

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, December 12, 2011

6 from 4:01 p.m. to 4:47 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

- 9 KELLY BARRERA, Chairman
- CARL YOUMAN
- 10 JAMES WERTER
- ROBERT COX, Secretary-Treasurer
- 11 JOSEPH CIRIELLO

12 * * * * *

13 ALSO PRESENT:

14 DOUGLAS N. BURNETT, Esquire, St. Johns Law Group, 509
 Anastasia Boulevard, St. Augustine, FL, 32080, Attorney
 15 for Airport Authority.

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

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JANET M. BEASON, RPR, RMR, CRR, FPR
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1	I N D E X	
2	PAGE	
3	PLEDGE OF ALLEGIANCE	3
4	MEETING MINUTES & FINANCIAL REPORT	3
5	CONSENT AGENDA	3
6	AGENDA APPROVAL	4
7	EXECUTIVE DIRECTOR'S REPORT	4
8	BUSINESS PARTNERS UPDATE	6
9	BUSINESS ITEMS	
10	A. Annual Audit - Carr, Riggs & Ingram	14
11	PUBLIC COMMENT - GENERAL	20
12	AUTHORITY MEMBER COMMENTS AND REPORTS	22
13	ADJOURNMENT	40
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		

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

2 CHAIRMAN BARRERA: We'd like to call the
3 meeting of the
4 St. Augustine-St. Johns County Airport Authority
5 into session. If everyone would rise for the
6 Pledge of Allegiance.

7 (Pledge of Allegiance.)

8 M E E T I N G M I N U T E S

9 CHAIRMAN BARRERA: Thank you. Do we have any
10 additions, deletions, or corrections to the meeting
11 minutes that went out from our last board meeting?

12 (None.)

13 CHAIRMAN BARRERA: Hearing none, our meeting
14 minutes stand as approved.

15 F I N A N C I A L R E P O R T

16 CHAIRMAN BARRERA: Financial report
17 acceptance, do we have any --

18 MR. COX: Nothing to add. Everything is right
19 on track.

20 CHAIRMAN BARRERA: Okay. Then we'll move on
21 into our consent agenda.

22 C O N S E N T A G E N D A

23 CHAIRMAN BARRERA: We have our new farm
24 facility, fuel farm facility, and the release of

25 retainage, and the airport rescue and firefighting

4

1 facility release of retainage. Do we have a motion
2 for approval of the consent agenda? Joe?

3 MR. CIRIELLO: I move to make a motion.

4 MR. YOUMAN: I'll second it.

5 CHAIRMAN BARRERA: Motion and second. Do we
6 have any further discussion?

7 (None.)

8 CHAIRMAN BARRERA: Then the consent agenda
9 will stand as approved.

10 AGENDA APPROVAL

11 CHAIRMAN BARRERA: On to the meeting agenda.
12 Do we have any additions, deletions to our meeting
13 agenda today?

14 (None.)

15 CHAIRMAN BARRERA: Our meeting agenda will
16 stand as approved. And next, the executive
17 director's report.

18 EXECUTIVE DIRECTOR'S REPORT

19 MR. WUELLNER: Most of what I have for you is
20 just in the way of project updates and a few things
21 going on around the airport.

22 A couple of things. You probably noticed that
23 we've got a KC-135 on the property right now. It's
24 been doing some work in conjunction with some

25 trials. Is it not working? You keep staring at me

5

1 so I'm guessing it's not. Try again. Anyway, it's
2 doing some trials for Northrop Grumman -- and
3 what's the other name? Michael?

4 MR. HARVEY: Calspan and --

5 MR. WUELLNER: Calspan, that's the -- another
6 defense contractor. But they're doing some work
7 with some technology testing on some -- for some
8 future use of unmanned vehicles and aerial
9 refueling. So they're -- they're doing that work.
10 They'll be here on and off for the next couple of
11 months, as I understand it.

12 Fire station is nearing completion. As you
13 probably guessed from the consent agenda, it's
14 nearly done. And the progress on the Taxiway B
15 safety area job has been remarkable at this point.
16 That's quite -- quite an effort watching them
17 excavate into that marsh material and back-fill
18 that effort. Now it's going to be ongoing for
19 quite a while and won't be completed until
20 September/October.

21 What else can I tell you? I had a couple of
22 other -- oh, I've got a sheet here. Pick it up
23 after. It just reminds you of the committees and,
24 you know, the time commitments and generally what

25 those are about so that you have kind of a reminder

6

1 ahead of the board elections out in January or
2 February, whenever the meeting gets set.

3 So, other than that, I think that's it at this
4 point. I probably will be contacting you each
5 individually to talk over a couple of things in the
6 next few weeks. Just so you have a heads-up of
7 some things coming up.

8 BUSINESS PARTNERS UPDATE

9 CHAIRMAN BARRERA: Okay. On to our business
10 partner updates. Mr. Sanchez?

11 COMMISSIONER SANCHEZ: Thank you, Madam Chair.
12 If there's any -- thank you. If there's any
13 questions anyone has, I'll be glad to try to answer
14 them.

15 The only thing, the county commission did
16 finish its part of the redistricting. The school
17 board is expected to go along with us and will
18 maintain the same districts. And that should be
19 all settled. That has nothing to do with the
20 congressional and state districts that have yet to
21 be decided by Tallahassee. But anyway, that's
22 about it unless anyone's got any questions.

23 (No questions.)

24 CHAIRMAN BARRERA: Thank you, Mr. Sanchez.

25 COMMISSIONER SANCHEZ: Thank you.

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1 CHAIRMAN BARRERA: Mr. Slingluff?

2 MR. SLINGLUFF: Nothing new to report unless
3 you have any questions about the operation that's
4 going on out there.

5 CHAIRMAN BARRERA: Thank you, Mr. Slingluff.

6 MR. SLINGLUFF: Thank you.

7 CHAIRMAN BARRERA: Mr. Ruhsam?

8 MR. RUHSAM: Is that working?

9 Okay. Interest is up with the club.

10 Membership is up 211 members currently belonging to
11 SAAPA. The enthusiasm's down a little bit. I
12 think it sort of reflects the general malaise and
13 the laggard economy.

14 Unfortunately our World War II dinner dance
15 was postponed due to have been back in November
16 just due to a lack of interest. And canvassing a
17 few folks, just money seemed to be an issue.

18 We had our annual meeting last Saturday and
19 that was well attended. We had 43 people in
20 attendance. And we did have one board member there
21 that -- we appreciate Carl being there. And just
22 to remind all of you folks you're welcome to come
23 to these meetings. Second Saturday is our general
24 meeting. First Friday is a more social occasion,

25 usually with some type of cookout.

8

1 We had our elections, new officers were voted
2 in, and our new president is a former board member
3 here, Wayne George. So we look forward to a well
4 organized 2012 under Wayne's leadership. And looks
5 like that's about it, unless anyone has any
6 questions.

7 (No questions.)

8 MR. RUHSAM: Thank you.

9 CHAIRMAN BARRERA: Thank you, Harry.
10 Mr. Nehring?

11 MR. NEHRING: I just wanted to give my thanks
12 to Kevin. We undertook an operation that hasn't
13 been done by the company in probably 15 years,
14 grabbing two full-size airplanes, loading them on a
15 barge and a week or so later two more in.

16 Kevin's expertise out on the airfield, we had
17 50-plus Taiwanese government officials and
18 military. Getting them on and off the facility,
19 even a tour bus out on the airport, he made it all
20 just completely easy, all of his coordination with
21 us. And I just wanted to personally add my thanks
22 to him and get your recognition to him. Thank you.

23 CHAIRMAN BARRERA: Thank you, Mr. Nehring.
24 And thank you, Kevin, for making that go so smooth.

25 I know that was something very -- the airport staff

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1 was all excited about and thank you for your
2 leadership. Okay. Mr. Zimmerman with planning --
3 I think he'll be here late. Mr. Burnett?

4 MR. BURNETT: A few things to report on. One
5 is the old subject of Hangars 8, 9, and 10.

6 As you'll recall, the Airport Authority had a
7 structural analysis performed by Structures
8 International at a cost of \$20,000, and that then
9 identified really three issues, which was; one, the
10 emergency repairs the airport did way back when
11 were okay and that was necessary. The added thing
12 was it determined that these triangle pieces at the
13 tops of the -- of the door frames needed to be
14 installed. And number three, that essentially the
15 frame around Hangar Number 10's door needed to be
16 completely rebuilt.

17 With that, the Airport then undertook to do
18 the work and the work came in at \$83,000. It's
19 been completed. As you know, 8, 9 and 10 are now
20 fully serviceable.

21 And then if we look at the point in time or
22 the length of time that Hangar 10 was out of
23 operation, you know, from the point in time it had
24 its failure to then trying to figure out what

25 needed to be done, asking the contractor, the

10

1 building manufacturer and the door manufacturer to
2 fix it and the time that went by, the lost rent to
3 the airport was \$88,000. So if you take those
4 numbers together, you get a total of \$191,000.

5 We've now sent -- I have now sent on behalf of
6 the Airport Authority a demand letter, and I sent
7 the demand letter to all of the representatives.

8 The three main companies obviously are Bilco, Bill
9 Pageau's company, who built the -- and who was the
10 contractor who built the structure; Ceco, who is
11 the building system manufacturer; and HydroSwing,
12 who is the door manufacturer.

13 And in the letter we demanded the
14 reimbursement for those items. Also demanded --
15 asked them to contact Ed Wuellner to set up a
16 meeting so we could talk about settlement. So far,
17 none of that contact has occurred.

18 I sent the letter to pretty much -- I sent it
19 to the heads of the three main organizations, but I
20 also copied pretty much every representative that I
21 think I had knowledge of, of who dealt with the
22 door on behalf of those companies.

23 And anyways, the only thing we've heard back
24 is Ceco has asked for a copy of the report from

25 Structures International. I haven't heard anything

11

1 else from them. We'll forward that on to -- and in
2 response to the request from Ceco.

3 So that letter is there, the demand's been
4 made, and assuming we don't get anything back in
5 the way of a positive response, the direction I
6 think I've previously gotten from the Airport but
7 I'll make sure I've gotten the direction from you,
8 is to file suit against them for those damages.

9 So, there's the one issue that I have. If I
10 don't hear -- I assume it's the consensus of the
11 board to go ahead and file suit and give you an
12 update as to where we go from there as far as what
13 we get back from the response of the suit. And we
14 may wind up having a shade meeting to discuss in a
15 closed-door executive session strategy related to
16 litigation once we get an answer from the parties.

17 CHAIRMAN BARRERA: Thank you.

18 MR. BURNETT: So there's that issue.

19 One other thing. The ARFF, obviously closeout
20 of the ARFF facility was on the agenda. I want to
21 give you a little bit of history on an issue that
22 the airport dealt with and how you just saved some
23 money thanks to Ed for getting us -- getting me
24 pointed in that direction.

25 And that was, there was a time when you go

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1 back to 2004, this issue had lingered around for
2 quite a while. It was an issue of whether or not
3 the airport has to pay the county's impact fees.

4 And basically, the resolution was, is the
5 county -- the county cannot pay taxes, and the
6 federal government looks -- looks at the county's
7 impact fees as quote, unquote taxes in that general
8 category. You can't pay those things with airport
9 revenues.

10 And when you go back in time to the 2004 time
11 period, we had a few things there that were
12 nonairport revenue at the time. We had ad valorem
13 tax revenues, which weren't airport revenue. And
14 we had rental of 70 some-odd houses in this south
15 area development.

16 Because of that, we asked for the -- the
17 Airport Authority asked for a determination from
18 the FAA and got an opinion from the FAA out of
19 Washington that the airport could pay impact fees
20 with the nonairport revenue because the airport had
21 nonairport revenue at the time. We also filed a
22 declaratory relief action, but that wound up
23 getting dismissed with the opinion from the FAA.

24 To make a long story short, we fast forward

25 now today we don't have -- we don't have ad valorem

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1 tax revenues and we don't have rental houses like
2 we did then. So what recently came up was with the
3 paying of the impact fees on the ARFF.

4 The way that this -- this discussion is going
5 to be one that goes on for some time forward from
6 now, but the short story was the airport was not
7 required to pay the county's impact fees in
8 connection with the ARFF facility, somewhat of a
9 loophole to technically get us through right now
10 and it's a completely -- it absolutely fits the
11 ARFF, but it is a technical loophole which is the
12 ARFF doesn't generate impacts off of the airport
13 because the ARFF facility is to serve the airport
14 and firefighting on the airport and those kinds of
15 things and we've got this vehicle that goes in it
16 and it's not there to create -- it's not like it's
17 a hangar where new folks are going to drive to and
18 from the airport. So from the county's standpoint
19 of the impacts on the community, it's not impacting
20 their public transportation and facilities, for
21 example.

22 Anyways, to make a long story short, I think
23 you'll see we're proceeding to begin negotiations
24 with the county to deal with this issue of impact

25 fees and revisit the fact that now the airport

14

1 under the FAA's opinion can't pay impact fees with
2 airport revenues, which is all we have at this
3 stage.

4 So there's an update of what's been going on
5 through my office on behalf of the airport. So if
6 you have any questions, feel free to give me a call
7 and I'll be happy to talk to you about it in more
8 depth.

9 CHAIRMAN BARRERA: Very good. Thank you,
10 Doug. We'll go on to our agenda items. Our annual
11 audit presentation from Carr, Riggs & Ingram. If
12 we can begin then.

13 ANNUAL AUDIT - CARR, RIGGS & INGRAM

14 MS. DOMPE: Good afternoon. My name is Cindy
15 Dompe and I'm the fiscal assistant with the Airport
16 Authority, and I'd like to introduce to you Tina
17 Robinson with CRI.

18 MS. ROBINSON: Thank you, Cindy. Is this on?
19 Can y'all hear me okay? First, I just did want to
20 convey -- or Harold Monk asked me to convey to you
21 his apologies for not being here tonight and I
22 think some of you may already know that he was not
23 able to be here tonight due to a recent death in
24 his family. Not on good?

25 Okay. I know you probably already looked over

15

1 your financial statements, and I want to just give
2 you a brief summary of the overall results and some
3 highlights of those statements.

4 There's a nice summary on Page 22 of the
5 report, and what that tells us is that the
6 Airport Authority received a clean unqualified
7 opinion with regard to the financial statements.
8 It also tells you that we did not find material
9 weaknesses in internal control over --

10 CHAIRMAN BARRERA: I've got it here --

11 MS. ROBINSON: -- financial reporting or
12 material noncompliance.

13 And with regard to the single audit of your
14 grants, and of course those are the federal Airport
15 Improvement Program and the state aviation
16 development grants, you also obtained a clean
17 unqualified opinion. And our audit did not find
18 material weaknesses in internal control over
19 compliance with regard to those major grant
20 programs. So again, you have achieved very good
21 audit results this year. And congratulations on
22 that.

23 I do want to give you just as I said a brief
24 summary of the financial results, and if you look

25 at Pages 3 through 5, those are entitled

16

1 Management Discussion and Analysis. And just as
2 that indicates, that is written by your management.
3 So Cindy and Ed have provided some information
4 there. Nice summaries of your condensed
5 statements. Gives you comparisons to the past two
6 years as well as some general information about the
7 airport and economic factors. So that's a good
8 place to look to see just narrative information
9 about your results.

10 And then on Page 6 is your
11 Statement of Net Assets, or your balance sheet as
12 most people like to refer to it. You'll see there
13 that your capital assets actually went up from \$76
14 million to about \$83 million. And your total in
15 cash and investments are lower than in the prior
16 year. But also your accounts payable are lower.
17 So more of your obligations were paid out at
18 year-end.

19 The net assets at the bottom of the page shows
20 you how much of your total equity is divided into
21 investing in capital assets. And that's \$83
22 million. And the remaining \$2.4 million is
23 unrestricted net assets.

24 Page 7 shows your activity, revenues and

25 expenses for the year. You do show -- the middle

17

1 of the page, you'll see that you show another
2 operating loss. That's about \$2.5 million. But
3 you have significant nonoperating revenues of about
4 \$10 million, mostly in the capital grants. That
5 more than takes care of the remaining operating
6 costs. And you did that without using your
7 property tax revenues, as already been mentioned.

8 This year you did not have property tax
9 revenues, other than you'll see a small amount
10 there, which would have been late collections in
11 those revenues. Congratulations on achieving that
12 long-term goal. I know that's been something that
13 y'all have been working towards for a long time.

14 Most of the footnote disclosures that follow
15 are pretty much the same as they have been in prior
16 years, although you will note that of course
17 there's an absence of the property tax revenue
18 disclosures, as there have been in the past.

19 That really concludes my summary. I do want
20 to thank Cindy -- both Cindys and Ed for their
21 assistance in obtaining information that we needed
22 to do the audit and really make it a smooth process
23 for us. So I appreciate that. Are there any
24 questions that I can try to answer?

1 MR. YOUMAN: From our viewpoint, just as an
2 operating entity without the tax support, the most
3 important figure that I think is the operating
4 income before depreciation and expense. Would that
5 be correct? The others are just offsets mainly,
6 aren't they?

7 MS. ROBINSON: When you're looking at just
8 operations, that would be the figure that you would
9 be most concerned with.

10 MR. YOUMAN: But shouldn't we be -- I just
11 want to verify that's the figure we really, really,
12 really, really should be cognizant of, should -- if
13 we're negative in this position, we're in trouble,
14 aren't we, real trouble?

15 MS. ROBINSON: As long as -- it depends on
16 whether or not you're able to continue to receive
17 these capital grants, which you've been receiving
18 for many many years.

19 But if you are looking purely at just the
20 operations of the entity, then you want to look at
21 the number that you just suggested. It's the
22 operating income before depreciation. And
23 depreciation of course is a book entry --

24 MR. YOUMAN: Right.

25 MS. ROBINSON: -- to amortize those assets

19

1 down.

2 MR. YOUMAN: Okay. Thank you.

3 CHAIRMAN BARRERA: Do we have any further
4 board discussion?

5 (None.)

6 CHAIRMAN BARRERA: Do we have any public
7 comment on this agenda item?

8 (None.)

9 CHAIRMAN BARRERA: Seeing no public comment,
10 we'll move it back to the board. Do we have a
11 motion on our audit?

12 MR. YOUMAN: I make a motion we accept the
13 audit as presented.

14 MR. COX: Second.

15 CHAIRMAN BARRERA: Do we have any further
16 board discussion?

17 (None.)

18 CHAIRMAN BARRERA: All in favor, aye?

19 MR. COX: Aye.

20 MR. CIRIELLO: Aye.

21 MR. YOUMAN: Aye.

22 MR. WERTER: Aye.

23 CHAIRMAN BARRERA: Aye. Motion passes
24 unanimously.

25 MS. ROBINSON: Thank you.

20

1 CHAIRMAN BARRERA: Thank you, very much.

2 MR. COX: Thanks.

3 CHAIRMAN BARRERA: And thank you to Cindy --

4 both Cindys and Ed for your participation in

5 helping making this another smooth audit. And

6 Cindy especially, C.W., for you, this being your

7 first audit here with the airport, congratulations.

8 Thank you.

9 MR. MARTINELLI: Public comment?

10 CHAIRMAN BARRERA: I opened it up for public

11 comment and closed it.

12 MR. MARTINELLI: Well, it was opened and

13 closed so fast I was talking to him.

14 MR. COX: Public comment on this one.

15 CHAIRMAN BARRERA: We're ready for the public

16 comment. We're opening up for public comment.

17 Okay.

18 MR. COX: You should have been paying

19 attention.

20 MR. MARTINELLI: Son of a gun.

21 CHAIRMAN BARRERA: Okay. Now we will open up

22 our meeting for public comment.

23 PUBLIC COMMENT - GENERAL

24 MR. MARTINELLI: Okay.

1 haven't said anything yet.

2 MR. COX: You looked right at him.

3 CHAIRMAN BARRERA: If I could explain
4 everything, all the innuendos that go on, I would
5 be --

6 MR. MARTINELLI: Is this thing on?

7 MR. WERTER: We hope not, but go ahead.

8 MR. MARTINELLI: I can't --

9 CHAIRMAN BARRERA: And that was a joke from a
10 fellow board member.

11 MR. WERTER: Yes, let the record reflect that
12 it was a joke.

13 MR. MARTINELLI: I had a comment -- I had a
14 comment on the audit report and in response to your
15 question Carl, because that \$2 million is offset by
16 about a million three, which is a receivable from
17 the grant I would say forwarding or prepayment on
18 our part. And correct me if I'm wrong, Ed, but
19 we -- we put out the money and then we get
20 reimbursed at some time later.

21 Well, we have put out the money to the tune of
22 about a million three and we have not been
23 reimbursed. And the million three actually is
24 shown in operating. So the operating is not \$2

25 million. It's about \$700,000 deficit. And I just

22

1 wanted to point that out. I guess the young lady
2 has left.

3 MR. COX: She's gone.

4 MR. MARTINELLI: Yeah, okay.

5 MR. YOUMAN: Thank you.

6 CHAIRMAN BARRERA: Thank you, Mr. Martinelli.

7 Do we have any further public comment?

8 (None.)

9 MR. COX: Better ask again.

10 CHAIRMAN BARRERA: Hearing none, public
11 comment is closed. We'll move on to Authority
12 Members comment and we'll start with you,
13 Mr. Ciriello.

14 AUTHORITY MEMBER COMMENTS & REPORTS

15 MR. CIRIELLO: I've got just a few things here
16 from the committee that I'm on. Some -- I have
17 water down here, I don't know which organization it
18 was, but they're claiming that the water changing
19 for watering lawns and that will be changed due to
20 the time change, and they have a water impact study
21 that is nearing completion.

22 Mosquito control was saying that the weather
23 is good right now for controlling mosquitoes, and
24 the mosquito control people are also cooperating

25 with Duval County on some mosquito control

23

1 projects.

2 Port waterway. Summer Haven restoration,
3 there's a restoration going on at Summer Haven
4 that's going to cost anywhere from a half to one
5 and a half million dollars. And there's a 150-foot
6 floating dock that will be over in Vilano, and they
7 estimated it will cost \$220,000, but they weren't
8 quite sure where that funding would come from.

9 The transportation department has three
10 different work projects. State Road -- Road 207
11 has a project going on for trails that's going to
12 cost \$1.27 million. They're going to replace the
13 bridge on Route 13 at three and a half million.
14 And replacing the U.S. -- the bridge at Sebastian
15 is going to be 13 and a half million.

16 And the Sheriff's Department said there's --
17 they're nearing completion of their new inmate
18 facility, and I have down here county jail time
19 they increased to 18 months. They must have a
20 certain time limit that people have to spend in
21 jail before they let them out. I'm not sure if
22 that. But those are just some of the brief notes
23 that I took. And as far as the board goes, I have
24 nothing to ask or complain about.

1 Mr. Cox?

2 MR. COX: Well, as we approach the end of the
3 year here, I just want to add some comments on the
4 business development planning committee, that we've
5 been working on this business -- this business plan
6 for the airport for quite some time and it's been
7 an extremely educational process.

8 And I've got to tell you that I thank C.W. and
9 the staff. C.W.'s put in a tremendous amount of
10 work on the -- both the audit process and all the
11 accounting. We switched over accounting formats
12 and software. It's been a tremendous challenge for
13 her, especially jumping into a whole new job at the
14 same -- at the same time.

15 Years ago when I was on a former Airport
16 Authority, we -- where we were on the tax rolls and
17 people were talking about getting off the tax
18 rolls, and I was not a real staunch supporter of
19 that then because I think people were saying that
20 just for the sake of saying we want to get off the
21 tax rolls and pandering to constituents.

22 Now that we are off the tax rolls, I'm a real
23 strong supporter of it. It's going to be a
24 challenge. But as you see from this latest audit

25 we've got and the accounting that we've done, we

25

1 can do it, but we're going to have to see how it
2 goes in future years.

3 And I tell you what, Ed's put in a tremendous
4 amount of work. All -- that whole committee has
5 put in a tremendous amount of work on that business
6 development planning and it's going to be really
7 something to see once we get this thing rolled out.
8 It's going to be something everybody's going to
9 want to have because it's going to help them out
10 quite a bit, as airports go. I've never seen
11 anything else like it at another airport. That's
12 all I have to say.

13 CHAIRMAN BARRERA: Thank you. And I also want
14 to on that note thank Mr. Martinelli. I understand
15 he was instrumental in working with C.W. and with
16 Ed on redoing the financial cost centers, and we
17 appreciate your help as well.

18 Also, under Bob, we also have the Aerospace
19 Academy and I think you attended, Ed. Did you want
20 to report on that?

21 MR. WUELLNER: It wasn't really a whole lot
22 new at the meeting, but they are -- are working
23 toward some internal fundraising with a couple of
24 groups there. They're trying to get in this rocket

25 competition that's apparently nationwide. So

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1 they're doing a little bit of fundraising related

2 to that.

3 I think it's patriot or -- patriot games or

4 something to that effect. It's sponsored by the

5 Air Force Association. But it's very technology

6 driven. It's designed to demonstrate rocket and

7 intercept tracking kind of technologies, believe it

8 or not even at a high school level, with the idea

9 of recruiting the best and the brightest of course

10 into certain military service.

11 They are having a series of meetings in

12 January designed to add to the student population

13 in the Aerospace Academy. There's a district-wide

14 Aerospace Academy -- or excuse me, academy open

15 house in January wherein all the academies

16 district-wide all go out to World Golf Village and

17 incoming freshman for that fall have an opportunity

18 to learn about all the various academies within the

19 county and then they do a specific aviation or

20 Aerospace Academy about a week later at the high

21 school. If anybody would like to go to that,

22 you're welcome to go to that.

23 They like having the business partners, which

24 the airport is one, attend those and be available

25 for questions and answers. So I -- I would

27

1 encourage you, if you've not plugged into that
2 Aerospace Academy at all, that's a great, great
3 kind of venue to plug into there.

4 And then I believe, don't quote me yet, but I
5 think the 8th of November -- excuse me, 8th of
6 February is the next Aerospace Academy meeting, and
7 that's at the high school at 6 o'clock. They
8 usually last an hour, hour and ten minutes,
9 something like that. Another good location to sit
10 in and kind of hear what's going on. But it's a
11 pretty exciting location right now.

12 MR. WERTER: If I may. Ed, whatever happened
13 with the grant and the alternative fuel research
14 project that they were going to be involved in?

15 MR. WUELLNER: Ultimately they did not get the
16 grant.

17 MR. WERTER: Oh, they didn't get, okay.

18 MR. WUELLNER: No. They were on the short
19 list, but only one school got it.

20 MR. WERTER: And who got it, do you recall?

21 MR. WUELLNER: I honestly don't remember. It
22 was out of state.

23 MR. WERTER: Okay.

24 MR. WUELLNER: That was competing for a NASA

25 sort of grant. I'm not sure. It was a big deal if

28

1 they could get it.

2 MR. WERTER: Yeah.

3 CHAIRMAN BARRERA: Thank you. Mr. Youman?

4 MR. YOUMAN: I had the good fortune to attend

5 the EDC quarterly breakfast to substitute for Jim

6 that last one --

7 MR. WERTER: Yeah.

8 MR. YOUMAN: -- at the River House.

9 Mayor Alvin Brown was the main speaker and his main

10 theme is we're a region and anything that happens

11 with Jacksonville spills over to our county. And

12 the same thing with the follow-up from Roy

13 Schleicher. He's the EVP of JAXPORT and he

14 stressed the importance of the port and of securing

15 funds for the Mile Point project and deepening the

16 channel.

17 The paper had an article, if y'all are

18 interested, that covered -- would you pass this

19 out -- covered the EDC meeting and so I won't go in

20 any more detail on that.

21 The North Florida TPO Global Trading

22 Transportation symposium was held at the Marriott

23 in Jacksonville. Paul Anderson, who is the head of

24 the JAXPORT, and Jeff Sheffield of the TPO were the

25 presenters. And I attended that.

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1 The Florida Manufacturers' Association in
2 Orlando, Florida had a two-day seminar or
3 convention like at Orlando, Florida, and I was
4 asked to participate as a member of the board in
5 conjunction with Norm Gregory, VP Economic
6 Development Chamber of Commerce; Melissa Glasgow,
7 the EDC and a director of Economic Development; and
8 Paul Apple of the EDC.

9 They had -- the chamber had a booth there
10 promoting St. Johns County and the airport and the
11 idea of St. Johns County being a great place for
12 manufacturers. Believe it or not, we made two
13 contacts there that are companies that are looking
14 for space in Florida. So they're jumping on it.
15 In fact, one of them called me direct at the house
16 and so I've got to call her back and see what I can
17 do to direct her.

18 My main committee that I'm supposed to be --
19 that I am part of for the member representing the
20 North Florida TPO, most of the meetings now
21 there's -- there's a real funding problem for
22 projects, is reallocating funds to different
23 projects and trying to keep a balance within all
24 the counties to take care of the most important

1 And, for example, some of the 313 funding was
2 pulled and pushed out to 2015, though there's still
3 enough funds for some right-of-way acquisition and
4 analysis of how to make the process work.

5 This is -- I was on a subcommittee for the
6 legislative agenda, and this is the result that was
7 voted on and agreed to as the recommended
8 legislative agenda to present to the legislator in
9 Tallahassee. If anybody wants to take a look at
10 it, there's a copy.

11 Along with the North Florida TPO, all of a
12 sudden I began receiving, and I -- I think it's
13 because of the TPO, invitations from the Navy to
14 represent the airport at Navy functions. One of
15 them was the Jax air show. The next one last week
16 was NAS JAX holiday party. And Connie and I just
17 attended the Navy's Mayport holiday party. And
18 I've been asked to attend as -- an NAS JAX change
19 of command in January of 2012. So the airport's
20 getting a lot of representation all over the place.

21 Not to keep belaboring it, but I gave a short
22 talk about the airport at the REC meeting --
23 meeting and the Christmas party, the St. Augustine
24 Republican Club cookout, and the SAAPA meeting

25 Saturday, and the EDC quarterly breakfast. And I

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1 was lucky enough to get some data from Ed to be
2 able to talk sort of intelligently.

3 Kim Kendall who is running for state
4 representative, I met her and she asked for a tour
5 of the airport, while I suggested it. Am I off the
6 air?

7 MR. WERTER: No.

8 MR. YOUMAN: It sounds like I'm going off.

9 MR. BURNETT: No.

10 MR. YOUMAN: And she was given a tour of the
11 airport. Kevin did a heck of a job taking us
12 around. Got some pictures. And she -- and she
13 also was a -- an air traffic comptroller. So she
14 was kind of excited when she was in the tower
15 getting a -- showing her around the tower.

16 Catherine Ross, regional director for Bill
17 Nelson, met her at one of the holiday parties and
18 Ed's helping me make an arrangement for a tour for
19 her.

20 And I was fortunate enough to be on hand for
21 the Northrop Grumman loading of the two planes at
22 the barge facility. I ran into Carl Blow and he
23 wants some of my pictures. And that was --
24 watching the loading of the two barges and

25 expanding into the multimodal facility one step

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1 further was to say the least very exciting.

2 And let me see if there's anything else here

3 that I missed. Oh, Ed, your happenings --

4 MR. WUELLNER: Uh-huh.

5 MR. YOUMAN: -- that you put together for me

6 for the TPOs, they now have stated in a meeting

7 officially that we've upped the scale for

8 presentations because of this, and we wished them

9 happy birthday and everything else, because this

10 thing has gone over fantastically in representing

11 the airport --

12 MR. WUELLNER: Good.

13 MR. YOUMAN: -- to the other counties and

14 other entities. Let me -- give me a second here

15 and see if I've missed any.

16 Oh, the -- in the TPO meeting, there's a draft

17 of the public involvement plan that has to be

18 updated every few years. That's been done. And we

19 had to vote on it. And of course we approved it.

20 Is there anything else that I missed? Give me a

21 second here.

22 I have a whole bunch of questions like I

23 usually do, but I'll only ask for a couple of them.

24 Is there any activity pertaining to the county free

25 trade in terms of the airport, Ed?

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1 MR. WUELLNER: Not that I'm aware of. I
2 haven't heard anymore recently.

3 MR. YOUMAN: Facebook, there was a couple of
4 comments in Facebook on November 22nd, November --
5 and November the 2nd. I didn't see a response and
6 I was wondering if it was possible to take a look
7 at them and see if we can respond.

8 MR. WUELLNER: Sure.

9 MR. YOUMAN: How is the noise complaints or
10 other complaints?

11 MR. WUELLNER: We've had a couple. We had an
12 F-18 arrive yesterday to great noise and fanfare
13 and depart even louder. And of course the KC-135
14 is certainly noticeable if you happen to be right
15 there when it goes. But other than that, it's been
16 pretty well status quo.

17 MR. YOUMAN: Yeah, it took off while we were
18 at the SAAPA meeting.

19 MR. WUELLNER: Yeah, it will get your
20 attention.

21 MR. YOUMAN: I think I'll stop there. I have
22 a lot of other questions, but I'll just wait and
23 save it up for next year.

24 CHAIRMAN BARRERA: Thank you, Carl. And I

25 wanted to let you know that members from both the

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1 IDA and the EDC both have complimented you on your
2 presentation of the airport out in the community,
3 and I constantly get positive feedback on your
4 consistency at being at the different events and
5 the different meetings in the community. So thank
6 you.

7 MR. YOUMAN: Thank you.

8 CHAIRMAN BARRERA: Mr. Werter?

9 MR. WERTER: Well, he covered the EDC quite
10 well for me this last time. I think I was in court
11 that day. And then we had the ACI conference in
12 San Diego.

13 Unfortunately due to current events as of
14 yesterday, I wasn't able to go to my office and
15 pick up my notes, but I know on -- on the web site
16 and ACI-NA for North America has a review of all
17 the seminars and conferences that we attended.

18 So if you -- and Ed has my -- my iPad, so I
19 can't pull up the site. But if you go to that site
20 to look up the conference -- refresh my memory.
21 What were the dates of the conference?

22 CHAIRMAN BARRERA: That was the 15th, 16th,
23 17th, 18th.

24 MR. WUELLNER: Of October.

25 CHAIRMAN BARRERA: Yeah, October.

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1 MR. WERTER: So if you -- if you Google that,
2 you can find the conferences and a review of how
3 they went. I think they were going to incorporate
4 notes after the conference from what I heard from
5 airport security to commerce, the -- the usual nine
6 yards that they cover every year.

7 If you could -- I see your name up on the
8 board there. If you have individual recollections
9 of the notes, but without my notes, I can't report.

10 But I know you can go to the web site and review
11 it, so... Do you have your notes with you?

12 CHAIRMAN BARRERA: I can remember several
13 things.

14 MR. WERTER: Okay.

15 CHAIRMAN BARRERA: All right.

16 MR. WUELLNER: Doing better than I am.

17 CHAIRMAN BARRERA: Did you have anything else,
18 Mr. Werter?

19 MR. WERTER: No.

20 CHAIRMAN BARRERA: Okay. I did attend the ACI
21 conference with Ed and with Jim. The theme of
22 really the -- that you heard throughout the
23 conference was the -- the -- about airports across
24 the nation are hurting.

1 with the economic times, a lot of emphasis on
2 nonaeronautical revenue and ways to boost that
3 bottom line. And also of course security, TSA, we
4 were fortunate to have the number two person at the
5 FAA there to speak with us and get a little bit of
6 an idea of what is not going on and what is going
7 on at the FAA.

8 And funding is -- will continue to be a
9 problem, as -- as we all have been hearing
10 throughout the industry. So it was good to get an
11 update and to kind of -- to kind of find out where
12 other airports are looking at in terms of trying to
13 generate revenue.

14 There was again -- as usual, we were
15 recognized within the smaller committees as far as
16 our sustainability project and people who are
17 mirroring a lot of the different things that we've
18 done here at the airport -- Kevin, your group has
19 done and the staff has done here at the airport and
20 really kind of put us on the forefront of that.

21 So that was always -- that's always very
22 positive recognition to be recognized by other
23 airports in the industry on a national basis. So,
24 it was very interesting and --

25 MR. WERTER: Can you when you're finished,

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1 before you move on, pass it back to me?

2 CHAIRMAN BARRERA: Okay. The other -- the
3 other opportunity Ed and I had is I spoke at the
4 St. Johns Civic Round Table meeting and did a
5 presentation on our airport. It was -- seemed to
6 be very well-received.

7 A lot of specific and in-depth questions were
8 asked, and Ed was a great resource to be able to
9 answer those specific in-depth and seven-year-old
10 questions, pull out. But that -- I think it was
11 well-received and they asked -- they very much
12 wanted me to reiterate back to our board how much
13 they appreciate us allowing this -- them to use our
14 facility for their meetings and opening up the
15 conference area to the community when we do.
16 They're very appreciative of that for the different
17 meetings. And with that, I'll open it back up to
18 you, Jim.

19 MR. WERTER: Yeah. On the two notes that you
20 mentioned, it seemed to run -- run a vein and spark
21 a memory on that. The -- it ran through the FAC
22 conference also about, you know, the -- I think
23 someone used the term malaise in the economy, our
24 gentleman from SAAPA. And that rang true through

25 from the FAC conference as well.

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1 But the thing that struck home to me that you
2 sparked my memory on was the multi -- not the
3 multimodal but the multipurpose situation of
4 individual airports that have the capability and
5 that we have capability, given our land resources.

6 And I've mentioned it to Ed or asked Ed where
7 we're at with certain projects. But that's a focus
8 we should revisit again as to what direction we --
9 we head in with the additional properties that we
10 acquire to broaden our horizons so to speak.

11 CHAIRMAN BARRERA: Agreed.

12 MR. WERTER: It needs to be refreshed.

13 CHAIRMAN BARRERA: Well, I think with the
14 business plan we'll be able to see a lot more of
15 that. And we're looking forward to the finishing
16 touches being placed on that. I know that's coming
17 to a close and that's something we can look forward
18 to hearing more about in the new year. Carl?

19 MR. YOUMAN: I do want to ask one question. I
20 had my list here. Incorporated with the -- is it a
21 business plan or what do you call it?

22 CHAIRMAN BARRERA: The business plan?

23 MR. YOUMAN: It is a business -- the business
24 plan. Is the marketing plan incorporated in --

25 within the business plan?

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1 MR. WUELLNER: Yes. It's an element of it.

2 MR. YOUMAN: Is the -- is the PR efforts
3 campaign -- I mean, a sustained and coordinated
4 continuous PR campaign, is that part of the
5 business plan?

6 MR. WUELLNER: Yes, it is.

7 MR. YOUMAN: So it's going to be all -- good.
8 Okay. Now I'm happy again.

9 CHAIRMAN BARRERA: And we'll also have the
10 opportunity as board members to not only review it,
11 but also bring up areas of emphasis that we feel
12 like more emphasis or less emphasis needs to be
13 placed on when it's presented to us as a board.
14 Our input will -- this is what the committee will
15 have come up with, and our input will be important
16 at that point, too.

17 MR. YOUMAN: Thank you.

18 CHAIRMAN BARRERA: The last thing we need to
19 discuss is our next board meeting. And Cindy sent
20 out an e-mail asking about January the 30th or
21 February the 6th at 4 p.m. for our next regular
22 scheduled board meeting. I am -- I am leaning
23 towards the 6th, but I would welcome any other
24 feedback from the other board members.

25 MR. YOUMAN: I responded to Cindy's e-mail and

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1 I think I said either one, didn't I?

2 MR. WUELLNER: Uh-huh.

3 CHAIRMAN BARRERA: Do we have any further
4 board input?

5 MR. COX: Either one is good for me.

6 CHAIRMAN BARRERA: Joe?

7 MR. WERTER: Yeah, looks like the 6th --

8 MR. CIRIELLO: Any time is good for me.

9 MR. WERTER: Yeah, the 6th would be good for
10 me.

11 CHAIRMAN BARRERA: Then we will plan for our
12 next board meeting to be on February 6th at 4 p.m.
13 and with that this meeting is adjourned.

14 (Meeting adjourned at 4:47 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, certify

7 that I was authorized to and did stenographically report

8 the foregoing proceedings and that the transcript is a

9 true record of my stenographic notes.

10

11 Dated this 20th day of December, 2011.

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

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