.

15 But we're looking at the folks who want some
16 kind of enrichment from their experience here,
17 because that's what we can provide, you know, in
18 our destination.

19 I told you that the staffing and the service
20 experience keeps me up at night. What makes me go
21 to sleep late is that our competitors who have been
22 laying low now for a year and several months are
23 coming back.

24 And I don't know if you consume commercial
25 media, but you're probably hearing spots from our

1 competitors. And they've got bigger budgets than
2 we do. So we're -- we're hopeful that our
3 messaging can be a little more memorable than their
4 me-too voices, because their voices are going to be
5 bigger.

6 And that gets us to really what are we
7 planning for the future? But I kind of covered
8 that with you. And I know that everybody wants to
9 get out of here, and I apologize for, you know,
10 being late.

11 But we're going to continue to stick with
12 "Your Getaway Isn't Faraway" until the line's
13 crossed on concern about the -- about COVID and not
14 concerned about COVID. And so that's why we're
15 watching this data weekly.

16 But expect towards the end of summer,
17 certainly in the fall, we'll be back with
18 "Travel INTRAnationally" and we'll all feel like
19 we're back in the saddle.

20 That's all I have. If you have any questions,
21 I'd be more than happy to address them.

22 CHAIRMAN MAGUIRE: Yes. Go ahead.

23 MR. OLSON: Prefer -- in your market research,
24 do you have any fresh data on preferences for
25 short-term rentals versus hotel rooms?

1 MR. GOLDMAN: Good point.

2 So the growth in short-term rentals has been,
3 you know, astronomical. It's a certain type of
4 vacation people are looking for with the vacation
5 rentals.

6 To -- to put a -- to illustrate that, in March
7 and April when everything was supposed to be shut
8 down, folks were telling us, well, I'll go to a
9 Hilton or I'll go to a Marriott because I know
10 they're going to be careful. I know they're going
11 to take care of me.

12 Those brands had done a good job of saying,
13 it's safe to come to our hotels and here's why.
14 And they were telling us, calling us and telling us
15 that vacation rentals were -- they were afraid of
16 them because who were they?

17 By middle of May, that had all changed.
18 Folks, through experience were starting to say,
19 yeah, but I'm going to take my wipes with me. I'm
20 going to take my disinfectant. And if I have a
21 house, then I'm not really going to mix it up with
22 anybody. So I could actually better control my
23 environment and feel safer at a vacation rentals.
24 And that spiked.

25 And we -- they -- and so vacation rentals went

1 through the roof in terms of occupancy and average
2 rate. And the data from Destination Analysts also
3 reinforced that, that fact that we actually saw in
4 the data. And we get that from the county.

5 MR. OLSON: So, but -- and another sort of
6 part of that question is, hotel rooms, I think with
7 a half dozen hotels that are going to open locally
8 within the next 12 months, that's a thousand more
9 rooms coming on the market.

10 MR. GOLDMAN: I think it's --

11 MR. OLSON: It's about a thousand more rooms.

12 MR. GOLDMAN: Over the course of the next two
13 years, it's about -- it's a thousand. So you're
14 saying how do I feel about the --

15 MR. OLSON: Well, the --

16 MR. GOLDMAN: How do you fill the --

17 MR. OLSON: -- staffing side of it, plus the
18 growth, the market. We have to go beyond where we
19 were before pre-COVID in order to report --

20 MR. GOLDMAN: That's right.

21 MR. OLSON: -- that additional --

22 MR. GOLDMAN: That's right.

23 And that is part of why not stopping last year
24 in 2020, by continuing to market the destination,
25 was so important, because it gave us free ground

1 where the competitors were not there. So we're
2 anticipating that we've generated additional demand
3 to help occupy those hotels.

4 Here's something also very important. Average
5 rate has been increasing very substantially even as
6 the number of visitors that we've hosted has --
7 would decline during the last year.

8 The reason I say that is that I don't have to
9 fill my hotel if I'm getting a higher rate. And
10 so, you know, it's -- that's the money you take to
11 the bank, not the people.

12 And in fact, in times when you have fewer
13 employees, especially housekeepers, fewer visitors
14 is better for you at a higher rate. And we're
15 seeing that, especially at the beaches. We've got
16 Best Westerns getting \$300, and that's just not
17 heard of.

18 So -- so that's -- we anticipate that the
19 demand that we're generating will satisfy filling
20 those hotels --

21 (Ms. Green exits the meeting.)

22 MR. GOLDMAN: -- especially as people visit.

23 CHAIRMAN MAGUIRE: Good questions. Any other
24 questions? Reba, Justin?

25 MS. LUDLOW: No, but great presentation.

1 MR. GOLDMAN: Thank you. I'll hang around if
2 everybody just wants to scoot.

3 MS. LUDLOW: That's very good and positive and
4 it's just what we need.

5 CHAIRMAN MAGUIRE: Yeah.

6 MR. GOLDMAN: Thank you. I apologize for
7 racing through, but that's --

8 CHAIRMAN MAGUIRE: Thank you for coming and
9 then laying that out. Any questions or comments
10 from the attorney?

11 MR. BURNETT: No, sir.

12 CHAIRMAN MAGUIRE: The director?

13 MR. WUELLNER: No, sir.

14 CHAIRMAN MAGUIRE: The board?

15 MS. LUDLOW: Thank our video streaming people
16 for being here.

17 CHAIRMAN MAGUIRE: Yes, I tend to forget.
18 They're out of sight back there. So, good job.
19 Thanks.

20 All right. With that said and no other
21 comments, adjourned.

22 (Meeting adjourned at 5:21 p.m.)

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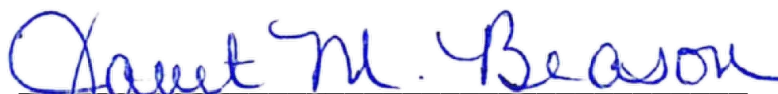
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REPORTER'S CERTIFICATE

STATE OF FLORIDA)
COUNTY OF ST. JOHNS)

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

Dated this 7th day of June, 2021.



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

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| <p>CHAIRMAN MAGUIRE: [112] COMMISSIONER DEAN: [4] 15/19 15/21 16/6 20/15</p> <p>MR. BEYERS: [8] 11/14 20/18 22/8 22/11 22/21 23/2 23/4 23/22</p> <p>MR. BURNETT: [3] 26/12 36/13 69/11</p> <p>MR. GOLDMAN: [15] 49/17 51/16 51/18 52/6 57/4 57/9 66/1 67/10 67/12 67/16 67/20 67/22 68/22 69/1 69/6</p> <p>MR. HARVEY: [9] 26/21 28/25 29/2 29/11 46/24 49/2 49/4 51/15 51/17</p> <p>MR. KRIES: [2] 23/25 24/11</p> <p>MR. McKENDRICK: [1] 25/5</p> <p>MR. MIRGEAUX: [11] 4/13 29/14 33/14 33/25 34/11 34/21 35/2 35/13 43/8 46/1 47/20</p> <p>MR. OLSON: [36] 4/7 4/15 9/13 9/16 9/19 9/21 10/1 10/5 10/11 10/14 10/20 10/25 11/11 11/13 11/15 11/19 11/21 11/23 22/2 22/10 22/20 22/22 28/19 28/23 29/1 29/3 32/25 33/8 35/11 41/17 65/23 67/5 67/11 67/15 67/17 67/21</p> <p>MR. TUCKER: [1] 30/7</p> <p>MR. 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