

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Regular Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, June 14, 2004

6 from 4:00 p.m. to 7:30 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

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

12 * * * * *

13 ALSO PRESENT:

- 14 DOUG BURNETT, Esquire, Rogers, Towers, Bailey,
- Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
- 15 FL, 32084, Attorney for Airport Authority.
- 16 EDWARD WUELLNER, A.A.E., Executive Director.

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22 St. Augustine Court Reporters
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 (904) 825-0570

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1 PROCEEDINGS

2 CHAIRMAN GREEN: Call to order the meeting of
3 the Airport Authority board. Stand for the pledge
4 to the flag, please.

5 (Pledge of Allegiance.)

6 3. - APPROVAL OF MINUTES

7 CHAIRMAN GREEN: Okay. We have before us the
8 minutes from April 19. Do I have any exceptions
9 or comments on the minutes?

10 (No exceptions or comments.)

11 CHAIRMAN GREEN: Hearing none, then the
12 minutes will be approved as transcribed.

13 4. - ACCEPTANCE OF FINANCIAL REPORTS

14 CHAIRMAN GREEN: Next, we have our financial
15 report. Any comments, additions, or exceptions to
16 the financial report? This is for the six months
17 ending March 31.

18 (No additions or exceptions.)

19 CHAIRMAN GREEN: Hearing no comments, we'll
20 accept the minutes as presented. The financial
21 reports?

22 MR. GEORGE: Two.
23 CHAIRMAN GREEN: Mine were stapled together.
24 Sorry. Oh, no, I do. Okay. Then I have the
25 April 30, seven months ended April 30 financial

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1 reports. Any additions, exceptions, or comments
2 on that financial report?

3 (No additions or exceptions.)

4 CHAIRMAN GREEN: Hearing none, those will be
5 accepted as presented.

6 5. - APPROVAL OF MEETING AGENDA

7 CHAIRMAN GREEN: We have our agenda, which
8 lists items through 7.G. Any comments on the
9 agenda?

10 (No comments.)

11 CHAIRMAN GREEN: Do I have a motion for the
12 approval of the agenda?

13 MR. COX: I'll move.

14 CHAIRMAN GREEN: Second?

15 MR. GEORGE: Second.

16 CHAIRMAN GREEN: No more comments?

17 (No further comments.)

18 CHAIRMAN GREEN: All in favor of the agenda
19 as printed?

20 MR. CIRIELLO: Aye.

21 CHAIRMAN GREEN: Aye.
22 MR. GEORGE: Aye.
23 MR. COX: Aye.
24 MR. GORMAN: Aye.
25 CHAIRMAN GREEN: All opposed?

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1 (No opposition.)

2 CHAIRMAN GREEN: Hearing none, the agenda's
3 approved.

4 6.A. - COUNTY COMMISSIONER

5 CHAIRMAN GREEN: Next, we have our reports.
6 I'll skip Mr. Maguire.

7 Aero Sport? Mike? Oh, not Mike.

8 6.B. - AERO SPORT, INC.

9 MS. MOSER: No report.

10 CHAIRMAN GREEN: No report from Aero Sport?
11 Northrop Grumman?

12 6.C. - NORTHROP GRUMMAN

13 MR. LESLIE: No report.

14 CHAIRMAN GREEN: Pilots Association?

15 MR. WUELLNER: Not sure that's on, John.

16 6.D. - S.A.P.A.

17 MR. RODERICK: We have a two-part report. We
18 share this duty, Mr. Martinelli and I.

19 First -- and I have one item. I would like
20 to bring praise once again to this group,
21 Mr. Gorman for his advocacy, and support from the
22 rest of the board for the TVOR. It's now
23 successfully on the air, and it's a significant
24 safety issue to small airplanes.
25 Mr. Wuellner supported it, and I know Bryan

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1 Cooper learned how to navigate a lot of tough
2 environmental situations and other significant
3 issues to get this done by using the help of
4 in-house people, led by Mr. Harvey and his crew of
5 talented hard-working people. And we thank you
6 very much. Vic?

7 MR. MARTINELLI: Do I need the mic? Okay.
8 Further to what John is -- is saying, we also --

9 MR. WUELLNER: Pull straight out.

10 MR. MARTINELLI: -- in the Pilots Association
11 are very grateful to the airport, the Airport
12 Authority, for -- thank you -- for what is
13 happening, what's happened so far, and what is
14 down the road in terms of the development of the
15 airport.

16 And most of you folks have read the article
17 in the Folio Weekly, which I really don't think

18 did very much justice to the airport here and to
19 us on the Pilots Association. But let me just
20 tell you a couple of things that we have in the
21 works in -- in the Pilots Association.

22 As you all know, we have been working with
23 the Young Eagles group, and we have done a lot of
24 work in that area to help young folks. In
25 addition to that, we have a thing going right now,

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1 which is putting together packages for our
2 servicemen over in Iraq, and the progress that
3 that program has made is really very significant.

4 As a matter of fact, this Saturday, we're
5 going to have a work session in one of the hangars
6 where we'll be putting together these packages
7 together with personal letters that will go to our
8 servicemen over there and help them hopefully in
9 their morale.

10 All of that comes back to one basic point.
11 As this airport is developing and as the -- the
12 Master Plan is evolving, there are certain
13 provisions in that Master Plan for the community,
14 a place where -- where young folks can come and
15 observe airplanes, a place that -- that never

16 existed before on this airport. And again, our
17 hat's off to the Airport Authority and to the
18 staff for making that happen.

19 But there is one thing that is very, very
20 important, and that is to have the PR that we're
21 embarking on -- and we plan to embark upon a PR
22 campaign with the Folio and with other newspapers
23 to get the right message across to the public
24 about our airport.

25 And concurrent with that, I think it's very,

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1 very important that the airport move ahead with
2 its plans and that we don't find ourselves in a
3 position down the road where all of a sudden our
4 plan has changed or has come to a dead stop
5 because some of the details that need to be taken
6 care of in a timely manner were not taken care of
7 in a timely manner.

8 So, I would urge the Airport Authority to
9 continue to move forward to implement that plan so
10 that we can coincide with our PR campaign and
11 hopefully get the right message out about our
12 airport. Okay. Thanks.

13 CHAIRMAN GREEN: Thanks, Mr. Martinelli.

14 Bjorn?

15 6.E. - F.A.C.T.

16 MR. OTTESEN: No report.

17 CHAIRMAN GREEN: Mr. Knight?

18 6.F. - A.T.C.T. MANAGER

19 MR. KNIGHT: I'm Dave Knight, the manager at
20 St. Augustine control tower. On the chart, you'll
21 show during the month of April, we were actually
22 down a little, about 500 ops from a year ago. And
23 in May, we're actually up 1,500 ops. So, over the
24 last two months, we've actually increased a
25 thousand over last year. That puts us around

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1 14,000 -- I see the chart is lacking one detail
2 item. But we're up about 14,000 ops over last
3 year this same time period.

4 I have two other elements I'd like to
5 mention, if I may. The control tower received
6 a -- basically a retrofit in all of its software
7 that runs our communications system up in the
8 tower, whereby we had some difficulty whereby
9 frequencies were dropping off line automatically.
10 The software's been replaced and upgraded, and
11 that is no errors now. So, that's working great.

12 And tomorrow, we have the site survey team in

13 here for STARS. They're the ones that's bringing
14 in the radar system. They will also be doing the
15 site survey for the FDIO, as well as the DBRITE.
16 And it's estimated that the DBRITE will be up and
17 operational by September of this year. It's
18 actually receiving a radar feed from Mayport,
19 which allows for the area coverage down to 400
20 feet over St. Augustine. It will be piped
21 directly into Jax approach.

22 MR. COX: Can you -- can you define, I mean,
23 for those that won't know what DBRITE means?

24 MR. KNIGHT: Basically, DBRITE is a --
25 nothing but a camera, the radar presentation that

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1 Jax approach has that will cover our airspace.
2 Jax approach radar is being mosaic or combined
3 together with other radar systems. Particularly,
4 Mayport is going to be piped into their system
5 that will allow them better coverage over
6 St. Augustine, as well as south of St. Augustine.

7 So, those individuals flying in on ILS
8 approaches or vectors into runway 31 will no
9 longer have to be held up high at 3,000 feet.
10 They should be able to go all the way down to
11 2,000 feet, or whatever the MVA is in that area.

12 Yes, John?

13 MR. GORMAN: Dave, again, but that radar is
14 actually going to be usable down to 400 feet, I
15 understand? Was that it?

16 MR. KNIGHT: Four hundred feet is the bottom
17 portion of that radar, you betcha.

18 MR. GORMAN: That's great.

19 MR. KNIGHT: That's the baseline. Thank you.

20 CHAIRMAN GREEN: Thanks, Dave.

21 MR. CIRIELLO: Madam Chair?

22 CHAIRMAN GREEN: Yes, sir.

23 MR. CIRIELLO: I'd like to ask Mr. Knight if
24 he would give a little report on the so-called
25 near miss that happened a few weeks ago to get it

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1 officially on the record.

2 MR. KNIGHT: We actually call it a pilot
3 deviation rather than a near miss.

4 The bottom line is, is Jax approach handed
5 off a King Air aircraft that's IFR on a visual
6 approach into St. Augustine runway 31. At the
7 same time, they provided St. Augustine tower with
8 a heads-up that there was a Baron inbound to
9 St. Augustine.

10 The Baron turned out to be a Cessna 172 that
11 had radio difficulties. As the King Air was
12 approaching on basically a straight-in to runway
13 31, it crossed the beach area and asked for a wind
14 check.

15 The controller looked at the winds, issued
16 the winds, looked back up at the aircraft, and as
17 he did such, he saw a Cessna 172 doing a diving
18 left-hand turn, cutting the King Air off.
19 Controller immediately came back to the King Air
20 pilot and said, "Go-round right inside. I observe
21 traffic -- a Cessna turning in front of you."

22 Very well done on the controller's part. And
23 neither pilot saw each other. And another safe
24 day. Good deal.

25 CHAIRMAN GREEN: Thank you. Mr. Burnett?

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1 6.G. - AIRPORT AUTHORITY ATTORNEY

2 MR. BURNETT: Mr. Ciriello, if you don't
3 mind, I'll borrow -- share your microphone. A few
4 things. We've been working on some FBO lease
5 revisions. I think the -- the lease has come into
6 more of a final draft stage. We've sent that to
7 the FBO.

8 We've been working with Mr. Wuellner with

9 that to get the various lease properties defined
10 and get the terms to where -- how they're going to
11 regulate each one of those different lease
12 properties.

13 Additionally, we had a small personal injury
14 matter come up in the last month that Chris
15 Hazelip, who is a board-certified trial lawyer in
16 our Jacksonville office, helped work on with the
17 airport. And we've been dealing with some kind of
18 construction issues as well. That's sort of a
19 brief summary of what we've been doing.

20 I'll be happy to meet with any of the board
21 members after the meeting if you've got any
22 specific questions.

23 CHAIRMAN GREEN: Mr. George?

24 MR. GEORGE: When do we anticipate the FBO
25 lease to be signed, sealed, delivered, and

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1 complete so we don't have to talk about it
2 anymore?

3 MR. WUELLNER: Sure. Final -- we expect
4 final to you in July, at July's meeting.

5 MR. GEORGE: Okay.

6 CHAIRMAN GREEN: Okay. Mr. Wuellner? Thank

7 you, Doug.

8 7.A. - PROJECT UPDATES

9 MR. WUELLNER: Project update. It's the
10 first item I have. Outstanding projects this
11 month, TVOR; north development area; terminal
12 project; terminal project Phase II; the airport
13 maintenance facility; Taxiway Bravo and the
14 hardstand; land acquisition in Araquay Park; home
15 demolition update; Phase II hangar structure
16 rehab; marketing and public relations; airport
17 leasing and financial planning; as well as the
18 normal update on the Airport Master Plan.

19 In order, the TVOR, I'm pleased to report the
20 project is complete at this time. FAA ground and
21 flight checks proved satisfactory. It was
22 commissioned for VFR use as of last Thursday.
23 Will be released for IFR instrument approaches
24 beginning August 5th, which is the publication
25 and -- publication date for the IFR approach

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1 procedure. So, at this point, the project is
2 complete, accepted, and otherwise ready to use,
3 and hopefully the last update you'll have on that
4 one.

5 Northeast development area, same basic thing;

6 job is now complete, all hangars are occupied, and
7 that's the last report that we intend to give you
8 on the northeast development area.

9 Phase I of the terminal, I wish it were the
10 last report on this one. Punch list work still
11 ongoing, and we're still awaiting revised survey
12 and still awaiting the CO.

13 Is Brian here? Yeah. Any word on any
14 last-minute developments over there?

15 MR. THOMPSON: No last-minute developments.
16 I called the bonding company.

17 MR. WUELLNER: Okay. And, unfortunately,
18 that's where it sits.

19 Phase II, canopy project's arguably 99
20 percent done. We expect final punch list work to
21 wrap up this week. And the CO, actually I'm being
22 told, will be issued, should be by the end of this
23 week. So, it's -- Phase II not only caught it,
24 but passed it, and we'll have a CO and be
25 occupiable before the balance of Phase I. So,

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1 it's basically complete.

2 MR. GORMAN: That's includes the fire issue?

3 MR. WUELLNER: Correct. They have relocated

4 the panels. The fire marshal signed off on it --

5 MR. GORMAN: Great.

6 MR. WUELLNER: -- and it's just now
7 paperwork.

8 Airport maintenance facility. Still
9 anticipated for third-- for the end of fourth
10 quarter this year, thereabouts. Site work's
11 ongoing. Steel has been delivered on-site, and
12 construction should be released this week to go,
13 so...

14 Taxiway Bravo, Phase I opened, which is the
15 northernmost section. Phase II, paving has been
16 completed. Lighting and striping are undergoing
17 the install -- lighting's been ongoing. Striping
18 will be completed, we're being told very likely by
19 the end of this week.

20 And there -- the holdup item on Phase II
21 right now, and even part of Phase I, in terms of
22 finalized -- final finaling it, is a manufacture
23 delay in delivering the actual physical signs to
24 the site, the -- the updated legends and physical
25 signs out there.

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1 As soon as they arrive on-site, they'll --
2 it's a fairly quick effort to get them installed.

3 They've done all of the hard part, the
4 installation underground, pouring of the pads,
5 doing all of that. So it's a pretty quick deal
6 once they get here on-site. That's still, my
7 understanding, several weeks away.

8 Phase III, which is self-fuel access, that's
9 been paved. We expect that will be striped by the
10 end of the week. That will be opened immediately
11 upon striping. It doesn't really have any
12 signage, and it -- what little lighting is
13 involved can be done concurrently. It's pretty
14 well-lighted over in that particular spot.

15 Phase IV, which is the hardstand in the area
16 immediately adjacent to PGA in the north apron
17 entrance ramp, that's ongoing right now. I
18 understand they're beginning to put the lime rock
19 back in place. Survey and grades, engineering
20 information's in their hands as of Friday. Really
21 still expect to be done by the end of the month
22 with that. That's just some striping. They're
23 very minor -- the signs are all tied together in
24 terms of the same order. So, timing of this
25 should -- should get wrapped up here pretty

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1 shortly.
2 Land acquisition, Araquay Park. All
3 properties that we had under contract have closed.
4 So, there are no pending sales at this point we're
5 working. Long-form appraisals, I understand
6 they're looking to wrap those up. They've been
7 scheduling last week and this week, and I don't
8 know whether that extends into the following week,
9 the actual site visits to wrap up the information
10 they need to accumulate in order to generate the
11 appraisal.

12 We see no indications it will be delayed
13 beyond the July meeting. So, you should have
14 everything you need to make decisions relative to
15 the -- to the proposed eminent domain properties
16 by the July meeting.

17 And let's see. Home demolition update.
18 Really, there's nothing significant to do. All of
19 the homes that were in there in the first batch
20 have been either -- were removed. The second
21 batch -- or the first batch of vacant homes that
22 we're offering for bid is ongoing. You'll have
23 that information at your July meeting. We've --
24 that bidding is still ongoing right now.

25 CHAIRMAN GREEN: Jack?

1 MR. GORMAN: I understand that the form of
2 advertising that we've had for those -- those
3 vacant homes and these salvage homes is just in
4 two manner. One is the actual legal description,
5 in other words, the actual legal notice.

6 MR. WUELLNER: That's correct.

7 MR. GORMAN: And the other one is in a
8 database that's just available to contractors?

9 MR. WUELLNER: Correct.

10 MR. GORMAN: Okay. That, to my own way of
11 thinking, is probably not adequate, the
12 advertising. That's my only thing I'm going to
13 say.

14 The market for homes like that would probably
15 be local. It may be local contractors and an ad
16 in the paper or some local ad may be able to get
17 that salvage money out of it, because just a
18 statewide database and a legal notice is not --
19 you might not have the customers for that kind of
20 home read there.

21 MR. WUELLNER: Yeah, I don't know that we've
22 had any --

23 MR. GORMAN: I'm only trying to maximize the
24 salvage, is all.

25 MR. WUELLNER: Yeah. We've had a number of

1 people inquire; however, nobody's at this point
2 making any determination that it's worth their
3 trouble to try and relocate structure homes. The
4 only -- that anyone's showing interest in that I'm
5 aware of are mobile units, which --

6 MR. GORMAN: Right.

7 MR. WUELLNER: -- have some salvage removal
8 value to them. And I think we are expecting a few
9 bids or some information.

10 MR. GORMAN: My point being there may be some
11 market for the structure homes if you expanded the
12 advertising a bit. I mean, I know -- and the slab
13 homes, no. But I mean the structure home is
14 possible.

15 MR. WUELLNER: It's -- it's the expense of
16 it. It's -- it's so cost prohibitive to move
17 that. And County requirements require the home,
18 as well as the location it's going to, to be all
19 brought up to code in order to do. And it's --
20 it's very cost prohibitive. These -- the value of
21 these homes is not --

22 MR. GORMAN: If you don't ask, you won't
23 receive.

24 MR. WUELLNER: Well -- well, we have through

25 the -- through the advertisements we've made.

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1 MR. GORMAN: The advertisements where?

2 MR. WUELLNER: Legal notices, as well as

3 the -- it's on our --

4 MR. GORMAN: A database --

5 MR. WUELLNER: -- on our web site -- web

6 site, also.

7 MR. GORMAN: To me, that's not a sufficient

8 advertising campaign.

9 MR. COX: You may negate your profit, Jack,

10 by the cost of the advertising.

11 MR. GORMAN: Well, I -- if you sold one home,

12 Bob, you would pay for 25 ads. I hate to

13 disagree, but I don't agree.

14 CHAIRMAN GREEN: Doug?

15 MR. BURNETT: For what it's worth, I'll just

16 throw out there in the -- in the newspaper, if

17 you're a private homeowner advertising a home for

18 sale, the little small ads that you see in the

19 paper that run for say a month at a time period,

20 typically, they're in the \$3- to \$350 range for a

21 one -- one-month ad. So, that's the dollar

22 amount. Whatever -- however that relates. I'll

23 just throw that out.

24 MR. GORMAN: Thank you. That's good. That
25 gives you a good idea. Doesn't seem expensive.

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1 MR. GEORGE: But there's no reason that one
2 ad cannot be run for multiple --

3 MR. WUELLNER: Oh, yeah. It would be a --
4 it's a single ad --

5 MR. GEORGE: Just an ad saying that the
6 airport has homes, you know.

7 MR. GORMAN: My thought exactly.

8 MR. WUELLNER: And I think we made you aware
9 of this at the last regular meeting, but typically
10 the leases east of Casa Cola for homes that were
11 already owned and leased by the Airport Authority
12 expire between the months of July and October. I
13 think we do have one or two that may extend to
14 January at this point, and -- at which point
15 they'll go to basically month-to-month leases.

16 Steel rehab, we've made some progress in the
17 last couple of weeks now. The -- a significant
18 portion of that steel has now been relocated.
19 That -- that which was done has been relocated,
20 and the banding's been done on that. And it's my
21 understanding it's now been covered.

22 We've -- they've begun moving some of the
23 other steel that hasn't had the rust treatment and
24 the -- the primer reapplied to it, and they'll be
25 continuing that. The guys are starting to have a

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1 little time to do that now; the VOR and signs and
2 the like being behind us.

3 Marketing and public relations, we don't have
4 much to report this month. Again, we'll issue
5 press releases relative to the north -- or
6 northeast area and the Taxiway Bravo.

7 MR. GORMAN: Is it not possible that from
8 time to time we should issue a press release to
9 the paper, kind of clarifying what our goals are
10 and what -- rather than letting things just take
11 their normal course, which has not been --

12 MR. WUELLNER: If y'all want to direct
13 something that we prepare and put out, we'll be
14 happy to do that.

15 MR. GORMAN: Okay.

16 MR. WUELLNER: Airport leasing activities,
17 we've got a discussion item a little bit later in
18 the agenda relative to the second floor.

19 Primarily all of the activity -- just by way
20 of making you aware, all of the activity we've had

21 to this point is folks seeking smaller office
22 space than what is being offered in a single
23 parcel. And all of them -- or none of them,
24 probably a better way to say it, have expressed
25 any interest in trying to finish that space on

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1 their own to try and lease it.

2 Restaurant lease is also on the agenda,
3 just -- and we already mentioned that the Aero
4 Sport lease will be on your July's agenda. It's
5 virtually done at this point. It's just some back
6 and forth. Their legal counsel is reviewing the
7 document at this point.

8 CHAIRMAN GREEN: Ed, I have a question on the
9 second floor.

10 MR. WUELLNER: Uh-huh.

11 CHAIRMAN GREEN: Is it within, fiscally, for
12 us, and budgetwise, if we offered an incentive,
13 like you won't pay for your buildout but we'll
14 give you X amount of money towards it if you lease
15 it?

16 I don't know what they're looking for, a
17 buildout or putting up a nonstructural wall just
18 to divide two offices up, and we'd supply the --

19 MR. WUELLNER: Well, the build --
20 CHAIRMAN GREEN: -- Drywall or --
21 MR. WUELLNER: -- the level of buildout right
22 now is -- is basically zero. It's a concrete
23 floor and -- and totally unfinished. It's -- I
24 mean, it's --
25 CHAIRMAN GREEN: No, I don't mean to build it

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1 out for them. I meant to give them a buildout
2 allowance, basically, is what --
3 MR. WUELLNER: Well, the -- what we were
4 doing was looking at reducing the rental rate
5 dramatically for those who wanted to do it. We're
6 taking that into account based on the life of the
7 lease.
8 CHAIRMAN GREEN: Jack?
9 MR. GORMAN: Again, not to labor the issue,
10 so I'll be short, but the advertising for that,
11 are we reaching all avenues of the industry or --
12 MR. WUELLNER: We have had -- we have been
13 with a paid ad for three months now, over three
14 months now in the both the Jacksonville and the
15 St. Augustine paper on a daily --
16 MR. GORMAN: A one-inch column ad?
17 MR. WUELLNER: I think it's a one-inch. What

18 is it?

19 MR. GORMAN: So, we're talking about a
20 one-inch small column.

21 MR. WUELLNER: Yeah. It's to the tune of 3-,
22 400 bucks a month. That's what the ad costs have
23 been on it.

24 MS. HOLLINGSWORTH: A thousand.

25 CHAIRMAN GREEN: A thousand what?

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1 MS. HOLLINGSWORTH: A thousand dollars.

2 MR. WUELLNER: For both publications. And
3 the Jacksonville paper.

4 MR. GORMAN: Has there been any -- have you
5 considered using some other media?

6 MR. WUELLNER: Like I don't know what we'd
7 use.

8 MR. GORMAN: Trade magazine?

9 MR. WUELLNER: No. I mean, it's -- this is
10 not a high value item. I mean, it's not a huge --
11 we've got plenty of interest. They just don't
12 want 3,000 square foot.

13 MR. GORMAN: That would be my reason to go a
14 larger company, which may be in a trade magazine.
15 Just a thought.

16 MR. WUELLNER: We don't have CO anyway at
17 this point. It's not entirely wasted time.

18 And we will have this baseline forecast
19 information -- I've got it probably about 80
20 percent done at this point. We'll have this in a
21 better format to have meaningful discussions at
22 your July meeting.

23 And Airport Master Plan update. Where is --

24 MR. MARTINELLI: He's behind you.

25 MR. WUELLNER: I know where he is.

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1 MS. LOUNGEWAY: It's on your laptop, Ed.

2 MR. WUELLNER: In the -- this one

3 (indicating)?

4 MS. LOUNGEWAY: Yes.

5 MR. WUELLNER: This CD? Plugged in.

6 MS. LOUNGEWAY: It's -- no, it's on the hard

7 drive --

8 MR. WUELLNER: Okay.

9 MS. LOUNGEWAY: -- the presentation of it.

10 It should be that one right there (indicating).

11 MR. JUFKO: Hello, everyone. I'd like to --

12 while I give you a quick update of where we're at

13 with the Master Plan project, I'd like to thank

14 those of you that participated in our Master Plan

15 workshop with the Authority.

16 I feel we were quite successful in coming to
17 some -- some agreements on some very difficult
18 issues, at least allowing us to move forward with
19 our alternatives process, and have us be able to
20 narrow down some very difficult issues for us,
21 both from airfield planning and -- as well as the
22 general aviation facility considerations. I'm
23 going to -- are you switching? Okay. Thank you.

24 Real briefly, I'd like to take this
25 opportunity to just go through some of the things

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1 that we've ended up with from -- from comments
2 that were received during the workshop. And what
3 this is going to allow us to do is to narrow the
4 field down to three or four alternatives,
5 depending on whether we're talking about airfield
6 alternatives or general aviation facilities.
7 And -- and now we'll be able to kind of compare
8 apples and apples, look at these facilities and
9 look at the financial impacts, environmental
10 impacts, benefits that we have from the different
11 alternatives, and we'll go forth and make a
12 recommendation.

13 Of course, as always, if there are any other
14 concerns from either what you see here today in --
15 in my brief summary presentation, we'll be happy
16 to answer any questions, and you can forward those
17 to us through Mr. Wuellner.

18 Briefly, what I want to talk about right here
19 is that we looked at some alternatives that deal
20 with key facility requirements that we identified
21 during the process. You've kind of heard this
22 before.

23 We're looking at maintaining 8,000 feet of
24 runway at this -- and precision approach
25 capability to handle some of the larger aircraft

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1 that we see here at the airport, as well as work
2 on some deficiencies in our crosswind coverage and
3 in terms of length, of course, taking into
4 account, as we come up with different
5 alternatives, some of the changes in -- and how we
6 address wind coverage, how we -- the wind coverage
7 actually applies to some of the runways, or any
8 new concept that we introduce into the process.

9 Next slide. The next. I'm going to go
10 through Alternatives A through E here very quickly
11 to kind of give you an idea. One of the key

12 things that had come out of the TAC, Technical
13 Advisory Committee, as well as the Authority
14 workshop, because there was a lot of sensitivity
15 to any relocation of U.S. 1 and the railroad. And
16 in order to do due diligence, so to speak, we want
17 to be able to look at, for the sake of looking at,
18 certain issues related to these different types of
19 development.

20 In this case here (indicating), we're showing
21 what happens when you go on both the north and to
22 the south on runway 13/31, and what impact that
23 has in order to get that pavement back. It
24 involves some minor relocation -- not minor --
25 some relocation of the road and the rail. And

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1 that's shown there, and we will compare that --
2 next slide -- to another alternative here
3 (indicating), where we actually do not relocate
4 any of the road or the rail, and we go to the
5 south in order to gain some of that runway back,
6 and also address -- in all of these situations, we
7 address the runway safety area deficiencies that
8 we have currently.

9 You'll notice there's a red triangle on some

10 of these alternatives. And what that means is for
11 the long term -- every one of these alternatives
12 deal with the long-term, even though some of them
13 may be short-term projects -- we want to be able
14 to reserve portions of the airfield for -- for
15 some sort of aviation-related development, and
16 that's what that triangle there is in the middle.

17 And in all of these alternatives we would
18 also look at enhancing the connectivity to Taxiway
19 Bravo. By adding some of these connectors, we're
20 able to deal with some deficiencies that come out
21 of the capacity analysis.

22 And you'll also notice that runway 6/24 is
23 going out to the east. That effort there is to
24 also address some deficiencies in -- in runway
25 length for the crosswind runway component.

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1 And next one. This is just a -- right out of
2 the previous Master Plan (indicating). We agreed
3 to revisit this and -- and compare it against our
4 alternatives. Nothing changed here. This is the
5 relocation of the rail and roadway out to the west
6 (indicating), and a parallel runway configuration.

7 Just a point I'd like to add -- and we
8 explained this to both the Authority workshop and

9 the TAC. The way that we get the capacity that we
10 need in the future -- there's only a couple of
11 ways. And one way that's pretty much foolproof is
12 to go into some sort of parallel runway
13 configuration. This is what came out of the last
14 Master Plan. And we'll show you another one in
15 the next slide where there's another take of a
16 parallel configuration.

17 Now, we don't want you to get too worked up
18 over this, as we mentioned to the three members
19 that were there at the workshop. The reason that
20 we throw this alternative in there is to let you
21 know, and the reader know of the report, that we
22 indeed looked at some issues associated with, what
23 is it -- because the questions keep coming up.
24 What happens if you move a runway across the west
25 to handle our capacity deficiency in the long

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1 term? What about connectivity to the other
2 airfield -- to the existing airfield?

3 We wanted to show what it actually would take
4 to do that. It's quite an involved process,
5 super-long taxi times for some of the smaller
6 aircraft. And we've shown not only a -- see if I

7 got my button here working -- not only a
8 connection here in the north (indicating), but we
9 also showed a connection here on the south end
10 (indicating) as sort of a supplemental connection
11 to let you know that we've looked -- indeed looked
12 at these issues. And I feel pretty confident, as
13 we go through the comparison of these
14 alternatives, that this one is going to have a
15 number of issues associated with it.

16 And you'll notice we even look at orientation
17 of this runway here (indicating) in order to get
18 that full parallel configuration we're talking
19 about. And you'll also notice some of the similar
20 improvements that were shown in the other
21 alternatives.

22 Gloria? And then another Alternative E here
23 (indicating). And this came directly out of our
24 discussion at the last -- at the workshop. And it
25 was pretty much consensus that we didn't want to

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1 relocate the road. We wanted to avoid that at all
2 costs. And in order to do that and still try to
3 get what we can get out of runway 13/31, there's
4 still some action to the south, as you see there
5 (indicating), and also potential for development

6 in the long term in this area here (indicating).
7 But notice that -- not that we're saying that
8 this is going to get built, but what we're doing
9 is we're preserving a configuration and a concept
10 that would indeed address your issues. And if you
11 were to move down the road and have to address it,
12 at least you've taken steps now, while you have
13 the opportunity, to preserve land and land uses
14 for this type of development. That's key, because
15 otherwise, if you decide that you want to just
16 stay within the, you know, four walls of your
17 boundaries, or three in this case, right, you can
18 decide that as a group.

19 But what we're doing is we're -- we're being
20 asked for our professional opinion, and what we're
21 saying to you is you have some options available
22 to you to kind of protect some -- some land, some
23 key land here to the west for future use.

24 This doesn't mean it's going to get designed
25 this way. It doesn't mean it's going to exactly

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1 happen this way. We want to show you that the
2 potential is there and this is roughly the
3 footprint of what it would take to do it.

4 This didn't exactly go over as -- we -- we
5 took you through D first, and then after you found
6 all of the, oh my gosh, look at -- look at D, when
7 we started actually discussing some of the
8 elements of what Alternative E might look like,
9 there were some things that actually started to
10 make some sense. So, at the request of the
11 Authority members during the workshop, we took a
12 look at this and introduced this as an
13 alternative, and indeed, there is no relocation of
14 any of the road or rail, and it takes into account
15 the other part here, State Road 312.

16 These were our two givens (indicating). This
17 road stays (indicating), this road stays
18 (indicating). What can we do, LPA? That's
19 what -- that's what was asked of us. So, we will
20 also compare that to some of the other
21 alternatives.

22 Next slide, please. What we'd like to do in
23 terms of the general aviation alternatives, since
24 we have an agenda item for the south, if you don't
25 mind, we'd like to reserve this discussion for

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1 when we get to that point.

2 CHAIRMAN GREEN: Any questions?

3 MR. GEORGE: Hey, Phil? Did you -- when you
4 were looking at Alternative E, everything to the
5 west of the railroad, did you look at duplicating
6 another 31, 13/31? I notice you've got two
7 parallel runways --

8 MR. JUFKO: Right.

9 MR. GEORGE: -- to replace 6 and --

10 MR. JUFKO: And the reason -- the reason, if
11 I recall our discussion, if you look at Delta, the
12 Alternative D, the reason that -- part of that
13 Echo came out as a hybrid of some of the positive
14 things that we saw in -- in -- in letter D.

15 One, we've taken our runway and put it in
16 favor with the wind conditions. And -- and that
17 seemed to go over very well with the group. It
18 made sense to try to favor the wind conditions.
19 That's why we presented a parallel configuration
20 facing -- is it a 4/22 or a 5/23?

21 MS. LOUNGEWAY: 5/23.

22 MR. JUFKO: 5/23 configuration. And we
23 wanted to see what -- exactly what we could fit
24 between those two roads, which is what you see
25 there.

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1 The lengths that we involve there are enough
2 to handle not only your GA, but actually, if it
3 ever came down the road that you did have some
4 potential for commercial service here; i.e., RJ
5 service, you actually could accommodate it on the
6 one runway.

7 MR. GEORGE: Okay. Well, that was the reason
8 I thought you were going to show crossing runways,
9 you know, west of -- of the railroad, so that we
10 could, you know, start developing that area over
11 there, and then Grumman winds up with this area
12 over here (indicating) with big contracts and
13 things like that. But you're saying that that --
14 one of those runways is -- is big enough for
15 commercial service? If I --

16 MR. JUFKO: Right. But you would not get rid
17 of 13/31.

18 MR. GEORGE: No, no. But there's no 13/31 to
19 the west of the road.

20 MR. JUFKO: No, sir. No, sir.

21 MR. GEORGE: But you're saying that the 6,000
22 feet, I think is what you --

23 MR. JUFKO: Sixty-five, I believe.

24 MR. WUELLNER: Round numbers, yeah.

25 MR. JUFKO: In round numbers. We're able to

1 fit 65- there, and -- and it was our desire to
2 accommodate the prevailing wind conditions and
3 also meet the runway length requirement.

4 MR. GEORGE: The runway length requirement
5 for what?

6 MR. WUELLNER: RJs.

7 MR. JUFKO: The RJs, the regional jet
8 service.

9 MR. GEORGE: Okay.

10 MR. JUFKO: Because you already have the
11 capability of handling some of the larger
12 aircraft, Northrop Grumman, on the 13/31 already.

13 MR. GEORGE: Okay. My only concern with that
14 philosophy, Phil, is if I do wind up getting
15 bigger service in here because the county does
16 grow, then I've got commercial service that has to
17 go on 31, 13, and I can't get across the street to
18 get to the terminal where you're bringing the RJs
19 in. But if I put parallel 13/31 runways, and then
20 one that crosses over there, I've got all the
21 flexibility in the world that way.

22 MR. JUFKO: Well, if you look back at --
23 which alternative is that, C, the old Master Plan
24 alternative? That -- that's an attempt to at
25 least duplicate the 13/31 configuration. We do

1 address it. And as I mentioned during --

2 MR. GEORGE: It also requires moving some
3 roads.

4 MR. JUFKO: Well, it does and it doesn't.
5 Remember during our workshop -- and I don't think
6 I mentioned it today -- even though we have looked
7 at A, B, C, D, five alternatives, most cases, we
8 end up with a hybrid. And what I mean by that is
9 there's some aspects that you care for out of one
10 alternative; there's some other aspects you care
11 for and prefer out of a different alternative.

12 And maybe the preferred concept might be something
13 like something from E and something from B.
14 That's just to throw something out there.

15 There's a reason why we went with what we did
16 in -- in the Alternative E, and it is important to
17 us, one, to meet the capacity issue. But also, we
18 felt that if you go with this orientation, you
19 also meet the crosswind requirement. And that's a
20 double benefit for us.

21 MR. GEORGE: Okay.

22 CHAIRMAN GREEN: Mr. Cox?

23 MR. COX: Quick question, Phil.

24 MR. JUFKO: Yes, sir.

25 MR. COX: The number one point on your first

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1 slide was airfield capacity, basically 80 percent
2 of the calculated ASV. What is that number? I
3 mean, you don't have to -- do you have it offhand?

4 MR. JUFKO: It's actually sitting in the back
5 of this, right? Gloria? That's why I keep Gloria
6 here.

7 MR. COX: That's a projected --

8 MR. JUFKO: She keeps me straight.

9 MR. COX: -- number of operations that we'll
10 have in 2023; is that --

11 MR. JUFKO: Right. If you look at our
12 forecasts --

13 MR. WUELLNER: ASV is a theoretical capacity
14 of the airport, annual service volume.

15 MR. COX: Not necessarily what our
16 projected --

17 MR. WUELLNER: Correct.

18 MR. COX: That's what we're aiming for.
19 Okay.

20 MR. WUELLNER: The 80 percent number is
21 projected --

22 MR. JUFKO: Normally, when we go through this
23 planning process, when we're at the 60 percent of

24 our theoretical capacity, we start making plans to
25 address that.

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1 MR. COX: Okay.

2 MR. JUFKO: And when we're at 80 percent, we
3 should be at least considering design or
4 constructing that. And we said during earlier
5 phases of the study that in the 20-year time frame
6 of this plan, we would be looking at, be reaching
7 the 80 percent mark. So, that's why we're
8 planning for it now as part of this study, methods
9 and ways of meeting the capacity --

10 MR. COX: That theoretical capacity is a
11 number of -- a number of operation?

12 MR. WUELLNER: Correct.

13 MR. COX: What is that, just off -- do we
14 have that?

15 MS. LOUNGEWAY: At 2023, the -- the ASV is
16 188,930.

17 MR. COX: So 190,000, round numbers.

18 MS. LOUNGEWAY: A hundred and ninety
19 thousand.

20 MR. COX: Okay. All right. Thank you very
21 much. Appreciate it.

22 CHAIRMAN GREEN: Thanks, Phil. Ed?

23 7.B. - RETAINAGE RELEASE

24 MR. WUELLNER: First item on the regular
25 agenda I have is release of retainage. This is

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1 for the Phase II, or canopy hangar, if you prefer.

2 And we're looking per policy for the Authority's
3 concurrence in the release of the retainage.

4 The original contract was with Danis
5 Construction, and the retainage amount at this
6 point's approximately \$51,000. And, of course,
7 it's always dependent on pending receipt of all
8 closeout documents. And as I mentioned earlier,
9 the CO is expected this week. So, we'd like your
10 concurrence to go ahead and release retainage to
11 Danis.

12 CHAIRMAN GREEN: Comment by the board?

13 (No Comments.)

14 CHAIRMAN GREEN: Public comment?

15 (No comments.)

16 CHAIRMAN GREEN: Seeing no public comment, is
17 there a motion?

18 MR. GEORGE: I move that we approve Staff's
19 recommendation.

20 MR. COX: Second.

21 CHAIRMAN GREEN: Any further discussion?

22 Joe?

23 MR. CIRIELLO: Yeah. Are you going to pay

24 this immediately, or -- or do they get paid after

25 we get our CO?

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1 MR. WUELLNER: After. All you're doing --

2 MR. GEORGE: Once the last --

3 MR. WUELLNER: All you're doing is approving

4 it.

5 MR. GEORGE: Once the punch list work has

6 been complete and final confirmation that

7 everybody's been paid, then we'll pay them.

8 MR. CIRIELLO: We're not going to be in one

9 of these --

10 MR. WUELLNER: No.

11 MR. CIRIELLO: -- items where we had before

12 where we've paid people and got stuck holding the

13 bag.

14 MR. WUELLNER: That's the whole purpose of

15 retainage --

16 MR. CIRIELLO: Okay.

17 MR. WUELLNER: -- is to make sure all of

18 that's cleaned up.

19 MR. CIRIELLO: Yeah. Okay.

20 CHAIRMAN GREEN: Any further discussion?

21 (No further discussion.)

22 CHAIRMAN GREEN: All in favor of the motion

23 to accept Staff's recommendation, say aye

24 (indicating).

25 MR. CIRIELLO: Aye.

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1 CHAIRMAN GREEN: Aye.

2 MR. GEORGE: Aye.

3 MR. COX: Aye.

4 MR. GORMAN: Aye.

5 CHAIRMAN GREEN: Any opposed?

6 (No opposition.)

7 CHAIRMAN GREEN: Hearing none opposed,

8 Staff's recommendation is passed.

9 7.C. - AIRPORT LEASE APPROVAL

10 MR. WUELLNER: Next item I have is the

11 proposed airport lease with Fly-By Cafe, which is

12 a limited liability partnership. We provided you

13 some information in your agenda item. It's a

14 second-floor restaurant space that was vacated

15 voluntarily, if you will, about 45 days ago.

16 The proposal's for a 10-year lease with a

17 10-year renewal option. First-year revenue

18 estimate's expected to be at least \$18,000, which
19 is the minimum baseline rental on the -- on the
20 agreement as we're negotiating at this point.
21 It's also subject to a -- a 5 percent of gross
22 sales, whichever accumulates to a higher number,
23 will effectively be the rent that month.

24 The company is a new tenant to the airport.

25 The lease would be drafted per Authority policy,

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1 basically with the assistance of -- of our
2 attorney, using the -- our -- our base agreement
3 as the -- as a starting point for it. It does
4 have some anomalies related to a restaurant
5 operation that aren't typical for like a corporate
6 hangar or the like. But we had a restaurant lease
7 form that was generally pretty good, but it will
8 get -- get a once-over by the attorneys before we
9 present it to them for consideration.

10 CHAIRMAN GREEN: I'm going to open to public
11 discussion first. Any public comment?

12 (No public comment.)

13 CHAIRMAN GREEN: Seeing none, board comment?

14 Mr. George?

15 MR. GEORGE: Mr. Wuellner, what was the lease

16 cost that we had charged the last tenant?

17 MR. WUELLNER: Works out to -- the current --
18 or the rent at the time of the vacation of the
19 lease is approximately the \$18,000-a-year number.

20 MR. GEORGE: Okay. So, it's basically the
21 same as we did, so there's no showing that --

22 MR. WUELLNER: Within a couple of dollars,
23 but it's right there.

24 MR. GEORGE: That's fine. Do we have any
25 costs other than just, you know, cleaning and

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1 stuff like that that may come in, or what?

2 MR. WUELLNER: Actually, we're still
3 negotiating if any additional leasehold
4 improvements we'd do. The only thing we're even
5 considering is a one-time placement of carpet
6 and/or tile up there, and that would be the extent
7 of any investment we make up there.

8 MR. GEORGE: Okay.

9 MR. WUELLNER: All equipment and tables,
10 chairs, all of that stuff would be up to the
11 lessee.

12 CHAIRMAN GREEN: Jack?

13 MR. GORMAN: Do you have more than one lessee
14 interested in this, or is this the only one?

15 MR. WUELLNER: We have talked to -- I guess
16 we've probably had a half a dozen or more. Eight
17 of them -- was it eight, originally that have
18 inquired, and -- and for various reasons made the
19 determination it was not something they were
20 interested in.

21 We were down to the last two. The second of
22 the two has basically stopped responding,
23 stopped -- stopped answering the questions. So,
24 we're down to these people operate a restaurant in
25 town at this point. So, it is ongoing viable

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1 concern at another location.

2 MR. GEORGE: Which restaurant in town?

3 MR. WUELLNER: I believe it's Allison's right
4 over by you, actually.

5 MR. GEORGE: Yeah. Okay.

6 CHAIRMAN GREEN: Any further comment?

7 (No further comments.)

8 CHAIRMAN GREEN: Entertain a motion. Joe?

9 MR. CIRIELLO: I'll make the motion to accept
10 Staff's recommendation to --

11 CHAIRMAN GREEN: Is there a second?

12 MR. CIRIELLO: -- get with these people.

13 MR. GEORGE: Second.

14 CHAIRMAN GREEN: Any further discussion by
15 the board?

16 (No further discussion.)

17 CHAIRMAN GREEN: All in favor of the motion
18 to accept Staff's recommendation, say aye.

19 MR. CIRIELLO: Aye.

20 CHAIRMAN GREEN: Aye.

21 MR. GEORGE: Aye.

22 MR. COX: Aye.

23 MR. GORMAN: Aye.

24 CHAIRMAN GREEN: All opposed?
25 (No opposition.)

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1 CHAIRMAN GREEN: Hearing none opposed,
2 Staff's recommendation is passed.

3 7.D. - TERMINAL AREA - 2ND FLOOR and PARKING

4 MR. WUELLNER: All right. We have two items
5 that the concepts and the like will be presented
6 by Passero & Associates, Andrew Holesko. Let me
7 change graphics here for them. Actually, I think
8 they're over on -- get my -- oh, I've got to use
9 the other. Is there a pointer? Oh, that's a good
10 start. Okay. Andrew?

11 MR. HOLESKO: Yeah, I'm here, Ed.

12 MR. WUELLNER: Gotcha.

13 MR. HOLESKO: Over the past few months --
14 I've just been listening to some of the discussion
15 about the buildout of the second floor of the new
16 building and approached Ed a few weeks ago just to
17 talk to him about it, about that we would be
18 interested in just, you know, laying out some
19 options and perhaps making it more attractive to
20 some smaller businesses.

21 Other places where we work, it just seems
22 like anytime there is nice office space available
23 on the airport in smaller increments, sometimes
24 that's much easier to fill.

25 Just to orient you a little bit of what you

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1 see here for the concepts. This is Option A
2 (indicating). It is what we call the large-suite
3 concept. This would be the area looking to the
4 east, obviously toward the river (indicating).
5 This would be the view looking towards the west
6 (indicating). And this would be the area looking
7 towards the south (indicating).

8 You have three suites, Suite 1, Suite 2,
9 Suite 3, ranging in size from 400 feet up to

10 almost a thousand. You have a common restroom
11 area, possibly a common reception area. And the
12 area you see here shaded would be just common
13 walkway area (indicating). Out of the 3,200
14 square feet on the second floor, in this
15 particular option, leasable area, would be 2,400
16 square feet and about 800 of common.

17 The next option -- go ahead, Jonathan.
18 Option B, we looked at some midsize suites. We
19 still kept a large Suite 3. That -- that corner
20 area, you know, frankly, it's a very irregular
21 shape and it's not real easy to break up into
22 small triangles and really keep it desirable.

23 Actually, the -- the entire floor does have
24 quite a few irregular shapes. We added a common
25 conference room here looking to the east

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1 (indicating). That's perhaps the most desirable
2 area. It does not have to be a conference room.
3 It could also be a very nice office suite and
4 obviously have the best view.

5 These are smaller in nature. You see either
6 four or five suites here in -- in option B
7 (indicating), once again, ranging in size down to
8 as low as almost 200 square feet and ranging up to

9 almost a thousand.

10 Next. Option C is the smaller suites all the
11 way around. I think we have eight suites here, or
12 seven if you include the common conference room
13 here (indicating). As you begin to look at this
14 type of buildout, you can see you have a lot more
15 of the common area, which is the walkways and
16 hallways going from office to office (indicating).
17 You have a lot more walls and certainly have a lot
18 more cost.

19 This is the most expensive buildout, which
20 we'll talk about in a minute. It may end up being
21 the most attractive, but frankly, this -- any of
22 the three options would allow you to meet whatever
23 the specific needs are of people that are really
24 interested in space.

25 You might have somebody who wants 200 square

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1 feet or somebody that wants 750 square feet, or
2 somewhere near that. So, wherever that ends up,
3 in terms of being firm interest, any of the three
4 options could be feasible.

5 Next. We put together some very preliminary
6 costs. First, we have common area costs, which is

7 upper left (indicating). Approximately \$120,000
8 just to fill out everything you need to make that
9 office space functional. Now, consider that
10 that \$120,000 is going into an area of over 3,000
11 square feet. In terms of building out the inside
12 of a large home, you know, that's not -- you know,
13 the cost is reasonable.

14 Scheme A, which is the large office suites,
15 we're looking at approximately a \$15,000 buildout
16 on top of the \$120,000 for the common areas. So,
17 you're looking at approximately \$135,000 to
18 buildout.

19 The medium office suites, you're talking
20 about adding that \$19,000 to that \$120,000, so
21 you're looking at \$140,000 total for the
22 medium-size suites. And then once -- for scheme
23 C, the small office suites, you're taking that
24 \$120,000 plus that \$30,000, and it's approximately
25 \$150,000 for buildout.

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1 We haven't done any architectural design and
2 detailed costs on this. You know, these are very
3 much ballpark figures for average furnishings and
4 finishes inside the area. It's not -- you know,
5 it's not exquisite wood furnishings and things

6 like that. It's -- it's a regular office space
7 with regular carpet, regular walls, and regular
8 windows. That's it for the second-floor concepts.

9 The next --

10 CHAIRMAN GREEN: Hold on.

11 MR. GEORGE: Let's handle that a little bit.

12 CHAIRMAN GREEN: Mr. George?

13 MR. GEORGE: Yeah. What was in the original
14 design of the building for the second floor?

15 MR. WUELLNER: Nothing.

16 MR. GEORGE: There was \$120,000 for basic
17 common areas, you know.

18 MR. WUELLNER: Nothing. It was never to be
19 built out.

20 MR. GEORGE: But when we did the original
21 building, we had some federal funds to help pay
22 for it. And so it was not added in there?

23 MR. WUELLNER: No. It was -- it was not in
24 the original plan. There -- there were no
25 identified tenants and no identified funds to

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1 build out the second floor.

2 MR. GEORGE: Okay.

3 MR. WUELLNER: So, we've never had the money,

4 so to speak, to do that.

5 CHAIRMAN GREEN: Joe?

6 MR. CIRIELLO: Yeah. Are there any rules in
7 place -- forgetting the square footage -- I'm
8 going with a number of offices. Like your Option
9 A, B, and C, when you get down to C, you have
10 quite a few different offices. But all of them
11 show two facilities for restrooms.

12 Is there any rules or anything that the more
13 number of offices you add, you have to add
14 restroom facilities, or is it by square footage or
15 no matter how you divide it?

16 MR. HOLESKO: I would believe that it is by
17 the square footage and the number of people that
18 would be expected in that area, and that's why we
19 put in two instead of one unisex. That -- that
20 size square footage requires two, a men's and a
21 woman's restroom.

22 MR. CIRIELLO: Well, I was just thinking if
23 you went with Option A, forgetting the footage,
24 but the number of offices, you would have X number
25 of people, if the offices are busy per day, but

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1 where if you get down to C and you have all of
2 these extra offices, figuring that each office

3 will have a certain amount of people per day, that
4 maybe just two restrooms wouldn't be sufficient.

5 MR. HOLESKO: I think -- actually, we looked
6 at it from the other end of the spectrum in terms
7 of it being oversufficient. We actually had the
8 question internally of whether or not we could get
9 by with one, just to try and save that cost, and a
10 recommendation from our own architects was to keep
11 it at two.

12 MR. CIRIELLO: Okay.

13 CHAIRMAN GREEN: Mr. George?

14 MR. GEORGE: Ed, Mr. Wuellner, how much
15 square footage is in Fly-By Cafe?

16 MR. WUELLNER: Approximately -- including the
17 common areas that are in that lease, it's right at
18 1,800 square foot.

19 MR. GEORGE: Okay. So, this would be an 80
20 percent -- if we took the second floor of the
21 terminal building and said that's more conducive
22 to a restaurant --

23 MR. WUELLNER: Okay.

24 MR. GEORGE: -- because the Fly-By has always
25 been too small, then you'd wind up getting some

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1 additional space, quite a bit of space there.

2 MR. WUELLNER: But the cost would go up
3 dramatically.

4 MR. GEORGE: I understand that, okay? But do
5 you think that the space that would be freed up in
6 the old terminal building would be more leasable
7 than the stuff that's in the new lease?

8 MR. WUELLNER: For purposes of a restaurant?
9 Is that what you're asking?

10 MR. COX: Office space.

11 MR. GEORGE: If I free up the restaurant, the
12 Fly-By now, and turn that into offices, you know,
13 having it so close to Aero Sport and -- and the
14 main terminal area, does that make it more
15 conducive to renting? Your guess.

16 MR. WUELLNER: I don't -- I don't think the
17 location or proximity to the FBO makes any
18 difference in --

19 MR. GEORGE: Okay.

20 MR. WUELLNER: -- suitability for office.

21 MR. GEORGE: All right.

22 MR. GORMAN: Isn't this -- I mean, that's one
23 of the reasons I was trying to discuss the -- the
24 marketing of it. In other words, because isn't it
25 going to be marketing driven?

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1 I mean, if you're going to -- like he says,
2 you've more inquiry from smaller clients, well
3 then it's obviously the last to fill it, or maybe
4 if we do touch on trade magazines and possibly get
5 larger clients, then it's Option A, where they
6 want the large offices. I mean, don't we have to
7 kind of go there and really pretty quickly before
8 we decide on a scheme? I -- you know, I'm asking.

9 MR. GEORGE: My gut feel is we wait till we
10 get a tenant that likes A, B, C, or D, and then we
11 make a decision of whether we're going to put the
12 \$140,000 in there.

13 MR. GORMAN: That's the point; you've got to
14 market it before you build it.

15 MR. GEORGE: Right.

16 MR. GORMAN: There you go.

17 MR. WUELLNER: I -- yeah. I think you'd find
18 your experience to be exactly the opposite.

19 You're not going to lease this with somebody
20 staring at \$140,000 worth of investment.

21 MR. GEORGE: Oh, no. That would be our
22 investment.

23 MR. WUELLNER: Well, I --

24 CHAIRMAN GREEN: Well, maybe not all of it.
25 That's why I was saying, you give building

1 allowances for some of the buildout, and then the
2 tenant eats the rest or supplies the rest.

3 MR. GEORGE: Well, is Staff recommending that
4 we take one of the options and go ahead and do
5 that -- that \$120,000 buildout, or what is Staff
6 saying?

7 MR. WUELLNER: My review of it, I didn't --
8 I'd make the investment in either scheme B or C,
9 get the space constructed. And I think it's --
10 it's basically leased at the time you do it.

11 I think you're -- you're just treading water
12 and -- and nothing productive is on -- on the
13 horizon. And I don't -- I'm not -- not to -- not
14 to discourage your approach to it; I just -- I
15 don't see that a lot of -- of interest in 3,000
16 feet that's -- that's really small space for a
17 large company, but it's large space for a guy just
18 looking for an office space. And we do; we have
19 three or four that we've -- we've been talking
20 with, that I think we could move in tomorrow if
21 the space were available, but they're not going to
22 absorb \$140,000, which today has been the -- the
23 scheme.

24 It's been they -- they build it out or we

25 build it out. If we build it out, we need to

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1 commit, let's build it out, and now we can -- and
2 then we can just lease final product.

3 CHAIRMAN GREEN: Joe?

4 MR. CIRIELLO: It almost sounds as though
5 it's a "If we build it, they'll come" attitude.

6 We've heard that before here with that terminal.

7 We build it and we'll get a commuter. But I kind
8 of --

9 MR. WUELLNER: I'd argue you've already built
10 it.

11 MR. CIRIELLO: Well, I know that. But when
12 we first talked about building that Phase II, we
13 was almost assured that when we extended Phase II
14 with office space, we had people ready to move in,
15 and here we are now having a hard time even trying
16 to rent it out to anybody. And you're asking
17 for -- well, I don't mean -- you know, we're
18 talking about investing more money to try to
19 entice somebody to come.

20 And I -- I kind of like the idea, let's get
21 somebody committed and then spend the money. I
22 mean, we're spending money with --

23 MR. WUELLNER: I mean, if -- if the board's

24 more comfortable, we can certainly share it
25 individually or bring it back as another item, I

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1 mean, if you want to wait longer. But we've got
2 people that -- I mean, we're not making up we have
3 three or four people that -- that really would
4 lease pieces and parts of this thing.

5 MR. CIRIELLO: Well, would they sign a
6 lease --

7 MR. WUELLNER: I think they --

8 MR. CIRIELLO: -- ahead of time so we'd know
9 we've got somebody stuck and go ahead and then
10 invest the money?

11 MR. WUELLNER: I think they would. I mean,
12 if that -- if that was the difference between
13 leasing and, you know, having the space and --

14 MR. CIRIELLO: Well, why couldn't we do that?
15 At least we'd know we have a few people and we
16 could put the money into the one little area.

17 MR. WUELLNER: I mean, obviously, you don't
18 collect rent till they occupy.

19 MR. CIRIELLO: Well, I know that. But if
20 they've got -- if they've signed a contract ahead
21 of time, you've got them committed.

22 MR. WUELLNER: If that's the comfort you
23 need, I'm sure something could be worked out with
24 the -- with the prospective tenants.
25 MR. GORMAN: So, you're saying that you can

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1 easily market it locally --
2 MR. WUELLNER: Yeah.
3 MR. GORMAN: -- using smaller offices.
4 MR. WUELLNER: Yes. Yes.
5 MR. GORMAN: And that with the corporate
6 concept, you've got a longer lead time to be able
7 to get someone to commit and that there's
8 certainly a hesitation for the buildout costs.
9 MR. WUELLNER: Correct.
10 MR. GORMAN: Okay.
11 CHAIRMAN GREEN: So, we could do something
12 with --
13 MR. GORMAN: Still nothing resolved, but --
14 CHAIRMAN GREEN: Well, we could do something
15 with a contract that has contingencies on it,
16 obviously contingent upon a CO, which we don't
17 have yet, and contingent upon a certain amount of
18 buildout. So, at least you -- there's a comfort
19 that we have contracts, and basically the
20 contingencies are controllable by the airport.

21 MR. WUELLNER: Well, yeah. Yeah. That could
22 be done, too. I mean, since -- since we actually
23 have, you know, tenants in mind, assuming they're
24 willing to commit to that, we could certainly get
25 the input, you know, to -- to make sure that the

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1 product's matching the customer, too.

2 CHAIRMAN GREEN: That's why I'm saying,
3 instead of deciding on -- we're just talking
4 smaller offices, B or C right now. If we have a
5 contingency contract out there that says, all
6 right, we can probably get three or four, five
7 smaller tenants out of there, then it comes back
8 to the board that, here I've got five of them
9 right now. All right. Well, we're at C, you
10 know.

11 MR. GORMAN: Is it -- is it possible you
12 could ask these smaller tenants for a earnest
13 money? In other words --

14 MR. WUELLNER: Sure.

15 MR. GORMAN: -- hey, we may build this out;
16 we need earnest money.

17 MR. WUELLNER: Sure.

18 MR. GORMAN: And then if they put up earnest

19 money, well -- just as a concept?

20 MR. WUELLNER: Sure.

21 MR. GORMAN: They're committed?

22 CHAIRMAN GREEN: Public comment.

23 MR. GORMAN: I mean, I'm just trying to, you
24 know, solve your and our problem.

25 MR. WUELLNER: It doesn't make much sense to

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1 me to just continue to sit on it hoping something
2 happens.

3 MR. GORMAN: Which we don't want to do.

4 CHAIRMAN GREEN: We didn't have public
5 comment yet. We kind of reversed it. So, I need
6 to open this to public comment. Mr. Martinelli?

7 MR. MARTINELLI: Well, two -- two thoughts.
8 One, hopefully if you get a tenant in there, you
9 want a tenant who -- whose business will grow, and
10 as their business grows, give them an opportunity
11 to expand.

12 And in your planning for how you lay those
13 walls out and so on, assuming that one or two or
14 three of the tenants that come in under plan B or
15 plan C grows and would like to remain in that
16 location, what's the possibility of tearing down
17 walls or increasing space? Has that thought been

18 put into --

19 MR. HOLESKO: Jonathan, go back to -- go back
20 to B.

21 MR. WUELLNER: I think when you really look
22 at it, Vic, the -- the incremental cost of the
23 number of offices is the smaller of the numbers
24 you're talking about. The -- the significant
25 costs there are in developing the restrooms and

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1 the core -- the core items that amounted to the
2 first \$120,000 involved there. Getting the AC
3 ducted in and -- and that type of stuff.

4 MR. MARTINELLI: Yeah. I guess what I'm
5 going forward thinking about, going forward with
6 these prospects that you have, invariably these
7 prospects say, well, you know, we've got our
8 business going, we plan to expand. And you can
9 say, okay, fine; if you expand, we can accommodate
10 you. That's all I'm saying --

11 MR. WUELLNER: Yeah.

12 MR. MARTINELLI: -- as an added enticement
13 for that.

14 MR. HOLESKO: A few things that --

15 MR. MARTINELLI: That then could also dictate

16 perhaps whether you go with plan B or plan C.

17 MR. HOLESKO: A few things we looked at --
18 first of all -- Jonathan, go back to A, actually.

19 We could actually lay out the inside of the
20 building so that the smaller units could easily
21 turn into the larger units with the removal of one
22 wall, and it would end up, whether it was option C
23 with six or eight smaller units, or option A, it
24 could almost be the same footprint, and if
25 somebody ended up with three larger suites, that

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1 you could have the same footprint by removing a
2 wall.

3 MR. MARTINELLI: You answered my question. I
4 just want to know whether you considered it.

5 MR. HOLESKO: Yes. And the other thing
6 that -- that we would probably do on a short-term
7 basis -- Jonathan, go to B. Just by going in some
8 of the areas and putting in -- actually, go to C.

9 Looking at the areas on C, just with simple
10 connectivity of interior doors, it could be
11 somebody that wants 200 square feet and then needs
12 400, and just by opening up a door, they could
13 double their space.

14 MR. CIRIELLO: Well, let's play a "what if"

15 game.

16 CHAIRMAN GREEN: Well, can I -- I still have
17 public comment, Joe.

18 MR. CIRIELLO: Oh, okay.

19 CHAIRMAN GREEN: It's still open. Yes, sir.

20 MR. HICKOX: Almost a hypothetical question,
21 because it seems to me like we're asking the
22 Airport Authority to pay for something that, in
23 private business, generally the tenant pays for.

24 If you'll remember, you had the same debate
25 when you were talking about the aeronautical

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1 school coming here. And I guess it's a
2 hypothetical question to the board or maybe to
3 Mr. Wuellner. Why is the airport suffering the
4 cost of developing this?

5 I'm presently working on a project to place a
6 business somewhere, and we already -- with the
7 people we're dealing with, already know that we're
8 going to have to build this to suit our purposes
9 at our expense. I don't understand why somebody
10 coming in at a government agency has to expect you
11 to pay for it.

12 CHAIRMAN GREEN: Any --

13 MR. GORMAN: I'm sorry.

14 CHAIRMAN GREEN: I just want to keep public
15 comment, and then --

16 MR. GORMAN: All right. I was going to
17 respond. I was going to stick up for Ed for a
18 moment.

19 CHAIRMAN GREEN: Well, we can discuss it,
20 yeah.

21 MR. HICKOX: I'm not knocking anybody. I was
22 just asking --

23 MR. GORMAN: Well, I mean, it's just, you
24 know, his thought. Go ahead.

25 CHAIRMAN GREEN: Any other public comment?

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1 (No further public comment.)

2 CHAIRMAN GREEN: Okay. Then we can go, I
3 mean, back to the board. Did you -- I'm sorry.

4 MS. McELROY: No, I'm sorry.

5 CHAIRMAN GREEN: That's all right.

6 MR. GORMAN: Just my -- my thought is, is if
7 Ed is correct, and that he's, of course, in the --
8 in the inquiry business here, and his inquiry is
9 all for smaller suites and there's a reluctance to
10 actually make a commitment for a buildout, and --
11 and the commitment for a buildout would only come

12 from a large corporation, and the idea being we
13 need to get this thing rented. And if his
14 inquiries are more common with the smaller
15 offices, then you've got to weigh or not whether
16 you're going to get the percentage rented quickly.

17 MR. HICKOX: I think you were missing my
18 point. I was not criticizing Mr. Wuellner or the
19 Authority.

20 MR. GORMAN: Oh, no criticism. It's just --
21 I'm just discussing it.

22 MR. HICKOX: I question, why does the airport
23 have to consider paying the cost of this, when in
24 private business, most of the time the tenant pays
25 it?

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1 MR. GORMAN: That's why. Because it becomes
2 a more -- it's more lucrative for the small
3 business because he doesn't have the up-front
4 costs. I understand -- I understand what you're
5 saying, though.

6 MR. MARTINELLI: And the cost ultimately is
7 going to be recovered --

8 MR. WUELLNER: Absolutely.

9 MR. MARTINELLI: -- over the period of the

10 lease, so --

11 MR. GORMAN: You've got to. Yeah.

12 MR. MARTINELLI: -- it's whether you -- they
13 pay now up front or they pay later, but the cost
14 plus the return of that cost, I'm sure, is figured
15 into the lease cost.

16 MR. WUELLNER: You also control the results.

17 MR. GORMAN: Yeah, that's true.

18 MR. MARTINELLI: Yeah. So it's --

19 CHAIRMAN GREEN: Joe?

20 MR. CIRIELLO: Playing this "what if" game on
21 something that Victor said, let's suppose that we
22 had plan C and all of these offices were occupied,
23 and then as Victor said, some business comes in
24 there and find out they're doing very well and
25 they need to expand. Well, how can you expand if

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1 they're all small offices are occupied? Are you
2 going to boot somebody out so you can make an
3 office bigger for somebody else? I mean --

4 CHAIRMAN GREEN: From a landlord's
5 prospective, you either wait till the lease
6 expires, you up their rent so they can't afford it
7 anymore, which I have seen done. Monkey's Uncle,
8 which is an establishment down in Jax Beach, which

9 has been there forever, the landlord, they did
10 \$50,000 worth of buildout in February of this
11 year. And the landlord just tripled their rent at
12 the expiration of their lease. They're out.

13 MR. CIRIELLO: Well, but if the lease has got
14 two or three years to go --

15 CHAIRMAN GREEN: Yeah.

16 MR. CIRIELLO: -- you know, somebody might
17 not want to wait that long.

18 CHAIRMAN GREEN: Sure.

19 MR. CIRIELLO: I just wondered what his
20 thinking was that, you know --

21 MR. WUELLNER: Keep in mind, too, that the --
22 regardless of the buildout scheme, you know,
23 you're dealing with multiple entities leasing that
24 floor. Some of the advantages, the stability
25 of -- of revenue through there, because they're

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1 multiple tenants, you don't have one person
2 vacating and you have a problem. It's both a plus
3 and a minus.

4 CHAIRMAN GREEN: Well, I would like the
5 board -- or I think, because we were asking, I
6 think Mr. George was, about what Staff was asking

7 from us. But I think what you're asking for, and
8 I would like us to do, is at least give you the
9 authority to get some contingency contracts. How
10 many are we talking about?

11 MR. WUELLNER: Okay.

12 CHAIRMAN GREEN: Because we can even do
13 minimal buildout. We can put in, you know, either
14 the HVAC or something and then let them put in
15 their walls. I mean, there's all kinds of ways to
16 work it. But if we knew we had three tenants
17 versus five tenants, we'd kind of know what our
18 budget was.

19 That's not a motion. I can't do it.

20 MR. COX: I'll move that we accept Staff
21 recommendation for a minimal buildout, like a
22 contingent-upon lease, promissory lease activity,
23 and let's go with say Option C or something and --
24 and it might not be this one, but --

25 MR. WUELLNER: I think you can revise

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1 downward, you know, from C to B to --

2 MR. COX: Exactly.

3 MR. WUELLNER: You know, as -- as we firm up
4 the lease arrangements. I mean, it wouldn't make
5 sense to build to C if you had only three tenants,

6 but those same three tenants were taking all of
7 the space. I mean, adding the additional office
8 space wouldn't take make sense.

9 CHAIRMAN GREEN: But before we -- well,
10 that's the motion.

11 MR. COX: That's the motion.

12 CHAIRMAN GREEN: Is there a second?

13 MR. GORMAN: Second.

14 MR. CIRIELLO: I didn't see anything in here
15 where Staff even recommended anything. Like all
16 of these other items, it says Staff
17 recommendation.

18 CHAIRMAN GREEN: That's why we asked.

19 MR. GORMAN: Yeah. That's why we're
20 clarifying it.

21 CHAIRMAN GREEN: There's a first and a
22 second. Now discussion. But am I -- I want to
23 make sure with your motion, we're not necessarily
24 going ahead and say do option C. We want to make
25 sure that Mr. Wuellner or Staff comes back to us

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1 and says listen, "I've got five contracts right
2 here --"

3 MR. GORMAN: Exactly.

4 CHAIRMAN GREEN: "-- and they're ready to
5 go." We don't even have to wait. I mean, we
6 could --

7 MR. GEORGE: That was not his motion, though.

8 CHAIRMAN GREEN: Oh, that's --

9 MR. COX: That was in my motion.

10 CHAIRMAN GREEN: He's saying it was.

11 MR. COX: Promissory lease language, however
12 you want to say that.

13 CHAIRMAN GREEN: But there's no criteria
14 right now to say go do B or C.

15 MR. COX: I think we just --

16 MR. GEORGE: Let me -- let me restate what
17 I --

18 MR. COX: -- give Staff the authority to do
19 what -- you know, to do what he -- just what he
20 said, which is to -- and, you know, combined with
21 what you said is a basic buildout, do what we
22 want, and then tailor it to what our lease
23 options --

24 MR. WUELLNER: Well, perhaps the first
25 logical step here is if you want to authorize

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1 something to get off dead center is two-fold.

2 One, let's get the design started on putting the

3 information together so that it -- we have
4 something to begin seriously looking at building
5 it.

6 The second prong of that is to firm up the
7 promissory, whatever language you want to use
8 there, lease commitments and the like, so that we
9 have a real firm grasp on exactly how many tenants
10 we're dealing with at this point anyway, and make
11 a decision whether we build it exactly to that
12 number or with a few offices to spare. And
13 that -- some of that will come to light when we
14 talk, all right, yes, we're in a position now to
15 talk to you about 200 or 300 square foot, where we
16 weren't really in a position to talk to you other
17 than for 2,900 feet.

18 MR. GORMAN: So, in clarification, it would
19 be to, yes, install HVAC and bring back to the
20 board a number of tenants and the options that
21 they want. Is this what we're doing?

22 MR. WUELLNER: Actually, no. What -- what I
23 was suggesting we do is -- is move into design,
24 which includes creating the documents to support
25 HVAC permitting, toilets, all of the basic

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1 infrastructure at this point while we put together
2 the -- the lease commitments.

3 We'll kind of meet back here next month with
4 information on all -- on both of those items and
5 make a firm decision whether it's A, B, C, or some
6 new alternative that's --

7 MR. GORMAN: Fine. That's very clear. I'd
8 hold -- I'd hold with my second.

9 MR. CIRIELLO: You're saying there would be
10 actually nothing built until --

11 MR. WUELLNER: Correct.

12 MR. CIRIELLO: -- later.

13 CHAIRMAN GREEN: Right.

14 MR. CIRIELLO: But these figures, \$120,000,
15 \$140- and so forth, is this money that goes into
16 the designing of it before we actually do any
17 construction?

18 MR. WUELLNER: No. That's the -- that's the
19 final as-built numbers.

20 MR. CIRIELLO: Well, what numbers are we
21 looking at moneywise?

22 MR. WUELLNER: You're going to have that in
23 July. That's what you're going to have in July.

24 CHAIRMAN GREEN: The motion doesn't --
25 doesn't expend any money right now, other than

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1 going out there, Ed's time and design time, and
2 going out there and --

3 MR. CIRIELLO: Well, that's what I -- that's
4 what I want to know. How much money are we
5 talking about for the design and all, before we
6 spend any building money?

7 MR. WUELLNER: Well, you've got the number
8 right there. It's \$15,000.

9 MR. GEORGE: Fifteen thousand dollars.

10 MR. CIRIELLO: Okay.

11 MR. WUELLNER: It's on your -- it's right up
12 there (indicating).

13 MR. CIRIELLO: All right.

14 CHAIRMAN GREEN: Okay.

15 MR. COX: Now that that motion's real
16 clear --

17 MR. WUELLNER: I know what I think I'm
18 supposed to be doing.

19 MR. GEORGE: I think somebody needs to
20 restate it so we all know.

21 CHAIRMAN GREEN: Mr. Cox, would you like to
22 restate your motion?

23 MR. COX: I'm not sure I can. You think you
24 can restate it in a --

25 CHAIRMAN GREEN: I think the motion, from the

1 way you've stated it and Mr. Wuellner explained
2 it, was to allow Staff or give recommendation to
3 Staff to go ahead and start the design concept,
4 simultaneously looking at finding and signing
5 contingency contracts.

6 MR. COX: There you go.

7 CHAIRMAN GREEN: Present it to us next
8 meeting so we know what design we're going with.

9 MR. COX: I'll second that motion.

10 MR. GORMAN: It's already been seconded.

11 CHAIRMAN GREEN: Any further discussion?
12 It's been first and seconded.

13 (No further discussion.)

14 CHAIRMAN GREEN: All in favor of that
15 recommendation and motion.

16 MR. CIRIELLO: Aye.

17 CHAIRMAN GREEN: Aye.

18 MR. GEORGE: Aye.

19 MR. COX: Aye.

20 MR. GORMAN: Aye.

21 CHAIRMAN GREEN: All opposed?

22 (No opposition.)

23 CHAIRMAN GREEN: Okay. That carries. Still
24 have parking, I think.

25 MR. HOLESKO: Yes. I know that -- but this

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1 was supposed to be the big one.

2 MR. WUELLNER: It may still be.

3 MR. HOLESKO: That's right.

4 Several months ago -- actually, it may be six
5 months ago, we brought you some recommendations
6 and results regarding automobile access and
7 parking where we went back and looked at old
8 studies and old concepts, looked at the concept of
9 a parking garage. We looked at the idea of going
10 on a bridge across U.S. 1 and things like that,
11 and took your direction and really went back to
12 focus on the existing terminal area, existing
13 parking lots, the acquisition of the Grumman lot
14 back into the Authority, and then did some
15 preliminary design work and survey to find out
16 exactly what's out there.

17 Jonathan, who is running the presentation,
18 actually is the engineer who did the layouts, and
19 we want to bring you some details here so you can
20 look at the existing lots, what we're calling them
21 today, not necessarily what they'll end up, but
22 we've broken it down into smaller pieces.

23 So, what we're basically referring to is the

24 existing road relocation area here (indicating)
25 from the administration building to the terminal

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1 area, what we're calling Parking Lot A
2 (indicating), Parking Lot B (indicating), Parking
3 Lot C (indicating), Parking Lot D (indicating),
4 and the Grumman lot is Parking Lot E. Bye John.

5 This is existing road relocation and Parking
6 Lot A (indicating), everything we're looking at
7 here. We have approximately ten spaces here
8 (indicating). We do have some other parking
9 throughout the area here (indicating). Really,
10 our task in this area was to get this road
11 straightened out through this area and make these
12 gates a little more accessible in and out and get
13 every automobile parking spot we can in this area
14 right here (indicating).

15 Next. And here we have proposed
16 (indicating). What we've done is we've
17 straightened out the road here (indicating) to
18 flow right through the parking lot. We've taken
19 the access here (indicating) through the gate to
20 the airfield for truck access, brought it down to
21 one lane. And we have increased this lot by that

22 spot, that spot, that spot there (indicating), the
23 entire row here of new, the entire row here of new
24 (indicating).

25 We went from 10 existing spaces to 26 spaces

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1 and actually gained 16 spaces right here,
2 (indicating) just by straightening out that road
3 and putting everything we can here (indicating),
4 and very importantly, taking the gate access here
5 to one single truck lane (indicating).

6 Next. Parking Lot B is already pretty much,
7 I'll tell you, as full as it can be. There's not
8 a lot of benefit to be gained, other than taking
9 it, cleaning up a little bit of the islands and
10 things like that, and doing some other basic
11 improvements to make it look a little bit nicer.

12 Go ahead, Jonathan, to proposed. What we've
13 done is we've taken the area in front of the
14 terminal and made it a no parking in front of the
15 dropoff area here (indicating), but provided for a
16 loading zone here (indicating). So, you can
17 actually load and unload here (indicating), but
18 here is for vehicle movements in and out of the
19 parking lot (indicating).

20 We do have a new spot there (indicating), two

21 new spots there (indicating), and obviously with
22 what we called Parking Lot E, which used to be the
23 Grumman lot, these are all new (indicating), these
24 are all new (indicating), new. There's are all
25 new (indicating). There's a few new ones here

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1 (indicating). But there will be flow all the way
2 through that lot as you head to the north.
3 Parking Lot C and D (indicating). Right now,
4 you have two-way traffic here along C
5 (indicating), a central access in the middle, and
6 then you have a series of concrete curbs, your
7 dumpster back here (indicating). We actually went
8 in there and cleaned this up, but there wasn't a
9 lot that we could really gain back here in Lot C,
10 or actually Lot D. But go ahead, Jonathan.

11 We're proposing two-way access through all
12 three lanes (indicating), a double-sided curb here
13 (indicating), and double lanes here (indicating).
14 In terms of new -- Jonathan, is that new, or is
15 that handicapped?

16 MR. PAGE: It's new.

17 MR. HOLESKO: New there (indicating).

18 There's some new there (indicating). There's some

19 handicap relocation down here (indicating), a new
20 one there (indicating), a new one there
21 (indicating), and basically just the cleaning up
22 and -- and really fitting every spot we possibly
23 can inside that area.

24 Go ahead, Jonathan. Summarizing. Area A had
25 10; we took it out to 26. Area B had 32; we took

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1 it to 35. Area C had 27; we took it out to 35.
2 Area D had 58; we got it up to 60. Area E had 7;
3 it's up to 22, which is a total existing of 134
4 out to 178. So, that takes us for an improvement
5 of 44 spaces.

6 It also, inside the study, straightens out
7 this road, which makes this flow much better
8 through this area (indicating). It improves the
9 parking area here (indicating) and movements in
10 front of the terminal building (indicating), and
11 also includes a overlay of the entire automobile
12 and access area so that when the project was
13 complete, it would look like a brand-new terminal
14 area, or at least a brand-new parking area.

15 Next one, Jonathan. The cost? Area A,
16 access road realignment, a little over a hundred
17 thousand dollars. Parking area A, \$39,000.

18 Parking area B, \$36-. Parking area C, \$49-.
19 Parking area D, \$31-. Parking area E, which is
20 the Grumman area, \$56-. And then you have
21 miscellaneous, the MOT, is the phasing of the
22 entire project.

23 There's no doubt about it that the phasing of
24 this project to keep the roads open and the
25 parking areas accessible is going to be tough.

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1 It's going to be a challenge while it's going on,
2 and everybody's going to have to cooperate quite a
3 bit to make this work. Erosion control and
4 services and things like that. Ed and I have also
5 talked about many items inside this cost that the
6 Authority staff may just choose to do themselves.

7 When you tell us exactly what you want to
8 have in the final design, we're going to bring a
9 much more detailed budget to Ed, and he's going to
10 look at these line items, whether it's before bid
11 or after bid, and try and look at what some of
12 those costs are and what some of the manpower
13 abilities are here at the Authority and decide
14 which ones that the Authority will do themselves
15 so that those would not go to the bidders.

16 So, that's where we are right now. And you
17 asked us to come back and show you the details in
18 what we proposed and -- and that's where we are
19 today.

20 CHAIRMAN GREEN: Thanks. Public comment?

21 Yes, Mr. Martinelli?

22 MR. MARTINELLI: The area south of A, between
23 Estrella, where Estrella is now --

24 MR. HOLESKO: Yes.

25 MR. MARTINELLI: -- and where you start

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1 your -- the last time you were here, didn't you
2 mention that there was some possibility of getting
3 some space in there?

4 MR. HOLESKO: We did, and we changed the
5 focus from anything outside of the administration
6 building area here and along the access road and
7 focused everything on the terminal area, not --

8 MR. MARTINELLI: Can I ask why?

9 MR. PAGE: One problem you do have that we
10 didn't know it until we got a detailed survey, is
11 the right-of-way takes a nice little jog right
12 here at Estrella (indicating), the right-of-way
13 through U.S. 1.

14 The right-of-way line takes a nice little

15 jog, which if I had to guess, is because we didn't
16 peruse it -- that as far, like you're saying. I
17 would have to guess that half of that parking area
18 is out in that DOT right-of-way, and you would
19 wind up with one long strip for parking.

20 MR. MARTINELLI: Gotcha. Okay.

21 MR. WUELLNER: You also have the -- the added
22 problem there that technically that area still
23 sits in the RPZ.

24 MR. MARTINELLI: Oh, okay.

25 MR. HOLESKO: I was going to mention that the

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1 other constraint along the access road between
2 here and the terminal area is that in some areas
3 it's not only in one, but sometimes two runway
4 production zones.

5 MR. MARTINELLI: That answers that question.

6 I had known that, but I forgot it.

7 CHAIRMAN GREEN: Any other public comment?

8 (No further public comment.)

9 CHAIRMAN GREEN: Board comment? Mr. George?

10 MR. GEORGE: How many spaces do we need?

11 Going back to your original plans, you were

12 telling us that we needed, based on the square

13 footage that we have and the businesses that were
14 operating, we need a total of umptyump (phonetic),
15 and I thought there was --

16 MR. PAGE: A hundred and seventy-four, I
17 think.

18 MR. GEORGE: How much?

19 MR. HOLESKO: Jonathan, I think it was
20 between 174 and 180. So, we're at --

21 MR. GEORGE: Wasn't that 24 more than we had?
22 How many did we need to go?

23 MR. HOLESKO: Hold on a second and we'll --

24 MR. PAGE: Where is that report?

25 MR. COX: Forty-four is exactly what we get.

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1 MR. GEORGE: You're talking \$10,000 a parking
2 spot.

3 MR. PAGE: Yeah, about \$9-.

4 MR. WUELLNER: I'm very comfortable telling
5 you it will -- it will net way less than that,
6 because we already -- I already know of at -- some
7 of the significant cost items that were in the
8 original number crunch these guys did are items
9 that can be done with us --

10 CHAIRMAN GREEN: By us?

11 MR. WUELLNER: Yeah. I mean --

12 MR. PAGE: From -- it's the trip
13 transportation manual, the trip generation manual.
14 You're required up to 172 spaces, is what you'll
15 probably get.

16 MR. COX: And we --

17 MR. PAGE: We were going to immediately, in
18 our -- in our -- in our first proposal to you,
19 when we wrote the report, before we got a detailed
20 survey and whatnot, we proposed that we'd be able
21 to get 175 spaces out of it.

22 MR. GEORGE: Okay. How many do we have?

23 MR. HOLESKO: One seventy-eight.

24 MR. PAGE: That's with your --

25 MR. GEORGE: No, how many do I have -- how

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1 many am I short?

2 MR. WUELLNER: One thirty-four.

3 MR. PAGE: Right now, you have 134, and if
4 you were to come up here and apply St. Johns code
5 to it, you'd have 118.

6 MR. GEORGE: Why would I want to apply St.
7 Johns code?

8 MR. PAGE: I wouldn't want you to do that.

9 MR. GEORGE: I'm grandfathered in, you know?

10 MR. PAGE: That's right.

11 CHAIRMAN GREEN: Is there some way we could
12 split out budgetwise so we know what --

13 MR. WUELLNER: Uh-huh.

14 CHAIRMAN GREEN: -- Passero & Associates
15 would be -- you know, or whomever, when we bid it
16 out to whomever's going to be building it
17 versus --

18 MR. WUELLNER: Yeah. We can make that
19 call --

20 CHAIRMAN GREEN: Or what the airport can pay
21 for, so we know hard dollars?

22 MR. WUELLNER: Yeah. We can -- we can pull
23 out, you know, with -- with the detail that they
24 can do at the next step. If -- if you want to
25 approach the thing as -- as a total project, they

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1 can move through it, we can then pull out all of
2 those items -- before you go to bid, we can pull
3 out all those items that can be done in-house and
4 come up with a revised engineering number before
5 we bid anything that gives you a real good warm
6 and fuzzy as to what we expect the construction
7 number to be.

8 CHAIRMAN GREEN: What's the hecticness, if

9 we -- let's say we did A, B, and left C, D, E for
10 later -- about coming back in and, you know,
11 messing up the traffic flow and everything else?

12 MR. HOLESKO: That's, in essence, I guess the
13 guidance that we're looking for from you, and that
14 is the overall concept, the different pieces, and
15 looking at, you know, what you can do yourselves.
16 Where we stand right now is we cannot go further
17 until we know that you agree what's out there --

18 MR. GEORGE: I'll give you the same guidance
19 I give my wife --

20 MR. HOLESKO: -- so that we can -- so that we
21 can break it --

22 MR. GEORGE: -- you are spending too much
23 money.

24 MR. COX: He'll be saying it can be cut
25 down --

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1 CHAIRMAN GREEN: Yeah. That's -- Mr. Cox?

2 MR. GEORGE: Nine thousand dollars, you know,
3 per spot I think is just way out of it.

4 MR. HOLESKO: And I understand. We've heard
5 that all the way from the start. And the figure
6 has been in the vicinity of \$10,000 a spot from

7 the -- from the very first time that we brought it
8 to you. And that figure hasn't changed because of
9 the other types of improvements, the things you
10 have.

11 You have a road relocation that not only
12 doesn't get you spots; you lose spots. I mean,
13 the road relocation gets you some on one side but
14 takes out parking on the other. I mean, you have
15 things that aren't just straight-on parking.

16 MR. GEORGE: Right.

17 MR. HOLESKO: I mean, that's just where we
18 are right now.

19 We want to be able to go, if you tell us you
20 like A and B, or whatever the case is, so we can
21 bring you the exact cost of what it is we -- we
22 just -- we can't go into the engineering design
23 options of four different designs and bring that
24 to you.

25 If you tell us what you like, what you don't

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1 like, then we're going to bring that back to you
2 and show you what the costs are for each of them
3 and what's in and what's out. You know, as Ed
4 mentioned, you know, we would rather bring you
5 \$390- and have it end up being \$240-. But if we

6 tell you \$240- right now and it ends up being
7 \$390-, that's -- you know, we're working in the
8 opposite direction.

9 This is clean board; everything is bid, goes
10 on the street for a contractor. That's what
11 you're looking at right now. That's not what we
12 ever expected to do, though. But that's the
13 number we're bringing to you.

14 CHAIRMAN GREEN: Mr. Cox?

15 MR. COX: I like Ms. Green's suggestion about
16 taking one or two spots. What would net us the
17 most -- the highest number of parking spots,
18 say -- let's go with two different options
19 there --

20 MR. HOLESKO: I was hope -- was hoping --

21 MR. COX: -- to net us the most number of
22 parking spots and also the most flow-through of
23 traffic ease-wise.

24 MR. HOLESKO: I was hoping you'd say A, B,
25 and E, give us three.

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1 MR. COX: Three works for me. It doesn't --

2 MR. HOLESKO: Well, A and E are the -- A and
3 E are the big ones. A -- A is the relocation of

4 the road and -- and the single lane of the gate.

5 MR. COX: Okay. That work.

6 MR. HOLESKO: And then E, which is the
7 Grumman area, taking that and getting that fixed
8 up and getting that tied in. Those are the two
9 that gets you --

10 MR. COX: I think that would be a perfect
11 option to start out with. So, that would be my --

12 MR. WUELLNER: Is what?

13 MR. GEORGE: Is which one?

14 CHAIRMAN GREEN: Forth-eight spaces, A and E.

15 MR. HOLESKO: A, B, and E.

16 CHAIRMAN GREEN: A, B, and E.

17 MR. COX: That will net us the most number of
18 parking spots initially, and give them the chance
19 to develop flow-through with the -- with the
20 traffic.

21 MR. WUELLNER: Well, keep in mind that a
22 significant amount of the money involved here is
23 in the preservation of the existing parking lot
24 areas. The -- these things are in excess of ten
25 years. They've had no asphalt-related maintenance

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1 done on them at all.

2 You -- you've got to look at an additional

3 benefit in the -- in the enhancement or the
4 preservation of the assets you already have. It's
5 work that needs -- some of this stuff needs to be
6 done anyway, aside from looking at expanding the
7 area.

8 MR. COX: Say again?

9 MR. WUELLNER: I don't have any -- I don't
10 have any problem with this.

11 MR. HOLESKO: This is area A, this is area B,
12 and this is area E (indicating). And --

13 MR. COX: A and E?

14 MR. HOLESKO: And basically --

15 MR. WUELLNER: I don't think there's enough
16 work in B to make it worth the trouble.

17 MR. HOLESKO: I think what -- I think what Ed
18 just mentioned is the fact that if we went in and
19 did A and made it look new, and we went over here
20 to E and made it look new (indicating), then you'd
21 have something that looked new here (indicating),
22 something that looked new here, and this would be
23 old (indicating) and you'd be going back and forth
24 with no preservation --

25 MR. COX: Yeah, I see what you're saying.

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1 MR. HOLESKO: -- of the existing lots.
2 That's why I proposed A, B, and E at a minimum;
3 then at least this stretch would -- would have
4 good flow-through (indicating), it would all look
5 the same, and you would gain a lot of spots here,
6 you'd gain a lot of spots here (indicating).

7 CHAIRMAN GREEN: Just -- just for a moment,
8 Mr. Martinelli, he reserved his question.

9 MR. MARTINELLI: Oh. Well, I just -- is
10 there any possibility of joint funding by --

11 MR. COX: FDOT and --

12 MR. MARTINELLI: -- FDOT or whatever on this
13 project?

14 CHAIRMAN GREEN: That's an Ed question.

15 MR. COX: Is there any possibility of joint
16 funding through FDOT on any of it?

17 MR. WUELLNER: I don't know. And if there
18 was, you're -- you know, from a programming
19 standpoint, you'd be minimum of two years out,
20 yeah. The work program's set. The next input
21 point would be this fall, and that would be for
22 the following. Yeah, so you're approximately 30
23 months.

24 MR. MARTINELLI: Can you apply posthumously?
25 In other words, do it posthumously?

1 MR. WUELLNER: Not -- not without a line item
2 already there for it.

3 CHAIRMAN GREEN: Another time.

4 MR. WUELLNER: Yeah. Once it's in the
5 adopted work program, you can advance-fund -- not
6 advance-fund it, but advance the work, but...

7 CHAIRMAN GREEN: Mr. Ciriello?

8 MR. CIRIELLO: Yeah. I've been on record
9 before as saying that I'm not comfortable with
10 putting any money into this parking situation
11 until we get something in motion in how we're
12 going to maintain it. And I understand Mr. Cooper
13 was supposed to be working on this, and I thought
14 he would be presenting something like that before
15 we did anything.

16 MR. WUELLNER: I'm working on it.

17 MR. CIRIELLO: But I can't see spending --
18 you know, as far as I know, this parking isn't
19 going to bring any money to the Authority.

20 MR. WUELLNER: No.

21 MR. CIRIELLO: Now, it might bring it to Aero
22 Sport and the flight school and everybody else,
23 but it's not bringing anything to us. And all of
24 you board members except me are always saying how
25 we're going to get off the tax rolls, and you're

1 spending money that will bring no income in.

2 And -- and I'm not against doing the parking
3 now; don't get me wrong. But I want to see the
4 plans in place how we're going to police it.

5 There's been -- these people have said about --

6 MR. GEORGE: Parking meters?

7 MR. CIRIELLO: Not parking meters. I'm not
8 talking about income now. I'm talking about
9 maintaining it --

10 CHAIRMAN GREEN: Tolls.

11 MR. CIRIELLO: -- about stickers, you know,
12 so cars with certain stickers park in certain
13 areas. Like, you know, I've been complaining, and
14 Mr. Cooper's taken care of it pretty well, about a
15 dozen cars, and Mr. Wuellner, parked over here for
16 years with outdated license. They're just using
17 it for a storage area for cars that wouldn't even
18 run. And now they're -- I see they're all out of
19 there.

20 So, I wanted to make sure that we had a plan
21 to maintain our parking, to keep it so it was open
22 to the public so people wouldn't use it for a
23 storage area, and I wanted to see all of that down
24 before I spend any money on a nonrevenue-making

25 process. It's not that I'm against parking. I

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1 just want to know how we're going to do it before
2 we spend the money.

3 CHAIRMAN GREEN: I suggest we ask Passero to
4 go ahead and give us the figures for A, B, and E,
5 because we can section out E if we want to or
6 whatever. But separate out what are hard costs,
7 what the airport could fund themselves, whether
8 it's paving -- I'm not sure what exactly you're
9 talking about -- so that we know out of pocket
10 which side we're on, and at the same time, have --
11 Mr. Wuellner, can you have something for us on the
12 maintenance --

13 MR. WUELLNER: Uh-huh.

14 CHAIRMAN GREEN: -- and revenue of it?

15 MR. WUELLNER: And we're also working on the
16 policy development that -- that Mr. Ciriello is
17 talking about. That's -- that's with all things.

18 MR. COX: Actually, Ed told me that all 44 of
19 those cars that are parking will be renting
20 hangars from the Airport Authority and buying gas
21 at the self-serve fuel pump.

22 MR. CIRIELLO: Why would they need to do that
23 when they keep their cars in their hangars right

24 now? No. What you're proposing, Madam Chair,
25 you're not saying to give them money to go ahead

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1 and start doing something before I get what I
2 want.

3 CHAIRMAN GREEN: We want a budget analysis of
4 saying -- okay. So, it says for A, B, and E -- A
5 is \$39-, B is \$36-, and E is \$56-. Tell me out of
6 those, between Staff and Passero, what can we as
7 airport do our ourselves? So, it really wouldn't
8 be \$39-. So we know exactly what's going out to
9 bid for a contractor and what we can keep in-house
10 per se.

11 Let them come back with us -- to us with
12 that. At the same time, come back with the
13 maintenance and hopefully some revenue-producing
14 ideas, and then you could have one whole picture.

15 MR. CIRIELLO: Okay. I can go with that.

16 MR. HOLESKO: May I -- may I ask for one more
17 thing from you to make it much easier? And
18 that -- the reason I bring this question up is if
19 you look at the area of Parking Lot E, area E ties
20 directly into -- into Parking Lot D.

21 We'd like to bring you an option of A, B, and

22 E, and also bring you the additional of C and D so
23 you can see what that is. It's going to be
24 difficult for us to transition between E into D
25 without doing some --

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1 MR. WUELLNER: There's some grade issues
2 there. You've got about a, lack of better terms,
3 about a foot of disparity in elevation there
4 between the two lots --

5 CHAIRMAN GREEN: Well, that's why --

6 MR. WUELLNER: -- that's got to be managed
7 somehow.

8 CHAIRMAN GREEN: I guess you could do that
9 because, I mean, we as a board may say we're just
10 doing A and B, and we may hold off on C, D, and
11 E --

12 MR. HOLESKO: Yes.

13 CHAIRMAN GREEN: -- because of those ideas,
14 so that's a good idea.

15 MR. GEORGE: Does A, as you're talking about,
16 does that include -- include the access road
17 realignment?

18 CHAIRMAN GREEN: Relocation, yes.

19 MR. HOLESKO: Yes.

20 MR. GEORGE: So it does. So, that's the

21 \$106,000, the road.

22 CHAIRMAN GREEN: Big one.

23 MR. GEORGE: Why do we have to have the road

24 realigned? Other than to make it look pretty with

25 the flow with the rest of it?

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1 MR. WUELLNER: Okay. That's --

2 MR. GEORGE: All of the traffic comes in in

3 front of the terminal.

4 MR. WUELLNER: That's -- it's the only way

5 you get -- you net out the number of parking spots

6 you've got over there. Otherwise, there's almost

7 no net return.

8 MR. HOLESKO: The area that we just --

9 MR. WUELLNER: It does improve flow.

10 MR. HOLESKO: If the road does not get

11 relocated from here down to this area, all of

12 these new spots here would go away (indicating).

13 MR. GEORGE: Why did you put it as a separate

14 line item? I think people -- I think people are

15 looking at it and saying A is \$39,000, and I get

16 16. That's not true. That's \$145,000 and I get

17 16.

18 MR. HOLESKO: Well, but it's also looking at

19 the idea of you want to assign the figure of
20 \$9,000 per spot for auto park. I mean, we -- we
21 tend to take the total number and divide it by
22 what we're -- we're getting. But take the road
23 out and it's not a \$10,000 per spot; it ends up
24 being \$6,500.

25 Now, I realize that the road has to be

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1 relocated to get the spot. So, the true cost is
2 that, but it's -- you know, when you hear about
3 people building a brand-new parking lot for X
4 amount of dollars per spot, you know, they're not
5 relocating roads and relocating other facilities
6 with it.

7 You know, we'll present it in whatever manner
8 you wish. Certainly the road relocation is an
9 important part to get more parking out of area A.
10 We broke the road out to specifically show you
11 that you're not spending \$9,000 to pave, you know,
12 44 more spots.

13 MR. GEORGE: But at the same time, I cannot
14 get the spots unless I do the road.

15 CHAIRMAN GREEN: Correct. Right.

16 MR. HOLESKO: You're absolutely right. But
17 we -- we want to show you what that -- where that

18 money is really going. It's not just going in a
19 new spot. It's going for the road relocation and
20 other improvements.

21 CHAIRMAN GREEN: Well, I'd entertain a motion
22 from the board to give direction.

23 MR. CIRIELLO: I thought you made it.

24 CHAIRMAN GREEN: I was asking questions.

25 MR. GEORGE: I make a motion we go back to

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1 the board -- go back to the drawing board and come
2 up with a more realistic and economical plan for
3 incorporating C and E. And in the event that they
4 want one of the other ones, have that as an
5 alternative to the plan they're coming up with.
6 That's my motion.

7 MR. WUELLNER: Incorporate C?

8 CHAIRMAN GREEN: C and E, Ed.

9 MR. COX: Well, they haven't presented us
10 with a plan. They're asking us for what plan we
11 want them to go with. They're giving us the
12 option.

13 CHAIRMAN GREEN: There's a motion on the
14 floor. Is there any second for it?

15 MR. WUELLNER: If my memory's correct, C

16 doesn't hardly require anything.

17 CHAIRMAN GREEN: Hearing no second, then the
18 motion fails.

19 MR. GEORGE: Fine.

20 MR. COX: I'll make a motion that we give
21 them the ability to work with A, B, and E, as we
22 have been discussing here, and come back with the
23 numbers that you were suggesting concerning the
24 buildout and also the -- and Joe's concerns about
25 the parking space, and -- and return to the

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1 Airport Authority.

2 Also, some suggestions on how to -- you know,
3 revenue -- revenue-producing options for those
4 spaces. So, we're looking at A, B, and E for the
5 option to bring back to the Authority and give us
6 our options on that.

7 CHAIRMAN GREEN: Is there a second?

8 MR. CIRIELLO: I'll second.

9 CHAIRMAN GREEN: Joe, second? Discussion?

10 The only thing I want to add, if we're going to
11 ask Passero to do this, can we not ask them all?
12 So, just throw in the figures for C and D, just so
13 we have it?

14 MR. COX: Absolutely.

15 CHAIRMAN GREEN: If you're breaking out the

16 other ones --

17 MR. HOLESKO: It's easier if you ask us to do

18 that.

19 CHAIRMAN GREEN: Okay.

20 MR. COX: Yeah, okay. So, I'll amend my --

21 CHAIRMAN GREEN: To avoid going back again.

22 MR. COX: I'll amend -- I'll amend the motion

23 to include that.

24 MR. HOLESKO: It will be separate figures,

25 obviously. It will be separate.

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1 CHAIRMAN GREEN: Right. But just keep those

2 out.

3 MR. COX: The motion is amended to include

4 that.

5 CHAIRMAN GREEN: Okay.

6 MR. GEORGE: Okay. My --

7 CHAIRMAN GREEN: Yeah. Further discussion?

8 MR. GEORGE: I have a discussion point.

9 CHAIRMAN GREEN: Yeah.

10 MR. GEORGE: What do we expect to get out of

11 this now? They're going to come back with updated

12 dollars based on A, B, and E, and then options for

13 doing the other two.

14 CHAIRMAN GREEN: But also, we'll know what A
15 in real dollars is going to cost us, what's going
16 out to bid and what we can do; B, what real
17 dollars it's going to cost us.

18 MR. GEORGE: And -- okay.

19 CHAIRMAN GREEN: E what's real dollars it's
20 going to cost us. We can still say we're only
21 doing A and B; forget it.

22 MR. GEORGE: Okay. So you guys still want to
23 include realigning that road.

24 CHAIRMAN GREEN: Well, if we're going to ask
25 them to separate it out at that, let's say with

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1 the realign, we can't -- we can't do that; it's
2 going to have to be bid out. That's going to be a
3 highly expensive -- we may not do A, then. B and
4 E may be something a lot that we can do, so it
5 really won't cost as much as we see because we're
6 keeping a lot in-house. And we'll also have some
7 idea of what revenue-producing we will have to
8 offset it -- or to maintain it.

9 MR. COX: Where is the -- on the highway
10 there, where's that electrical -- the house
11 that's -- right there (indicating)? Okay.

12 Just -- just as a discussionary point, I think the
13 road needs to be aligned to be straight anyway
14 because it's a tremendous liability to the
15 airport, driving hazard-wise. Because you're
16 going around this real sharp --

17 MR. GEORGE: Don't drive on it. Don't drive
18 on it.

19 MR. COX: It's not me I'm worried about.
20 It's the people who come to access the airport.
21 You and I know how to drive on it.

22 MR. GEORGE: No, the people that come to
23 access the airport do not drive on that parking
24 ramp around from Aero Sport. They come in in
25 front of the terminal.

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1 MR. COX: You assume that.

2 MR. GEORGE: Oh, okay. Well, maybe we should
3 have a traffic count.

4 MR. CIRIELLO: I use this little road all the
5 time.

6 CHAIRMAN GREEN: I'm just saying with the
7 information we're requesting, we'll -- we'll have
8 more solid numbers about, okay, we can't get any
9 revenue, or much out of A, and it's going to

10 cost -- it's not cost-effective, we're not going
11 to do A.

12 MR. GEORGE: Okay.

13 CHAIRMAN GREEN: We don't have to make
14 decisions on the road right now. But I want to
15 know hard numbers, how much we can keep in-house
16 and how much we have to go out.

17 MR. GEORGE: Since we're going into
18 Grumman's, you know, area, do we want to have an
19 option that we not pave that road, but we use
20 coquina? Is that the big expense, or do we
21 aesthetically know we don't want to have that on
22 our airport?

23 MR. HOLESKO: It's actually already paved.

24 MR. GEORGE: But if it's got to be regraded,
25 it's got to be unpaved, right?

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1 MR. WUELLNER: No, it's just -- a
2 connection's got to be made.

3 MR. PAGE: And there's certain percentages of
4 grade that you will tolerate, and you're probably
5 going to go on the higher side of that. You might
6 have ten feet that needs to be regraded and
7 patched and have a nice grade put on it. But
8 you're not going to totally redo that whole area

9 to make it nice and flat all the way across. It's
10 going to have a little --

11 MR. WUELLNER: If -- yeah, if I -- if I
12 could. Why don't -- why don't we, as -- as an
13 alternate approach here, continue to look at all
14 of it, but let's -- let's shake the numbers out
15 relative to what can be done in-house, have them
16 tighten up the budgetary look for what's going on.
17 We'll combine it with the policy discussion
18 that'll -- at next month's meeting on, you know,
19 what if any revenue is to be expected out of it.
20 I'm -- I'm not overly optimistic that's practical.

21 We'll -- we'll try to incorporate into the
22 explanation exactly what of this budget is also
23 preservation of the existing asset versus going
24 toward expansion. Because I think we're mixing
25 two very distinct expenditures.

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1 I mean, they're both significant in dollars,
2 but I think when you got down to the cost per --
3 per parking spot, you're going to find that it's
4 not nearly as dramatic as \$10,000 a square -- or a
5 parking spot; that the significant, if not the
6 majority of the cost involved here, is in

7 preservation of the existing asset and in the
8 Polycon overlay, or whatever you want to call it,
9 that's -- that's done there that gives you 15 or
10 20 more years of existing use on the existing
11 pavement without having to completely repave
12 there.

13 CHAIRMAN GREEN: Jack?

14 MR. WUELLNER: I think when you divide the
15 two out, it tells a much better story.

16 MR. GORMAN: This diverges just a little bit,
17 and it's a silly question because I don't remember
18 the answer to it. But I liked Vic -- Vic's idea.
19 Is there any matching FDOT funding for all of
20 this?

21 MR. WUELLNER: As I said, we could -- I'm not
22 a hundred percent sure that they would consider it
23 eligible, but it's a question we could ask, and
24 even if the answer is yes, I think you're -- you
25 are staring at a couple of years to get there.

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1 MR. GORMAN: A couple of years to get there.

2 MR. WUELLNER: Yeah. About 30 months, would
3 be my quickest frame.

4 MR. MARTINELLI: Any possibility of
5 substitution?

6 MR. WUELLNER: We can look at it. I mean,
7 I'm not aware of anything hanging out there where
8 there's just money laying there without a project
9 laying against it.

10 CHAIRMAN GREEN: And, of course, as far as --

11 MR. WUELLNER: DOT's budget's been tight.

12 CHAIRMAN GREEN: -- the board, then, we have
13 the motions.

14 MR. COX: Just one more. Just to go back to
15 what he was saying, your position is now that you
16 don't really need a motion for any action from the
17 board because of what you want to do?

18 MR. WUELLNER: I think if y'all are okay with
19 that -- that approach to it, we'll just -- we'll
20 just kind of defer any, you know, detailed
21 decision until July where we'll have hopefully
22 some more details put together.

23 CHAIRMAN GREEN: Yeah, because I think you
24 understand what we want is the -- one which you
25 added, the preservation issue, the maintenance

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1 issue, and then a separation of what is in-house
2 and not.

3 MR. WUELLNER: I mean, just to give you an

4 idea of the scope -- I mean, put him on the spot
5 because he probably recalls the -- the cost per
6 square yard for the -- for the Polycon, is --
7 is --

8 MR. PAGE: It was 388 in Marianna -- I think
9 I used a number of \$5 or \$6 a --

10 MR. WUELLNER: A square yard.

11 MR. PAGE: Yeah, a square yard.

12 MR. WUELLNER: Applied. So, I mean, when
13 you -- when you compute the square yardage of this
14 entire project and apply that material, that's at
15 least 50 percent of the total cost just going into
16 preservation. So, I mean, when you put that into
17 a per space for what's actually being netted, I
18 think you'll see it a little different.

19 CHAIRMAN GREEN: All right.

20 MR. WUELLNER: That way, you can tell what
21 you have versus what -- okay.

22 CHAIRMAN GREEN: Next item -- Janet, are you
23 okay?

24 COURT REPORTER: Yes.

25 7.E. T-HANGAR RATE SURVEY

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1 MR. WUELLNER: Okay. Next item I had for you
2 is related to the hangar. We told you last month

3 we'd do the hangar rate survey. This is the
4 information that -- that we were able to
5 determine. Gives you an idea of where we are
6 versus everyone else. It's really up to you
7 whether you take action at this point or give us
8 direction from -- from a staff side as to what we
9 do from here.

10 You see Flagler -- standard for our purposes
11 is a T-hangar that's comparable to hangar rows A
12 and -- A, B, and C out here. It's the standard
13 sliding door. They approximate anywhere from,
14 say, 850 to 900 square foot to, the high side of
15 about a thousand square foot of actual. And
16 that's a function of the way the building's
17 designed and laid out. Some are wider and deeper,
18 you know, and it affects a little bit where the
19 square footage nets out. They're all
20 approximately the same size.

21 Flagler County's are \$200 and \$215.
22 Apparently, there are two different sections of
23 them and they have two different rates going.
24 Keystone Heights, \$147.61 for the same unit.
25 Ormond Beach gets a low of \$290 and a high of \$308

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1 for the same kind of product, depending on who has
2 it.

3 Herlong had no standard Ts, but also -- but
4 does have a product comparable to our K, L, and M
5 rows, which are the newer ones we have with the
6 electric bifold doors. Those are currently
7 leasing there at \$275 a month. And the last entry
8 into this is Palatka, which leases standard
9 T-hangars at \$160 a month.

10 You can see the hangar average for standard
11 is about \$220.10, and derived -- we're currently
12 charging \$185 for that product. So, there's a net
13 difference of about \$35 a month as to what it --
14 if you were to average the area prices for a
15 hangar.

16 You could also do things like compare those
17 that are much more closely aligned with this
18 airport, you know, eliminate the lows, look at the
19 highs. You can do -- we can -- you can apply
20 about any methodology. Your requirement and --
21 and typically hangar pricing is done market versus
22 just establishing a value.

23 The last item is -- we only had one entry to
24 compare it with on bifolds. There's about a \$65
25 disparity on the bifold hangars. Having not

1 really seen any of these hangars to compare with
2 the relative condition of them, we're -- we're
3 making the leap of faith that they're relatively
4 comparable to ours, which may or may not be
5 exactly true.

6 CHAIRMAN GREEN: Any public comment?

7 (No public comment.)

8 CHAIRMAN GREEN: Hearing none, board
9 discussion? Mr. Gorman?

10 MR. GORMAN: With the self-fuel, we average
11 things, and -- and the average is pretty
12 inarguable that it's fairly fair. And as long as
13 you're comparing apples and apples, meaning the
14 same size hangar, I don't -- I think it's -- isn't
15 it a little bit, you know, hair-splitting if you
16 worry about whether the doors are bifold or
17 standard as long as you've got the square footage
18 about the same and the hangars are about the same
19 size?

20 MR. WUELLNER: And they are the same for both
21 types.

22 MR. GORMAN: Can't we just average those and
23 tee them up with an average figure?

24 MR. WUELLNER: You could, certainly.

25 MR. GORMAN: Okay.

1 MR. WUELLNER: It's just one more in the mix.

2 CHAIRMAN GREEN: Any other board comment?

3 MR. GEORGE: What's wrong with the concept of

4 having a longer-term lease on the T-hangars that's

5 like the regular hangars, they're tied to CPI

6 every year? Why do -- do T-hangars fluctuate

7 more, you know, than corporate hangars?

8 MR. WUELLNER: I don't think they do. I

9 think all -- I think all you're seeing is as new

10 product comes online, the application of new

11 building codes in each of the areas of Florida has

12 dramatically affected what it's cost to put a

13 product on the ground. And every time somebody's

14 introducing new hangars at an airport, you know,

15 all bets are off as to what -- you know, it just

16 no longer compares rental -- rental-wise. And we

17 ran across that when we added the 36 down the

18 street here two, what, three years ago, four years

19 ago.

20 CHAIRMAN GREEN: Yeah. When the hurricane --

21 MR. WUELLNER: I mean, it was dramatically --

22 MR. GEORGE: Oh, yeah. And there's a

23 difference in the price.

24 MR. WUELLNER: You know, those building codes

25 that are applied now are -- are -- and it's even

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1 worse as you go south. The stuff way South
2 Florida is, I mean, \$4- or \$500 a month for a
3 T-hangar because of code issues. It just takes
4 that much to build them.

5 MR. GEORGE: But if we put in new hangars for
6 corporate, we don't go back and adjust everybody
7 else's because of the con -- the construction
8 cost.

9 MR. WUELLNER: Well, our corporates are not
10 based on construction cost. You know, I've --
11 I've said all along that our -- our ROIs, as you
12 apply them for T-hangars, is -- is significantly
13 less than the ROI we achieve on corporate hangars.

14 MR. GEORGE: Okay.

15 MR. WUELLNER: Yeah. The -- the amount the
16 average guy with a small airplane is willing to
17 pay, you know, is not comparable to a guy doing it
18 as a business.

19 MR. GEORGE: So, you're saying if you're
20 going to do it on ROI, then if you give someone a
21 five-year lease or a ten-year lease and do the
22 CPI, as opposed to not doing it on the ROI, but
23 doing it and then whatever the competition in the

24 area is charging, then on an annual basis to

25 review it.

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1 MR. WUELLNER: Correct. You're
2 effectively -- all -- all you're doing with a
3 short-term lease -- and a short-term lease in this
4 case being one-year leases -- is you're -- you're
5 making the annual determination whether you take
6 the CPI adjustment or make some other adjustment
7 annually under the current way. You have the
8 ability once a year to adjust all the leases.

9 We -- we don't historically make an effort to
10 do that very well. We've made a recommendation --
11 I think it was two years ago. The rates went up.
12 I don't know if it was \$10 or \$15 dollars a month
13 per -- per unit. You know, something like that.
14 You know, it generates a little, you know, yak out
15 there, but the reality is it's still a pretty good
16 value when you run up and down the list here and
17 compare where you could be if you could even get a
18 hangar.

19 And I think it's important we remain
20 competitive. I don't think it's in any way an
21 objective to be, you know, the high-end product.

22 I don't think we offer the high-end product out
23 there.

24 MR. GEORGE: What is your gut feel on -- when
25 we built the last 48 hangars --

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1 MR. WUELLNER: Thirty-six.

2 MR. GEORGE: -- if we had used -- if we had
3 used the same ROI that we use on other commercial
4 facilities, what would that rent have been as
5 opposed to the \$210 that we're charging now?

6 MR. WUELLNER: I think the -- the initial ROI
7 was in the 5, 6 percent range, based on a 20-year
8 ROI calculation.

9 MR. GEORGE: Okay.

10 MR. WUELLNER: Reality is you're going to get
11 longer out of the building and you could -- you
12 can play games with the calculation of it. But
13 that's -- when we set the rate at I believe it was
14 \$200 or \$210 -- I'm trying to remember what it was
15 going -- somebody that was in K, L, and M when
16 they -- when they were first built, could probably
17 remind me better, but it's --

18 MR. GEORGE: I think it was \$200, wasn't it,
19 even, something like that.

20 MR. WUELLNER: That sounds about right.

21 MR. GEORGE: I'm just wondering, what would
22 it have been had we used the same ROI? In other
23 words, this -- this board now is oriented toward
24 we've got to get a return on our investment, and
25 just because they're small hangars, they shouldn't

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1 get a break. You know, they should be getting --
2 you know, paying their same fair share that
3 anybody else. So, what would the difference have
4 been had we got the 10 percent ROI that we were
5 looking for?

6 MR. WUELLNER: That would have been a great
7 question for me before the meeting so that I could
8 have come up with an answer. I'm --

9 MR. GEORGE: Had I seen this before --

10 MR. WUELLNER: My gut feeling is --

11 MR. GEORGE: -- the meeting, I might have
12 asked that.

13 MR. WUELLNER: My gut feeling is it -- it
14 probably would have started \$10 to \$20 a month
15 higher to get 7 percent or better.

16 MR. GEORGE: Okay.

17 MR. WUELLNER: Which is consistent with
18 your -- today's policy.

19 MR. GEORGE: So --

20 CHAIRMAN GREEN: Do you need something from
21 us?

22 MR. WUELLNER: You don't necessarily need to
23 develop a policy. It was brought up because it's
24 always an argument in the public that, you know,
25 that that element doesn't pay its fair share or it

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1 doesn't -- you know, it doesn't generate revenue,
2 or whatever the argument out there. And it is out
3 there all the time.

4 You have the ability. You've always reserved
5 the ability to deal with the rental, hangar rental
6 increases annually. About this time of year,
7 June, July, August, we need to get something in
8 the mill to the tenants notifying them by the --
9 by no later than the first of September.

10 So, you know, if you want to apply something
11 to get it more in parity with what it appears to
12 be now, it can simply be an across-the-board
13 number; it could be a percentage applied for just
14 this year. And we just bring up the topic every
15 year and do, you know, a recomparison every year
16 and you -- you have this, you know, fresh data
17 each June or July and make a decision what you're

18 doing with rates.

19 Now, it doesn't involve changing the leases
20 or anything else. It's just simply a notification
21 issue to the tenants. It's provided for in the
22 leases to do something.

23 CHAIRMAN GREEN: Mr. Gorman?

24 MR. GORMAN: Just real quick, and I'm not
25 going to belabor it. But, I mean, what's the ROI

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1 now if we get back into this discussion again?

2 MR. WUELLNER: I think it's -- my guess, it's
3 in the -- in the 4 to 5 percent range.

4 MR. GORMAN: Okay.

5 MR. WUELLNER: That's based on the new ones,
6 to be totally fair, because I don't have the cost
7 information or anything else relative to the old
8 ones.

9 MR. GEORGE: I have another comment.

10 CHAIRMAN GREEN: Yeah.

11 MR. GEORGE: My reason for bringing up the
12 ROI is your comment that the T-hangars got a
13 better rate than somebody else, I wanted to
14 quantify that. And I think what you said, that
15 you're talking about \$10, \$15 a month. You're

16 not -- I don't want the public to think that the

17 T-hangars have been getting a ride --

18 MR. WUELLNER: No.

19 MR. GEORGE: -- for a hundred dollars a month

20 better than anybody else. So, you're talking in

21 the \$10 to \$15 range, okay? But we're running

22 this as a business, and we need a return on our

23 investment. And I think we need to get it back up

24 there.

25 MR. WUELLNER: And -- and also, you need to

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1 know that the aggregate change in about a \$10 rent

2 increase is only \$15,000 a year in total revenue.

3 This is not a -- you know, this is not a windfall.

4 MR. GORMAN: Madam Chairman, can I call on

5 someone in the public because they have some

6 information?

7 CHAIRMAN GREEN: No, sir. I already closed

8 public comment. And I don't think we're looking

9 for a motion right now.

10 MR. WUELLNER: If there's more information

11 you want, or -- I mean, we'd even develop a -- you

12 know, a one-page policy that makes a suggestion we

13 can throw at you for July. I'm -- I'm just kind

14 of making you aware of the time frame, if you want

15 to, some hard-and-fast decision needs to be made
16 at your August meeting in order to meet the
17 timing.

18 CHAIRMAN GREEN: That's what I prefer --

19 MR. WUELLNER: If you want to do anything.

20 CHAIRMAN GREEN: -- just a short, concise
21 policy.

22 MR. WUELLNER: Do you have -- save me a lot
23 of stress. Do you have a direction you think you
24 want? I mean, are you looking to try -- just try
25 and achieve our minimum required 7 percent ROI and

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1 see where those numbers play and throw that out?

2 You know, do you want to apply it as a
3 percentage? Do you want it applied as a fixed
4 dollar? Do you want to just review it annually?
5 If you give me some direction, I can better tailor
6 a policy.

7 MR. GORMAN: I have a suggestion. Do an
8 average on the same square footage. You know,
9 whether it's bifold or standard, just negate that,
10 you know, and give us that average. And then give
11 us a 7 percent and a 10 percent ROI and the cost.
12 So then you've got all three averages.

13 MR. WUELLNER: Okay.

14 MR. GORMAN: You've got all three. Does that
15 make any sense?

16 MR. WUELLNER: Just -- just have the data in
17 front of you.

18 MR. GEORGE: I think we need the ROI as a
19 bottom, you know.

20 MR. GORMAN: Right.

21 MR. GEORGE: We've got to get that. Now, if
22 market gives us the ability to go above that, then
23 we need to take advantage of it.

24 MR. GORMAN: We get those three figures.

25 Then you can meld what you want.

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1 MR. WUELLNER: Okay. We can certainly beef
2 up the factual part of it and -- and go from
3 there.

4 CHAIRMAN GREEN: All right. Next agenda
5 item?

6 7.F. - DEVELOPMENT ALTERNATIVES FOR ARAQUAY PARK

7 MR. WUELLNER: I was thinking we changed
8 order here quick. No. That's your -- next item
9 is Araquay Park development, which I think brings
10 back up the discussion on the layouts, you know --

11 MR. GORMAN: Right. And I was going to ask

12 for the land -- I was going to ask for the land

13 acquisition slide. I see it's already there.

14 Let me read you a quick paper. I will labor

15 to read this. If I can.

16 MR. GEORGE: Is now the appropriate time?

17 MR. GORMAN: What? About -- for the -- yes,

18 because it -- yes, because it brings up the

19 issues. In other words, it's a few thoughts about

20 several situations surrounding our airport.

21 And in keeping with pursuing serving the

22 needs of the aviation community, I feel we need to

23 focus on what can be practically accomplished,

24 rather than be lost in obscurity and unproductive

25 action.

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1 In -- the situation concerning eminent domain

2 has become ridiculous as far as the -- as far as,

3 in my own mind, as far as the -- getting some of

4 these lots. It seems that as this situation has

5 evolved, it has become in some certain apparent

6 instances, we would be displacing elderly,

7 disabled, and have started a negative frenzy of

8 tabloid-star -- tabloid-style articles from

9 various print sources.

10 And I'd say let's do the best we can and
11 build with what space and land we have now and let
12 us also apply intelligence to life and negotiate
13 situations where the elderly can live out their
14 remaining years in their residences, these
15 properties to be held for airport development by
16 trust agreements after their passing.

17 Let's get going. Truly, I hesitate to engage
18 in situations that are absolutely guaranteed to
19 generate onerous litigation and very poor
20 relations in the community. Common sense dictates
21 that there is a time to stop listening to the
22 counsel of firms that litigate for a living. We
23 need aviation facilities, not more delay and
24 costly -- and costly litigation. We can adapt
25 design so that property can be fit into an overall

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1 plan.

2 If we exercise eminent domain -- this is
3 something I've added to the sheets that I've given
4 the fellow board members -- it can be on vacant
5 lots. And I'd like to discuss that now. Can I
6 get that microphone?

7 CHAIRMAN GREEN: Yeah.

8 MR. GORMAN: Is this on? Is this on now? Is

9 this on now? Oh, I'll talk loud.

10 CHAIRMAN GREEN: That's fine.

11 MR. GORMAN: I'm going to rely on you, Ed,
12 because you know this by heart. Where did Ed go?

13 MR. GEORGE: He's taking a break.

14 MR. COX: He went to turn the microphone off.

15 MR. GORMAN: All right. See (indicating)?

16 Here's the property we own now (indicating).

17 MS. McELROY: Wait a minute. Move to the
18 other side, please.

19 MR. GORMAN: This is shaded (indicating).

20 All right.

21 MS. McELROY: Thank you.

22 MR. GORMAN: This is why I need a pointer,
23 probably. Have we got that pointer? Let me have
24 a pointer. This will take a while. Is this on?

25 All right. You see this (indicating)? This

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1 is -- this is area we own now, right here
2 (indicating). Everyone understand that? These
3 are areas that we don't own (indicating)?

4 MR. WUELLNER: The red are -- correct.

5 MR. GORMAN: The red, we don't own. Okay.

6 Here's the original -- here's the hangars that we

7 have (indicating). Now, I have --

8 MR. WUELLNER: That's not entirely -- the
9 white also on the left. The red indicates --

10 MR. GORMAN: And that -- that will -- and
11 you're talking about here (indicating), but that's
12 not part of the discussion.

13 We had -- I talked to LPA earlier. I'm
14 sorry, Ed. We talked to LPA earlier, and do you
15 have an overlay that we can project showing the
16 hangars that exist now, the --

17 MS. LOUNGEWAY: No, we have it the other way
18 around. We have our alternative with the property
19 line we can overlay it on.

20 MR. GORMAN: Okay. Then here's the point
21 being. In other words, we've got hangars here
22 (indicating). We've got this piece of property
23 here (indicating). This piece of property is, Ed,
24 vacant or not vacant (indicating)?

25 MR. WUELLNER: That one? That's where the

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1 mobile burned a few months back.

2 MR. GORMAN: So, it's a vacant piece of
3 property.

4 MR. WUELLNER: Arguably.

5 MR. GORMAN: This property here is vacant or

6 not vacant (indicating)?

7 MR. WUELLNER: It -- that one has a well on
8 it and is otherwise vacant.

9 MR. GORMAN: And this piece of property here
10 (indicating)?

11 MR. WUELLNER: Has a home on it.

12 MR. GORMAN: It has a home on it. And these
13 people are willing or not willing to sell?

14 MR. WUELLNER: I assume not, since we have
15 not --

16 MR. GORMAN: And this here is vacant
17 (indicating).

18 MR. WUELLNER: I believe it's vacant lot,
19 yes.

20 MR. GORMAN: And this one's vacant
21 (indicating).

22 MR. WUELLNER: That is actually a home, but
23 it's currently not occupied.

24 MR. GORMAN: Home -- not occupied home. That
25 is an unoccupied area.

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1 MS. ANGYALFY: It's occupied.

2 MR. WUELLNER: Are you still there? I'm
3 sorry. It was my understanding it wasn't. It is

4 occupied, then.

5 MR. GORMAN: I'm just afraid -- just common
6 sense dictates to me, I'm just afraid to exercise
7 eminent domain privilege on this board against
8 people that are occupying homes.

9 Now, if you can build hangars in the existing
10 without any eminent domain issues, you have --
11 that's the most preferable, okay, in my own mind.
12 If you're going to exercise eminent domain issues,
13 you can do it on vacant lots. I mean, if you're
14 going to do that. And is that possible? I mean,
15 we've never come up with this discussion.

16 I mean, if you're going to do it and you do
17 it on vacant lots, you're not displacing people;
18 then all of a sudden, you are for the greater good
19 because you're going to try to drive us off the
20 tax rolls.

21 This is the discussion. And if you -- and
22 the other part of the discussion, part A is, can
23 we build without exercising eminent -- any eminent
24 domain at all?

25 It looks like we've got quite a bit of area

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1 here to start to build hangars. And then B, if we
2 are going to exercise eminent domain, if we don't

3 do it against homeowners that, you know, don't
4 want to move, which we understand people don't
5 want to move, then can we do it just by exercising
6 eminent domain issues against the vacant areas?
7 Which then to me just seems across the board
8 something that's more doable. It doesn't incur
9 litigation. It to me seems to make more sense.
10 That's the discussion.

11 CHAIRMAN GREEN: Is that -- I mean, I'll open
12 it to public comment, because I didn't want to
13 interrupt your presentation.

14 MR. GORMAN: Certainly. Let's open -- open
15 up to public comment.

16 CHAIRMAN GREEN: Okay. Public comment?

17 MR. GEORGE: I haven't heard -- seen the
18 presentation what the alternatives are.

19 MR. GORMAN: That's fine. I've got all --
20 now let's hear the presentation of the
21 alternatives because that's all I've got to say
22 for the time being.

23 MR. WUELLNER: Battery's bad or the mic's not
24 good, I can't tell either way.

25 MR. MARTINELLI: Was there a public comment?

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1 CHAIRMAN GREEN: Well, no. Ed has the
2 alternatives.

3 MR. COX: We kind of jumped ahead of the --

4 MR. GORMAN: That's fine. I just --

5 CHAIRMAN GREEN: -- left the room.

6 MR. COX: I thought you told him to go up
7 forward.

8 MR. GORMAN: I wanted to get that out,
9 because that has to be -- that has to be
10 discussible before the alternatives, as far as I'm
11 concerned. But, sorry.

12 MR. WUELLNER: Still requires a battery.

13 MS. LOUNGEWAY: Before we look at the south
14 GA area, we wanted to just spend a moment looking
15 at some further development of corporate hangars
16 in the north -- northeast area in between Grumman
17 and the recent corporate hangars that were
18 constructed.

19 Alternative A includes the addition of 12 new
20 corporate hangars. It requires a minor relocation
21 of Hawkeye View Lane. And the area on the east
22 side of Hawkeye View Lane does kind of border a
23 channel off of the river. So, to get permits to
24 construct in that area is a little bit more
25 difficult than areas that do not touch the open

1 river.

2 And the other kind of key thing is we worked
3 this alternative around the existing retention
4 pond, and there is some area there that we could
5 expand that pond to allow for that other
6 development.

7 Alternative B kind of shows double the
8 development with 24 corporate hangars. Some of
9 them are nearly double the size of the
10 alternatives in A. You can see we did not, in
11 this alternative, preserve the existing retention
12 pond. And it requires a fairly large relocation
13 of Hawkeye View Lane and at least double or triple
14 the impacts of wetlands on the side of the channel
15 from the river.

16 Thus far, a comment from the Technical
17 Advisory Committee and from the board members that
18 were at the -- the last workshop, the preference
19 was for -- to kind of follow through with
20 Alternative A and carry that forward. And be
21 happy to take any other comments on that.

22 Okay. Going on to the south GA area,
23 Alternative A, when we looked at developing it,
24 we -- this concept says what is the maximum amount
25 of hangars and development we can get in the area?

1 This alternative shows an apron on the east side
2 of approximately 53,000 square yards.

3 It shows the addition of an FBO kind of at
4 the end of where Estrella and Indian Bend is now;
5 a couple of corporate hangars that would kind of
6 be supportive of the FBO along Estrella between
7 the future FBO and the maintenance.

8 It shows T-hangars and box hangars
9 predominantly on the -- the west side of the
10 development. We preserve an area for future admin
11 expansion as needed. We provide a community
12 education facility along U.S. 1, just south of
13 Indian Bend Road. So, those are some of the key
14 aspects of that alternative. And this just shows
15 the existing property line and the lots that
16 remain to be acquired in order to go forward with
17 that development.

18 Alternative B was, as it's shown currently,
19 is in response to Mr. George's request to go ahead
20 and phase one of the alternatives. What we have
21 done was take the original alternative, which
22 shows all the developments listed up there, 115
23 T-hangars, 36 box hangars, 9 corporate hangars,
24 and about 68,000 square yards of apron, and we

25 have phased it. And the phasing was based on the

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1 boundary of Casa Cola and Indian Bend Road going
2 up towards Estrella Drive. And that would be
3 Phase 1.

4 Phase 2 would be the rest of the development
5 into -- towards the channel and out towards
6 U.S. 1. In this one, we have the FBO shown on the
7 east side of the apron and the community center
8 located next to the FAA control tower. It's a
9 little hard to see, but there is a -- a vehicular
10 road that would follow along the south side of the
11 development and along the -- the channel to
12 provide access to the hangars on the south side
13 and to the FBO. And that shows the property line
14 as it is today.

15 MR. GORMAN: That's current to --

16 MS. LOUNGEWAY: That's current. That was
17 based on Ed's comments this afternoon -- this
18 morning.

19 MR. GORMAN: Thanks. Good.

20 MR. JUFKO: Told you it's possible.

21 MS. LOUNGEWAY: Alternative C takes kind of a
22 totally different look and says that the only
23 facilities that absolutely could not be touched

24 were the newest of the T-hangars, the tower, that
25 area. But some of the older T-hangars and

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1 port-a-ports could be removed or replaced with
2 facilities in -- in another location.

3 So, kind of taking that into account, we
4 placed the apron area on the east side closest to
5 the taxiway, placed the FBO along the western
6 boundary, kind of behind where we are today,
7 allowed for some FBO and corporate hangars along
8 the edge of the apron, and then kind of split the
9 area between box hangars and T-hangars, as far as
10 based aircraft storage.

11 This did allow for about 50,000 square yards
12 of apron and allowed for the potential for a new
13 FBO. And we did place a community education
14 center kind of in the same place as B near the FAA
15 control tower.

16 And so, those are the three alternatives for
17 the south GA area.

18 CHAIRMAN GREEN: Open up to public comment?
19 Dave?

20 MR. KNIGHT: From an air traffic perspective,
21 this particular alternative here offers the best

22 opportunity, because the other alternatives
23 provide such a bottleneck from the control tower,
24 that they cannot see the aircraft taxiing in and
25 out of the taxiway that's located right below the

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1 tower. That's my input.

2 CHAIRMAN GREEN: Any other public comment?

3 MR. MARTINELLI: Yeah.

4 CHAIRMAN GREEN: Go ahead.

5 MR. MARTINELLI: Going back, if I may comment
6 on Jack's presentation? Is now --

7 CHAIRMAN GREEN: Yeah. The whole thing's for
8 public comment, right.

9 MR. MARTINELLI: I really empathize with your
10 thoughts, Jack, on displacing folks, especially
11 older folks. I'm there myself. And, you know, I
12 wouldn't like it if somebody displaced me.

13 But on the other hand, all through my life,
14 I've -- I've had to realize that progress is
15 inevitable. And what happens in a situation like
16 this, you can go along Jax Beach, along First
17 Avenue on Jax Beach, and you can see some homes
18 there that are still standing and all around them
19 is all kinds of development.

20 And if I had a choice of whether or not I'd

21 want to move or live in that situation where --
22 and I transpose that into this situation, where I
23 would have airplanes and trucks and all kinds of
24 activity going right next door to me, and that's
25 the way I'm going to finish out my -- my years, I

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1 think I would probably opt to move.

2 So, I know it's a tough decision, but as you
3 look at it and you -- you live there, think ahead
4 as to what would happen if your home is still
5 there, and you're still living there, but you're
6 an island unto yourself, and there's all kinds of
7 commercial activity going on all around you.

8 That's not the peace and quiet that you would
9 want to spend your final years in. That's my
10 opinion on that one. So -- and as far as your
11 alternatives here, if I may go back to your
12 alternative with the -- the -- I guess it's -- no.
13 Is that -- that's the first one, right?

14 MS. LOUNGEWAY: Yes.

15 MR. MARTINELLI: Yes. Contrary to what my
16 friend David said here, I know it's difficult from
17 the tower's point of view, but maybe you'll get
18 ground radar. But anyway --

19 MR. GEORGE: Satellite cameras.

20 MR. MARTINELLI: -- this -- this appears to
21 be the most efficient layout from a cost
22 standpoint. Not displacing hangars, not tearing
23 down hangars. There's still -- I know some of
24 those old -- older hangars need a lot of
25 maintenance. But nonetheless, in the old

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1 terminology of my profession, that's a sunk cost;
2 you've already spent that money, so capitalize on
3 it; don't throw it away. That's a thought I have
4 on that.

5 CHAIRMAN GREEN: Thank you. Yes, ma'am?

6 MS. WILLIS: There are different ideas on
7 what progress is. And not to your surprise, I
8 would not agree with you on pushing people out of
9 their homes as being progress. I mean, you can't
10 deny the fact that the airport needs more space
11 and wants more space and that we are on the edge
12 of the airport, "we" being the people in Araquay
13 Park.

14 I rise to commend Mr. Gorman for his
15 sensitivity to the heinousness of eminent domain.
16 I have lived here 72 years. I've been a
17 productive and contributing citizen all my life.

18 And what am I told? Get out. Move. We want to
19 bulldoze and pave.

20 Of course I don't like it. Of course I want
21 to live in my house. And I commend him again for
22 his sensitivity to the fact that there are and
23 there were -- I was holding on to that chair.

24 MR. GORMAN: I'm sorry.

25 MS. WILLIS: I'm an old person.

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1 MR. GORMAN: Go ahead.

2 MS. WILLIS: Just kidding. There were 12
3 people who were over 70, two -- one couple has
4 moved, has sold and left.

5 I would personally be willing to live there
6 with airplanes flying all around. I've lived here
7 all my life, 20 years north of the airport, now 20
8 years south of the airport. So, you know, my --
9 them's my sentiments.

10 CHAIRMAN GREEN: I've still got to have
11 public comment.

12 MR. GORMAN: Okay.

13 CHAIRMAN GREEN: And then continue to let
14 you --

15 MR. GORMAN: I want a little repartee to her,

16 though. I have something to say.

17 CHAIRMAN GREEN: Well, we can do that with
18 board discussion. We've got a lot of public
19 comment here.

20 MS. WILLIS: Jack, I want a copy of your --

21 MS. McELROY: Carolyn McElroy, Araquay Park.
22 I have a couple of things to say. One of them is
23 that we've been approached about being appraised.
24 We have never --

25 MR. WUELLNER: Make sure it's on.

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1 MS. McELROY: Thanks.

2 MR. GORMAN: Well, they turned it on for you.

3 MS. McELROY: I'm going to say something
4 important. We have been approached about being
5 appraised, but we have never officially received
6 anything from the airport, the Airport Authority.
7 We would like to have a official letter with all
8 of the people that are for this on the board. If
9 you're so for this, you should be willing to put
10 your name on a paper that you send to us. And
11 until then, we will not be appraised.

12 The other thing is, if you want to leave us
13 here, like Mr. Gorman so generously offers, which
14 is -- you know, I'm -- that's all right. You will

15 need to be putting some kind of buffer to protect
16 us against pollution and noise and everything,
17 because Araquay Park was there first.

18 CHAIRMAN GREEN: Any further public comment?

19 Yes.

20 MR. CONNER: My name is Robin Conner. I'm
21 with the law firm of Bedsole & Conner in
22 St. Augustine. I represent some of the homeowners
23 out here, including the McElroys. And those of
24 you who live out here or work out here probably
25 know as well as I do that rumors spread out in

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1 Araquay Park probably with a speed which would
2 make the internet envious.

3 One of the rumors floating around, which I
4 cannot -- with my vision and the drawing there, I
5 cannot see it, and it may be just a rumor, but one
6 of them nevertheless is that on the south side of
7 Indian Bend on the strip where the McElroy
8 property is -- and I realize I'm not helping by
9 pointing it -- that there might be condominiums,
10 residential condominiums built or apartments for
11 fly-in people to utilize.

12 And I would -- I'll admit it is a rumor, but

13 I would like to inquire about that, because
14 somebody got it started out there. And I'd like
15 to hear if that has actually been mentioned and if
16 it is within the realm of possibility.

17 MR. GEORGE: Not at one of these board
18 meetings, it has not been mentioned.

19 CHAIRMAN GREEN: Never. Not at a board
20 meeting I've handled.

21 MR. COX: Make them condo hangars, you know.

22 MR. GORMAN: Yeah, that's right. They're for
23 pink elephants, condo --

24 MR. MARTINELLI: There are -- there are
25 navigation considerations that prohibit any kind

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1 of high-rise condominiums.

2 CHAIRMAN GREEN: Yeah.

3 MR. MARTINELLI: And you couldn't build --

4 MR. CONNER: I didn't say high-rise. I said
5 it could be one level. Again, I clearly qualified
6 it as a rumor.

7 MR. COX: Could you show me on the map
8 exactly where you're talking about there, just to
9 make sure? We're not talking about the --

10 MR. CONNER: Right along here (indicating).

11 MR. GORMAN: Certainly not discussed by this

12 board.

13 CHAIRMAN GREEN: No. And you might be
14 confused with the Ponce. I mean, the rumors may
15 have been mushed into what the Ponce is doing
16 versus what the board's doing and what the
17 airport's been doing.

18 MR. GEORGE: I've been -- I've been to every
19 meeting for a year and a half, and I've never
20 heard that brought up.

21 MR. CONNER: I took it to be more than street
22 rumors than I did internal ones.

23 MR. GEORGE: Right. The only thing the
24 Chairman said was there was some discussion with
25 the Ponce people about rather than losing the golf

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1 course, turn it into a fly-in community, and then
2 they would have fly -- use our runways and taxi
3 over close to the actual Intracoastal waterway to
4 get back into their development. But that's the
5 only thing that I've ever --

6 MR. CONNER: Thank you.

7 CHAIRMAN GREEN: Thank you.

8 MR. CONNER: Just a question. What qualifies
9 as elderly, by the way? Because in your letter --

10 MR. GORMAN: In my letter?
11 MR. CONNER: Yes. It makes me nervous.
12 MR. GORMAN: What qualifies as elderly?
13 Anyone of the -- I would say 65 or retirement age.
14 Anybody eligible for Social Security. Let's
15 qualify it.

16 MR. CONNER: Okay. Thank you.

17 CHAIRMAN GREEN: Further public discussion?

18 (No further public discussion.)

19 CHAIRMAN GREEN: Seeing none, board
20 discussion? Jack.

21 MR. GORMAN: Let me -- let me just beat up
22 Mrs. Willis for a second. We'd much prefer that
23 you -- we could move you and your trees. That
24 would be the preference. If it's done it
25 before -- it worked before, now. So, we'd much

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1 prefer to do that, because then that would be
2 the -- the best -- of the greater good, that would
3 be the best. Hopefully, you would be happy doing
4 that. I mean, move the trees, move Mrs. Willis,
5 move the -- the sun will shine on you.

6 However, the buffers are the key issue. If
7 you leave people in the area, the buffers are the
8 key issue. And if you did leave people in the

9 area that were adjacent to it, all of a sudden,
10 you get in a situation where if you're not going
11 to exercise eminent domain against someone that is
12 going to live there, my own thoughts are you're
13 going to get -- have to get -- the airport would
14 have to get a concession that they'll abide by
15 minimum buffers.

16 And we're talking about observable 30 feet,
17 I'm told. I'm told that in this state, minimum
18 buffers have been observed at 30 feet. Now, I
19 can't --

20 MR. COX: Define "buffer." Buffer for what?

21 MR. GORMAN: Buffer means the space between
22 the house and the airport, the actual --

23 MR. COX: Sound buffer, safety buffer?

24 MR. GORMAN: Well, hopefully both. Hopefully
25 both, in other words, but a buffer --

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1 MR. JUFKO: A space.

2 MR. GORMAN: -- a space. A space. I'll ask
3 LPA on that. A space buffer. I mean, it's not
4 perfect, no.

5 CHAIRMAN GREEN: Any other board discussion?
6 Joe?

7 MR. CIRIELLO: Well, as everybody knows, I've
8 been against this from the get-go. To me, the
9 word "eminent domain" is a dirty word. I think
10 it's a lousy law and it's misused for its original
11 intent.

12 But Victor was making a comment about
13 progress is inevitable, and he's right. But when
14 you're talking about progress in this instance, I
15 think you've got to decide who's more important.
16 I don't mean this personally, Victor, but is
17 Victor and his airplane more important than
18 Mrs. Willis and her home and her life and all of
19 the things that she's put into that since she's
20 been there? I say no.

21 And this is -- if -- for this airport to
22 progress and expand, it -- at the expense of
23 somebody's life and their home and their personal
24 rights, I think is wrong. And -- and I just don't
25 like it.

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1 MR. GORMAN: Joe? Can I say one thing to
2 Joe? Okay. I -- I just purported a plan. And
3 whether it works or not, I don't know. It's just
4 for discussion, where you're not disposing people,
5 where you're -- you're just -- if you are

6 exercising eminent domain, it's on vacant lots.

7 It doesn't dispose or displace anybody.

8 Whether or not it would work perfectly, I

9 doubt it will work perfectly. Whether it is a

10 compromise, yes, it is a compromise. That's the

11 discussion point.

12 MR. CIRIELLO: Well, I understand what you're

13 saying. If -- Mr. Ed, correct me if I'm wrong.

14 Haven't I mentioned to you in private meetings

15 before about building around these people, and if

16 somebody wants to live right smack next to a

17 hangar, with a big loud airplane, that's their

18 right and it -- and to build all around them is --

19 and I think I've even mentioned here at this board

20 that we would have a funny buildout with hangars

21 and zipping around houses and stuff. But I was

22 right along, always saying, leave the people here,

23 and if they want to put up with the noise and all

24 of that junk, then more power to them.

25 So, in -- in effect, I'm on the same page as

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1 Jack is. You know, leave the people alone. But I

2 can't see anything wrong with taking a vacant lot,

3 you know, or something, or a house that's burned

4 down. It's of no use. You know, you're not
5 disrupting a life there. It's gone.

6 MR. GORMAN: And I -- and I counterpoint, I'd
7 say, but the airport cannot afford to not use this
8 land. We have to build hangars. We need to get
9 off the ad valorem taxes, and the way to do that
10 is run it as a business. So, it's going to be a
11 comprom -- I see it as a compromise. I see what
12 I'm saying as a compromise. Is it the best
13 compromise? Probably not. Is it the best
14 business compromise? That remains to be seen.
15 It's just a compromise.

16 CHAIRMAN GREEN: And I was going to ask
17 Mr. Burnett, because when this agenda item showed
18 up on the calendar, I wanted to have the, albeit
19 brief, but legal concept of what we, as the
20 airport, would face with having displaced -- I
21 don't mean -- but a home next to a hangar, the
22 cost of buffers, nuisance lawsuits, whatever else
23 is going to erupt. It may be inverse condemnation
24 problems. I mean, I just want to make sure that
25 everyone knows on this board what the hazards are

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1 by piecemealing this, and also the cost.

2 And I think we had this presented by Mark

3 Arnold, or maybe it was Mr. Wuellner. If we
4 piecemealed the eminent domain procedures, the
5 cost or the time of getting it through the county
6 was huge. So, that -- that's the problem with
7 only taking some at certain times. So, it delays
8 and prolongs cost. But I wanted to hear from the
9 attorney about it.

10 MR. BURNETT: I'll say a few things. And --
11 and for Mr. Gorman and Mr. George and
12 Mr. Ciriello, this will be a repeat of some of my
13 comments from the workshop. But one problem is,
14 is I don't foresee the County's going to be the
15 airport's partner in litigation, if you will. And
16 we do have one county commissioner that's a pilot,
17 Commissioner Maguire. I don't know the rest of
18 them's dispositions related to air -- aircraft.

19 But if -- if what happens is the airport
20 decides that through this area (indicating), to go
21 ahead and create hangars and open this up
22 (indicating), we can't go past Araquay Avenue, I
23 don't foresee, because there's a home here
24 (indicating).

25 And the problem that you will get into with

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1 the County -- and knowing the County Attorney and
2 the conservative advice the County Attorney gives
3 to the Board of County Commissioners on these
4 types of issues, is this home has used for access
5 through this direction and down Araquay Avenue
6 (indicating). And so, to vacate this road
7 presents a problem to the Board of County
8 Commissioners, because this person has previously
9 used this road for ingress and egress
10 (indicating).

11 MR. GORMAN: Again, a compromise and a
12 negotiation. If you don't exercise eminent domain
13 now against those people, you can allow them to
14 live there and possibly they may have to accept a
15 different access. That would be my idea.

16 MR. BURNETT: Certainly. And I think that --
17 you would have to --

18 MR. GORMAN: I understand.

19 MR. BURNETT: -- negotiate that with these
20 other property owners that would still be in
21 existence.

22 The other thing is the noise complaint.
23 Obviously, you'd have to negotiate as part of that
24 a way to deal with the noise from aircraft coming
25 down through here in this area and taxiing

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1 (indicating).

2 The other is your land acquisition cost.

3 You're still going to have to at least start the
4 proceeding against this property (indicating),
5 which is appearing there -- I'm not sure it's not
6 actually a little larger than that -- which is the
7 one where the mobile home burned down, as you --
8 as you heard. Excuse me, not a mobile home.

9 MR. WUELLNER: Yeah, it was. Yeah, it was.

10 MS. McELROY: It was a house.

11 MR. BURNETT: A house. The house burned down
12 right here (indicating). That still is going to
13 be something that you're going to probably
14 exercise your eminent domain powers just to get
15 this area all freed up for your movement
16 (indicating).

17 And then you've already exercised eminent
18 domain power for this property acquisition
19 (indicating). And then as Mr. -- as I guess the
20 phrase was used previously, you've got a piecemeal
21 issue of whether or not to take -- why not just go
22 ahead and take it all and finish it at one time.

23 And I understand the human aspect of this. I'm
24 just strictly telling you the legal aspect.

25 And again, the bigger -- the big issue that

1 you're going to have is vacating the roads. And,
2 in fact, you may have -- even if, going back up to
3 here (indicating), if you can't negotiate
4 something with all of the property owners, you may
5 have a difficult time from the County even
6 vacating this area up here (indicating).

7 MR. GORMAN: Again, the point being, it --
8 it's a compromise. But if someone didn't want to
9 move, it would be a nice option for them to,
10 listen, we're going to have to move your access.
11 But that way, we don't have to exercise and
12 entertain -- I'm trying to come up with a solution
13 where -- where -- the airport is getting some
14 terrible press. I mean, and maybe rightly so.
15 Maybe -- but it's terrible.

16 And you know, the -- maybe the least worst,
17 maybe the most best, let's move our English
18 around, whatever we can do. I just don't know. I
19 mean, it needs to be discussed.

20 I just -- I can't believe that you can
21 quitclaim, whatever the terminology was, a house
22 from somebody. I just, in my heart of hearts, I
23 believe we're going to be stuck with litigation
24 against that of failing to disclose this, that,

25 the other thing, if -- without -- without the

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1 human aspect being in the equation. So, I mean,
2 why can't we negotiate this thing? That's my
3 point. With that, I'll end it there and I'll
4 leave it to the experts.

5 CHAIRMAN GREEN: Doug?

6 MR. BURNETT: Well, most times, the only
7 issue you'll ever hear in an eminent domain
8 proceeding is how much the property acquisition is
9 going to cost. And one thing that I talked about
10 in the workshop is, I don't think anyone's ever
11 seen DOT stop building a roadway because they
12 couldn't acquire the property for the roadway.

13 I don't even think -- I don't believe that
14 Mr. Conner would represent to you that that is --
15 that that situation is anything but the way I've
16 stated it. Eminent domain is a thing that occurs
17 all the time throughout our state, the -- or the
18 power of eminent domain which results in
19 condemnation.

20 The only issue is whether it serves a public
21 purpose. And I guess the one thing that was being
22 alluded to related to condos is perhaps that's not
23 a public purpose. But, obviously, as we've seen

24 from the -- from the -- the planning and the
25 intended use of this property for T-hangars and

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1 other facilities which would support the airport,
2 clearly is going to be a public purpose, which
3 that will never enter the equation then.

4 CHAIRMAN GREEN: Mr. George, do you have any
5 comment?

6 MR. GEORGE: Mr. Burnett, could you quantify
7 in dollars and elapsed time what you think it
8 would cost, and how much time it would take to get
9 the board all of the protection that if someone
10 was left there, that they would vacate their
11 rights to sue us for noise, sue us for, you know,
12 whatever, that the County would in fact give us
13 the roads that we need for development?

14 What I'm getting at is, if we come up with
15 all of this and it says we have an exposure of
16 \$400,000 that it could cost us in delayed
17 construction costs and everything, then that's
18 \$400,000 that the rest of the taxpayers or the
19 County is going to have to do just to let, you
20 know, one or two people, you know, remain there.
21 Is that a feasible thing to do or --

22 MR. BURNETT: A framework for that could be
23 accomplished, but I'll give you one practical
24 problem that I think you'd find. And let's just
25 take any property owner in this area.

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1 If that property owner negotiates with the
2 airport that they want a life estate to be able to
3 live -- live the rest of their days in -- at their
4 property, you could easily hit a 40-year time
5 period before the airport could -- would then have
6 control over this property.

7 Is that -- and so that may be a stumbling
8 block for the airport that the airport's not
9 willing to agree to, someone to have the potential
10 to be able to stay in any of these parcels for 40
11 years, considering what your plan is for all of
12 this property.

13 And that would be a logical thing that I
14 could see coming from anyone who's represented by
15 an attorney who's a property owner who starts to
16 begin in those type of negotiations, that, okay,
17 we would like to take this area, but you waive
18 your right to claim any type of noise problem or
19 any type of right to this -- to this roadway.

20 That gives us some -- some safety, but I think the

21 thing that you're going to hear in there is also
22 negotiations related to the time period to which
23 they want to stay there, if they were to agree to
24 it.

25 MR. CIRIELLO: Well, how many homes are we

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1 actually talking about --

2 MR. GEORGE: Three.

3 MR. CIRIELLO: -- with people living in them
4 right now?

5 MR. GEORGE: Three. I thought three.

6 MR. WUELLNER: No, it's more than three.

7 MR. BURNETT: I was hearing in the audience
8 there's one in --

9 MR. WUELLNER: Yeah.

10 MR. BURNETT: -- excuse me, this area
11 (indicating).

12 MS. WILLIS: A lot more than three.

13 MR. CIRIELLO: Mary is one of them.

14 MR. GEORGE: Mary is -- Mary is -- Mary is
15 west of Casa Cola.

16 MR. GORMAN: Exactly. We're talking about an
17 initial development area. Let's not obscure this
18 issue --

19 MR. GEORGE: Oh, okay.

20 CHAIRMAN GREEN: Excuse me. We have a court
21 reporter that can't take -- okay, one at a time,
22 please. And it is board discussion, so I need to
23 keep it to --

24 MR. CIRIELLO: Well, what I'm getting at is
25 Mr. -- Doug mentioned the 40 years. I want to

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1 know if these -- any of these people that we are
2 after are young enough to live that much. We're
3 talking about people here that we're trying to
4 dispose, up into the 70's.

5 CHAIRMAN GREEN: Turn around, Joe. She's
6 right behind you.

7 MS. ANGYALFY: I might live awhile.

8 MR. WUELLNER: Hoping. She's hoping, anyway,
9 to live --

10 MR. CIRIELLO: I'm going to live another 40
11 years myself, but...

12 CHAIRMAN GREEN: I just need, if,
13 Mr. Burnett, was there anything else we needed
14 to --

15 MR. BURNETT: I don't believe so, unless
16 there's any questions.

17 CHAIRMAN GREEN: No. And I don't think --

18 this wasn't an action item. This was a discussion
19 item, informative. So, Mr. Cox, since you -- you
20 have not spoken. So, I'm trying to allow everyone
21 to say something, but we don't need to spend -- we
22 had a workshop on this for four hours, so...

23 MR. COX: We had a long discussion several
24 meetings ago about board members making interviews
25 to the paper, not claiming themselves as board

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1 members, but I see Joe's picture in the last deal.
2 I just -- I don't know. I guess we'll have to
3 discuss that at a later date.

4 But anyway, you know, it's unfortunate that
5 the eminent domain issue is such an emotional
6 issue, and it is. And I wish we didn't have to
7 contend with it, but you -- everybody on the board
8 is going to have to come to terms with the fact
9 that we represent every citizen in the county, and
10 the airport issue goes to what affects every
11 citizen in the county, and unfortunately, and not
12 to be crass about it, not represent a special
13 interest group of 12 to 15 people.

14 And that's what's happening, I'm seeing, as
15 opposed to representing the best interest of the

16 county. And you guys have both said, yeah, we
17 need to expand. Joe suggested we need to get a
18 different runway to help with all of the traffic
19 that we're going to get, and et cetera, et cetera.
20 We can't do that unless we represent the issues of
21 every person in the county.

22 So, I just -- and I don't need any comment
23 from it; I'm just saying and throwing this out
24 rhetorically as a comment and -- and something for
25 you to think about. But we have to keep in mind

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1 that these issues affect the whole county and not
2 necessarily just a certain section of the county
3 around the airport.

4 We're -- we're not here to just discuss and
5 represent just the airport issues. We're
6 representing every citizen in the county.

7 MR. GORMAN: It's a costly philosophy, sir,
8 and I agree with you totally.

9 CHAIRMAN GREEN: Okay. I'm going to --
10 Mr. George, one short comment, and then we'll
11 close discussion.

12 MR. GEORGE: I have a -- I have a motion to
13 make.

14 CHAIRMAN GREEN: Okay. Is it on this issue?

15 MR. GEORGE: Yes. Right.

16 CHAIRMAN GREEN: I don't think we were
17 asked --

18 MR. GEORGE: Oh, yes.

19 CHAIRMAN GREEN: All right. Well, then if
20 you have a motion.

21 MR. GEORGE: Okay. I'd like to make the
22 motion that we give Staff the direction to proceed
23 with the appraisals for the acquisition of all of
24 the properties; that they work toward the vacant
25 properties -- I'm sorry. This is Casa Cola east.

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1 We work toward the acquisition of the vacant
2 properties in just the normal course of -- of the
3 eminent domain.

4 The properties east of Casa Cola that have
5 families, then I would like for Staff and
6 Mr. Burnett to sit down with them and see if they
7 can negotiate acceptable terms that will protect
8 the airport, that will protect us from lawsuits,
9 that will allow us to do the roads that we want to
10 do the roads, and have the property available to
11 us on a time frame that we might need down the
12 road.

13 If they cannot effectively and economically
14 negotiate those terms, then I have -- think we
15 have to proceed with acquisition.

16 CHAIRMAN GREEN: I'm not sure that -- I know
17 there's a motion. Is there a second on the
18 motion? Hearing no second, the motion dies.

19 MR. GORMAN: Well -- what?

20 CHAIRMAN GREEN: I don't think that there was
21 any request by Staff. I think they're doing -- we
22 already voted on that and they're going forward
23 with whatever they need to do for east of Casa
24 Cola.

25 MR. GEORGE: It was my intent to stop all of

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1 these discussions of every -- every board meeting
2 we have another hour.

3 CHAIRMAN GREEN: I agree.

4 MR. GEORGE: And every paper that comes out,
5 there's another two hours. I was trying to get
6 what I thought was the feeling of the board
7 down --

8 CHAIRMAN GREEN: Well, I think that direction
9 is -- I mean, they are negotiating. And I don't
10 think -- no offense, Doug; it's whoever's doing
11 the eminent domain litigation part of it is

12 actually trying to either get appraisals or work
13 out negotiations as you would normally do.

14 MR. GORMAN: I think we might have
15 capitulated on his second a bit early. I mean,
16 that is not a bad idea.

17 CHAIRMAN GREEN: There wasn't an amendment.

18 There was a motion and it wasn't seconded and --

19 MR. GORMAN: Well, I was reflecting on it,
20 myself.

21 CHAIRMAN GREEN: Well, we had discussion
22 afterward and it died for just lack of a second.

23 If you want to file another motion --

24 MR. GORMAN: It died in a millisecond. I
25 would like to hear his motion again. If I

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1 would --

2 CHAIRMAN GREEN: Read it back? Thanks.

3 (Whereupon, the motion was read by the court reporter.)

4 MR. GORMAN: And I would second that, see?

5 I'm sorry.

6 CHAIRMAN GREEN: Yeah. Now we'll have
7 discussion here, because --

8 MR. GORMAN: I'm sorry, but --

9 CHAIRMAN GREEN: -- there's been a second.

10 Discussion.

11 MR. COX: Question: Is that going to make,
12 for the airport, either Ed or Doug, so onerous
13 that you could actually not practically
14 administrate that -- that direction?

15 MR. WUELLNER: Well, I think you've -- I
16 mean, I'm hearing from -- at least from
17 Mrs. McElroy, that she's not going to allow even
18 the appraisal part of it.

19 And -- and, I mean, I don't know what the
20 ramifications of that -- that decision are or not,
21 but I know that you commissioned, whatever it is,
22 ten -- nine or ten appraisals that are due to be
23 completed within the next several weeks, and that
24 information communicated back to the board for
25 discussion and resolution relative to offers being

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1 tendered based on those appraisals to those
2 owners.

3 That's -- that's where it is currently. That
4 doesn't presuppose we -- we couldn't attempt
5 individual discussions with -- with occupied
6 residents.

7 MR. BURNETT: And if I may jump in real quick
8 and offer one thing. Perhaps we're early to be

9 making a -- having a motion with all respect to
10 the board members, until we have the appraisals
11 and it's back here on that agenda item, to discuss
12 the results of those appraisals.

13 Those -- the results of those appraisals may
14 in fact change how people view their property, how
15 they're counseled by an attorney related to the
16 value -- valuation of their property, and the
17 legal impacts of going forward or -- or causing
18 the airport to go forward with an action to take
19 the property.

20 The other thing is --

21 MR. GEORGE: The purpose of the -- of the
22 motion was to give you some direction on how I
23 thought the board felt on the direction that you
24 should go. For us to wait until the property
25 appraisal values come in, if we're trying to

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1 displace one individual, I don't care if his
2 property is appraised at a million dollars or a
3 hundred dollars. We're trying to work something
4 out with that individual.

5 That would be part -- as far as I'm
6 concerned, that would be part of your negotiations

7 to see if something can come up that will protect
8 the board and give us the ability to go down the
9 road.

10 CHAIRMAN GREEN: And still get it passed by
11 the commission.

12 MR. COX: But if the appraisal comes --
13 that's what he's saying, is if the appraisal comes
14 in at something that the person is acceptable to,
15 then --

16 MR. GEORGE: That's part of his negotiation.

17 MR. COX: But your motion takes that out of
18 their hand, isn't it? You're -- you're entering
19 into other negotiations around the appraisal of
20 the property.

21 CHAIRMAN GREEN: He's saying just to wait
22 till the appraisals come in so then --

23 MR. COX: Exactly.

24 CHAIRMAN GREEN: -- that's another part of
25 the negotiation. They could say, "That's great;

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1 I'll agree to all of that, but I don't know what
2 I'm getting for my property yet; I'm not sure."

3 MR. COX: You're removing that -- you're
4 removing that tool that the airport has --

5 CHAIRMAN GREEN: Or, "We don't know what we'd

6 have to pay for it."

7 MR. GEORGE: Yeah. I see what you're saying.

8 MR. BURNETT: And -- and the other comment

9 is, is at that meeting, I was planning on having

10 Mark Arnold from our office here. Mark Arnold, as

11 you'll recall, is the attorney that would be

12 representing the Authority in those condemnation

13 suits.

14 CHAIRMAN GREEN: All right. Any further

15 board discussion?

16 (No further discussion.)

17 CHAIRMAN GREEN: There's a motion that's been

18 seconded on the table. All in favor of the

19 motion, say aye.

20 MR. GEORGE: Aye.

21 MR. GORMAN: (Indicates aye.)

22 CHAIRMAN GREEN: All opposed?

23 MR. CIRIELLO: No.

24 CHAIRMAN GREEN: No.

25 MR. COX: No.

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1 CHAIRMAN GREEN: Three to two, the motion has

2 been defeated. Next agenda item?

3 MR. GORMAN: Did you understand that, the

4 motion --

5 MR. CIRIELLO: Was there three no's or two

6 no's?

7 MR. WUELLNER: Three.

8 CHAIRMAN GREEN: Three.

9 MR. CIRIELLO: Two to three then. Okay.

10 CHAIRMAN GREEN: The no's noted were Mr. Cox,

11 Ms. Green, and Mr. Ciriello.

12 MR. CIRIELLO: Okay.

13 CHAIRMAN GREEN: The yeas were Mr. George and

14 Mr. Gorman, as far as the motion goes.

15 I don't think that precludes any

16 negotiations, whatever you need to do, what you

17 need to do to talk to these homeowners and try to

18 work out something.

19 MR. GEORGE: But we have effectively not

20 given direction of what we're going to do in

21 Araquay Park, so --

22 MR. GORMAN: Correct.

23 MR. GEORGE: -- it's probably another month.

24 MR. GORMAN: Correct. Which is a problem.

25 CHAIRMAN GREEN: We need the appraisals.

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1 MR. GEORGE: That's fine, if that's what you

2 guys want to do.

3 CHAIRMAN GREEN: Next agenda item?

4 7.G. - INITIAL STAFF BUDGET PRESENTATION

5 MR. WUELLNER: I think our next agenda item

6 is an initial look at the budget here, and I think

7 that's on the other machine here. Let me...

8 (Pause in the proceedings.)

9 MR. WUELLNER: All right. Hopefully I've got

10 everything open that needs to be here. You can

11 see we've changed formats somewhat dramatically

12 this year, attempting to do a couple of things.

13 One, bring the format into some much more logical

14 organization; and secondly, to allow a very easy

15 tie into the financial statements and the

16 organization of the Authority's accounting system

17 as we move forward beyond this fiscal year.

18 We've continued to provide, in most of the

19 sheets we'll show you here today, a comparative to

20 last year's information. So, you'll have the

21 03-04 column there that gives you last year's

22 budget related (indicating).

23 MR. GEORGE: Okay.

24 MR. WUELLNER: There's absolutely no -- no

25 way I can give you other than year-to-date

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1 numbers --

2 MR. GEORGE: Right.

3 MR. WUELLNER: -- which I don't think are
4 particularly meaningful in getting there. We've
5 considered the year-to-date numbers -- just as a
6 frame of reference, we've considered the
7 year-to-date numbers when looking at the proposed
8 2004-2005 proposals.

9 Home revenues, what we'll -- I've got
10 individual breakdowns of this, and I'll go through
11 it here in a second, but -- but the highlights of
12 this sheet -- and we'll continue to bounce back
13 and forth on a couple of them.

14 This sheet basically summarizes the entirety
15 of the budget into the key areas of operating
16 expenses and essentially nonoperating expenses
17 (indicating). Revenues derived on the airport,
18 which in our case primarily take the form of
19 leases, are projected to generate next year
20 \$1,473,000 and -- and a little bit of change
21 there, which is a significant increase over last
22 year's total revenue picture.

23 Non-operating revenues, which include cash
24 forward, which is largely your reserve account
25 balances, and also any cash that is committed to

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1 capital projects that are unlikely to complete
2 within the current fiscal year.

3 Interest on any money sitting in SBA loan
4 balance. State and federal grant dollars, we're
5 not considering operating revenues, as they're
6 tied directly to capital budgeting. And then I
7 also show for purposes of budget calculations last
8 year's ad valorem millage, which is this .236 --
9 looking little for me, too, but I think it's .-660
10 (sic) which generated \$2,954,457.

11 Assuming the board's posture would be like
12 that of last year, which was to take the rollback
13 rate; in other words, use a total of tax revenues
14 generated last year moving forward into this year,
15 we held that number. I do not know what that will
16 compute into millage and will not know for another
17 several weeks. It won't -- you know, it won't --
18 that will just be what the rolled-back number is
19 when you get to that point. The total -- the
20 total amount of dollars is still there.

21 Looking down to the expense side
22 (indicating), and again, I've got details I'll
23 show you as we go, salaries and expenditures, I
24 give you the net, just the two right-hand columns,
25 to give you a hint. One's the difference, the

1 actual dollar difference with negative numbers, in
2 other words, reductions in the budget, reductions
3 in the expenditure being shown in red. And then
4 it shows you, also calculates the percentage
5 change over last year's budget.

6 But you can see salary and benefits and taxes
7 and all of that stuff that relates to it, it's a
8 net increase of 9.19 percent. Primarily driving
9 that cost -- it's not hard to see here, is the
10 benefit cost. Primarily driving the benefit cost
11 almost exclusively is the cost of health
12 care-related insurance, not terribly outside the
13 norm.

14 Operating expenditures, that's summarized.
15 Again, I've got a detail for you. But you can see
16 there's a net reduction in expenditures. We've
17 carefully combed last year's budget, compared to
18 the expenditures. A significant portion of the
19 operating expenditure reduction, about a hundred
20 thousand dollars right off the bat is directly
21 related to the offset in revenue, related to
22 rental homes that would be eliminated from
23 inventory and their associated expense related to
24 the -- primarily east of Casa Cola. And, again, I

25 can detail that as we move forward.

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1 Nonoperating revenues account for the debt
2 service, projected debt service on -- on the
3 Authority's borrow, reserves being reserved at
4 \$2.1 million going into next year. That's a
5 significant increase over last year, which we'll
6 explain where we got some of those numbers. And
7 equipment in capital, and construction estimate,
8 or construction project capital improvements, the
9 capital side equating to about \$14 million.

10 So, total budget projected at this point, if
11 no changes were made, would be approximately
12 \$15,710,000 budget. That's about a 13 percent
13 reduction from last year, but in fairness, the
14 total budget is largely comprised of the capital
15 development program, and as a result, I think for
16 comparative purposes, that doesn't mean a whole
17 lot to you.

18 Now, interesting numbers, there's two little
19 numbers directly -- well, kind of highlight them
20 here for you. This here (indicating). The
21 \$45,700.10. I'm happy to report for the first
22 time that I'm aware of in Airport Authority
23 history that the operating revenues derived on the

24 airport, that being from lease income, the only
25 operating revenues we have for the first time

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1 offsets all operating costs of this airport and
2 begins to contribute \$45,000 to the capital
3 program. So, for the first time in history, the
4 Airport Authority is covering its own operating
5 cost and is now solely using ad valorem and in
6 fact is contributing its own Airport Authority
7 revenues, revenues derived on property, toward the
8 capital program. That's a huge milestone here.

9 MR. COX: Good show.

10 MR. GEORGE: Absolutely. Congratulations.

11 MR. GORMAN: My question?

12 MR. WUELLNER: Yes, sir.

13 MR. GORMAN: Does that computation include
14 the cost of the personnel?

15 MR. WUELLNER: Yes, it does.

16 MR. GORMAN: Cost of materials and overall
17 rental?

18 MR. WUELLNER: Yes, it does.

19 MR. GORMAN: In other words, this is a total
20 summation.

21 MR. WUELLNER: This is a total summation.

22 It's 40 -- currently projected at just under
23 \$46,000 contributing to capital for the first
24 time. It's one of the reasons we set this
25 presentation up this way, is once and for all, to

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1 clearly delineate and distinguish those costs.

2 Still doesn't like it? Is that what --

3 MR. GORMAN: Well, I like it.

4 MR. GEORGE: Somebody said he didn't believe
5 it.

6 MR. WUELLNER: Well, let's -- let's walk
7 through it. Here's your revenue numbers
8 projected. You have eight -- there will be eight
9 homes remaining in Araquay Park, generating
10 \$59,700. And I sure would have made this type
11 bigger if I knew I wasn't going to see it that
12 well. Welcome to the rest of you, I know.

13 St. Augustine North, there's a single unit
14 over there at \$12,000 annual revenue. Oak Grove,
15 seven homes over there generating \$43,800, and
16 Jackson Park has two homes technically in Jackson
17 Park at \$15,300 total revenue. It's \$130,800 in
18 home rentals.

19 Going down to the T-hangars, you have 20
20 standard T-hangars which are Rows B and C on the

21 airport that generate \$185 a month for \$44,400.
22 You have three rows of bifold hangars -- pardon me
23 not closing my parentheses there, but you have 36
24 units at \$210 currently, which is \$90,720.
25 Port-a-ports of 30 of them generating \$57,600.

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1 Twin-engine hangars, which is Row A out there, at
2 \$235, generating \$28,200. There's several end
3 units out there, equating to another \$7,200 in
4 additional revenue from T-hangars.

5 Conventional hangars, this is some -- the way
6 I'm displaying this is to aid everybody
7 understanding the distinction between our
8 commercial leases and our corporate hangar leases,
9 and I've set this up so that everybody's
10 completely clear whose hangar is classified as
11 which, which also I think will go a long way in
12 helping the Authority understand the budget, too.
13 Moving that up just a little bit so you can see
14 it.

15 We have box hangars out there, six of them,
16 generating \$450 a month at \$32,400 for the year.
17 There are two 50 x 60 hangars, generating \$19,200
18 a year. And there are three a little larger, 50 x

19 65 units, generating \$32,400 a year.

20 The Sheriff's hangar occupies a hangar; so
21 does Hangar Partners over there. The new Ring
22 Power facility, Infinity Aviation, Luhrs facility,
23 and the old Ring Power hangar, all of which
24 combine to generate \$293,150 in -- in conventional
25 hangar rental. That's those not generating in

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1 business in those facilities.

2 Commercial lease revenues. These are the
3 people who are actually in business that call the
4 airport their home for their business. Most of
5 them pay a higher than -- than storage rate for
6 those facilities or -- and/or have fees associated
7 with their leases.

8 Southeast Aero has projected to have two
9 facilities by the time the new fiscal year comes
10 around. SK Logistics currently over in Hangar 5
11 generates just under \$156,000 a year in rental.
12 North American Top Gun at \$26,7-.

13 FBO generates \$185,000 directly in rent.
14 This does not include flowage fees. We'll get to
15 those in a second. The Aero Sport Hertz lease
16 counter is at \$2,000. Helicopter lease over
17 there, Lighthouse Limo combine for another \$5,000,

18 round number, in rental.
19 Parcels 1 and 2 at Grumman is \$51,500. The
20 North 40 complex, which is just the run-up
21 facility -- excuse me, is the land over there
22 associated with the Northrop Grumman, generates
23 \$24,000. The run-up facility itself is \$3,600 a
24 year. The restaurant's another \$18,000, as you
25 approved it to today. So, our commercial leases

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1 on the airport now generate \$553,02 -- \$553,028
2 projected for next year.
3 We have two other -- a couple of other
4 leases. One is the Florida Nat -- Florida
5 Aviation National Guard or Air National Guard at
6 \$3,800. It's strictly a ground lease. We have
7 a -- one or two residual rental homes -- or homes,
8 excuse me, mobiles that are located on Authority
9 lots, if you will, over in the Oak Grove area,
10 which combined generates about \$6,300.
11 FBO fuel flowage, you've got repair and
12 maintenance contribution that's a part of that
13 structure. Contributes about just under \$30,000
14 toward the -- now, this gets pulled back out, I'll
15 warn you ahead. Those numbers get pulled out and

16 go into a restricted account as they're provided
17 for.

18 The balance of fuel revenues and projected
19 fuel revenues, self-fuel profits, Northrop Grumman
20 impact fees, and just some miscellaneous revenue
21 income, which could be anything from a billboard
22 to -- we have an operating agreement with the --
23 one of the banner towers. Anyway, those combined
24 generate another \$261,900.

25 All of those revenues plug into that first

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1 sheet I showed you. The sum -- the subtotal
2 numbers you see are the ones that plug into the --
3 the first sheet I showed you today.

4 And moving on to the expense side. Anybody
5 have any questions about the revenue side? I
6 mean, it's fairly straightforward. By the way,
7 this is -- the revenue side is by far the most
8 difficult part to get our hands around in the
9 forecasting, as you would probably expect.

10 MR. WUELLNER: All right. Moving over to --
11 let's start with personnel. It's kind of in the
12 order it shows up on that first sheet of budget.
13 Personnel, currently 12 positions that are
14 actually budgeted. We actually have a part-time

15 person that assists with landscaping now. I'd
16 like to formalize that into the budget to 12 1/2.
17 There's minimal impact in the salaries in and of
18 itself to have that person continue to assist on a
19 part-time basis.

20 Existing positions generate a salary
21 requirement of \$454,400. There's \$22,720 that's
22 set aside, at -- which is 5 percent of that
23 number. That is set aside for -- for salary
24 adjustments and -- and the like.

25 Class C travel and overtime from \$5,500 in

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1 this current year budget to about \$10,000. The
2 reason for the adjustment is -- is primarily
3 attributed to we know we're going to have some
4 increased time requirements as we approach Super
5 Bowl coming into next year, and would like to have
6 a little more wiggle room, if you will, related to
7 salaries. It's a fairly minor amount of money.

8 Salary -- or payroll tax matches, and
9 workers' compensation costs contributed to about
10 \$49,000 in expense. Retirement about \$33,000,
11 projected. The rate on retirement in the state
12 system continues to come down, just eke down ever

13 so slightly, which is proving to be a benefit to
14 the Authority being in there.

15 There was a dramatic reduction last year in
16 the salary cost. But you can see what is
17 happening with insurance costs. And we've
18 projected or put in there another 25 percent.
19 Last year, they went up 25 percent. I don't -- I
20 wouldn't be too surprised to see that happen again
21 this year. So, the net change is -- you know, it
22 goes from \$586,000 to \$645,000.

23 All right. Operating expenditures. These
24 are now -- Mr. George, just for your information,
25 the numbering to the left correlates directly to

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1 the State's chart of accounts now and also now
2 corresponds to what will be our accounting system
3 numbering beginning in October. So, we added that
4 column so it's real easy to tie it together later
5 on.

6 A few things get split out and divided, so
7 that's why you see a few more line items than we
8 used to. It's just a way of explaining some of
9 the expenses. Instead of renting uniforms a few
10 years back, the Airport Authority began just
11 purchasing that. The cost was basically

12 identical. And we eliminated all of the hassle of
13 trying to recover uniforms from individuals to
14 assure they get to the laundry and back and the
15 like through the uniform services.

16 And bottom line is they weren't using the
17 uniform service in the way it's designed to be
18 used, because they just simply don't get them back
19 in. So, we eliminated that headache and just
20 simply purchased a quantity of shirts and shorts
21 and the like and just be done with it annually.

22 Annual audit and accounting expenses,
23 actually accrued about \$22,000, which we've just
24 adjusted the budget downward to what we know will
25 be the cost based on what we did this year.

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1 Administrative expenses, first thousand
2 dollars of which is, we're -- we're basically
3 identifying from last year. I'll be honest, the
4 \$638 on the tag end of that is simply the number
5 that we use to balance the budget to zero. That's
6 why it's an odd number.

7 Publications and memberships, we -- when we
8 looked at the cumulative budget and how it's been
9 spent, we felt that -- very comfortable bringing

10 that number down to something very, very close to
11 what's actually expended last year and the year
12 before.

13 Contractual services general. Part of the
14 cost reduction here is a reallocation of the cost
15 in accordance with the State's chart of accounts.
16 Some of it comes -- gets moved down to
17 maintenance, buildings and grounds and equipment
18 instead of being up in truly contractual services.
19 Just a reclassification of the expense for the
20 budget presentation now.

21 Educational expenses comes down more in line
22 with what's actually been spent instead of what's
23 just been budgeted.

24 Insurance, this is probably the only lag item
25 out there. Last year was about \$126,000. We're

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1 leaving \$135- in there. You know, traditionally
2 that goes up somewhat. We don't expect it nearly
3 to go up like it has in previous years. But
4 there's some -- some room in there.

5 The land appraisals that we're talking about
6 here are -- yeah. Just -- just blanked there.
7 These are appraisal -- oh, these are -- yeah.
8 These are administrative appraisals. These are

9 not appraisals that we use for acquisition of
10 property. These are for valuation for rent
11 purposes as acquired by leases.

12 Advertising expense, this advertising is
13 simply the legal-related advertising that we do
14 day in and day out. This is not promotional
15 advertising. It is, you know, the ads, the legal
16 notices for buying, selling, and advertising
17 meetings such as this.

18 Miscellaneous expense is just a catchall line
19 for anything we didn't think of. It's minor in
20 nature and covered by the state.

21 Court reporting services, actually about
22 \$8,500, based on what we've been expending.
23 That's slightly over what we've done in the past,
24 mostly because y'all talker longer than we used to
25 budget for. If you never knew it, you pay by the

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1 word, in a sense.

2 Office supplies at \$10,000, that remains
3 unchanged. Office supply software is actually a
4 reduction. We don't anticipate any major
5 expenditures there, nor in office equipment.

6 Office -- or operating supplies basically

7 remains unchanged. Mostly -- related services
8 remain the same. Rentals and leases, this is the
9 State's classification for things like copiers and
10 rented office equipment, anything we rent or
11 lease. About \$10,000 of that a year is in heavy
12 equipment leases that we do to -- in support of
13 maintenance operation.

14 Rental house expense. You can see that cut
15 basically in half, because the total number of
16 units that are maintained by the Airport Authority
17 effectively cuts in half this year. Eliminating
18 all of those homes east of Araquay over the --
19 over the next few months is a significant
20 reduction in the cost.

21 Property taxes, that reduces, also. The
22 actual -- also, we were carrying a tax liability
23 for some of our commercial hangar tenants that
24 actually we've since discovered we can't carry
25 that liability. We can't pay it up front and --

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1 and get it reimbursed. It's been precluded by
2 division -- Department of Revenue now. So, we've
3 divested ourselves of the budget line item.

4 So, that represents pretty much what we do
5 pay in property taxes now. And these are

6 specifically related to the -- to rental homes.
7 That's the only thing that's actually assessable
8 for purposes of tax. Everything else is municipal
9 purpose and exempt.

10 Promotional expenses is a minor -- a minor
11 increase there, again, trying to anticipate maybe
12 some extra expenditures around the Super Bowl or
13 additional advertising or marketing or anything
14 else. All of that would come out of promotional
15 expenses.

16 Professional services, engineering, looking
17 at what we expended, what we expect to expend.
18 Most of our costs on engineering are -- are
19 covered by capital projects. They're not
20 stand-alone engineering agreements.

21 The only exceptions are things like you're
22 doing with the parking lot over there where it's
23 not really a part of the capital project that's
24 reimbursed at this point, and as such, the cost is
25 handled outside of the capital project until

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1 there's a project.

2 Professional services, general. What all is
3 in there anymore?

4 MR. GEORGE: Is this where we had an
5 operational audit in there?

6 MR. WUELLNER: Yes. In fact, that is --
7 you're correct. That's \$23,000 of it. The only
8 increase was that. I put -- we just put \$23- in,
9 having no idea yet what the scope of that is. It
10 may be high. May be low.

11 Legal fees is basically what was expended
12 last year. That includes all the litigation, all
13 of the -- the meetings, the retainer. That's
14 about, what is it, \$48- -- I probably have it
15 somewhere. But the -- the retainage is --

16 MR. BURNETT: Forty-eight.

17 MR. WUELLNER: I want to say it equates to
18 \$48,000 a year, is just the retainage --

19 MR. GEORGE: Thirty-six is the retainer, I
20 think, isn't it?

21 MR. WUELLNER: I think it's \$4,000 a month.

22 MR. GEORGE: \$4- a month? Okay. So, the
23 legal --

24 MR. WUELLNER: So, it's 12 --

25 MR. GEORGE: The legal expenses for the

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1 lawsuit are in there --

2 MR. WUELLNER: Yes.

3 MR. GEORGE: -- but no anticipated offset
4 from the settlement. So, that could be -- excuse
5 me. That will be a windfall when it happens.

6 MR. WUELLNER: All -- anything related to any
7 of the ongoing litigation would be considered a,
8 quote, unquote, windfall --

9 MR. GEORGE: Okay.

10 MR. WUELLNER: -- for purposes of the budget.
11 I do not budget a "what if" for that purpose.

12 MR. GEORGE: Okay.

13 MR. WUELLNER: Legal -- outside governmental
14 fees and assessments. This is basically what we
15 pay other governmental entities in order to exist,
16 some of which are on the state level. Division of
17 Bond Finance. The Department of Community Affairs
18 has an assessment every year. There are a few of
19 those little things.

20 The other and largest piece of it is the
21 administrative costs that are assessed by the
22 Property Appraiser's Office in the county for our
23 pro rata share of -- for operating expenses. And
24 that's I would tell you 95 percent of that number.

25 We do not include -- just -- just so you

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1 know, we do not include one for the tax collector.
2 That's how they're funded, too, but since their --
3 their payment does not pass through our budget;
4 it's deducted before the ad valorem proceeds are
5 placed into our -- and we don't -- we don't have a
6 choice whether to pay it. He takes his money
7 first.

8 MR. GEORGE: So, our 2.9 is minus their fees.

9 MR. WUELLNER: Yeah. It's a very minor
10 number, though. They almost always -- our
11 experience in the last eight years, anyways, is
12 that they've almost always underestimated the tax
13 base. There's actually -- we budget for less than
14 what we actually return.

15 Telephone is what it is. Travel and per diem
16 is basically what was in there this year. Utility
17 costs, when we -- when we pared them all out, is
18 actually only about \$85,000 for the year, so we
19 reduced that number appropriately, too.

20 Maintenance cost for the fuel farm, this is
21 about what we expend annually in the upkeep of
22 self-fuel, as well as our obligations in the FBO
23 area. There's very little actually so far in the
24 self-fuel. Let's see.

25 Repair and maintenance of buildings, grounds,

1 and equipment are the same numbers largely, with
2 the exception of grounds.

3 We looked at the actual expenditures, and as
4 I mentioned, there was a little shifting around,
5 as well as some contractual services or -- anyway,
6 the reduction seems to be appropriate. We
7 added -- in taking out of one of the
8 classifications, we took out and created another
9 line that the State has an account for for
10 maintenance of vehicles. And that's primarily --
11 you know, it's just what it says. I mean, it's
12 everything from PMS to -- to actual repairs of
13 vehicles. And that's a \$5,000 number.

14 But in any case, you can see we dramatically
15 pared it down to the tune of about \$130,000. And
16 by -- by watching the numbers and doing a detailed
17 evaluation now, something that QuickBooks lets us
18 do a much better job of than we used to be able to
19 do.

20 All right. Moving over to the nonoperating
21 costs, just to summarize it here for you, and I've
22 got one other detail sheet and then I'm done with
23 y'all. Take that however y'all want. I just
24 realized that sounded rather blunt.

25 Debt service, none of this has been expended.

1 I need to make you just somewhat aware of where we
2 are with that.

3 By very, very carefully watching our cash
4 flow, our fiscal assistant and myself have been
5 able to at this point avoid having to touch any of
6 the loan proceeds to date. However, it's -- we're
7 basically leveraging our reserve accounts and the
8 like so that we don't, you know, cripple ourselves
9 cash-wise but also don't begin incurring debt
10 service on any of that money till it's absolutely
11 necessary.

12 So, so far, we've not expended anything. But
13 the assumption's made that at some point we borrow
14 that, and at that point, you begin incurring
15 principal and interest costs equating to about
16 \$603,000 a year for the life of that loan. I'll
17 emphasize again, it's not actually been expended
18 at this point.

19 Reserves, we've created two new reserve
20 accounts, sort of. The general reserve account is
21 established at \$1.4 million. It's effectively
22 what we tried to do last year with that number.
23 We have a building repair and replacement account
24 that we're looking to contribute approximately

25 one-half a million dollars toward. This will be

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1 another reserve account.

2 And the fuel farm repair and replacement
3 account, looking backwards at what we were
4 obligated by fuel flowage contract with the FBO,
5 we should have accumulated approximately \$200,000
6 in a repair and replacement account that to date
7 was never done.

8 So, we're kind of lump-sum funding that. And
9 you noticed earlier in the expenditure line --
10 excuse me, in the revenue side, that we realize
11 about \$30,000 a year in revenue that gets pumped
12 toward that fuel farm repair and replacement
13 account. So, they've been contributing a like
14 number for a while, and it would have accumulated
15 to about \$200,000 at this point.

16 MR. GEORGE: These are not the numbers you
17 anticipate contributing to it for next year.
18 These are the caps on these two?

19 MR. WUELLNER: These -- these would be fully
20 funded with the adoption of the budget.

21 MR. GEORGE: Okay. As opposed to like taking
22 the building repair and replacement and fund it
23 over five years.

24 MR. WUELLNER: My -- this is my first
25 installment. My -- my intention is to attempt to

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1 fund that to approximately a \$1.5 to \$2 million
2 number.

3 MR. GEORGE: Okay. That's what I need to
4 know, is where we're going to go -- what the cap
5 is --

6 MR. WUELLNER: This is the first installment.

7 MR. GEORGE: Okay. All right.

8 MR. WUELLNER: I think when you look at the
9 long-term maintenance obligations, we --

10 MR. GEORGE: Absolutely.

11 MR. WUELLNER: So anyway, the total reserves,
12 which for all of those items amounts to about \$2.1
13 million, which is significantly higher than what
14 we reserved last year.

15 Capital equipment, those two items are
16 reversed. I apologize for the way it made them
17 into the spreadsheet here. But capital
18 construction and planning is \$11,425-. Capital
19 equipment is \$155-. And I'll detail that out for
20 you here.

21 Basically, we'd like -- would like to develop

22 projects related to security, the office, and
23 replacement of one or more maintenance equipment
24 vehicles and supporting equipment to the tune of
25 about \$155,000.

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1 Moving down to construction and planning,
2 these are the projects, a few of which are
3 carry-forward projects, several of which are
4 certainly up for discussions, but you current --
5 in some cases, currently hold open grants for and
6 need to make decisions relative to whether you're
7 doing it, deferring it. We'll do the paperwork to
8 do whatever you want to do, canceling it,
9 whatever -- whatever it is.

10 Rehab of the FBO apron basically combines two
11 grants that are out there today, but the -- the
12 net cost to the Authority is about \$150,000.

13 South development apron, this is basically
14 the FAA apron project slated for Araquay Park.
15 That's about a \$2.5 million expenditure in the
16 event it's built, primarily funded by FAA.

17 You can see 95 percent of this funding is by
18 the State and Federal Government. So, the
19 Authority's contribution is \$125-, 5 percent of
20 the job.

21 South -- main terminal parking improvements.
22 About \$200,000 are in there based on whatever
23 y'all come up with. There's also some money
24 budgeted this current year that could also be
25 expended in current year if you want some

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1 short-order things accomplished before next fiscal
2 year.

3 Corporate hangar construction of about \$2.6
4 million includes basically two projects, one being
5 the expansion and related improvements to Hangars
6 2 and 3 in the eastside corporate hangar, which is
7 the old Future First hangar and the old Sheriff's
8 hangar. Combining those, adding about 3,000
9 square foot of office, about 30 parking spots,
10 tying some apron together, basically providing the
11 final buildout, if you will, of that facility in
12 support of Southeast Aero Services.

13 We've -- we've run the numbers from an ROI
14 standpoint and, you know, you'll likely see this
15 next month, but the numbers exceed 7 percent. So,
16 looks like putting the project together, it will
17 make -- continue to make financial sense for the
18 Airport Authority to -- to be involved in this

19 one.

20 Also in that is anticipated corporate hangar,
21 new hangar to be built, basically across from the
22 old Infinity or Regency hangar, whatever you want
23 to call it, just down there on the corner.

24 This is in support of a tenant or a prospect
25 we're currently negotiating with, and if all goes

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1 well, we'll have an agreement for y'all to see
2 next month related to a new facility.

3 There's also an ARFF facility and vehicle
4 that you all accepted grants from Florida DOT
5 about two years ago. You're now running up on the
6 expiration dates of those things. The Airport
7 Master Plan will assist you in locating those
8 facilities.

9 Basically, you'd capitalize the building and
10 perhaps put a vehicle in it and work with -- at
11 this point, the County Fire Department is very
12 interested in pursuing an agreement with y'all to
13 operate that on your behalf. But you'd have
14 dedicated location, training, equipment, as well
15 as personnel toward aviation-related fire rescue
16 missions if you choose to go forward with it.

17 Terminal buildout, we threw, you know, a

18 number in there, anticipating wanting to do
19 something. If you don't, that's -- that's money
20 that can go back for consideration elsewhere.
21 Seaplane rehab is another one of those grant
22 projects that you accepted grant money for and
23 it's kind of sitting out there. It's up to you,
24 you know, whether we move it forward. It's
25 basically kind of a bolstering of what's there.

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1 It's not anything really new, but it includes
2 cleaning, repair of that -- the concrete out
3 there. Some of that's been undermined by tidal
4 action. And -- and doing that, it's somewhat
5 expensive work for what it is.

6 What else have I got here? Hangar rows H and
7 I, these have been the two most problematic hangar
8 buildings on the face of the planet. It was a
9 poor design. It was done eight years ago.
10 They're basically junk. And we'd -- we'd like to
11 go in and replace those with a hydraulically
12 activated lift door that's -- that budget way
13 exceeds what we believe we'll need, and we'll --
14 we'll try to refine those costs over the next
15 couple of months.

16 Safety area environmental assessment. This
17 is the area immediately south of runway 31,
18 includes the area that was proposed -- or it
19 continues to be proposed for Taxiway Bravo
20 expansion.

21 We're pretty confident that this is going to
22 require a full-blown environmental assessment
23 versus just -- excuse me, an environmental impact
24 statement, and as such that's why that dollar
25 level is in there. If it were just a -- you know,

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1 one of the short-form reports on the environmental
2 conditions, it would be fairly -- fairly
3 inexpensive and about 10 percent of that cost, in
4 fact. But that's also the beginning of probably a
5 three-year-plus effort to even get to the point
6 where you could permit it. So, it's one of those
7 things if you're serious about, you need -- you
8 know, the sooner you start, the sooner you get to
9 someplace you can do something.

10 That's about \$3 million in property
11 acquisition that we would anticipate wrapping up
12 east of Araquay Park at this point. That may or
13 may not prove realistic.

14 Keeping in mind that the \$2 million we're --

15 you know, we're showing \$3 million in acquisition,
16 which is, I think relatively realistic, but you've
17 got \$3 million in loan balance or loan proceeds
18 showing on the revenue on the first page, just to
19 try and tie it together, for those of you who have
20 really been following it.

21 MR. GEORGE: You said it was east of Araquay
22 Park. You mean east of Casa --

23 MR. WUELLNER: Yeah, I said the Araquay Park
24 again. Yes, east of Araquay, in Araquay Park --
25 east of Casa Cola in Araquay Park. I'll get it

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1 right.

2 The Airport Master Plan, that's basically
3 what we expect to be the balance of the study and
4 when we enter -- the rest of it would be expended.

5 So, it's just a carry-forward project there.

6 Total capital anticipated is about
7 \$11,425,000. Breaking that down into
8 participation by the various entities toward the
9 bottom, you'll see that federal funds account for
10 about \$2.5 million, about \$3.8 million of which is
11 state funds, and the Authority coughs up its
12 match, equating to about 45 percent of the capital

13 budget, primarily -- because you have several
14 stand-alone items up there.
15 But anyway, total capital budget's
16 anticipated to be about, that's including
17 equipment, at \$11,580,000, which ties all back to
18 the first sheet I was showing you. And that's
19 where we are.

20 So, if you want to, you know, digest that for
21 a month or provide input or whatever, we'll --
22 we've got at least two regular meetings to make
23 headway on adjustments or discussions on
24 specifics. And as we approach, you'll have to --
25 just process-wise, at your July meeting, you will

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1 be required to set your TRIM millage, which will
2 be your not-to-exceed number for ad valorem
3 assessment in terms of millage. You'll need to do
4 that at your July meeting in order to comply with
5 Florida Statutes.

6 You still have time to play with it. Once
7 you set that millage, you can do go downward, but
8 you can't go upward. And we'll set the stage for
9 two public hearings in September to formally adopt
10 the budget.

11 CHAIRMAN GREEN: Is there any public comment?

12 MR. MARTINELLI: I'd like to make a public
13 comment on this whole budget. I think it's a gift
14 from up above. I -- in all my years involved with
15 this airport, I have never seen a budget put
16 together so well and so succinctly and so clearly.
17 And if I had to vote on fiscal responsibility, Ed,
18 you'd get the gold star.

19 MR. WUELLNER: Thanks, Vic.

20 MR. MARTINELLI: I mean that very sincerely.
21 Because I went through a period here where they
22 didn't even have a balance sheet or a P&L
23 statement.

24 CHAIRMAN GREEN: Thanks, Mr. Martinelli. Any
25 further? Yes, Ms. Willis?

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1 MS. WILLIS: Yes. I -- I am going to consult
2 with Mr. Wuellner later to see where you got such
3 a wonderful figure on your workmen's comp. That's
4 unbelievable.

5 MR. WUELLNER: Yeah.

6 MS. WILLIS: That is really way down,
7 compared to what the state --

8 MR. WUELLNER: I don't know whether we're
9 lying or that's just a good rate, I don't know.

10 MS. WILLIS: The state -- all over the state,
11 as you well know, is experiencing --

12 MR. WUELLNER: And that's kidding.

13 MS. WILLIS: -- it's doubling and tripling.

14 MR. WUELLNER: Yeah.

15 CHAIRMAN GREEN: Further? Any board
16 discussion?

17 (No further board discussion.)

18 8.A. - MS. SUZANNE GREEN

19 CHAIRMAN GREEN: Okay. Our next -- we have,
20 if there any Authority members want to make brief
21 statements? I just want to make a brief one about
22 the Araquay Park.

23 I agree with Mr. George. I mean, this has
24 been on the agenda over and over, and we've had
25 workshops, and it's very emotional, but we need to

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1 focus as a board on what we're going to be doing
2 with advice of counsel. So, when the appraisals
3 come up, we need to look at it and see what
4 counsel's doing.

5 And I have -- I have full confidence that our
6 attorneys and Staff and the board will take into
7 consideration the emotional side of it and
8 negotiation part of it, which is always a part of

9 a litigation. That's what mediation, negotiation
10 is all about.

11 So, I just -- I'm just a little concerned
12 about spending so much time reiterating the same
13 thing, which we know is the same thing. We all
14 have those emotional ties to it, but we're
15 spending a lot of time and money when we should be
16 maybe letting our Staff and attorneys negotiate
17 with the people in Araquay Park off the tax rolls
18 here that we're paying for. Mr. Ciriello?

19 8.B. - MR. JOSEPH CIRIELLO

20 MR. CIRIELLO: No report.

21 CHAIRMAN GREEN: Mr. George?

22 8.C. - MR. WAYNE GEORGE

23 MR. GEORGE: Yes. I won't be here for the
24 next board meeting.

25 CHAIRMAN GREEN: We haven't set the date yet.

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1 MR. GEORGE: I'm leaving July 10th, which is
2 a Saturday, and be gone till the first, second
3 week in August. So, I don't know if you want to
4 consider moving it back. But that's 4th of July
5 week, too. But...

6 CHAIRMAN GREEN: We'll do that, because I've

7 got the same kind of issues in July, too.

8 MR. GEORGE: Okay. The other -- one other
9 comment on the Araquay Park. I think that the --
10 the sensitivity that we're all, you know, showing
11 is needed, but I would strongly suggest the same
12 sensitivity in negotiating with the people. You
13 know, we got off to a bad start from their
14 perception of what the real estate people were
15 telling them.

16 I would strongly recommend, Ed, that you be
17 in the negotiations or -- and Doug, you, too, you
18 know, both of you with a calm, you know, head, to
19 make sure they understand everything. Because we
20 keep giving it to other people and we wind up
21 catching the bad -- the bad press from it. And if
22 the board wants to have one of the board members
23 in those negotiations, may or may not be good. We
24 ought to consider that, too.

25 CHAIRMAN GREEN: Mr. Cox?

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1 8.D. - MR. BOB COX

2 MR. COX: Just a couple of comments. Once
3 again, I don't know how we reiterate it, but I am
4 sick and tired and I'm disgusted of having board
5 members making unauthorized comments to media

6 outlets. And that's making this situation much
7 worse than it needs to be.

8 Now, I don't know what we need to do to stop
9 it, but they're unauthorized comments and big
10 pictures of board members saying things and -- and
11 representing themselves to board members to news
12 media outlets is ridiculous. And it -- it just
13 exacerbates this problem to no end. So, that
14 needs to stop. So, I don't know -- you know, as
15 the Chair, I don't know what you need to do to do
16 it, and as our attorney, to stop it, but it needs
17 to stop.

18 And just another comment while we're talking
19 about eminent domain as a comment out in the air.
20 I don't see any stories about the newspaper
21 delivering the mullet wrapper using I-95, which
22 I'm quite sure had a tremendous amount of eminent
23 domain to take over I-95 throughout the state to
24 deliver their newspapers up and down the east
25 coast, but I'll just put that out.

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1 CHAIRMAN GREEN: Mr. Gorman?

2 8.E. - MR. JOHN GORMAN

3 MR. GORMAN: We need to move forward. We

4 need to make the best decisions we possibly can.

5 We need to try to avoid negative press.

6 Everything's a compromise. Lots of things need
7 negotiating.

8 CHAIRMAN GREEN: Any brief public comment?

9 MR. MARTINELLI: Yes.

10 CHAIRMAN GREEN: Mr. Martinelli?

11 9. - PUBLIC COMMENT

12 MR. MARTINELLI: I have public comment on two
13 points. Mrs. McElroy, just for clarification so
14 that I don't get misquoted in the newspaper if
15 that ever happens, what -- what I meant by
16 "progress is inevitable," progress is where you
17 find yourself right now. And in the particular
18 situation in Araquay Park, many, many of your
19 neighbors have sold their property to the Airport
20 Authority.

21 The position you're in right now is where
22 progress is right at your doorstep, and where if I
23 had to live next door to noise and all kinds of
24 activity in my waning years, I think I'd probably
25 want a little more peace and quiet. And that was

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1 the substance of my remark. Not that I was in

2 favor of -- progress is inevitable. It happens

3 all around us. And other people make that
4 progress, and we're faced with it. We have to
5 live with it. And that's the point that I was
6 trying to make.

7 The other point that I'd like to make has to
8 do with the policy, perhaps, on hangars and on
9 hangar rent. One of the distinctions -- and this
10 goes to you, Buzz -- that I think needs to be
11 made, and it's done in every other business
12 venture, when a -- when a developer builds
13 property for commercial use, he has an entirely
14 different expectation as far as return on
15 investment than a builder who's building a house
16 for private use or an apartment for private
17 rental, versus a commercial building or a factory
18 rental.

19 And I think that distinction in return on
20 investment, Mr. George, has to be considered,
21 because you don't expect the same return on
22 investment from a private individual as you do
23 from a business enterprise. So, I would
24 appreciate it if you would consider that. And
25 basically those are my comments.

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1 CHAIRMAN GREEN: Thank you. Ed or --

2 MR. HICKOX: I'll make this very, very brief.

3 But as you know, having been a reporter for many

4 years, the last time this issue came up about

5 board member comments to the media, I ran it past

6 the Attorney General's Office, and I can get you

7 the name of the people I spoke to there. You've

8 got to be very, very careful how you restrict.

9 Not one of you can be censored for anything you

10 have to say. Now, you should not, as we all know,

11 represent yourself as representing the board.

12 But unfortunately, people are not going to

13 agree on comments. It's annoying and it's

14 frustrating, and I'm not going to suggest to you

15 that the media always gets the quote right. They

16 quite often don't. But be very, very careful how

17 you handle that.

18 CHAIRMAN GREEN: Thank you. Ms. McElroy?

19 MS. McELROY: Carolyn McElroy. My first bone

20 of contention is with Ed. I did not say that we

21 would not be appraised. I said that we have never

22 legally been notified. We have heard from

23 realtors. We have heard from property appraisers.

24 But we have never heard from the board.

25 MR. WUELLNER: Okay.

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1 MS. McELROY: If you people are so set on
2 this, we should be getting something with all your
3 names on it, the ones that are set on it, anyway.

4 The other thing is, Mr. Cox, that you make me
5 think of somebody going through a divorce who
6 wants the divorce, and by God, you'll do anything
7 you can to get what you want. Ninety-nine point
8 nine-tenths of the people in St. Johns County
9 don't even want to pay taxes for this airport.

10 You talk to people and they don't want to pay.

11 One percent of the one percent are pilots and
12 associated people who know pilots. The other
13 nine-tenths of that one percent probably don't
14 care because it's no big deal to them.

15 But you try to make it sound like every --
16 you're doing something for the county, for the
17 people of the county, to make yourself feel better
18 about what you're doing, and you're not, because
19 they don't approve. Everybody who talks to me
20 thinks that it's un-American. So, don't try to
21 make yourself feel better at these meetings, or
22 I'm going to throw up next time.

23 And as far as your amount of money that
24 you're setting aside for your property, that's the
25 property purchases, that's probably low.

1 CHAIRMAN GREEN: Any further public comment?

2 (No further public comment.)

3 CHAIRMAN GREEN: We'll close public comment.

4 I just want to briefly address, when we have
5 public comments, we're going to keep it short and
6 succinct, and it's a positive attitude, not
7 negative slinging. So, I just want to keep
8 everything, public comment, just a comment, like
9 Mr. Martinelli did on the issues that came up.

10 10. - NEXT REGULAR BOARD MEETING

11 CHAIRMAN GREEN: We have our next regular
12 board meeting. I think Mr. George made a comment,
13 he's got a conflict. It's scheduled right now for
14 the 19th of July. I have a conflict, too. So, I
15 don't know. Joe, do you have any conflict?

16 MR. CIRIELLO: I can meet any day. It
17 matters not. And I'd like to see a consensus of
18 the board that we pick a day where we all can be
19 here.

20 MR. GORMAN: It's hard for all of these
21 schedules to mesh. It's always going to be hard.
22 I mean, you're never going to keep everybody
23 happy.

24 CHAIRMAN GREEN: Well, is the 19th even --

25 MR. GEORGE: It's hard to sometime --

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1 CHAIRMAN GREEN: Okay. That's what I'm
2 asking, first of all. Is the 19th okay for you?

3 MR. GORMAN: Well, it's no sense -- I don't
4 have a set schedule, so whatever the rest of the
5 board picks. But, I mean, if it was set, it makes
6 it easier for me.

7 CHAIRMAN GREEN: Mr. Cox, what about the
8 19th, or would an earlier date be better?

9 MR. COX: No. Actually, the 19th would
10 probably be better, or anything beyond that. It
11 doesn't --

12 CHAIRMAN GREEN: Yeah, the only concern I
13 have, we're going to have at least two board
14 members out. Mr. Gorman's not real sure.

15 MR. GORMAN: I make every effort. If I know
16 a month ahead of time, I'll be here.

17 CHAIRMAN GREEN: Okay.

18 MR. WUELLNER: Well, you've got to have at
19 least three, because you do have to deal with your
20 TRIM notification, if you do nothing else.

21 CHAIRMAN GREEN: It has to -- we have to have
22 it on a Monday?

23 MR. WUELLNER: No.

24 CHAIRMAN GREEN: That's what I was wondering.

25 MR. WUELLNER: You can have your meeting any

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1 day of the week.

2 MR. GEORGE: How does Thursday the 8th or
3 Friday the 9th sound? How does that sound to you?

4 CHAIRMAN GREEN: Uh-huh.

5 MR. GORMAN: You're talking about moving it
6 way --

7 MR. GEORGE: From the 19th, moving the week
8 up.

9 CHAIRMAN GREEN: Ten days up.

10 MR. GORMAN: Moving it up?

11 CHAIRMAN GREEN: Yeah.

12 MR. COX: I'll be gone.

13 MR. GEORGE: You'll be gone?

14 MR. COX: Yeah.

15 MR. GEORGE: Okay.

16 CHAIRMAN GREEN: How about Monday, the 12th?

17 How does that sound?

18 MR. COX: That works for me.

19 MR. GEORGE: I leave the 10th. But if you're
20 here, that's good. That's a good move.

21 CHAIRMAN GREEN: I'm here.

22 MR. WUELLNER: Now I'm back up to four,
23 probably.

24 MR. GEORGE: Yeah.

25 MR. GORMAN: Yeah.

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1 CHAIRMAN GREEN: Monday, the 12th is -- is --
2 yeah, because I leave the 16th or 15th. Is that
3 better?

4 MR. WUELLNER: Remember, you can't bale. We
5 need three.

6 CHAIRMAN GREEN: Yeah. Tell -- put a notice
7 of unavailability in the court files. Don't do
8 this to me. Is that okay?

9 MR. GORMAN: Good as any.

10 MR. WUELLNER: Monday the 12th.

11 CHAIRMAN GREEN: Monday -- Monday the 12th at
12 4:00? Buzz?

13 MR. GEORGE: Sounds cool.

14 MR. WUELLNER: The 12th it is.

15 CHAIRMAN GREEN: The 12th it is at 4 o'clock.

16 MR. WUELLNER: Any adjustment required for
17 August at this point, or are we good to go on the
18 16th?

19 CHAIRMAN GREEN: That's fine.

20 MR. WUELLNER: 16th of August?

21 CHAIRMAN GREEN: Okay. Next regular meeting
22 then will be 4 o'clock, July 12th. Meeting's
23 adjourned. Thank you, everybody.

24 (Thereupon, the meeting concluded.)

25

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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 29th day of June, 2004.

13

14

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

15

Notary Public - State of Florida

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My Commission No.: DD102224

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