

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 General Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, September 20, 2004

6 from 4:00 p.m. to 4:59 p.m.

7 and 5:25 p.m. to 6:09 p.m.

8 * * * * *

9 BOARD MEMBERS PRESENT:

- 10 SUZANNE GREEN, Chairman
- WAYNE "BUZZ" GEORGE, Secretary-Treasurer
- 11 JOSEPH CIRIELLO
- BOB COX

12 * * * * *

13 BOARD MEMBERS ABSENT:

- 14 JOHN "JACK" GORMAN

15 * * * * *

16 ALSO PRESENT:

- 17 DOUG BURNETT, Esquire, Rogers, Towers, Bailey,
- 18 Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
- FL, 32084, Attorney for Airport Authority.

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

20 * * * * *

- 21
- 22
- JANET M. BEASON, RPR, RMR, CRR
- 23 St. Augustine Court Reporters
- 1510 N. Ponce de Leon Boulevard
- 24 St. Augustine, FL 32084
- (904) 825-0570

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1 PROCEEDINGS

2 CHAIRMAN GREEN: Ready to call the meeting to
3 order. Stand for the pledge, please.

4 (Pledge of Allegiance)

5 3. - APPROVAL OF MINUTES

6 CHAIRMAN GREEN: First administrative item is
7 the approval of the minutes from our meeting
8 August 16th, 2004. Are there any additions,
9 exceptions to the minutes?

10 (No additions or exceptions.)

11 CHAIRMAN GREEN: Hearing none, move that the
12 minutes are accepted as presented.

13 4. - ACCEPTANCE OF FINANCIAL REPORTS

14 CHAIRMAN GREEN: Next, we have the financial
15 reports for the 11 months ended August 31, 2004.
16 Comments from Treasurer?

17 MR. GEORGE: They look good to me.

18 CHAIRMAN GREEN: Any other comments from the
19 board, additions, deletions, or comments on the
20 budget for the 11 months' financial statement?

21 (No additions or deletions.)

22 CHAIRMAN GREEN: Hearing none, then the
23 financial statements as of that date will be
24 accepted.

25 5. - APPROVAL OF MEETING AGENDA

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1 CHAIRMAN GREEN: We have a meeting agenda.
2 We have the agenda for our airport meeting, the
3 regularly-scheduled meeting which is right now,
4 which is the yellow copy, unless they've changed
5 it. Is there any exceptions, additions to that
6 meeting, the agenda meeting?

7 MR. GEORGE: Yes.

8 CHAIRMAN GREEN: Yes, sir.

9 MR. GEORGE: Madam Chairman, at the last
10 meeting, I had requested that we put an agenda
11 item for the board to discuss the financial
12 modeling plan that Ed developed to make it an
13 annual requirement with the budget, to go back and
14 redo that and explain what the differences are on
15 the plan, and I don't see it on here.

16 MR. WUELLNER: It is in there.

17 MR. GEORGE: That's good enough for me.

18 MR. COX: An agenda item to discuss it or
19 just put it on?

20 MR. GEORGE: To put it on as an add-on.

21 (Court Reporter asks for clarification.)
22 CHAIRMAN GREEN: Yeah, you have to speak up
23 if you're going to -- was this something that
24 needed to be put on or discussed if it needed to
25 be put on, or what was --

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1 MR. GEORGE: At the last meeting, I requested
2 that it be added as an agenda item for the board
3 to discuss whether we wanted to put it as a
4 mandatory requirement every year at the time of
5 the budget.

6 MR. WUELLNER: It is in there as a slide, but
7 apparently did not make it in the list of items to
8 be adopted.

9 MR. GEORGE: I have no problem leaving it --

10 MR. WUELLNER: It is in there.

11 MR. GEORGE: -- as the slide as long as it's
12 brought up. That's fine. Ed, if you tell me it's
13 in there, it's fine.

14 MR. WUELLNER: It's -- it's there. Actually,
15 it's item B.

16 CHAIRMAN GREEN: Yearly budget ratification?

17 MR. WUELLNER: Is -- is the item.

18 CHAIRMAN GREEN: Okay.

19 MR. GEORGE: Okay.

20 CHAIRMAN GREEN: Any other comments on the
21 agenda?

22 (No further comments.)

23 CHAIRMAN GREEN: Okay. Then the agenda will
24 stand.

25 6.A. - COUNTY COMMISSIONER

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1 CHAIRMAN GREEN: Reports? Mr. Maguire, I did
2 see him.

3 COMMISSIONER MAGUIRE: Yes, ma'am.

4 CHAIRMAN GREEN: Report for us, sir?

5 COMMISSIONER MAGUIRE: No report today,
6 ma'am.

7 CHAIRMAN GREEN: Thank you.

8 6.B. - AERO SPORT, INC.

9 CHAIRMAN GREEN: Mr. Slingluff, Michael?

10 MR. SLINGLUFF: No report.

11 6.C. - NORTHROP GRUMMAN

12 CHAIRMAN GREEN: Northrop Grumman? Nobody
13 from Northrop?

14 (Representative absent.)

15 6.D. - ST. AUGUSTINE PILOTS ASSOCIATION

16 CHAIRMAN GREEN: Mr. Roderick, Pilots?

17 MR. RODERICK: Can you hear me without this?

18 MR. WUELLNER: We need to get it on the --
19 you can take it out of there and you can raise
20 this.

21 MR. RODERICK: This is a lot of work for one
22 report. We had our meeting, as we do in the
23 airport pilots club, and Mr. Wuellner and the
24 staff received nothing but high praise. I heard
25 no dissension. Everything.

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1 Just to reiterate, no airplanes were left
2 out. The damage was very minor considering all
3 the winds. And we greatly appreciate that. And
4 Ed was fortunate to be there to hear it
5 personally, but the rest of you needed to hear it.
6 Thank you.

7 CHAIRMAN GREEN: Thank you.

8 6.E. - FLORIDA AVIATION CAREER TRAINING

9 CHAIRMAN GREEN: Florida Aviation, Bjorn?

10 (Representative absent.)

11 CHAIRMAN GREEN: Don't see anybody from
12 Florida Aviation.

13 6.F. - ATCT MANAGER

14 CHAIRMAN GREEN: Tower, Mr. Knight?

15 MR. KNIGHT: Good evening.

16 MR. WUELLNER: I've got your slide here.

17 MR. KNIGHT: Same time a year ago, we're

18 actually up 1,000 operations over last year.

19 Overall, we're up 20,000 plus over last year.

20 However, this month, we're down quite a bit due to

21 the weather. And I think we'll probably end with

22 about 130,000 for the year. That's up roughly 20-

23 for the year.

24 In regards to the radar system, the data line

25 for the radar presentation itself was installed

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1 just last week. We hope to have that up and

2 operational within the next month or two.

3 The FDIO equipment was installed; however,

4 the center, the air traffic control center up at

5 Hilliard is lacking a cable. It's an octopus-type

6 cable, and once they receive that, then they'll

7 put our FDIO on line, and that's our system where

8 we receive and can enter flight plans for IFR

9 aircraft. Thank you. Thank you.

10 CHAIRMAN GREEN: Thank you.

11 6.G. - AIRPORT AUTHORITY BOARD

12 CHAIRMAN GREEN: Mr. Burnett?

13 MR. BURNETT: Thank you. Brief updates on

14 the Earth Tech litigation, and specifically Phase

15 I of the terminal. Brian Thompson's deposition
16 has been scheduled to occur on October the 14th,
17 which is a few weeks away.

18 Additionally, today, September the 20th,
19 marks a change in judges over in the circuit civil
20 here in St. Johns County. Judge Mathis and Judge
21 Traynor have switched benches. And because of
22 that, we're going to be -- we have moved for a
23 case management conference, and we're going to get
24 it set as soon as possible.

25 Unfortunately, the setting of hearings has

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1 been suspended because Judge Mathis intends to
2 maintain Judge Traynor's electronic calendaring
3 system.

4 It used to be -- it used to be all
5 attorneys -- and I see Ms. Green over there is
6 reacting to that. It used to be attorneys would
7 call the judicial assistant to set a hearing with
8 the judge. Judge Traynor, at least six months
9 ago, went to an electronic calendaring system
10 where you don't actually call the judicial
11 assistant; the attorneys look online and use their
12 password to be able to set a hearing with the

13 judge. So, you can't call in to set a hearing on
14 circuit civil here in St. Johns County.

15 And unfortunately, with the change, Judge
16 Mathis and his judicial assistant have frozen your
17 ability to set hearings right now. Additionally,
18 his assistant is out of town this week on
19 vacation. So, we're unable to set that for a
20 hearing.

21 But we have moved for a case management
22 conference. The purpose of that is to bring the
23 case to the judge's attention, usually to set a
24 pretrial, get a pretrial order and get a trial
25 order. And it helps to expedite the case, helps

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1 to give the judge a chance to review and see the
2 status of the case and really gets the parties
3 thinking about the case as well.

4 The other thing that has gone on is we are --
5 we have scheduled a meeting with Earth Tech's
6 attorney to go over some technical documents
7 related -- that have been produced so that we
8 can -- well, for a number of issues, but including
9 agreeing to certain documents for evidentiary
10 purposes or the use during depositions.

11 So, that's the status on the litigation. If

12 you've got any detailed or specific questions,
13 I'll be happy to talk to you about those after the
14 meeting. I don't know if anybody's got any
15 questions right now, but if you've got any
16 detailed ones, I'll be glad to talk to you after
17 the meeting.

18 CHAIRMAN GREEN: Any comments from the board?

19 MR. GEORGE: What time frame are we looking
20 at a resolution on this whole thing? Your crystal
21 ball is better than mine.

22 MR. BURNETT: Sure. I think that you can
23 get -- it's realistic that a pretrial -- and I
24 guess to very briefly explain the process, we're
25 trying to set a case management conference, and

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1 then you would follow that up with a pretrial
2 conference.

3 The purpose of a pretrial conference
4 typically is to stop -- it's a cutoff point for
5 discovery. Typically, let's say the judge in this
6 case may set a pretrial date for December. If we
7 had a pretrial date then, that means that all
8 written discovery, looking at the other side's
9 documents, sending them interrogatory questions,

10 taking depositions and the like, would be cut off
11 at that point in time.

12 Additionally, pretrial orders typically
13 require the attorneys to meet -- meet with each
14 other and exchange exhibits and to mark and
15 identify what's going to be used at trial of the
16 case. And the standard pretrial order for the
17 Seventh Circuit, which we're in the Seventh
18 Circuit, requires the parties to agree to a
19 pretrial stipulation. And what you do -- the
20 attorneys stipulate to basically what are the
21 undisputed facts? What are the facts that are in
22 dispute? Then you identify those things.

23 Additionally, identifying witnesses for both
24 sides, the exhibits for both sides, the issues of
25 the law that apply, identifying those, and

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1 identifying the issues that the judge really needs
2 to focus in on and resolve.

3 And that all comes out into a joint
4 pretrial -- usually a joint pretrial stipulation
5 that is signed by the attorneys or the clients and
6 is submitted to the Court prior to that pretrial
7 or at that pretrial date.

8 MR. GEORGE: It sounds like from all of these

9 "and this, and this, and this," every time that
10 there's an option for somebody to object, so we
11 could be looking at another two years before we
12 get a resolution. Is that true?

13 MR. BURNETT: I think that if you -- the
14 realistic thing is if we wind up with a case
15 management conference within probably the next 30
16 days, you'll see -- I would think you would see it
17 in October for a case management conference.

18 At that point in time, I would think you will
19 see the judge order a pretrial, which I would -- I
20 would, based on this current docket that Judge
21 Mathis is inheriting, which is Judge Traynor's
22 docket, I would think you will see a pretrial that
23 would be in December or January, and a trial date
24 in the first quarter of or at least the first half
25 of -- of 2005.

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1 MR. GEORGE: Okay. And a trial typically
2 lasts how long? A month?

3 MR. BURNETT: No.

4 MR. GEORGE: Two weeks.

5 MR. BURNETT: A month, if it's televised and
6 there's a lot of attorneys.

7 MR. GEORGE: Okay. All right. So, based on
8 that time frame, though, we could possibly have
9 resolution on this by the third quarter of next
10 year before we go into the next budget cycle.

11 MR. BURNETT: Yes. And I --

12 MR. GEORGE: That's fine.

13 MR. BURNETT: Back to your question on the
14 length of time, I think you would see three to six
15 days for a trial.

16 MR. GEORGE: Okay.

17 MR. BURNETT: It may be longer. It just
18 depends on how the discovery process goes. But I
19 think that's a realistic time frame for a trial of
20 this size, three to six days.

21 MR. GEORGE: Okay. Thank you.

22 CHAIRMAN GREEN: Any other comments? I just
23 want to make one. I think it's a positive move.
24 Poor Judge Traynor has been overwhelmed, inundated
25 with some of the family law cases and civil, so

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1 this is a good thing, because we needed to
2 expedite it, which is probably why,
3 administratively -- I don't want to think behind
4 what the chief judge did, but that's probably why
5 they did, because it's just been overwhelming for

6 him.

7 Okay. Action items, Mr. Wuellner, the
8 project update?

9 7.A. - PROJECT UPDATES

10 MR. WUELLNER: Yes, ma'am. We've got
11 terminal project, airport maintenance facility,
12 Taxiway Bravo and hardstand, land acquisition
13 Araquay Park, terminal parking lot, home
14 demolition, the old Phase II hangar, and marketing
15 and public relations, and airport leasing
16 activities, along with a very brief statement or
17 two I think related to the Master Plan for today.

18 Terminal project, just to bring you up to
19 speed, we're currently beginning the process of
20 negotiating the final cash settlement, if you
21 will, and remaining items with Liberty Mutual.

22 These are primarily warranty items that --
23 now that the construction work is done, items that
24 come to our attention that are either improperly
25 done, work we didn't accept during construction or

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1 didn't come to a complete resolution with them on,
2 items like the Swiss cheese parking lot, the
3 failure to properly secure soffit items,

4 first-floor flooring in the flight school, that
5 kind of stuff that, you know, are primarily
6 cash-related items that come out of retainage with
7 the bonding company, and -- and go through that.

8 I guess it's a minor iterative process to
9 just come to a final number, wherein hopefully
10 they're writing us a check at this point to finish
11 those up.

12 We really do not wish to prolong or have
13 construction in any way beginning and using any --
14 any semblance of bond company-related
15 construction. So, if there's a few items that
16 need to be wrapped up, we'd much prefer to settle
17 those financially with the bonding company and --
18 and facilitate that through our normal vendor
19 process.

20 Next item I've got is the airport maintenance
21 facility. Still on track to be completed fourth
22 quarter. The building is dried in now. The liner
23 panels are in place. Drywall's up. They're doing
24 painting on the inside.

25 They've begun lime-rocking in the last --

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1 actually in the last 24 hours. It's starting to
2 come along pretty quickly here, and we're still

3 hoping for a November occupancy at this point.

4 So, things are going very well with this. Our

5 contractor, Danis, is doing a fantastic job on

6 this one.

7 And next item is Taxiway Bravo. Airfield

8 signs, we were told last week were due on the

9 21st. We're now being told they're actually not

10 shipping until the 23rd, which kind of screws up

11 both of these slides for purposes -- or items

12 here. And they're expected to be in here the

13 following week to do the sign installation. So,

14 we expect the signs to be on premises very early

15 next week.

16 Just a hint; when I say "handful," there's

17 probably a dozen signs that need to be still

18 installed. It's not keeping us from using it;

19 it's just -- it needs to be brought up to

20 standards. And otherwise, all pavement areas are

21 open on that job.

22 Araquay Park land acquisition, not a lot to

23 communicate to you. The offers that y'all

24 approved more than a month ago have been

25 communicated, along with the ticklers, for lack of

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1 better terms, are in place to provide the
2 additional notification as the clock runs out over
3 the next month or so. We've not really had any
4 major substantive discussions with any of those
5 homeowners at this point towards getting it
6 resolved.

7 I think there's been a few conversations with
8 attorneys, but I'm not aware of anything that's
9 just hanging there ready to -- to finish up. So,
10 maybe as the time gets shorter, we'll be -- be at
11 that -- be at that point. We'll keep you updated.

12 Terminal parking lot, our guys have -- you
13 probably noticed the airfield vault's missing out
14 there, and -- and they've begun preparation for
15 the additional expansion in the south lot. That
16 was promptly put on hold, fighting the number of
17 hurricanes and weather that's gone on in the last
18 month. So, not a lot of progress going on this
19 and a couple of other items. We've been busy
20 boarding, unboarding, reboarding, repairing,
21 and -- and doing what's been involved with storms.
22 So, not -- not a whole lot to give you there.

23 The engineering documents were finalized
24 since the last meeting, so they're in our hands.

25 And we are in the process of obtaining quotes for

1 not only the surface treatment, but also some
2 small vendor pavement work for us to do the actual
3 asphalt coating and those couple of real small
4 areas in the parking lot that were -- that were
5 previously not paved. So, it's not a big deal.

6 Home demolition update, the second batch of
7 homes were bid, and we have an action item that's
8 a little further on the agenda item relative to
9 that. We did receive some -- some bids for a few
10 of the homes, so it'll be up to you guys to decide
11 whether to accept those bids and allow those homes
12 to be removed off the property.

13 Otherwise, demolition on the first batch of
14 homes that we purchased is ongoing and will be
15 continuing over the next month or so. As several
16 homes were not bid on, we will move those into the
17 quote process for -- for demolition as we move
18 forward. I can tell you that the archaeology --
19 archaeology and historical significant studies
20 have been submitted to the state and to the county
21 for their final action and recommendations.

22 Hangar structure rehab, there's nothing
23 really new to report here, as I said, but guys
24 were -- other than to batten down the hatches over
25 the last month, nothing new has gone on with that.

1 Marketing and public relations, there's
2 really nothing new to report since the last
3 meeting there, either.

4 Airport leasing activities, we do have -- we
5 are going through the ongoing development of the
6 fuel farm lease agreement. I did receive a draft
7 of that document on, I don't know, Thursday or
8 Friday of last week. It -- it is going to require
9 a fair amount of Staff input before we're ready to
10 go to the tenant and negotiate that out. That was
11 a part of the FBO lease agreement -- or actually
12 stand-alone agreement, but called for as part of
13 that memo of understanding.

14 And consistent with previous actions y'all
15 have taken, the Sheriff's hangar is switched.
16 That is going from their current hangar out to the
17 old Regency Electric hangar. That modification is
18 just about done, and we expect them to be able to
19 occupy that next week, which then triggers the
20 right of first refusal clause that's in the
21 Southeast Aero lease of the old Future First.

22 As you know, that Sheriff's hangar is right
23 next door. They have a right of first refusal as
24 part of that lease for that building, and I

25 suspect that we'll have a lease prepared and --

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1 and it will be consistent with the lease that was
2 next to it and -- and to you guys for approval at
3 the October meeting for Southeast Aero.

4 And design/build solicitation, you have the
5 results of that as an agenda item here, and that's
6 really about all we're going to tell you. I do
7 want to remind you that this is not an automatic
8 approval to do projects that were listed in the
9 solicitation; it's simply another vehicle that's
10 available to the Airport Authority to award
11 building construction jobs as we move through the
12 next five years. So, that puts another tool in
13 the tool belt, so to speak.

14 Hurricane Frances, again, I'd like to
15 compliment the FBO and the tower and even -- and
16 the Airport Authority staff in preparing for
17 and -- and -- and resolving all of the issues that
18 came about as a -- as a part of that storm.

19 I did want to make you aware we did secure
20 and reopen to tenants at 8 o'clock on Tuesday
21 following the storm. The airport was without
22 power for the most part for the better part of
23 five days here. Critical things such as nav aids,

24 the tower, and airfield lighting were on backup
25 generator during that time. And once the weather

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1 calmed down, we were able to open the -- air
2 traffic control was accomplished using generator.

3 By all accounts, you'd have to classify
4 what -- what we saw as a result of Frances as
5 minor, was some -- some things you might classify
6 as hangar rash. We found some -- some weak points
7 in some hangars that we'll be working on over the
8 next few months to -- to bolster the structural
9 integrity of a couple of older hangars.

10 Saw some -- some minor failures of some other
11 buildings. And other than that, it was a fairly
12 nonevent on the airport, thankfully, other than
13 some tree damage in the neighborhoods. You know,
14 we got -- tried to get those done as quickly as
15 possible, considering we were relying on private
16 vendors to do that. It was for the most part get
17 in line and good luck.

18 But all in all, I think -- I think we got
19 away with it, and we'll see what happens as we
20 move through the next week or so with Jeanne or
21 Jeanne (phonetic) or whatever the next one will

22 be. Excuse me.

23 And last item I've got's Phil Jufko with LPA.

24 MR. JUFKO: Hello, everyone. Just a quick --

25 just a quick update.

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1 We're currently working on three aspects of
2 the Master Plan update as we move forward to
3 completing it. We're completing the working
4 paper, making the fine-tuning updates to the
5 alternatives chapter, of which all the nuts and
6 bolts and meat of it have been presented to you in
7 many different instances. We're also working on
8 taking those selected alternatives and now
9 bringing them into and implementing them to the
10 Airport Layout Plan set. So, that's currently
11 what we're doing.

12 We'll be getting together with Staff to look
13 at the CIP and looking -- phasing of projects.
14 That includes cost estimate -- cost estimates, and
15 as well as comparing that against revenue and
16 income streams and coming up with a financial plan
17 and identifying those areas over the 20-year
18 planning period that we have any shortfall where
19 we'll need to look at options for funding.

20 And we'll be back again with a brief on that

21 when we're at that point.

22 CHAIRMAN GREEN: Thank you.

23 MR. GEORGE: Phil, what's the ending date?

24 When do you expect to be completed with your

25 project?

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1 MR. JUFKO: I think we should be able to get

2 this out the door to FAA by the end of the year,

3 if not sooner than that.

4 MR. GEORGE: Okay.

5 CHAIRMAN GREEN: Mr. Ciriello?

6 MR. CIRIELLO: I'd like to ask a question.

7 MR. JUFKO: Yes, sir.

8 MR. CIRIELLO: Is there going to be any

9 chance or any meetings to where the board and you

10 guys can get together, that we can go looking

11 through this Master Plan and -- or somebody like

12 me, and say, "I don't like this particular item;

13 can you take it out?" Or, "I'd like to add

14 something; could you put it in?"

15 Is there -- is there ever going to be a

16 chance to do that before the final time?

17 MR. JUFKO: In the report itself?

18 MR. CIRIELLO: Yeah. Before -- before we sit

19 here and say, "Yeah, we're going to send it off,"
20 or whatever, is there going to be any meetings to
21 where we can nitpick at it?

22 MR. JUFKO: Sure.

23 MR. CIRIELLO: Okay.

24 MR. JUFKO: No problem. There -- we'll have
25 a draft report with all the different working

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1 papers put together, and that'll -- that'll come
2 before the Authority, maybe not so much in a
3 presentation format, but you'll have the
4 opportunity to have a copy and -- and review it
5 along with Staff.

6 MR. CIRIELLO: Okay. All right.

7 MR. WUELLNER: Okay.

8 CHAIRMAN GREEN: Do you have anything else
9 under project updates?

10 MR. WUELLNER: No, ma'am.

11 CHAIRMAN GREEN: Any public comment on the
12 project updates?

13 (No public comment.)

14 CHAIRMAN GREEN: Seeing none, there's no
15 action for us. So, the next item, yearly budget
16 ratification.

17 7.B. - YEARLY BUDGET RATIFICATION

18 MR. WUELLNER: As was mentioned earlier, this
19 is essentially Mr. George's item or item he
20 requested to have on there. And I believe, if we
21 understood what he was trying to do, was to gain
22 support, for lack of better terms, of looking at
23 the budget for consistency and long-range
24 financial forecast as the Authority reviews its
25 annual budget each year. I guess it's basically

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1 your item from that point on.

2 MR. GEORGE: Okay. What I was trying to
3 accomplish with this was, two years ago when
4 Mr. Gorman and Mr. Cox and I came on board, there
5 was a lot of discussion about we need to run the
6 airport like a business. And I think every
7 business in the world has a -- has a plan, an
8 objective of where they're trying to go.

9 Now, our primary objective is take care of
10 the needs of -- the aviation needs of the county.

11 But to do that, we also need a financial plan.

12 And in my talking to the St. Johns County
13 residents, it's a common discussion point of,
14 "When are we going to get off the tax rolls?"

15 I think that your financial model that you

16 put together is a good general plan for us
17 accomplishing that. And I would like to see that
18 updated every year and explained to the board and
19 the taxpayer where the differences are. I just
20 think that's good prudent business sense to do
21 that.

22 MR. WUELLNER: Okay.

23 CHAIRMAN GREEN: Any public comment?

24 (No public comment.)

25 MR. WUELLNER: Do you have a time line you'd

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1 like to do that?

2 CHAIRMAN GREEN: I was going to say hearing
3 none, do you have board -- go ahead, Mr. Wuellner.

4 MR. WUELLNER: When do you -- when do you
5 want this to occur in the fiscal cycle?

6 MR. GEORGE: Well, while you're doing the
7 budget is a -- is an ideal time to do it because
8 you're -- you're taking a look at what's on the
9 board as far as forecast and things. And so,
10 that's a good time to just bring this document out
11 and update it with all of the assumptions and
12 report back to the board and the public on where
13 we stand.

14 The -- the document that you generated before

15 has a seven-year -- right now, seven-year plan,
16 and that's based on a lot of assumptions. And the
17 assumptions don't always hold true.

18 MR. WUELLNER: Right.

19 MR. GEORGE: And other ones come in that
20 possibly could accelerate that plan. But I think
21 we just need to have that as a stake in the
22 ground, and then every year, to -- to update that
23 plan based on the new information that we are
24 bringing.

25 CHAIRMAN GREEN: I think that's actually a

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1 good idea, because when we have interchanging
2 members of the board go on and off, that will
3 bring them up to speed as to where we are, what
4 the plans have been.

5 So, if we're on a track for five to seven
6 years, seven years from now, that we are updated
7 annually so we know we're staying on that track so
8 things don't come in from the side and upset at
9 least what we're trying to do, which is get us off
10 the tax rolls.

11 MR. GEORGE: Right.

12 CHAIRMAN GREEN: I think that's an excellent

13 idea. Joe?

14 MR. CIRIELLO: I don't know if you guys lost
15 me or not, but I think I've been hearing recently,
16 as though it's already been established, that this
17 airport is going to come off the tax rolls by
18 eliminating 20 percent of the ad valorem tax for
19 five years and this airport would be off the tax
20 rolls in five years. And this is being discussed
21 out in the public forums.

22 Now, you yourself I've heard say seven years;
23 it's more realistic to be seven. But what Buzz is
24 just now saying, is it hasn't even started. We
25 haven't even actually begun that yet. So, in

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1 other words, if we were going to start that this
2 year with our tax budgeting and everything, that
3 we would be starting on that getting off the ad
4 valorem tax. So, realistic for anybody to go out
5 and say, "We're going to get off the tax rolls in
6 five or seven years," when we haven't even really
7 started what Bud wants to do -- Buzz wants to do,
8 it's -- it's not telling the truth.

9 We really have no set plans. And like he
10 said, I'd like to see it. Putting it on paper,
11 subtracting 20 percent for five years, comes up

12 with a hundred; theoretically, you'd be off the
13 tax rolls.

14 But I'd want to see pinpointing. Where is
15 this going to come off? What monies are we going
16 to eliminate to make it happen? And it sure
17 wouldn't be in any of our revenues. Anybody that
18 would do that -- you know, you can't do that.

19 So, the only place really reinforces what
20 I've been saying right along, that we've got to
21 cut back on capital projects because that's where
22 this tax money all comes from, whether it's from
23 the federal government, state government, or
24 local. The -- the money, the grants for doing all
25 these capital projects is why we're on the tax

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1 rolls more than anything else. The everyday
2 expenses and income can take care of itself.

3 So really, we're -- it's more or less
4 supporting what I'm saying. We've got to cut back
5 on capital improvements and quit building,
6 building, building to get off the tax rolls. And
7 like Buzz said, I'd like to see it down
8 pinpointed, not just a blank statement that
9 mathematically twenty minus or over five years

10 would be a hundred. I'd -- I'd want to see it,
11 like so many dollars off here, so many dollars off
12 here, so many dollars off here, which would
13 account to 20 percent a year.

14 CHAIRMAN GREEN: Mr. George, you want to
15 explain what you're --

16 MR. GEORGE: First of all, I -- I was not at
17 the meeting that Ed presented, but I have not
18 heard anybody say that part of his plan was 20
19 percent reduction every year. I didn't hear that.
20 Maybe that is there, but I didn't see it.

21 But more importantly, I think the plan is
22 based on, what is our history? What direction are
23 we going? What assets do we have? Make some
24 assumptions that we can increase those assets or
25 revenue by 5 percent per year, 8 percent. He's

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1 got it laid out. Then you take the expenses that
2 we have, and what can we do expensewise to save
3 some money and apply it back to capital projects
4 as opposed to continually having to take it from
5 the tax roll?

6 MR. CIRIELLO: Do you have any ideas?

7 MR. GEORGE: Now, wait a minute. And the
8 third thing is, if we don't invest, we're going to

9 have a 5 -- theoretically, you'll have a 5 percent
10 increase in revenue and a 5 percent increase in
11 income, and like you say, you'll never get off the
12 tax roll.

13 But a business typically makes an investment
14 in their business for another return coming in.

15 And that's what Ed's seven-year plan is: Let me
16 continue with, I think the assumption was, the
17 rollback rate every year for the next seven years.

18 And the projects that he sees on the horizon,
19 based on the Master Plan that we've just done,
20 which covers 20 years, but those projects and the
21 revenue coming in from those projects, the cost of
22 it, the projects, coupled with the government
23 continuing to do matching gifts on it, we can do
24 those projects and we can get revenue coming in,
25 and at the end of the seven years, we'll have a

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1 pool of money sitting in reserve of about
2 \$6 million for any future things that come up.

3 And let's say that home security wants to
4 come and take the 70 acres over there and we have
5 to invest \$40 million. That's a -- could be a
6 bond issue. It could be a borrowing of a money,

7 what we already have over there. But it's an
8 investment that we're getting a return on. That's
9 the only way I think we're going to get off the
10 tax roll.

11 MR. CIRIELLO: Well, everything that you want
12 to build in this 20-year Master Plan theoretically
13 doesn't bring in income. I -- when I mean
14 "income," I mean more than a few cents. You put
15 an extra runway in out here because of extra
16 traffic, somebody's not going to just say, "Well,
17 I'm going to go to St. Augustine because they've
18 got X number of runways."

19 MR. GEORGE: They did --

20 MR. CIRIELLO: They come here because we
21 have --

22 MR. GEORGE: They did when we put the tower
23 in. Look at the volumes that have gone up since
24 the tower and the ILS are here. Those people buy
25 fuel. And we -- not saying we get hundreds of

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1 thousands of dollars every time a plane lands, but
2 why do you think a bank calculates interest down
3 to the fifth decimal point? Because every little
4 penny goes toward the bottom line.

5 CHAIRMAN GREEN: I don't want to interject

6 anymore, but I do in the sense that we're getting
7 off the track here, because this sounds like more
8 of our budget that we're going to be at 5 o'clock.

9 MR. GEORGE: Okay.

10 CHAIRMAN GREEN: And I think what the agenda
11 item is, do you want the annual budget update?

12 MR. GEORGE: Okay. Let me -- let me get back
13 on track, then.

14 CHAIRMAN GREEN: Yeah.

15 MR. GEORGE: It's my opinion that we need a
16 plan that is our vision of where we're going, and
17 that needs to be published to the public. It is
18 not a plan that, okay, you said that in March of
19 the year 2007, this was going to happen. Based on
20 our information we have today, we think that is
21 current. Something else could replace it. But if
22 you don't have a plan, all of us will be sitting
23 here saying, "Well, we're never going to get off
24 the tax roll."

25 MR. CIRIELLO: I agree with the plan idea. I

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1 have no problems with that.

2 CHAIRMAN GREEN: Well, that's what's before
3 the board right now, is a yearly budget plan

4 ratification. So --

5 MR. GEORGE: And I think that next year, if
6 you wanted to see that plan in a little bit more
7 detail, that would be the time to bring it up,
8 before we do it like in March.

9 But all I'm asking here is that we agree that
10 this type of financial plan needs to happen every
11 year. And I'll be glad to make a motion, if
12 that's what it takes.

13 CHAIRMAN GREEN: Entertain a motion.

14 MR. GEORGE: I'd like to make a motion that
15 this board vote to give Staff direction that every
16 year at the annual budget time, the financial
17 modeling that was just presented to us be updated
18 with the latest information and the differences
19 discussed and made available to the public.

20 MR. COX: Second.

21 CHAIRMAN GREEN: Any further discussion?

22 MR. CIRIELLO: So, in what you're just
23 saying, there's no guarantee that at the end of
24 that plan or anything, that 20 percent of the
25 running of the airport is going to come off, which

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1 means that that's just one more year we won't get
2 off the tax rolls. So, what you're saying has

3 nothing to do, specifically aimed at getting us
4 off the tax roll. It will help if it works. But
5 somebody can't go out --

6 MR. GEORGE: That's a good way of putting it.

7 MR. CIRIELLO: -- and say, "For 17 years,
8 I've been hearing we're going to get off the tax
9 rolls, and it never happen."

10 And I keep hearing that. I hear that to
11 today. I've gone to a lot of political forums --
12 forums, and I keep hearing that. "Five years
13 we're going to be off the tax roll." And I'm next
14 in line and I get up and speak. "Forget it; it
15 will never happen."

16 CHAIRMAN GREEN: Okay. I want to keep this
17 board meeting --

18 MR. CIRIELLO: Okay, okay, okay.

19 CHAIRMAN GREEN: -- to this board meeting,
20 okay?

21 So, there's a motion on the floor that's been
22 seconded. Any further board discussion?

23 (No further board discussion.)

24 CHAIRMAN GREEN: All in favor of the motion?

25 MR. CIRIELLO: Aye.

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1 CHAIRMAN GREEN: Aye.

2 MR. GEORGE: Aye.

3 MR. COX: Aye.

4 CHAIRMAN GREEN: All opposed?

5 (No opposition)

6 CHAIRMAN GREEN: Hearing none opposed, the
7 motion carries.

8 And I don't mean to be rude if I cut somebody
9 off at 5 o'clock, but we have to do that at 5
10 o'clock.

11 MR. GEORGE: You've been rude before, so...

12 7.C. - DESIGN SERVICES - CORPORATE HANGARS 2 & 3

13 MR. WUELLNER: Okay. Next item I have is
14 design services -- design services contract. This
15 is related -- it's actually trying to jump-start
16 the effort moving into the next fiscal year
17 related to corporate hangars 2 and 3. This would
18 be the design element of the design/build contract
19 that you had as a last item with the previous
20 solicitation for design/build services.

21 This would be the fee to get the actual
22 design. They've been working for the last three
23 or four months with the tenant to identify all of
24 the parameters to -- to turn that into -- into
25 permits, if you want to get to that point,

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1 permitting and permits.

2 The capital element of the project is an item
3 that's included in next year's or proposed budget
4 moving forward, even through next week or into
5 October 1st. Didn't seem to generate any
6 controversy as a specific capital line item within
7 the budget or proposed budget.

8 Reality is by the time the document gets
9 executed and back to them, we'll be in the next
10 fiscal year either way. But we would like to
11 shave a month off of getting to work on the design
12 here and are asking you to approve a not-to-exceed
13 number of \$102,000 for design only to basically
14 tie corporate hangars 2 and 3 together, add
15 administrative and shop and some service offices
16 to that, expand the parking, vehicle parking lot,
17 and tie the two apron pieces together over in the
18 northeast area.

19 CHAIRMAN GREEN: Any public comment?

20 (No public comment.)

21 CHAIRMAN GREEN: Hearing no public comment,
22 board comment?

23 MR. WUELLNER: I don't think I mentioned
24 that's to -- that award was under the previous
25 design/build contract and that was to Danis

1 Construction, just so --

2 CHAIRMAN GREEN: Two years ago.

3 MR. WUELLNER: -- you're aware of it. Yes.

4 MR. GEORGE: Where are corporate -- where are
5 hangars 2 and 3 located?

6 MR. WUELLNER: They are the old Future First
7 and the old Sheriff's hangar, right next to each
8 other.

9 CHAIRMAN GREEN: Any further discussion from
10 the board?

11 (No further discussion.)

12 CHAIRMAN GREEN: Entertain a motion.

13 MR. CIRIELLO: Is that -- wait a minute.

14 CHAIRMAN GREEN: I'm sorry.

15 MR. CIRIELLO: Is that what this 7.D. is for?

16 CHAIRMAN GREEN: 7.C.

17 MR. CIRIELLO: Huh?

18 CHAIRMAN GREEN: Design services, 7.C.

19 MR. CIRIELLO: Oh, C. C. A, B, C. Okay.

20 All right.

21 CHAIRMAN GREEN: I think what we're
22 discussing is Staff's recommendation, which is a
23 not-to-exceed number to go forward with the design
24 portion of this, which has been previously -- I

25 think Danis is who we asked to do it before.

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1 MR. WUELLNER: Yeah, I think we provided you
2 a number of backup items related to this for those
3 of you more interested in the details.

4 CHAIRMAN GREEN: Motion from the board?

5 MR. CIRIELLO: I'll make it.

6 CHAIRMAN GREEN: Okay. Joe.

7 MR. CIRIELLO: I'll make the motion to go
8 with Staff recommendation.

9 CHAIRMAN GREEN: Second?

10 MR. COX: Second.

11 CHAIRMAN GREEN: Any further discussion from
12 the board?

13 (No further discussion.)

14 CHAIRMAN GREEN: All of those in favor of the
15 motion for Staff's recommendation, say aye.

16 MR. CIRIELLO: Aye.

17 CHAIRMAN GREEN: Aye.

18 MR. GEORGE: Aye.

19 MR. COX: Aye.

20 CHAIRMAN GREEN: All opposed?

21 (No opposition.)

22 CHAIRMAN GREEN: Hearing none opposed,
23 Staff's recommendation is carried.

24 7.D. - DESIGN/BUILD FIRM SELECTION

25 MR. WUELLNER: Okay. Next item I have is

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1 related to the selection of a design/build firm,
2 the ranking recommendation.

3 Staff evaluated the solicitations, as well
4 as -- or the proposals we received, and we got
5 assistance from -- Michael Slingluff at Aero Sport
6 graciously assisted us in going through that.

7 You have nine firms submit -- submitted
8 information related to responding to our RFQ here.
9 Again, I just want to point out there's no
10 guarantee of work. Those contracts for actual
11 work are approved by the Authority on a one -- you
12 know, a one-by-one basis as -- as a recommendation
13 would be received by -- from Staff and developed
14 with the individual firm.

15 Basically just to clarify, we have two firms
16 we felt were on a -- on a broad scheme very, very
17 qualified to do the work, that the Authority had a
18 significant history with both firms. However,
19 we -- we're recommending that Danis Construction
20 team be ranked first, followed by DiMare
21 Construction's team, and the D.J. Haycock

22 Construction team as being the number three firm.
23 The rest are -- I think we detailed in the
24 agenda item, but the other -- the balance of the
25 nine firms are also listed in rank order, or

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1 suggested rank order.

2 Reality is you'd be unlikely to get through
3 the first two on any particular project in a
4 worst-case scenario. The solicitation was for a
5 period not to exceed five years. And again,
6 they're project-by-project awards.

7 Depending on the com -- the level of
8 complication on any specific project, you could
9 elect to do the traditional method of awarding a
10 project and award the work to one of our
11 consulting engineering firms, have plans and
12 specifications developed and bids taken related to
13 that. Those -- those would be calls that -- that
14 you folks will make as we move forward over the
15 next four or five years.

16 And it's our recommendation you accept that
17 ranking, at least through the first three, and
18 that we be able to begin talking to the first firm
19 about the first project, which would likely be the
20 second-floor remodeling, so that we're in a

21 position to hopefully award a design/build

22 contract to get the second floor moving.

23 CHAIRMAN GREEN: Counsel?

24 MR. BURNETT: I just want to make sure the

25 record -- if Mr. Wuellner's finished, I want to

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1 make sure the record's clear.

2 Each of you, prior to today's meeting, would

3 have been provided with the statements of

4 qualifications and experience that each one of

5 these nine contractors or contracting teams has

6 submitted to do this design/build work, what were

7 to be retained for future design/build work.

8 Additionally, we've got a copy of those nine

9 here that anyone can take a look -- that -- that

10 y'all can take a look at if you needed to, in case

11 you did not have yours with you.

12 Staff's recommendation is just that, a

13 recommendation. It's for you to make the decision

14 as to the ranking of these firms. I just want to

15 make sure that was clear on the record.

16 CHAIRMAN GREEN: Any public comment? Yes.

17 MR. HICKOX: Wayne Hickox, 881 Queen Road. I

18 have a question through the Chair to Mr. Wuellner.

19 Is there any -- any bid process that goes on here?

20 MR. WUELLNER: No. We're making the -- the

21 selection of design/build firms, as provided by

22 Florida Statutes, allows you to make the

23 determination of firms based on professional

24 qualifications. Then the actual contracts as

25 they're presented to the Authority are negotiated,

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1 and the Authority then makes the selection of cost

2 at that point.

3 MR. HICKOX: So, there is a specific

4 statutory exemption.

5 MR. WUELLNER: Yes, absolutely. That's how

6 we did four other projects so far, the most recent

7 four.

8 MR. BURNETT: Yeah. If I -- if I may add one

9 thing. It still does not prohibit you from

10 anytime in the future for any project going to

11 sealed bids for the low bidder.

12 MR. WUELLNER: Absolutely.

13 CHAIRMAN GREEN: Further public comment?

14 (No further public comment.)

15 CHAIRMAN GREEN: Board comment? Joe?

16 MR. CIRIELLO: Well, what you're saying, Ed,

17 is that say we pick Danis as number one, which is

18 fine with me, and you tell them the job we want,
19 like you're saying the second floor, build a new
20 hangar or something -- I don't know if anybody on
21 the board -- I probably wouldn't have any idea of
22 what the job is really worth.

23 But just for sake of argument, let's say the
24 board thinks now, no, no, that's a little bit too
25 much money; we -- we don't think it's worth that,

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1 then we would be given the option to say, "No,
2 we're not going to let them do that," and then go
3 ahead and put it out if somebody decided to put it
4 out for public bid.

5 MR. WUELLNER: Correct. You actually have
6 two options in this case. One would be to try to
7 negotiate an independent with the number-two firm,
8 if you felt that they were -- the first firm had
9 not been responsive or was just too expensive, or
10 for whatever reason, you wanted to move on to
11 number two, legitimate reason, you'd have an
12 opportunity to do that if you wish to. Or, you
13 could go back to the traditional design bid
14 method.

15 MR. CIRIELLO: We're not shutting out

16 bidding.

17 MR. WUELLNER: No, sir.

18 MR. CIRIELLO: Okay.

19 MR. WUELLNER: It's just another option.

20 CHAIRMAN GREEN: Any further board comment?

21 MR. COX: Just a question. What's the
22 threshold, Ed, or is there a threshold where it
23 has to come to the board as opposed to just a
24 small design/build project?

25 MR. WUELLNER: I think any -- any

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1 construction project above \$25,000 --

2 MR. COX: Okay.

3 MR. WUELLNER: -- currently comes back to
4 this board.

5 MR. COX: Okay. That's fine. Thank you.

6 MR. BURNETT: And the board had adopted a
7 purchasing manual related to that.

8 MR. WUELLNER: That's where it's at.

9 CHAIRMAN GREEN: Mr. George?

10 MR. GEORGE: Ed, you -- you and I had a
11 discussion about this this week, and you were
12 telling me that a -- a big percentage of all
13 government contracts typically fall under this
14 design/build, you know, option now. Is that like

15 50 percent, 60, 70 percent?

16 MR. WUELLNER: I -- I don't have any
17 statistical numbers to -- to throw at you as to
18 what -- what the basis would be. I know that more
19 and more unique projects are being handled
20 entirely as design/build, because they have a much
21 higher level of real direct interface with the
22 user.

23 In this case, we're finding it to be very,
24 very helpful in working with -- identify tenants
25 for a specific building and making sure that all

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1 of those details are addressed in design. And
2 then ultimately, that contractor is completely
3 responsible for the design construction. So, if
4 somewhere in the process they discover their
5 design error is -- is going to cost them money in
6 construction, it's -- it's their problem; you've
7 negotiated a price for that building and it's no
8 long -- it really removes the change order aspect
9 to contracts almost completely out of the game.

10 The only time we even talk about change
11 orders or items that we have during the process
12 identified that we want -- that we literally want

13 to change. It's not something they're coming to
14 us asking us to do, which is completely reversed
15 from a traditional bid or design bid.

16 MR. CIRIELLO: Ed, this item D, are these two
17 different separate things? This --

18 MR. WUELLNER: Yes. That's -- you just
19 approved that item there.

20 MR. CIRIELLO: The AIA?

21 MR. WUELLNER: The one you have in your left
22 hand.

23 MR. CIRIELLO: Yeah.

24 MR. WUELLNER: That was the previous item.

25 That was 7.C. That was item 7.C.

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1 MR. CIRIELLO: Oh, it was item 7.C.?

2 MR. WUELLNER: Yes.

3 MR. CIRIELLO: I thought it was going with D.

4 MR. WUELLNER: D. was the packet, these -- of
5 the --

6 MR. CIRIELLO: What's this at the end of
7 this, Ed, about the billing? I thought it was
8 something about building a facility for Southeast
9 Aero.

10 MR. WUELLNER: That was the previous agenda
11 item. That's what we were talking about in the

12 previous agenda item.

13 MR. CIRIELLO: Well, Southeast Aero is going
14 to move from where they're at now over to where
15 the Sheriff and that is.

16 MR. WUELLNER: Correct. They're already in
17 part of it, yes.

18 MR. CIRIELLO: Okay. Well --

19 CHAIRMAN GREEN: That's hangar 2.

20 MR. WUELLNER: I -- I think we're -- I'm
21 confusing you in this -- in this point. There was
22 a previous design/build solicitation we did about
23 two years ago. This project for Southeast Aero,
24 although we didn't know it was Southeast Aero at
25 the time, was included in the projects that we put

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1 out there for design/build. And you awarded the
2 work, the individual work under that contract on
3 the previous agenda item. That's for Southeast
4 Aero.

5 There also at this time is a separate
6 solicitation for design/build firms for projects
7 moving into the future.

8 MR. CIRIELLO: Okay.

9 MR. WUELLNER: That's what you're talking

10 about now.

11 MR. CIRIELLO: Southeast Aero is really the
12 maintenance facility, right? No, I mean, where
13 they replace -

14 MR. GEORGE: Kramer.

15 MR. WUELLNER: Kramer.

16 MR. CIRIELLO: That's Upchurch's area.

17 That's --

18 MR. WUELLNER: Yes.

19 MR. CIRIELLO: The building he is in actually
20 is Aero Sport's.

21 MR. WUELLNER: They're actually in both
22 places currently.

23 MR. CIRIELLO: Well, yeah. But the one
24 that -- the actual -- the little maintenance shop
25 is actually owned by Aero Sport.

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1 MR. WUELLNER: That is correct.

2 MR. CIRIELLO: Who owns the big hangar next
3 to it, the one that we fixed --

4 MR. WUELLNER: The larger is ours.

5 MR. CIRIELLO: Okay. Now, so what you're
6 saying is Southeast Aero, if it's the same as it
7 was when this friend of mine Lippo was in it, he
8 paid rent to Aero Sport. Now, when this guys goes

9 out to these hangars, is he going to pay rent
10 directly to us, or is he still tied in with Aero
11 Sport?

12 MR. WUELLNER: He would be paying for us for
13 facilities he occupies that belongs to us.

14 MR. CIRIELLO: So, he's just breaking off
15 from Aero Sport.

16 MR. WUELLNER: I -- that's between he and
17 Aero Sport. That's not ours.

18 MR. GEORGE: He may keep that space, too.

19 MR. WUELLNER: He may keep that space. This
20 is space in addition.

21 MR. CIRIELLO: Oh, I thought he was going to
22 vacate it all together, and then Aero Sport would
23 use it for hangars. Okay. I just wondered, you
24 know, because right now he doesn't pay us; he pays
25 them and then they pay us.

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1 MR. WUELLNER: Well, he currently has the
2 hangar 2 that we talked about. One of the two
3 hangars, he currently leases and occupies and pays
4 rent to us. But he also has this place over at
5 Aero Sport.

6 CHAIRMAN GREEN: Any more comment on the

7 design/build --

8 MR. CIRIELLO: Okay.

9 CHAIRMAN GREEN: -- firm selection?

10 Mr. George?

11 MR. GEORGE: Second paragraph, last sentence:

12 "Secondly, no financial statement was received by

13 DiMare team."

14 Was it a requirement of your solicitation,

15 you know, for these, that that financial statement

16 be there?

17 MR. WUELLNER: Specifically, yes, it was.

18 MR. GEORGE: Okay.

19 MR. WUELLNER: But a number of the firms did

20 not provide little -- they provided little or --

21 MR. GEORGE: I'm just trying --

22 MR. WUELLNER: But, yes.

23 MR. GEORGE: I'm just trying to set

24 precedent --

25 MR. WUELLNER: That is true.

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1 MR. GEORGE: -- that if we set -- go out with

2 a bid requirement and they come in and they don't

3 fulfill it, I don't -- I don't -- we'll have a

4 problem if sometime later on down the road we

5 eliminate somebody because he didn't give

6 financials but we didn't eliminate him.

7 MR. WUELLNER: Yeah.

8 MR. GEORGE: So, that's all I'm asking.

9 CHAIRMAN GREEN: I'm just going to add I'm
10 somewhat familiar with the Bush Construction team.
11 Actually, the architectural firm, the Janet
12 Walker -- Junck Walker, actually. They are
13 extremely involved in St. Augustine in the
14 Catholic diocese. They have built a number of
15 construction projects around here. And even
16 though they have your normal change order
17 construction woes that everybody does, they have
18 been on time.

19 And I did a lot of research just to make
20 sure. I talked to all of the diocese lawyers and
21 what have you. So, I would look at them -- I like
22 Danis a lot, but I would move Bush up, especially
23 over DiMare, who did not comply with what we're
24 asking for. But that's just my two cents on that.

25 Any other comments?

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1 (No further comments.)

2 CHAIRMAN GREEN: How about a motion to
3 entertain the ranking of Staff's recommendation?

4 MR. GEORGE: How about you make a motion?

5 CHAIRMAN GREEN: I'm not sure I can. Well, I
6 mean, I could. I'd make a motion that we take
7 Staff's with the exception we go Danis, Haycook,
8 and Bush, one, two, three, and move DiMare down to
9 four.

10 MR. COX: Question.

11 CHAIRMAN GREEN: Is there a second?

12 (No second.)

13 CHAIRMAN GREEN: Then the motion would fail.

14 Is there a comment?

15 MR. COX: Yeah, I wanted to ask Ed a
16 question.

17 CHAIRMAN GREEN: Ed?

18 MR. WUELLNER: Go ahead. I'm sorry.

19 MR. COX: That's all right. I thought you
20 were picking something up there.

21 MR. WUELLNER: I was looking at some notes I
22 had made for --

23 MR. COX: I had the same concern about the
24 DiMare Construction team. Just can you give me
25 some -- some insight as to why you chose them in

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1 second place as a priority, when in fact they
2 didn't fulfill the -- the parameters of our

3 request?

4 MR. WUELLNER: The request or the requirement
5 says -- I'm just trying to find my notes on DiMare
6 here. The -- the language in the request does not
7 specify that they need to provide financials or
8 anything to that effect. It's basically -- it
9 could be handled with a sentence within even the
10 cover letter saying that -- just affirming to us
11 that they're financially able to do that, to do
12 the work that we're requesting. And no such
13 statement was in there.

14 Our ranking primarily was based on a -- a
15 long history with their company in doing bid
16 build, if you want to call it, type work.

17 MR. COX: The airport has a history with
18 DiMare.

19 MR. WUELLNER: A long history. They did the
20 entirety of the northeast area, the Ring Power, SK
21 complex on the north end. And they do -- do a
22 fantastic job for us in terms of construction.
23 And deference was made there for that.

24 MR. COX: Okay.

25 MR. WUELLNER: We -- we kind of gave more

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1 weight, because the requirement was somewhat vague
2 on the financial versus looking for the nuts and
3 bolts of how they operate and, you know, we have a
4 relationship with them. You know, do we have
5 anything really solid to base their performance or
6 expectation with us? And that's why they were
7 ranked higher than --

8 MR. COX: The language in that paragraph
9 preceding the last sentence there makes it -- it
10 just makes it sound a little negative. And I'm --
11 I am, you know, willing to go with your -- your
12 recommendation on the -- on the ranking as it
13 stands the way it is right now with that -- with
14 that insight that you just gave to us.

15 MR. WUELLNER: I guess in -- the statement is
16 not there. I mean, that part I'm, you know,
17 certainly comfortable making. And I feel it's
18 certainly our obligation to point that out to you
19 in -- in putting these together.

20 But secondarily, they've also -- working with
21 us, they were -- they were here doing work when I
22 got here eight and a half years ago and had done
23 projects prior to that and have certainly done the
24 lion's share of projects since then without any
25 issues relative to financial performance and --

1 MR. COX: I think we're all a little gun shy.

2 MR. WUELLNER: -- I think we were comfortable

3 with that. Oh, I completely understand.

4 Absolutely.

5 CHAIRMAN GREEN: Any motion from the board,

6 then? Bob?

7 MR. COX: Motion to approve Staff

8 recommendation for the ranking recommendation of

9 the design/build.

10 CHAIRMAN GREEN: Is there a second?

11 MR. CIRIELLO: I'll second.

12 CHAIRMAN GREEN: Any further discussion?

13 (No further discussion.)

14 CHAIRMAN GREEN: All those in favor, say aye.

15 MR. CIRIELLO: Aye.

16 CHAIRMAN GREEN: Aye.

17 MR. GEORGE: Aye.

18 MR. COX: Aye.

19 CHAIRMAN GREEN: All opposed?

20 (No opposition.)

21 CHAIRMAN GREEN: Staff's recommendation

22 carries.

23 At this time, I need to suspend the meeting.

24 We'll do so. And in one minute, we'll reconvene

25 for the budget.

1 (Whereupon, the general meeting was suspended,
2 then reconvened at 5:25 p.m. as follows:)

3 * * * * *

4 MR. WUELLNER: Need to reconvene.

5 CHAIRMAN GREEN: We'll reconvene the Airport
6 Authority meeting. We're on agenda item E.
7 Action item E, bid awards.

8 7.E. - BID AWARDS - HOMES FOR RELOCATION

9 MR. WUELLNER: Bid award? Oh, the home
10 relocation. Your packet reflects that you had
11 eleven homes that were offered for bid. Twenty
12 bid packages had been requested during the about
13 six-week process where they were advertised. Four
14 site visits were accomplished by people interested
15 in the homes, and we did receive seven bids in
16 total. Not from seven groups, but seven bids.
17 And those are reflected in the attachment you have
18 to your agenda item. And I guess I did not get
19 those in the PowerPoint today.

20 But you received bids for 4760 Pine Ridge
21 Road, which was a double-wide mobile home, and
22 the -- you received two bids, one in the amount of
23 \$1,001, and one in the amount of \$1,010.

24 Keep in mind all costs and expenses related

25 to relocating these homes outside of a three-mile

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1 radius of the airport are to be borne by the
2 bidder. Basically, we have no expenses from this
3 point forward if you adopt -- elect to accept the
4 bids. Do you want to do these individually or --

5 CHAIRMAN GREEN: No, I think we can do --

6 MR. WUELLNER: -- collectively? Do them
7 collectively? All right.

8 We received one bid for 256 -- excuse me --
9 356 Indian Bend Road, which is a single-family
10 home. We received a bid for \$102. You received
11 one bid for 231 Araquay for \$102. You received
12 two bids for 251 Araquay, one bid for \$102 and one
13 bid for \$1,600. That's a single-family home. And
14 you received a bid for 261 Araquay, one bid for
15 \$600, for a single-family home.

16 CHAIRMAN GREEN: Okay. Public comment on the
17 home relocation bids?

18 (No public comment.)

19 CHAIRMAN GREEN: Seeing no public comment,
20 board comment?

21 MR. GEORGE: Ed, would you repeat for us one
22 more time, what steps we went through to make the
23 public aware that we had these houses, you know,

24 up for bid that they could come in?

25 MR. WUELLNER: I'm going to impose upon Cindy

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1 to do that, if you don't mind.

2 MR. GEORGE: Okay.

3 MR. WUELLNER: I'm sure she's thrilled at the
4 prospect of public speaking at this point.

5 MS. HOLLINGSWORTH: Cindy Hollingsworth,
6 airport staff member. What we did with
7 advertising for the homes for purchase and
8 relocation is we advertised weekly in
9 St. Augustine Record as well as the Pennysaver in
10 big bold print that these homes were available and
11 to contact the airport.

12 We provided site visits for a period of
13 30-plus days, where we took individuals to the
14 homes for them to look inside the homes and
15 inspect them to see if it's something they could
16 use and relocate.

17 Answered many phone calls regarding what the
18 homes were and -- and some of the details around
19 the process that we were going to use in -- and
20 some of the requirements that we put there.

21 And that ended on the 15th. And the bid

22 packages were due in on the 15th by 3 p.m.
23 Those -- those that we did receive were sealed
24 bids.

25 MR. GEORGE: So, that was a published time

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1 that the bids had to be in, by the 15th, and then
2 we would make our decision.

3 MS. HOLLINGSWORTH: That's correct.

4 MR. GEORGE: I just wanted it for the record
5 so that nobody has a follow-up later on that "I
6 didn't know about it." Thank you, Cindy.

7 MS. HOLLINGSWORTH: You're welcome.

8 MR. WUELLNER: Of course, it's -- of course,
9 it's our recommendation you take the highest
10 bidder if you choose to dispose of the homes in
11 this manner.

12 CHAIRMAN GREEN: Any other board comment? I
13 just have one. Are all of these being moved
14 outside the three miles?

15 MR. WUELLNER: That's a condition of the bid.

16 CHAIRMAN GREEN: A condition of the bid?

17 MR. GEORGE: I make a motion to accept
18 Staff's recommendation.

19 CHAIRMAN GREEN: Is there a second?

20 MR. COX: Second.

21 CHAIRMAN GREEN: Any further discussion?

22 (No further discussion.)

23 CHAIRMAN GREEN: All those in favor of the

24 motion to accept Staff's recommendation, say aye.

25 MR. CIRIELLO: Aye.

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1 CHAIRMAN GREEN: Aye.

2 MR. GEORGE: Aye.

3 MR. COX: Aye.

4 CHAIRMAN GREEN: All opposed?

5 (No opposition.)

6 CHAIRMAN GREEN: Motion carries.

7 MR. WUELLNER: I -- I kind of neglected to do

8 something while we were back at -- if you can

9 endure this for half a second more. Turn this on.

10 That would help, wouldn't it?

11 Okay. I wanted to point this out as a -- as

12 a part of the budget, when we were talking about

13 the revenue side, because I -- I think the

14 Authority needs to really seriously consider

15 whether we're going to remain as involved in the

16 rental home business as we are currently.

17 And we looked at this, and to what our exact

18 expenses were in the budget, and it's not

19 something you need to act on today, but I just --
20 we'll defer any action until next month, but I
21 want you to keep it in mind, you know, gross
22 revenues on what we forecast to remain next year
23 against what we forecast expenditures or typically
24 expect expenditures to be relative to that.
25 You can see that your -- your, quote,

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1 unquote, profit erodes down to about \$5,800, or
2 about 4 percent. Your current lease policy states
3 that you'll do 12, 12 percent. So, clearly the --
4 the projected profit on what we currently have out
5 there and available -- I say available, but on the
6 lease market, is not going to do that.

7 If it's agreeable to you, what we'll do is, I
8 think we have a few homes out there that quite
9 probably can generate that kind of number through
10 the year. But you've got a number of homes that
11 are driving the insurance and the repair and
12 maintenance and -- and even administrative costs,
13 historically. And we may want to consider
14 bringing back the rental property to just about
15 nothing, to maybe two, three, four homes. We'll
16 try to identify those between -- between today and
17 the next actual regular Authority meeting.

18 But my suggestion is -- is looking more and
19 more like we just divest ourselves of the balance
20 of what we're renting in homes as being not -- not
21 worth the effort, and -- with maybe the exception
22 of a few homes, as I said. We'll look at those
23 individually. And -- and take the \$5,800 loss, if
24 you want to call it that, in the budget for the
25 current year.

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1 Now, realizing these homes, or the 18 homes
2 that remain going into next year, at some point
3 during the year, these all come off of lease, and
4 at that point is when we move action toward
5 getting rid of them, either offering them for bid
6 and/or demolishing them, depending on the state
7 they're in.

8 So, I want -- wanted to make that point
9 during the budget meeting so that you have some
10 idea where -- the impact on the budget is very
11 minor when you get down to it, and it's -- it
12 doesn't comply today with what your adopted policy
13 is relative to the houses. So, something has to
14 be done one way or the other. Thank you. I'm
15 sorry.

16 CHAIRMAN GREEN: Yes, sir. Mr. George?

17 MR. GEORGE: Ed, if I'm not mistaken, if we
18 have those properties under rent on January 1st,
19 we're going to pay the whole year's taxes on it.

20 MR. WUELLNER: Correct.

21 MR. GEORGE: So, if the lease comes up in
22 June, we're still going to pay --

23 MR. WUELLNER: You're going to pay a one
24 year.

25 MR. GEORGE: -- the whole year tax on it.

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1 MR. WUELLNER: That's correct.

2 MR. GEORGE: Is there any way that we can
3 make the homes available to them and give them six
4 months to move them, but they actually take over
5 ownership prior to January 1 so that we do not
6 incur the taxes?

7 MR. WUELLNER: I think there's some kind of
8 proviso for that in the -- he's talking about the
9 moving of the homes now, the --

10 MR. GEORGE: If we decide to get out of the
11 rental business -- we have some people there that
12 have leases until next June or so.

13 What I'm saying is if we -- some way we
14 legally can terminate our lease as of 12/31, their

15 lease, giving them the structure and letting them
16 stay on our property with their structure until
17 July, you know, or whatever the term of their
18 lease is, so that might get us off of the tax
19 rolls as a rentable piece of property on January
20 1.

21 MR. WUELLNER: How does it become their
22 property, is where I'm losing it?

23 MR. GEORGE: I have no earthly idea. But if
24 we're not including -- that's why he gets the big
25 bucks.

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1 MR. WUELLNER: Okay.

2 MR. GEORGE: But if we are not accepting any
3 rent, then it's not rentable property.

4 MR. WUELLNER: If it's -- my experience is
5 you're paying taxes as long as the power is hooked
6 up --

7 MR. BURNETT: Yeah.

8 MR. WUELLNER: -- if there's anybody in
9 there.

10 MR. BURNETT: Yeah. If there's a structure
11 there, you still have improved property. If
12 there's a structure on the property, you still

13 have improved property.

14 MR. GEORGE: Even though they take ownership
15 and a bill of sale for that improved property? If
16 we sold it, they just haven't moved it yet.

17 MR. BURNETT: Yeah.

18 MR. GEORGE: Be creative.

19 MR. WUELLNER: So, basically -- if I -- make
20 sure I completely understand what you're asking.
21 Somebody who's currently renting, you're giving
22 them the house on January 1st?

23 MR. GEORGE: December the 31st, yes.

24 MR. WUELLNER: All right. Whatever.

25 MR. BURNETT: Title -- for example, like a

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1 mobile home, title on a mobile home.

2 MR. GEORGE: Right. I give them the title to
3 the mobile home and I'm giving them six months to
4 get it off the property. That lets them stay
5 there for six months and fulfills the lease or the
6 spirit -- I like that word -- the spirit of the
7 lease that we had with them.

8 MR. COX: And they pay the tax.

9 MR. GEORGE: I don't know if any taxes are
10 due.

11 MR. WUELLNER: I -- I don't have -- I don't

12 have an answer to that.

13 CHAIRMAN GREEN: I have concern over owning
14 the property and then an unowned improved parcel
15 still being there. I think your insurance would
16 get screwed up and everything else.

17 MR. WUELLNER: And I think you're still going
18 to pay tax on the land at that point because you
19 are kind of de facto still leasing to somebody.

20 MR. GEORGE: Do we have anybody on the
21 airport that has a land lease?

22 MR. WUELLNER: We may have one or two.

23 MR. GEORGE: Do we pay taxes on that
24 property?

25 MR. WUELLNER: Yeah.

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1 MR. GEORGE: Oh, okay.

2 MR. WUELLNER: Because it's not -- the only
3 way it's not taxable is if it's being used for a
4 municipal purpose.

5 MR. GEORGE: They will allow the public to
6 come cut their grass. Okay. Sorry, sorry.

7 MR. COX: Petting zoo.

8 MR. WUELLNER: If he's got a way to do it,
9 I'm more than willing to -- I -- I don't know.

10 8.B. - MR. JOSEPH CIRIELLO

11 CHAIRMAN GREEN: Okay. Next, we have
12 Authority members' comments. Mr. Ciriello? Did
13 you want to?

14 MR. CIRIELLO: (Shakes head.)

15 8.C. - MR. WAYNE GEORGE

16 CHAIRMAN GREEN: Mr. George?

17 MR. GEORGE: No, no more.

18 8.D. - MR. BOB COX

19 CHAIRMAN GREEN: Mr. Cox?

20 MR. COX: Yeah, I wanted to ask -- I just
21 wanted to give my accolades to the tower and Staff
22 for getting this radar system up and running here.
23 It's going to really move our airport into, I
24 guess, the 21st century, now that we've had radar
25 for 80 years.

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1 But it's really going to make this airport a
2 full all-weather airport as a destination, a
3 primary destination airport with the ILS and the
4 radar, as opposed to a secondary or divert
5 airport. And it's going to give them the ability
6 to use the data link to -- to do, you know, IFR,
7 which basically airplanes will be able to take off
8 and land in all weather conditions now, with very

9 little -- very little problem like we've had in
10 the past, some communications problems, I guess.
11 So, that's it.

12 8.A. - MS. SUZANNE GREEN

13 CHAIRMAN GREEN: Okay. I have -- just for
14 members' comments, I had asked the board members
15 last meeting to fill out a performance appraisal
16 with regards to performance for our Executive
17 Director.

18 I did receive three written, one verbal -- I
19 guess two verbal -- performance appraisals. And
20 they range from a number score, which the
21 appraisal did give a number, to verbals of, you
22 know, very positive, thumbs up. But the numbers
23 ranged from a 70 to a 90, in appraisal
24 standpoints.

25 The verbals that were given to me were both

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1 positive. But Ed's been doing an excellent job
2 with this. But we need to consider that for
3 salary review. And I think Mr. Ciriello had -- I
4 noticed a stack. Did you want to go over your
5 letter, Mr. Ciriello? Did you want to go over
6 your letter?

7 MR. CIRIELLO: Oh, are you into the
8 evaluation part right now?

9 CHAIRMAN GREEN: Yes, sir.

10 MR. CIRIELLO: I thought maybe you was going
11 to bypass it because it wasn't an agenda item.

12 CHAIRMAN GREEN: Well, no, it's under my
13 comments.

14 MR. CIRIELLO: Okay.

15 CHAIRMAN GREEN: So, I just went last.

16 MR. CIRIELLO: All right. Yeah, you guys got
17 this letter. Ed, like I say, it has no way to be
18 reflective on his evaluation. It has nothing to
19 do with Mr. Wuellner, his job, or anything else.
20 It doesn't matter who has the job.

21 I just don't think that the executive
22 director of this airport job is such a great big
23 masterful job to pay the amount of money we're
24 doing right now. But it's been in the past, to
25 the other boards, every time he comes up for

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1 evaluation, he got a huge pay increase, \$10-,
2 \$12-, \$15,000.

3 To me, it was just for seniority, just
4 because he was here for a year or what, give him a
5 good evaluation, give him a lot of money. And

6 I -- I don't quite like that. I've worked under
7 contracts, and you work your contract at the wages
8 say that's in there, whatever.

9 But any -- but I have no problems with --
10 if -- he signed a five-year contract. I say "he."
11 I don't mean him personally. I mean any director.
12 So, why couldn't we evaluate the director at the
13 beginning and at the end, as far as wanting to
14 give a performance raise? Because, I mean, this
15 isn't a money-making proposition here like
16 somebody in a private business, that he's brought
17 in tons of money and tax -- not taxpayers --
18 stockholders are happy. So, I -- I can't see the
19 every year evaluation and huge increase.

20 I would think it would be better, if we want
21 to give him a raise every year, to include him in
22 the CPI that the other employees have, and that
23 way, every year, he will get a -- what I consider
24 a modest pay raise under the CPI, rather than a
25 gesture of seniority or good faith and give him a

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1 huge increase, because I think his job at the
2 monies right now, probably a hundred grand or a
3 little over -- everything included, not just the

4 wages -- is way more than this job is worth.

5 And like I said, it has nothing to do with
6 the man. He is highly qualified. I like him. I
7 hope he stays here forever. But just to give him
8 big pay raises every year just because he's here,
9 I don't like that.

10 CHAIRMAN GREEN: Mr. George?

11 MR. GEORGE: Just to refresh your memory, the
12 pay raise we gave him last year, that was the
13 first raise he had in two years. So, it wasn't an
14 every year big number.

15 MR. CIRIELLO: How big of a pay raise was it?

16 MR. GEORGE: I don't remember. I'm sure Ed
17 will. It was a double digit. But it had gone
18 over two years. Last time, we talked about
19 somebody getting in touch with the AIEE (sic)?

20 MR. WUELLNER: AAAE.

21 MR. GEORGE: EEE?

22 MR. COX: AAAE.

23 MR. GEORGE: AAAE, and trying to get some
24 comparables of executive directors and this type
25 of -- you know, I don't think -- I don't know -- I

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1 don't think we ever did that. I would like to see
2 that number.

3 MR. WUELLNER: It's -- it's not available

4 yet.

5 MR. GEORGE: Okay. I believe that for what

6 we have on our plate, that we need the best

7 possible person for that job, and if that includes

8 paying him 5, 10 percent more than his peers are

9 for a similar -- if you can come up with a similar

10 thing, then I think we need to do it.

11 If you -- if you look at large corporations,

12 how do they compensate their -- their executive

13 directors or president? They have a little pony

14 sticking out there at the end. If -- I wouldn't

15 mind seeing something about some -- some special

16 bonuses tied to getting off the tax rolls in seven

17 years. That's an incentive.

18 CHAIRMAN GREEN: Mr. Cox?

19 MR. COX: Yeah. I'd like -- and I want to

20 speak in defense of the position -- of the

21 director's position at this airport, and the

22 individual falls into the -- overlaps a little

23 into that, too.

24 The position at this airport within the last

25 five years, it's -- it's become a

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1 performance-based issue, and -- and the Director's
2 position at the airport right now, as Buzz alluded
3 to, is we've got a tremendous number of projects
4 on our plate. And -- and these projects are not
5 for somebody that can just walk in here off the
6 street and take care of it. You know, you
7 can't -- you couldn't bring an airline captain in
8 here and take care of this. You couldn't bring an
9 attorney in.

10 This -- the projects that we have to take
11 care of right now that have to deal with the
12 FAA -- we have to deal with the State of Florida.
13 We have the deal with the United States
14 Government. We have to deal with all the
15 contractors. We have to deal with the whole
16 litany, list of people, and it takes a
17 professional, an individual professional person to
18 do that. And at this point, Ed -- you know, Ed's
19 the best guy for the job.

20 And I agree with you, that just because he's
21 here, we're not going to just like start handing
22 out double-digit increases every year just
23 because -- just because the position's there. I
24 agree with that.

25 But -- but this -- you know, it's a

1 performance-based issue in my mind, and Ed's doing
2 a tremendous job with the airport. If you look at
3 it from five years ago, you know -- when did you
4 sign on?

5 MR. WUELLNER: Eight and a half years ago.

6 MR. COX: Eight years? And -- and we look
7 at -- we just talked about the budget. We talked
8 about almost reducing -- a reduction of 8 percent.
9 You know, we're going on and on and on. So, I
10 think he's doing a tremendous job. And that's the
11 comments I have.

12 MR. CIRIELLO: Well --

13 CHAIRMAN GREEN: I know the big concern I
14 have with regards to, again, working within the
15 budgetary confines that we have proposed -- I
16 don't want to say confines, but thought process
17 down the road, I want to continue that as best as
18 possible, to have the same personnel and the
19 thought processes there. It's imperative that we
20 keep the director at the same, because he set us
21 in that motion, and I want us to get there.

22 MR. CIRIELLO: I said right along, I had no
23 problems with the evaluation of his job. And I'm
24 not knocking him in his job or him as an
25 individual or anything.

1 But everything that you're proposing, all of
2 this great work he's doing -- which he is, I agree
3 with you -- is all within his job description.
4 So, just because a guy is excellent at doing the
5 work in his job description that he is being paid
6 for, is no reason to go and, you know, great big
7 huge pay increases.

8 Right now, I imagine if he turns his income
9 tax -- it's a little over a hundred grand, his
10 salary and everything else. The governor of this
11 whole big state, with a lot more responsibility
12 than an executive director of this airport, makes
13 128 grand.

14 Now, in a couple of more years, if you're
15 going to throw, \$10-, \$15-, \$20,000 raises every
16 year because he's here and doing this great job
17 that he's qualified to do, in a few years, he'll
18 be making more than the governor of the state.

19 I'm telling you this job isn't that big, that
20 complicated to warrant that kind of money. It has
21 nothing to do with his qualifications. He is
22 excellent. Admittedly. You guys seem to think
23 I'm making this personal.

24 CHAIRMAN GREEN: No, that's fine.

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1 personal, and I didn't take it that way, Joe. But
2 just as an analogy, you know, if you take a
3 commuter airline captain, okay, he's flying 18
4 guys around, the job description is to get the
5 people safely from point A to point B. You take a
6 747 captain who's got 400 people he's responsible
7 for to fly through all kinds of weather across the
8 ocean, he gets paid several times more than that
9 guy does.

10 The analogy is performance based. Ed signed
11 on eight years ago. It may be within his job
12 description to do a hundred different things. But
13 those things weren't there then. And now we've
14 increased that responsibility a hundredfold over
15 the last five years, and especially within the
16 last two years, with all of the stuff going on,
17 and I think the remuneration needs to reflect that
18 increase in responsibility. That's my point.

19 And I know -- I know you're not hitting at Ed
20 individually, but as the position of director, you
21 know, within your --

22 MR. GEORGE: I have been to convention
23 meetings with Ed, and he is very, very well

24 thought of in the aviation community.

25 I made a big joke the last time. I said the

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1 only reason I'm going to this convention is to
2 throw away your resumé so you won't be handing
3 them out. But, I mean, if we don't take care of
4 the people that are taking care of us, they won't
5 be here.

6 CHAIRMAN GREEN: I made sure that didn't
7 happen the last time.

8 MR. CIRIELLO: Well --

9 MR. GEORGE: I would -- I would like to
10 suggest that our chairman talk to the AAAE, you
11 know, or do a little survey of comparable size
12 airports, just to get in our mind where we do
13 stand.

14 MR. CIRIELLO: I've seen that figures, not
15 for now, but three or four years back, when we --
16 when I first got on the board, and it's not quite
17 comparing apples to oranges or whatever, but
18 the -- they rated directors by the type airport,
19 like, you know, Los Angeles, Atlanta, Chicago and
20 everything down to other type airports, and Ed's
21 job would fall in a certain group that was paid a

22 certain amount of money.

23 But if you look at the individual airports
24 that these guys ran, they were way different than
25 this. But then I sent out a bunch of letters to a

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1 lot of these areas. The only airport that I found
2 that paid more money at that particular time than
3 Ed's was down in Daytona. But that guy was over
4 in charge of the airport. He was in charge of all
5 the hotels they run and owned. He was in charge
6 of everything. But the actual director, the guy
7 that just runs the aviation facility only for
8 Daytona made something what he was making or just
9 a little less.

10 All of the other airports that did respond to
11 my thing that I sent out, it was, you know, a
12 questionnaire and everything, I didn't find any
13 airports that was paying the money he got. In
14 fact, DeLand down here, the guy that runs that
15 airport is a city engineer, and his job is also
16 part of taking care of the airport. But he was
17 making half of what Ed makes. So, it has nothing
18 to do with Ed and everything. It's the scope of
19 the job.

20 CHAIRMAN GREEN: Mr. Cox?

21 MR. COX: Yeah.

22 CHAIRMAN GREEN: We're here for salary review

23 tonight. I mean, if you feel you need more

24 information, that's fine.

25 MR. COX: There's just -- there's not very

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1 many airports in the country right now that are
2 anywhere close to being analogous to what our
3 airport's like. None. And I go over all over the
4 United States. There's just no municipal airports
5 now that have the scope of what's happening on
6 this airport. DeLand's not even -- it may be the
7 same size landwise or close -- it's not even
8 close, not even close to what this airport is.
9 Nothing.

10 I can't think of one offhand. I mean, I'd --
11 I'd ask for -- there probably is half a dozen
12 maybe in the country that have going on at the
13 airport what we have going on here right now.
14 Anybody care -- can I --

15 CHAIRMAN GREEN: I'll do public comment right
16 after this --

17 MR. COX: Okay.

18 CHAIRMAN GREEN: -- because we're in the

19 middle of board discussion.

20 MR. COX: So -- and that's why, you know,

21 when you send out letters -- and I agree; probably

22 nobody's going to send back anything close to it

23 because there aren't any airports that are like

24 ours. We're in a really like almost an original

25 specific situation right here right now. We've

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1 got all of this stuff going on on the field.

2 And we just -- we just get radar. We just

3 get, you know -- we've got an ILS. We've got

4 three runways. We've got a military installation,

5 two -- on two different sides of this field.

6 Tremendous number of flights coming in. And it's

7 just -- it's just cork-screwing up (indicating).

8 CHAIRMAN GREEN: For purposes of the board

9 today, I've heard from every member as far as

10 their performance appraisals.

11 We're here for salary review. Now, we can

12 entertain a motion to review the salary, to set

13 the salary. Do you need more information? I just

14 heard a comment. Would you like the chairman to

15 do something? I mean, I need a motion from the

16 board as to what direction you want to make.

17 MR. GEORGE: I make a motion that the

18 chairman investigate with AAAE and with other
19 airports of similar complexity and size to give us
20 some information on what their executive
21 director's compensation is and responsibilities.

22 CHAIRMAN GREEN: Is there a second?

23 (No second.)

24 CHAIRMAN GREEN: Hearing no second, the
25 motion fails. Is there another motion?

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1 MR. COX: Well, I like the -- I like the
2 basis behind the idea. I'm not sure that AAAE is
3 going to be able to come up with it, because
4 their -- the parameters that they make these
5 distinctions under are just -- like I just went
6 over with -- you know, in response to Joe, I don't
7 think that they're going to be able -- what
8 they're going to do --

9 MR. GEORGE: Then that's what we found out;
10 they're not able to do it.

11 MR. COX: Right. Well, I don't know. Do you
12 think AAAE can rate --

13 MR. WUELLNER: They are -- they told us they
14 were at least four months away from doing
15 anything.

16 MR. COX: But even when they come out with
17 something like that, are they going to be able to
18 take -- it's go -- and like Joe said, it's going
19 to be cat X airports, cat 1, cat 2, cat 3. And
20 they're going to say, yeah, this is what the
21 average is for each one.

22 MR. WUELLNER: That's how they -- that's all
23 they're giving you anyway.

24 MR. COX: It's like a very, very finite, you
25 know, guesstimate, I guess you would call it

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1 almost. I'm not sure you'd be able to tell -- I
2 think maybe a more accurate way might be to do
3 what Mr. George suggested, was to call a lot of
4 airports to find out something in similar
5 complexity and size and scope of what's going on
6 at this airport.

7 MR. WUELLNER: If I could suggest an
8 alternative.

9 MR. GEORGE: Why don't we come up with it?

10 MR. WUELLNER: If I could suggest an
11 alternative. You budget a -- moving into each
12 fiscal year, you budget an adjustment that is kind
13 of an across-the-board number, and you use -- this
14 current year, you use a 5 percent number. That

15 includes any CPI adjustments and any merit
16 evaluations that we use for all employees that I
17 administer.

18 That's also the number that you plugged in
19 from an annual budget perspective for adjustments
20 related to my salary. So, just to give you an
21 idea what you are budgeting for moving into next
22 year. Anything that would exceed that number, you
23 have not budgeted for.

24 MR. COX: As -- as a suggestion, AAAE may be
25 able to give us a number, just this -- of what a

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1 percentage rate increase is at airports that we
2 may be able to --

3 MR. CIRIELLO: Well, what kind of figures
4 would you three guys had in your mind if you
5 wanted to give him a pay raise tonight that it
6 would be?

7 CHAIRMAN GREEN: I was following -- I'll just
8 comment. I was following what -- in looking at
9 the budget, I saw the 5 percent across the board,
10 which is what was calculated for the budget.

11 Last year, Joe, if you remember, because it
12 was a two-year break before there was a raise, not

13 only did we give the raise, but we also included a
14 car allowance. So, in other words, there was an
15 extra perk last year. So, my suggestion was to do
16 a 4 percent salary increase.

17 MR. CIRIELLO: Oh, so what's dollars and
18 cents?

19 CHAIRMAN GREEN: It's 8- -- 84 grand,
20 somewhere around -- do you have an exact salary
21 figure?

22 MR. GEORGE: I think it was \$77-.

23 MR. WUELLNER: It's just -- it's just under
24 \$80-, I believe.

25 CHAIRMAN GREEN: I believe. So about 4 --

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1 MS. GLASSER: I think just under \$80-, \$78-,
2 \$79-, somewhere around there.

3 MR. CIRIELLO: Well, this CPI I propose,
4 at -- at his salary range, what would that -- I
5 asked you personally and privately and you told me
6 a figure, and I don't know if you want to say it
7 or not.

8 MR. WUELLNER: Well, I thought it was around
9 \$2,000, is what CPI is.

10 MR. CIRIELLO: You give me a \$2,000 raise
11 every year automatic, I'd be happy with that.

12 CHAIRMAN GREEN: That's the whole point.

13 It's not automatic, because that's what I'm

14 saying --

15 MR. CIRIELLO: The CPI would be.

16 CHAIRMAN GREEN: Well, I kind of like the

17 review that we do every year because it is

18 performance incentive. When we have huge projects

19 and budgetary things come up, they're not --

20 they're not automatic. So, you asked me what I

21 was looking at. So, it was around the 4 percent

22 because of the big incentive last year and the car

23 allowance.

24 MR. GEORGE: I disagree with you.

25 MR. CIRIELLO: I'm just stuck on that

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1 performance incentive thing because it's all

2 within the job description and there's no -- and

3 if this was a business, he's not making money for

4 the -- for the stockholders or he's -- you know,

5 he's bringing in --

6 MR. GEORGE: \$42,000 next year going to

7 capital? That's not making money for the

8 stockholders? That's \$42,000 that the county

9 taxpayers don't have to pay because we're getting

10 it out of income. I'm not saying it's all his
11 doing, but it's a result of all these things.

12 CHAIRMAN GREEN: Any other comment?

13 MR. GEORGE: I disagree with just setting a
14 percentage arbitrarily without having some
15 information on what comps are.

16 Having run my own business, you look at the
17 value of the position, the value of the
18 individual, and you compare that to what the going
19 rate is on the outside. And then you decide how
20 bad you want to keep somebody.

21 When I graduated from college, it was, hey,
22 you got a job with, you know, big IBM or somebody,
23 and you stayed there till you retired at 65, and
24 you got a nice pension and they took care of you.

25 That's not the real world.

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1 The real world is I'm here for two years and,
2 uh-oh, somebody down the road is offering a little
3 bit more; I'm gone. And I -- I do not want to
4 think about us running the next seven-year plan
5 without Ed at the helm of it.

6 So, again, I would like to see some comps.
7 If you didn't like my idea of having it go to
8 comps, why don't we all come up with what we think

9 is comp airports and have her go out to five or
10 six airports. I'll throw in Asheville, North
11 Carolina as a comp. Why? It starts with an A.

12 MR. CIRIELLO: Why?

13 MR. GEORGE: It started with an A.

14 MR. COX: I was wondering where you came up
15 with that.

16 MR. CIRIELLO: Well, all of the airports that
17 I done a few years ago was right in the State of
18 Florida and it came out of the State of Florida's
19 book that they publish, and it has all the
20 addresses and faxes and everything of all the
21 directors. For example --

22 MR. GEORGE: What airports do you think are
23 comparable?

24 MR. CIRIELLO: I have something at home. But
25 one of them by -- what is that, Titusville,

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1 there's three airports down there by Cape
2 Canaveral. It's all run by the same Authority and
3 that one director runs all three of the airports.

4 MR. GEORGE: Not anymore.

5 MR. CIRIELLO: And he made less money than
6 what Ed makes.

7 MR. GEORGE: Not anymore. He's in Asheville,
8 North Carolina now.

9 MR. CIRIELLO: Well --

10 MR. GEORGE: He is.

11 MR. WUELLNER: He is, actually.

12 MR. CIRIELLO: Well, I had -- well, I said
13 DeLand --

14 MR. GEORGE: Titusville. That's a good one.
15 That's a good one. How about Tallahassee?

16 MR. CIRIELLO: Huh?

17 MR. GEORGE: How about Tallahassee?

18 MR. CIRIELLO: I didn't send anything to
19 commercial airports.

20 MR. GEORGE: I'm trying -- I'm sorry. I'm
21 trying to come up with some --

22 MR. CIRIELLO: I didn't send any information
23 to any commercial airports, just to general
24 aviation.

25 MR. GEORGE: Okay.

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1 MR. CIRIELLO: Like I say, I had Daytona,
2 DeLand, Titusville. I sent out about two dozen of
3 them out and I got about a dozen requests.

4 MR. WUELLNER: We had -- you know, in
5 fairness and in deference to your survey effort

6 last time, we had these -- you and I discussed
7 this in detail after kind of the results of your
8 survey, and the reality is, you've only got a few
9 airports in the state that are in any way
10 comparable. And I mean this in the sense of
11 structurally organizational. Most of the airports
12 in the State of Florida are organized under some
13 other governmental entity --

14 MR. CIRIELLO: Yeah, like commissioners.

15 MR. WUELLNER: -- and as a result, have no
16 administrative responsibility for things such as
17 ad valorem or budget or all of the interfaces
18 with -- with governmental entities.

19 The position, if you could pull it outside of
20 the airport environment, is much more like a city
21 manager or county administrator in terms of the
22 scope of responsibility. Albeit it doesn't have
23 the broadness that a city or a general purpose
24 government would have.

25 But in terms of level of position, that's

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1 what this job is like. Unlike, my previous
2 employer. There, the airport was organized under
3 as a county department, which had no budget

4 responsibilities, had no administrative
5 responsibilities, no ability to do any of those
6 things. They were all handled by the county
7 administrator's office.

8 I'm just trying to put it in context. So, it
9 is not a simple task of just deciding you want to
10 compare it to X airport.

11 MR. CIRIELLO: Okay. I'm going to go --

12 CHAIRMAN GREEN: That's why I tied it to what
13 our budgetary concerns were.

14 MR. WUELLNER: And, you know, here nor there.

15 MR. CIRIELLO: What'd you say?

16 CHAIRMAN GREEN: That's why I tied my
17 suggestions to budgetary concerns.

18 MR. WUELLNER: There are some comparables.

19 Not necessarily the exact same operation as
20 St. Augustine. But organizationally, I think you
21 need to compare the type of position or the span
22 of control, whatever you want to call it.

23 MR. GEORGE: What airports are those? Just
24 off the top of your head, which airports are
25 those?

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1 MR. WUELLNER: You've got Hillsborough
2 County. Orlando. You've got Sarasota, Bradenton.

3 Lee County is organized that way now, as
4 independent authorities.

5 MR. COX: Is Panama City?

6 MR. WUELLNER: I'm not sure. I think that's
7 a city department, and I'm not a hundred percent
8 sure of that.

9 MR. COX: You may be right.

10 MR. WUELLNER: Even Jacksonville is organized
11 to a large degree as an independent entity.

12 MR. CIRIELLO: Just to throw one -- one more
13 dumb thing out, and then I'll quit. Where I came
14 from up in Beaver County, the airport is
15 relatively small compared to this one. It's only
16 got a 5,000 foot runway. But there are three
17 fixed-base operators on that airport. There are
18 three flight schools on that airport. There is a
19 control tower that's used for teaching with a
20 community college. So, it's -- it's a functional
21 thing for teaching.

22 They have an air museum on there. It's a
23 relatively small thing, but still there's an air
24 museum there, you know, that people can go in and
25 see all kind of old things and all that kind of

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1 stuff.

2 And I asked the lady up there when I went up
3 there, I went up and I asked her, I says, "In
4 round numbers, how much money do you make a year?"

5 \$42,000. I asked her what kind of education did
6 she have, because I knew about Ed. "Oh, I just
7 have a high school education." I said, "What?"

8 She does the budget for the county airport.

9 She does everything that he does. It's a
10 relatively small airport, but it's got more on it,
11 if you want to consider three fixed-base
12 operators, three flight schools, a teaching
13 control tower and all that kind of stuff --

14 MR. GEORGE: And your point is?

15 MR. CIRIELLO: She's doing the same job with
16 less education, doing the budget. Ed mentioned
17 budget, administrative work. Of course, she
18 doesn't have all the employees we have because the
19 county does their work for them. You know, it's a
20 county airport and it's run by the commissioners,
21 and the executive director is appointed to run the
22 airport.

23 But still, basically, she does the same job
24 he does, the budget and worries about this and
25 that and everything like that. And doesn't even

1 have an education like he does.

2 MR. GEORGE: What action do you want us to
3 take while we're here?

4 MR. CIRIELLO: Well, I have it down here. I
5 said just because we evaluated him, gave him a
6 good evaluation -- in fact, I did. I gave him a
7 good one --

8 MR. GEORGE: Okay. Yeah.

9 MR. CIRIELLO: -- because I appreciate him.
10 I know he's -- his qualities and everything, but I
11 just say that the job isn't worth a \$15-, \$20,000
12 raise every year just because he's here.

13 So, I say I'd recommend maybe two
14 evaluations, one at the beginning, one at the end,
15 because he signed a contract. Just like a
16 ballplayer. You sign a contract for five years,
17 you're supposed to live with it. Of course, they
18 don't.

19 And then I said let's include the CPI clause
20 in here, like all the other employees have, which
21 every year he will get something without having to
22 fight for it. And I thought those were two decent
23 recommendations. And it's a pretty good chunk of
24 change. That's what I was after.

25 I -- but if you're going to have to sit here

1 and put on a motion on the floor to give him a
2 \$10- or \$20- or \$50,000 raise just on his
3 performance and doing his job that he's being paid
4 for very well to do in the first place, I'm not
5 going to vote for it. Now, that's what I'm after.

6 CHAIRMAN GREEN: Well, I think I can put my
7 two cents in and I could make it in a motion
8 that -- I would make a motion we do a 4 percent
9 raise, which is in line with our budget.

10 I have been to the other meetings where we
11 have tried to find comparable airports, and
12 they're just not there. We tried to come to some
13 happy medium when we did this last year. So,
14 that's my proposal, that it's a 4 percent raise
15 based within our budgetary confines. Is there a
16 second?

17 MR. COX: Second.

18 MR. CIRIELLO: All right. That would be for
19 this year.

20 CHAIRMAN GREEN: Yes, sir.

21 MR. CIRIELLO: Next year it would be 4, 5, 6
22 or whatever --

23 CHAIRMAN GREEN: No, sir. Next year, we look
24 at it, the way it is every year.

25 Any further board discussion?

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1 (No further board discussion.)

2 MR. GEORGE: I just don't agree with that.

3 But I -- yes, go ahead.

4 CHAIRMAN GREEN: Well, I mean, if -- that's
5 fine.

6 MR. GEORGE: I don't agree that we can just
7 sit back and let's do a percentage. This is a key
8 job in our future. I think that it warrants us to
9 postpone the decision for -- till the next meeting
10 so that we can do some more homework. Maybe 4
11 percent is too much.

12 CHAIRMAN GREEN: Okay.

13 MR. GEORGE: Maybe 8 percent is more in line.
14 I just don't know what everybody else is making.
15 There are enough people in this room that know
16 about other airports. I'm sure Phil and their
17 company can give us some of idea of some other --

18 CHAIRMAN GREEN: He just covered at that one.

19 MR. GEORGE: David, you know, from his
20 company, can tell us what other airports have
21 activity like --

22 MR. KNIGHT: I'll be --

23 CHAIRMAN GREEN: Well, we have a motion and a

24 second. All in favor of the motion, say aye.

25 MR. CIRIELLO: Aye.

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1 CHAIRMAN GREEN: Aye.

2 MR. COX: I'm going to withdraw my second.

3 CHAIRMAN GREEN: Okay.

4 MR. COX: Because, actually, I agree with

5 Buzz, with the logic --

6 CHAIRMAN GREEN: Then the motion -- if the

7 second's withdrawn, then is there another motion?

8 (No motion.)

9 CHAIRMAN GREEN: I'll make another one. If

10 you want to postpone it, then I suggest that

11 Mr. George get the comparables.

12 MR. COX: I'll second that.

13 CHAIRMAN GREEN: Any further discussion?

14 (No further discussion.)

15 CHAIRMAN GREEN: All in favor?

16 MR. CIRIELLO: Aye.

17 CHAIRMAN GREEN: Aye.

18 MR. GEORGE: Aye.

19 MR. COX: Aye.

20 CHAIRMAN GREEN: All opposed?

21 (No opposition.)

22 MR. COX: I'll help you on that.
23 CHAIRMAN GREEN: I'll help you on that.
24 Okay. Public comment? Brief public comment,
25 please? Yes, Mr. Hickox.

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1 9. - PUBLIC COMMENT

2 MR. HICKOX: I wasn't going to address
3 this -- this is Wayne Hickox, 881 Queen Road.

4 I wasn't going to address this, but since you
5 just had a long discussion, let me say Joe and I
6 are close friends, but we have disagreed on this
7 subject from day one. This is 2004. You've got
8 to look at the man you've got on the job, and
9 you've got to be generous to keep him. And you
10 need him.

11 One comparable airport I looked into, knowing
12 this was coming up, was Waterbury-Oxford in
13 Connecticut. State with the highest per capita
14 income in the country, and the job is almost
15 exactly the same with one exception: It's not a
16 county; it's a city government -- or a town
17 government, because Connecticut does not have
18 county governments.

19 Ed is being underpaid by comparison by about
20 \$40,000 a year. I'm not suggesting that he get

21 that in one year. I'm sure he'd love to have it,
22 but I don't think you can afford that. But I
23 think you should consider that we are in Florida
24 and that you've got one of the best general
25 aviation airports in the state, if not the best.

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1 And I think a lot of credit for professionalism
2 goes to Mr. Wuellner.

3 I understand and I appreciate Joe's attempt
4 to look out for the fiscal concerns of the public.
5 We applaud him for that. But on the other hand,
6 you've got to recognize what people are worth.

7 And I think as a former union rep, he should
8 recognize that, because that's what you battle for
9 every time you go to the mat with the union and/or
10 with the management.

11 I was going to ask a favor of the Authority,
12 and I addressed this to the County Commission at
13 their meeting on Wednesday, Wednesday last. And
14 it has to do with the recent weather that we went
15 through.

16 As a 50-year broadcaster, I was appalled at
17 the poor performance of our radio stations in St.
18 Johns County. There are seven licensed radio

19 stations in this county. Not one had provisions
20 to remain on the air to relay public information.

21 It's not the job of the Airport Authority to
22 correct that, but it is the job of all the public
23 agencies to urge management on their own, as part
24 of the requirement of their licenses, to upgrade
25 their facilities so they're here to serve us,

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1 serve the airport, the people that the airport
2 serves, serve the county, and our residents.

3 And I would hope at your next meeting, you
4 might consider passing a resolution to all of our
5 licensed broadcast stations to equip themselves so
6 they can remain on the air and serve the public
7 during public disasters. Thank you.

8 CHAIRMAN GREEN: Thank you, Mr. Hickox.
9 Public comment?

10 (No further public comment.)

11 10. - NEXT BUDGET PUBLIC HEARING

12 CHAIRMAN GREEN: Seeing no further public
13 comment, our next budget hearing will be Monday,
14 September 27th, at 5:01.

15 11. - NEXT REGULAR BOARD MEETING

16 CHAIRMAN GREEN: And our next regular board
17 meeting will be October 18 at 4 p.m.

18 Thank you, everybody. The meeting's
19 adjourned.
20 (Thereupon, the meeting adjourned at 6:09 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, certify

7 that I was authorized to and did stenographically

8 report the foregoing proceedings and that the

9 transcript is a true record of my stenographic

10 notes.

11

12 Dated this 4th day of October, 2004.

13

14

JANET M. BEASON, RPR-CP, RMR, CRR
Notary Public - State of Florida
My Commission No.: DD102224

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16 Expires: April 30, 2006

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