

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, February 9, 2009

6 from 4:00 p.m. to 7:05 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

- 9 WAYNE GEORGE
- JOHN "JACK" GORMAN
- 10 KELLY BARRERA, Chairman
- CARL YOUMAN, Secretary-Treasurer
- 11 JAMES WERTER

12 * * * * *

13 ALSO PRESENT:

14 DOUGLAS N. BURNETT, Esquire, Rogers, Towers, Bailey,
15 Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
FL, 32084, Attorney for Airport Authority.

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

17 BRYAN COOPER, Assistant Airport Director.

18 * * * * *

19

20 JANET M. BEASON, RPR, RMR, CRR, FPR
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1 PROCEEDINGS

2 CHAIRMAN BARRERA: We'd like to go ahead and
3 call this meeting to order. If we could all stand
4 for the Pledge of Allegiance.

5 (Pledge of Allegiance.)

6 3. - APPROVAL OF MINUTES

7 CHAIRMAN BARRERA: Did everybody have a
8 chance to look over the minutes? If there are no
9 additions or deletions or corrections to the
10 minutes, we'll let the minutes stand approved.

11 MR. YOUMAN: Approved. Aye.

12 MR. GEORGE: Aye.

13 MR. WERTER: Aye.

14 4. - FINANCIAL REPORT

15 CHAIRMAN BARRERA: Okay. And the financial
16 report acceptance?

17 MR. YOUMAN: I have reviewed the financial
18 reports and find them in order and recommend the
19 board accept them as they stand.

20 CHAIRMAN BARRERA: Okay. If there's no
21 changes, additions, deletions to the financial
22 reports -- and this is for the month of --

23 MR. YOUMAN: This is for the last quarter --

24 CHAIRMAN BARRERA: For the quarter.

25 MR. YOUMAN: -- of last year. January's is

4

1 not ready due to the meeting time.

2 CHAIRMAN BARRERA: Okay. Then we'll let
3 those stand as approved.

4 5. - AGENDA APPROVAL

5 CHAIRMAN BARRERA: Agenda approval. Do we
6 have any additions, deletions, or corrections to
7 the agenda approval? Jack?

8 MR. GORMAN: I'm not sure, but I had talked
9 to Mr. Ottesen. I said I would bring this up.
10 I'm not sure we need it on the agenda today, but
11 he is -- obviously, we have a letter in front of
12 you. He wants to appeal a waiver. And so the
13 board just needs to talk about it, whether it's
14 this meeting or next meeting.

15 CHAIRMAN BARRERA: Okay. So do we want this
16 as an action item or as a discussion item?

17 MR. GORMAN: To me, it's a discussion item.

18 CHAIRMAN BARRERA: Okay.

19 MR. GORMAN: But -- you know, in other words,
20 I don't think there's any action to be given right
21 now. It depends on what the board thinks.

22 CHAIRMAN BARRERA: Do we have any further
23 discussion on that? We can move it as a
24 discussion item unless anyone objects.

25 MR. YOUMAN: Would that be for the next

5

1 meeting?

2 CHAIRMAN BARRERA: We'll move it as a
3 discussion item for this meeting and then we can
4 have it as an agenda item for the next meeting.

5 Is that what you're asking?

6 MR. GORMAN: I suppose that makes the most
7 sense if -- if the rest of the board agrees. I
8 mean, you know, just -- we kind of come to some
9 consensus about what --

10 CHAIRMAN BARRERA: Okay.

11 MR. GORMAN: -- our thoughts are.

12 CHAIRMAN BARRERA: Okay.

13 MR. WUELLNER: Do you want it at the end of
14 the action items, or do you want to put it -- or
15 do you want to place it on the agenda?

16 CHAIRMAN BARRERA: It would be a discussion
17 item, not an action item. So -- and on the agenda
18 for the next meeting.

19 MR. WUELLNER: Okay.

20 CHAIRMAN BARRERA: So would you like that
21 under project updates or under housekeeping?
22 What's the best flow for that?

23 MR. WUELLNER: Let me see here.

24 MR. GORMAN: Let's make sure we have enough

25 time to briefly discuss it. That's all.

6

1 CHAIRMAN BARRERA: So that sounds like a
2 housekeeping item.

3 MR. WUELLNER: Yes.

4 CHAIRMAN BARRERA: And then we can look at it
5 for going further from there.

6 MR. WUELLNER: Let's call it that.

7 CHAIRMAN BARRERA: Okay. All right. Then
8 committee reports, TPO?

9 6.A. - COMMITTEE REPORTS - TPO

10 MR. YOUMAN: I attended the business
11 industrial government session. It's an hourly
12 meeting of the people. And I had a few minutes
13 with Denise before the meeting, and she gave me a
14 very good rounded explanation of the TPO.

15 Then they went into the meeting, and the main
16 discussion was the economic stimulus and local
17 impact. And the main gist of it is that the
18 government's looking for projects that are shovel
19 ready, ready to go. And they're doing it by
20 formula, but we don't know what the formula is.
21 And they're putting things in list of priorities.

22 No new programs are being created. All
23 federal requirements are being maintained in
24 selecting the projects. No money will go to the

25 local governments; it will go to the state, which

7

1 will probably divide it up 50 to 60 percent
2 priority by state, and then the balance, they'll
3 divide to the local -- local projects.

4 And the projects they deem shovel ready right
5 now are Beach Boulevard, 9B, 9A to U.S. 1, State
6 Route 200, 301 into Yulee -- Callahan to Yulee
7 area, and an overpass in Clay County.

8 And all of these projects to be approved,
9 they have to conform to air quality, ozone air
10 quality, so there's some concerns in certain areas
11 on that. And the key is to stick to the vision to
12 get the projects completed.

13 One thing they did strongly emphasize was any
14 projects, to get them on a list. And no matter
15 whether they're approved or not, just get them on
16 the list if you want any consideration.

17 So I called Ed, asked him to put it on
18 whatever lists are out there, and he agreed. And
19 I emphasized, you know, this is not for approval,
20 but just to get it on the list pending board
21 approval.

22 CHAIRMAN BARRERA: Good idea.

23 MR. YOUMAN: So...

24 MR. GORMAN: Which project, the 312/313,

25 which is the critical issue, one of the critical

8

1 issues.

2 MR. YOUMAN: I don't understand this.

3 MR. GORMAN: Oh, there's -- there's one road

4 that would go -- would actually be a parallel

5 road, and that's in my own mind a critical issue,

6 because it has lots to do with our usage of the

7 land to the west of U.S. 1. And that, if that's

8 not on a shovel-ready board, I wish -- sure wish

9 for the county it was on the shovel-ready, you

10 know, list.

11 MR. YOUMAN: Widen -- widen U.S. 1 or

12 parallel rail corridor, is that what you're

13 getting at?

14 MR. GORMAN: No. Actually, 312/313 would

15 be -- is a parallel road that runs north and

16 south, and they haven't -- they haven't really --

17 that's a key issue for --

18 MR. GEORGE: Sometimes referred to --

19 MR. GORMAN: Yeah, we all need to get up to

20 speed on it.

21 MR. GEORGE: -- as the bypass around St.

22 Augustine.

23 MR. YOUMAN: Okay. They did not bring that

24 up --

25 MR. GORMAN: Yeah, too bad.

9

1 MR. YOUMAN: -- and I did not know about it,
2 so I didn't say anything.

3 MR. GORMAN: Okay.

4 MR. WERTER: That -- that is, if -- if y'all
5 read the St. Johns County workforce opportunity
6 study, one of the critiques why we come in number
7 three out of four in desirability in the county
8 for -- for industrial business is our access to 95
9 and rail service. And 312 in the planning
10 would -- would greatly help us in our
11 marketability --

12 MR. GORMAN: Yes, sir.

13 MR. WERTER: -- in the future industrial
14 park. So 312 really has to be looked at strongly,
15 especially with the new package coming --
16 hopefully coming through from -- from the federal
17 government over this week.

18 MR. GORMAN: I agree -- I agree totally.
19 That's why I was just suggesting that we all get
20 so much up to speed with what that TPO is doing,
21 because, boy, they've got the cards in their
22 hands.

23 MR. YOUMAN: Denise also asked if I would
24 want to be -- go to the training program in Tampa.

25 There's -- they sponsor the people. And I

10

1 accepted and I'm going in May so that I can, you
2 know, do what's supposed to be done in the TPO.

3 CHAIRMAN BARRERA: Wonderful.

4 MR. WERTER: That would be fine.

5 CHAIRMAN BARRERA: And when's your next
6 meeting on that? It's later this week, isn't it?

7 MR. YOUMAN: Yeah. Next -- Thursday's a
8 regular TPO meeting at 10 o'clock.

9 MR. WERTER: That'll be good.

10 CHAIRMAN BARRERA: That's good. That's very
11 good. All right. EDC?

12 6.B. - EDC

13 MR. WERTER: Yes. I attended a couple of
14 weeks ago --

15 (Mr. Burnett enters the room.)

16 MR. WERTER: -- actually with you. And we --
17 we attended a breakfast over at the World Golf
18 Village where there was a guest speaker. I forget
19 the economist's name, renowned economist.
20 Hagenbaum (sic), Mr. Hagenbaum. From all
21 investigations, a very respected economist. And
22 he -- he believed that the -- the presidency was
23 on the right track with an infusion going to
24 infrastructure, but he explained very clearly and

25 for the first time, had a clear picture of how the

11

1 economy was operating in this downswing.

2 But providing that his package goes through
3 with a specific aim at infrastructure, I think it
4 would behoove us really to push hard on not only
5 the 312 project, but if Mr. Wuellner can
6 investigate more funds for our multimodal
7 situation and market -- and terminal improvements
8 for maybe future air service, that would be
9 another avenue to go and to strongly push to get
10 some of that help.

11 MR. YOUMAN: One thing they did emphasize was
12 that the federal programs, as they're done for
13 airports right now, they won't be run-around.
14 Those -- those will stay in place and other
15 infrastructure projects like the intermodal would
16 be for the other money coming down.

17 CHAIRMAN BARRERA: Good.

18 MR. GEORGE: Ed, do you see any trouble in
19 getting some of those projects identified and,
20 quote, on the shelf enough to --

21 MR. WUELLNER: Well --

22 MR. GEORGE: -- qualify us?

23 MR. WUELLNER: The only one that gives me any
24 concern in terms of time, we're -- we're in no

25 position to do anything with the multimodal center

12

1 in terms of getting it shovel ready. I think

2 you're a ways from that.

3 But getting it in the queue, getting it

4 identified as a -- as -- you could very well have

5 projects that they fund later. And, you know,

6 can -- making a decision over time here to -- to

7 move forward with that probably makes sense. We

8 have gotten it into the queue, into the JACIP,

9 meaning it's now, quote, unquote, a project that's

10 available to fund. It's ill-defined. It just has

11 a project title and some money next to it and, you

12 know, see where it goes.

13 We do have some project -- or we have at

14 least one project we're trying to -- we have

15 identified to target some of the, quote, unquote,

16 stimulus money for -- that would likely be

17 administered back through the FAA, and that would

18 be the runway 13/31 rehabilitation project.

19 And that is a project that y'all released the

20 engineering on quite a few months back now and

21 would be in a position -- they've accelerated the

22 schedule a bit and would be in a position in May

23 to, quote, be shovel ready for purposes of a

24 grant. So, if funds can be identified, it's a

25 project that could be put into construction pretty

13

1 quickly.

2 MR. YOUMAN: Can I ask a quick question about
3 what Jack said about the 312 bypass? I'm going to
4 the meeting Thursday. Is this an Airport
5 Authority item that y'all want me to pursue or
6 just bring it up?

7 MR. GORMAN: To me, it's very -- it's a key
8 issue for the county. It also is a key issue for
9 us because of the fact that it -- it denotes what
10 we can do with that land west of U.S. 1.

11 MR. YOUMAN: Okay.

12 MR. GORMAN: That's just my own thought. I
13 don't know what the rest of the board thinks, but
14 I mean, that's --

15 MR. YOUMAN: Does the board agree? Do you
16 want to bring it up as an issue?

17 CHAIRMAN BARRERA: I think that, you know,
18 it -- it does need to stay on the front burner.
19 From a county standpoint, I don't know.

20 COMMISSIONER SANCHEZ: It is.

21 MR. WUELLNER: See, that would --

22 COMMISSIONER SANCHEZ: It's in the county's
23 list and it's also in the -- I think the TPO has
24 it listed, too.

25 MR. YOUMAN: Okay.

14

1 MR. WERTER: See, if I -- if I may, that
2 would help cure a couple of different problems
3 once we get to developing that property,
4 accessibility to 95. And in developing that
5 property for ready move-in structures for
6 businesses, that was another factor in the study,
7 that if it ain't there, they're not coming.

8 One of the other factors was, a lot of
9 companies like to buy property. Well, that's --
10 that's a nonstarter. But if we had facilities
11 where they could move right in and the
12 accessibility, I think we would move up the -- the
13 ladder on -- on desirability.

14 MR. YOUMAN: All right. Then I will bring it
15 up --

16 CHAIRMAN BARRERA: Okay.

17 MR. YOUMAN: -- at the meeting.

18 CHAIRMAN BARRERA: Great. We need to make
19 sure everybody speaks into the mic so that it can
20 be recorded. Okay. Intergovernmental.

21 6.C. - INTERGOVERNMENTAL

22 MR. GEORGE: Intergovernmental has not met
23 since our last meeting. They meet in March.

24 CHAIRMAN BARRERA: Aerospace Academy?

1 MR. WERTER: We had that awards that same
2 day. I forgot who won the \$25,000, which school.

3 MR. WUELLNER: No.

4 MR. WERTER: Or just St. Johns in general?

5 MR. WUELLNER: The county, yeah.

6 CHAIRMAN BARRERA: The county did, right.

7 MR. WERTER: The county did. And then they
8 had an introduction -- am I too far away?

9 We had the parent/teacher -- or rather the
10 parent familiarization and student familiarization
11 last week. But as far as a specific meeting with
12 the Aerospace Academy, that has yet to come.

13 CHAIRMAN BARRERA: Okay.

14 MR. WUELLNER: Supposed to meet by the end of
15 the month.

16 CHAIRMAN BARRERA: The 25th?

17 MR. WUELLNER: Yeah.

18 CHAIRMAN BARRERA: Well, good. All right.
19 That should be it for committee reports. Go
20 ahead.

21 REPORTS

22 MR. GEORGE: Like to thank Cindy for her
23 schedule putting out. It's very good. I don't
24 know who decided to do that, but I -- we

25 appreciate it very much.

16

1 MR. YOUMAN: Very much.

2 CHAIRMAN BARRERA: I think it's a big help.

3 Mr. Sanchez?

4 COMMISSIONER SANCHEZ: If you would like,

5 I'll have a copy of the submission that was sent

6 in for the county on the priority projects. And

7 keep in mind, they have to be shovel ready.

8 If -- if you do receive the money and you're

9 not active in time, the money's pulled and it will

10 go into a secondary fund. And we also have a list

11 ready for that. So we're doing everything we can.

12 But right now, we really only recognized I think

13 one project that really qualifies as totally being

14 shovel ready. But I'll be glad to send the

15 communication over.

16 And if anyone's got any questions, I'll try

17 to answer them for you. I do notice in the Old

18 City Life here a little plug for the magazine,

19 page 5. I won't have to go into all the artists

20 that will be at the amphitheatre. And I'm sure

21 some of you are old enough to, you know, probably

22 remember these kind of passing you by as you were

23 getting older, but --

24 MR. WERTER: Thanks for rubbing it in.

1 excellent acts coming in, and this is only up to
2 April.

3 We were going to conceal the fact that James
4 Taylor is coming in May; however, as soon as it
5 was confirmed, it went on his internet, so it
6 didn't do any good to conceal it. But anyway,
7 these shows are going to be all good. So try to
8 make every one of them. And there was quite a few
9 people at the event last night, Art Garfunkel and
10 the Jacksonville Symphony.

11 Any questions? No questions? Not even from
12 the attorney. That's good.

13 We do have a meeting tomorrow, by the way,
14 and I think it's open to the public. It's the
15 Economic Development Council and the Industrial
16 Development and the County Commission will be
17 having a meeting at 9 o'clock in the
18 administrations conference room and will be to
19 discuss future activity in those fields. Thanks.

20 CHAIRMAN BARRERA: Thank you, Ron.
21 Mr. Slingluff?

22 MR. SLINGLUFF: Nothing to report.

23 CHAIRMAN BARRERA: Nothing to report. Okay.

24 Mr. Nehring? Is there anybody representing

25 Northrop Grumman?

18

1 (Representative absent.)

2 CHAIRMAN BARRERA: Okay. Mr. Roderick?

3 MR. RODERICK: For those of you who haven't

4 been out to see the Customs building, it's a very

5 welcome addition to our airport. It's

6 aesthetically pleasing and it's hopefully going to

7 bring some business.

8 But probably if you didn't have time, I -- I

9 have a hangar near there -- I noticed that the

10 people who maintain our airport were heavily

11 involved in the construction of that building,

12 actually did some things themselves. And I think

13 that's -- that's very good management, because

14 when -- when trouble happens, everybody

15 disappears, but those guys are always here. So

16 it's good management. And Kevin paid me to say

17 that.

18 CHAIRMAN BARRERA: Thank you, Mr. Roderick.

19 Mr. Burnett?

20 MR. BURNETT: No, other than to report that

21 we're generally working on a number of things for

22 y'all, but nothing that's -- that needs to be

23 brought to your attention right now.

24 CHAIRMAN BARRERA: Okay. Mr. Napier?

25 MR. WUELLNER: Is Mark here?

19

1 MS. HOLLINGSWORTH: No.

2 MR. WUELLNER: All right. The chart has been
3 recolorized by the tower for this year. The
4 report for January is that you had 600 fewer
5 takeoffs and landings this January than you did
6 the last January. You can attribute quite a bit
7 of it, honestly, to weather this year. We've had
8 about half a dozen days in the month of January
9 where it was completely IFR pretty much all day.
10 And that's just a couple of ops a day, honestly,
11 that skew that. So it's -- I don't see any big
12 alarm points based on January. Let's see how
13 it -- see how it works out. February starting off
14 appears to be pretty strong. If self-fuel's any
15 indication, anyway, it looks to be a pretty strong
16 month already. So, get the weather to
17 cooperate...

18 CHAIRMAN BARRERA: Buzz?

19 MR. GEORGE: We've talked about this several
20 times over the last six or seven years, about
21 doing something proactive about Sun 'n Fun coming
22 in April.

23 Any airplane on the east coast has got to
24 come right over St. Augustine. And I'm just

25 wondering if we might want to consider doing some

20

1 advertising, you know, telling what our fuel

2 prices are, what's available here.

3 And, Ed, you had an idea one time about some

4 coupon, that if you buy fuel here and you stay in

5 a hotel in St. Augustine, bring us a receipt and

6 we'll knock 20 cents a gallon off, or something

7 like that.

8 I don't know if it's too late to initiate

9 something like that. And maybe the PR committee,

10 you know, should look into it. But if I look at

11 600 flights down, you know, already, there's a way

12 to get some bubble coming back in. We could talk

13 about the Customs and everything.

14 MR. WUELLNER: Okay.

15 CHAIRMAN BARRERA: I think the opportunity

16 exists to roll those into, one, with the Sun 'n

17 Fun, the Customs, and any type of --

18 MR. GEORGE: Absolutely, yeah.

19 CHAIRMAN BARRERA: And I think also it'd be

20 good to try to involve the VCB with the -- with

21 the hotels in that.

22 MR. GEORGE: Uh-huh. Yeah. When we talked

23 about it in previous years, we talked about

24 generating a web site or e-mail list of all clubs

25 that we can find in AOPA or what -- or, you know,

21

1 whatever it is, get those clubs and do an e-mail
2 to them and try to make this a destination in
3 front of or after Sun 'n Fun coming down.

4 MR. WUELLNER: We -- we have developed the
5 e-mail list relative to Northeast Florida. So we
6 have a pretty good -- a good list where we could
7 dump some information. I don't know how that
8 would -- I -- yeah, I think your target customer
9 here is more transient in nature.

10 MR. GEORGE: Yeah.

11 MR. WUELLNER: Probably in Northeast Florida.

12 MR. GEORGE: We were, right, yeah.

13 MR. WUELLNER: But --

14 CHAIRMAN BARRERA: Jack?

15 MR. GORMAN: Right. When you go to the EAA,
16 in other words, and you're an EAA member, you get
17 the little magazine, and the magazine has
18 certainly an advertising format. And that's, of
19 course, one of the few magazines I read, because
20 it gives you all the -- the information --

21 MR. GEORGE: Right.

22 MR. GORMAN: -- arrival information and all
23 that. And a thought to -- in parallel with Wayne
24 George's idea, is there any -- the advertising's

25 not expensive. Is there a way to shoot an ad in

22

1 there? Is there still time?

2 MR. WUELLNER: I don't know. I don't know
3 about the time setup.

4 MR. GORMAN: That's my question.

5 MR. WUELLNER: It's certainly something that
6 could be looked at.

7 MR. GORMAN: Maybe it would be good --

8 MR. GEORGE: Would it be help --

9 MR. GORMAN: -- for Mr. Slingsluff's business.
10 I don't know.

11 MR. GEORGE: Ed, would it be helpful if
12 all -- if the board members and SAAPA, as you're
13 reading your magazines and you come up with the --
14 the Northeast Bonanza Society, here's the web site
15 for it to feed, you know, that in so that we would
16 have -- be able to go out past, you know,
17 Northeast Florida, that would help.

18 MR. WUELLNER: Yeah. Any -- any way we can
19 get e-mail contacts, we'll -- we'll get them
20 entered and have -- develop a base.

21 MR. GEORGE: Okay.

22 MR. WUELLNER: The more we can, the better.

23 CHAIRMAN BARRERA: John, would you be willing
24 to work --

25 MR. WUELLNER: We're hoping to be able to

23

1 gather --

2 MR. RODERICK: I'll work with Ed.

3 CHAIRMAN BARRERA: -- with Ed and -- and
4 Wayne on getting a master list?

5 MR. RODERICK: I'll work with Ed.

6 CHAIRMAN BARRERA: And also, Mike, could you
7 help contribute to that?

8 MR. WUELLNER: We're -- we're trying to get a
9 list off of our international transients, too, as
10 one of the fields on the form relative to user
11 fees, the e-mail address. So we're trying to be
12 able to use that form to generate some demographic
13 data related to it also.

14 MR. GEORGE: Oh, good. Okay. Yeah.

15 MR. WUELLNER: As soon as they fill it all
16 in.

17 MR. WERTER: In addition to that, why not
18 also contact these -- these magazines, like Flying
19 and AOPA Pilot and EAA for doing -- running an
20 article on the destination airport. This is a
21 tourist town. And maybe pushing that a little
22 bit, as well as buying advertising, where maybe
23 they would do articles on St. Augustine, a place
24 to fly to.

25 MR. WUELLNER: We do -- we do have an ad

24

1 placed relative to the opening of Customs in --

2 yeah.

3 MS. HOLLINGSWORTH: AutoPILOT.

4 MR. WUELLNER: What is it?

5 MS. HOLLINGSWORTH: AutoPILOT.

6 MR. WUELLNER: AutoPILOT magazine. But

7 that -- we just -- we just ordered it and it's not

8 due till the April issue, I believe, by the time

9 it actually gets out. But we will have -- we will

10 have something going on there. But that's --

11 again, that one's more targeted toward Customs.

12 MR. GORMAN: The specific one is the one you

13 get when you're going for the arrival inspections.

14 MR. WUELLNER: Yeah.

15 MR. GORMAN: That targets everybody that's --

16 MR. WUELLNER: We used to get a flier,

17 something in advance of that, to buy advertising,

18 but I haven't seen one in years that I can --

19 MR. GEORGE: Yeah.

20 MR. WUELLNER: But I'm sure we can find a way

21 to at least see whether you can still do it. By

22 the way, that goes to press earlier than you --

23 when is it this year? I haven't even seen the

24 dates.

25 MR. GEORGE: 22nd, isn't it? 21st, 22nd of

25

1 April?

2 MR. RODERICK: I didn't write it down yet.

3 MR. WUELLNER: Oh, so it's a little later in
4 April? So we may -- may have a shot at it.

5 MR. GEORGE: Right.

6 MR. COOPER: Ed, that magazine will be
7 distributed for free at Sun 'n Fun.

8 MR. GEORGE: What will?

9 MR. COOPER: The AutoPILOT magazine with our
10 ad.

11 MR. WUELLNER: They're -- they're trying to
12 get something going on the EAA publication for the
13 event also.

14 MR. GEORGE: I'm sure Mr. Roderick can give
15 us a lot of help on that.

16 CHAIRMAN BARRERA: And, Mr. Sanchez, what do
17 we have going on with the amphitheatre at that
18 time?

19 COMMISSIONER SANCHEZ: What time is that?

20 CHAIRMAN BARRERA: Is there something on the
21 22nd? Around that -- that week of the 20th
22 through the 25th?

23 MR. WUELLNER: April. April.

24 CHAIRMAN BARRERA: Of April.

25 COMMISSIONER SANCHEZ: April 24th is The

26

1 Beach Boys. April 17th is Joe Cocker.

2 CHAIRMAN BARRERA: That's perfect for Sun 'n

3 Fun.

4 MR. WERTER: It's right up their alley.

5 CHAIRMAN BARRERA: Something that you could

6 try to tie in in the ad --

7 MR. GEORGE: Yeah.

8 CHAIRMAN BARRERA: -- for a -- for an April

9 release.

10 MR. WUELLNER: Are tickets on sale for those

11 already?

12 COMMISSIONER SANCHEZ: I don't think so.

13 MR. WUELLNER: Okay.

14 COMMISSIONER SANCHEZ: I think they just went

15 on sale for the Willy Nelson show, and that's in

16 March.

17 MR. WUELLNER: Okay.

18 COMMISSIONER SANCHEZ: And they go on sale

19 soon for Chicago show, so it won't be long.

20 MR. WUELLNER: I think --

21 COMMISSIONER SANCHEZ: They will be on sale.

22 MR. WUELLNER: Those are already out.

23 Chicago's been out a while.

24 COMMISSIONER SANCHEZ: So if you -- if you

25 want to reach Troy Blevins, he might be able to

27

1 help you with some tickets ahead of those going on
2 sale.

3 MR. WUELLNER: Well, not -- not so much for
4 getting tickets; just trying to make sure we --
5 the ad provides a method for them to get them.
6 Okay.

7 CHAIRMAN BARRERA: Before we go to project
8 updates, I just want to remind everybody in the
9 audience that I haven't received any speaker cards
10 for today's meeting before we get to our action
11 items. So if we have anybody who wants to speak
12 on any of the action items, if you'd please fill
13 out a speaker card so I can get to that. Okay.
14 Project updates. Ed?

15 8. - PROJECT UPDATES

16 MR. WUELLNER: Yes, ma'am. Happy to announce
17 that the U.S. Customs facility is complete. We
18 have received a CO on the facility. We have
19 identified a formal opening date for that, meaning
20 the first day that in theory you could fly into
21 the U.S. Customs facility, would be this Thursday.

22 The normal hours for the facility are 11:30
23 to 8:00 p.m., 11:30 a.m. till 8 p.m., and Tuesday
24 through Monday. I'm sorry, Thursday through

25 Monday. So it would be closed Tuesday.

28

1 We're -- we're trying to target the most
2 flying times back into the country. And most of
3 those arrivals tend to arrive mid to late morning
4 and continue into the evening when returning back
5 to the U.S. But that's -- that's the target
6 areas. It also seems to fit -- will cover all of
7 the Craig Air flights down to -- to -- or from
8 Marsh Harbour back into the U.S. too.

9 On that note, I would like to introduce
10 Officer Juan Terry. He is our permanent Customs
11 guy down here. So if you need to understand that
12 process, if you're contemplating a flight out to
13 and back to the United States, he will be happy to
14 help you figure out how to do that legally, which
15 is an important point here.

16 Yeah. Great guy. We've gotten to know him
17 over the last couple of weeks as we get the place
18 ramped up to go. And I think everybody's going to
19 enjoy getting to know him over time too.

20 CHAIRMAN BARRERA: Welcome, Juan.

21 MR. TERRY: Thank you.

22 CHAIRMAN BARRERA: We have -- I have the
23 slide mentioned --

24 MR. BURNETT: Ed?

25 MR. MARTINELLI: Ed? Juan wants to --

29

1 MR. WUELLNER: Go ahead.

2 MR. MARTINELLI: -- take the mic.

3 MR. WUELLNER: By all means. You don't look
4 like the kind of guy that's real bashful, so --

5 MR. TERRY: No. Yeah, Juan Terry. I'm from
6 CBP. I've been in Customs and Border Protection
7 for eleven years. Prior to that, retired Navy.

8 So anybody other than that, that's all right.

9 Those will be my working hours. There is
10 certain things you have to do to fly in, fly out.

11 I will explain that at next Saturday's -- this
12 coming Saturday's meeting to all the pilots. And
13 I will work real hard to get these guys in here,
14 all right? So I'm going to make this thing
15 happen.

16 So we do have laws, all right? Like it says,
17 it's 30 days, but I will work on it as soon as
18 possible to make these flights come into
19 Jacksonville -- I mean, into St. Augustine. So
20 I'm used to Jacksonville, so...

21 But come down to the building. I love it.

22 MR. GEORGE: Good.

23 MR. TERRY: Got to tell you, I brought my
24 family down this weekend and they had a great time

25 down there. We met a lot of people, pilots and

30

1 everything here. I'm glad to be here.

2 MR. GEORGE: I notice you had a nice clean
3 room for the St. Augustine pilots to stay in.

4 MR. TERRY: Oh, I did?

5 CHAIRMAN BARRERA: You'll have to explain
6 what you're talking about, Buzz. That's called a
7 holding --

8 MR. WUELLNER: Holding cell.

9 CHAIRMAN BARRERA: -- facility.

10 MR. TERRY: Oh, that room. Well, if you
11 closed the door, you couldn't get back out. I had
12 to get that one changed, you know. So I
13 accidentally closed myself in there. I was in
14 there with the detention guy, you know, I had to
15 detain in there. So somebody had to let me out,
16 since I'm going to be here by myself, you know.
17 So I told my wife, "If I'm not home by 2200, call
18 the fire department."

19 MR. GEORGE: Call the tower. Tell them to
20 come to help let me out, okay?

21 MR. TERRY: Tell them to let me out. All
22 right. But, no, they're getting that door fixed
23 so I won't be locked in there myself.

24 MR. WERTER: So do you like this better than

1 MR. TERRY: I was actually in Jacksonville.

2 MR. WERTER: Oh, you were in Jacksonville?

3 MR. TERRY: I was in Jacksonville. So all
4 the flights that was coming to St. Augustine,
5 which was one, and he had a lot of power, all
6 right, because we didn't have flights coming in
7 here. So I made arrangements for everybody to
8 come into Jax. So I'm telling everybody in Jax to
9 tell them that St. Augustine is now open starting
10 Thursday --

11 MR. WUELLNER: Great.

12 MR. TERRY: -- for international flights.

13 MR. WERTER: Thank you.

14 MR. WUELLNER: A little point, too, just
15 reminded me when I looked at the slide, is that
16 you -- you can attempt to make arrangements for
17 different hours or a different time of day or even
18 a different day of the week, but it does involve
19 an additional fee back to the airport, because we
20 obviously have to pay an overtime charge back.

21 We did firm up the -- at the time I did this
22 slide, but the grand opening is firmed up for the
23 12th of March at this point at 10 o'clock.

24 MR. MARTINELLI: What day is that?

1 invitations relative to government officials and
2 those kinds of -- will go out in the next probably
3 week or two, so...

4 MR. GORMAN: I have to -- just have to say
5 that was just a good slick project. I mean, we
6 voted it in. It got built right away. There was
7 no problems with the construction. The tenants
8 are in and they're going to pay the bill because
9 of the government. So it's all good.

10 CHAIRMAN BARRERA: It's a win-win.

11 MR. GORMAN: Wish they were all --

12 MR. WUELLNER: Those are actual photos from
13 our facility. So my -- my hat's been off to KP
14 Meiring for making that happen on the schedule
15 they had available to them because this was --
16 this was one we were leaning on them from a
17 schedule perspective because there was grant funds
18 tied to an expiration date. But made it. They
19 did it for us, so we're real pleased with that.

20 Multiuse facility, just by way of update, we
21 added this slide now that we've got a project
22 underway. Designs continue to be developed to
23 this point. We've had -- or I should say our
24 different engineering firms have had several

25 meetings with St. Johns County building officials

33

1 to make sure that everything's being included in
2 the original design to make it permissible when we
3 get to the point to have to pull permits.

4 Tentative schedule looks like this: Bid the
5 project in May of this year, looking for award
6 probably in June, begin construction in July,
7 which puts it first quarter completion of 2010 at
8 the -- on the outside. So that should be a
9 January/February kind of date. I can't imagine it
10 being much later than that.

11 CHAIRMAN BARRERA: And that revenue will be
12 coming in before our time to no longer be on the
13 receiving ad valorem tax.

14 MR. WUELLNER: Correct.

15 CHAIRMAN BARRERA: So that will be another
16 revenue generator.

17 MR. WUELLNER: Yeah. About eight, seven,
18 eight months before last of it. Any questions on
19 that? We -- that was the extent of the
20 information at this point. This point, as I told
21 you last meeting, you probably won't see much
22 until we're ready to bid it, so...

23 Park development. This is the drawing we've
24 been using for quite a while, and I'm -- invited

25 Andrew to get up and kind of walk through a series

34

1 of drawings that have now been developed related
2 to the park so that I think everybody will have a
3 much better understanding of what's -- what's
4 planned back there now.

5 And if you want to have a brief discussion on
6 development schedule, we could -- we could try to
7 do that or we can do that another time. But,
8 Andrew, wherever you are here. You want to grab a
9 mic? It doesn't work. Oh, the light does, but
10 that doesn't work. Yeah.

11 MR. HOLESKO: That's what I want. Which one
12 is it?

13 MR. BURNETT: The bottom.

14 MR. WUELLNER: Just --

15 MR. HOLESKO: Okay. Good afternoon. We had
16 a park committee planning meeting led by Bryan
17 Cooper about I guess two or three weeks ago now.
18 I sat right here in this room for a little over an
19 hour with a select group of individuals, really
20 everything from people here on staff at the
21 Airport Authority to some regulatory agencies.
22 And wanted to share just some vision with them,
23 get some refinement and bring this set of new
24 plans back to you, colorized, so you can really

25 start to get a feel for what the park could look

35

1 like along the south edge.

2 Something that really struck me about that
3 meeting, in addition to it -- it was a very good
4 meeting, was -- was listening to Bryan share what
5 he thought was his vision and the Airport
6 Authority's vision about the park. And he has
7 said it to me many times, because he and I have
8 talked about the park endless and, you know, he
9 mentioned the different buffers and transitions
10 and the educational opportunities and the
11 information opportunities for the Airport
12 Authority.

13 And when you really look at the geography of
14 where the park sits, it is going to be a buffer
15 between the airport and the airport's neighbors to
16 the south. It is going to be a buffer between
17 what is an industrial or commercial land use,
18 being the Airport Authority, and residential
19 areas. It's also a buffer between an upland area
20 to be the buffer between that and an
21 environmentally sensitive area.

22 When you walk through the site, we started
23 looking at some of the smaller, I guess I'll call
24 them mini buffer areas of the site. You've

25 actually got soil back there that represent

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1 uplands which are developable. You've got mucky
2 areas. You've got sandy areas. And again, it's
3 really -- it's really a pretty diversible (sic)
4 piece of land, and you'll see that as we go
5 through it bit slide by slide here.

6 Again, the -- I just mentioned a minute ago
7 the multiuse building. That's going to be right
8 here. This is the new hangar area. This is the
9 new Taxiway F. You know, we've got our Customs
10 building and control tower up here.

11 The area we're talking about is all the way
12 here from Casa Cola all the way out to the big
13 drainage pond overlooking runway 13/31, which is
14 right here.

15 This is the overall master plan area. And
16 Ed's going to keep on clicking as I go through
17 sheet by sheet here. And Doug is going to be
18 clicking for me.

19 Okay. We looked at several areas inside the
20 park that would be collection points and points
21 where people could really go for a walk. They
22 could learn about the airport, they could learn
23 about the environment, and actually learn a little
24 bit about drainage and engineering and things if

25 you can -- if you can believe that. Bryan's got a

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1 pretty good idea on this.

2 This is our -- this is our west pond. That's
3 the one you see as you're driving along Casa Cola.
4 The road is actually back here, and you actually
5 look towards the pond. A lot of you probably
6 haven't seen this edge of the pond because this is
7 the east edge. But a walkway is planned all the
8 way around that pond, which you know was very
9 nonlinear because we did a lot of tree
10 preservation back there.

11 When I take people back there, you know, I
12 refer to it as a lake. And again if you ask
13 somebody and you look at that, if you weren't
14 there for construction, you would think that was a
15 natural lake, that it was a natural piece of
16 water. But it is in essence man made, and it does
17 serve to manage stormwater for the airport.

18 As we head further east on the walking
19 trails, you come across our central pond, which is
20 actually on the other side of this walkway. And
21 the first thing our landscape architect wanted to
22 do, and I admit it that I wanted to do, was to use
23 a little walkover trail here to cover up this old
24 nasty concrete weir, which is our overflow

25 structure inside our pond. And Bryan's idea was,

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1 no, no, no, do not hide that concrete structure.

2 Make that structure -- I know, Jack, I see you

3 shaking your head over there.

4 He said use that structure as a walkway over

5 the pond so that you can take a high school

6 student and they can stand here at the rail and

7 they can look at a nice pond on one side and they

8 can see the over-- overflow structure beneath them

9 and actually have a graphic and an educational

10 opportunity there to talk about how stormwater

11 management works.

12 I know that may sound dry to a lot of you

13 here in the audience; however, stormwater

14 management is a huge, huge project component

15 anytime we try to develop anywhere in the state of

16 Florida. And I said, "Bryan, that is a really

17 good idea if you're looking to interest young

18 people about clean water and the environment and

19 engineering disciplines and things like that."

20 So there's our walkway going over at least a

21 part of the structure, again, looking to the east

22 at the pond, looking to the west through the

23 overflow structure.

24 Now, the pretty -- the pretty slides are our

25 last one here. Go ahead, Doug. These are the

39

1 back areas. On the bottom -- get my bearings

2 here.

3 On the bottom is actually a little rendering
4 of what is being proposed right now as a kayak --
5 as a kayak launch. There's an old boat dock also
6 back there that will end up a focal point where
7 people can get up -- up close all the way up to
8 the edge of the marsh.

9 And then the area here is actually looking
10 out from the east towards runway 13/31, is a large
11 observation deck with the air traffic control
12 behind you, looking to the east. And you can see
13 there's a person here that could in theory be
14 looking out towards the runway system. We've
15 talked about some interesting things like pressing
16 a speaker and letting people listen to what the
17 air traffic control tower is saying.

18 There would be an area out there where you
19 could have, you know, school-age children learning
20 about the environment and looking at aircraft, and
21 also keeping obviously the public secure from the
22 aviation areas. But, you know, our landscape
23 architect was really very enthusiastic about the
24 potential for that large deck out there. And that

25 is really the fourth area.

40

1 In addition to the walking trails and all,
2 we're looking at somewhere between a mile and a
3 mile and a half of walking trails, again, with
4 focal points back at the east pond, the center
5 pond walkover, the kayak launch, and then the --
6 the overlook area for the runway system.

7 So that's just sharing a little bit of the --
8 of the vision, sharing a little bit of vision of
9 where we are right now and -- and keep that
10 project moving forward.

11 CHAIRMAN BARRERA: Thank you, Andrew. Jack?

12 MR. GORMAN: I'd just like to say I've been
13 kind of trying to herald this thing from the
14 beginning. And right now, it doesn't need a lot
15 of money.

16 Everybody wants to think, oh, it will spouse
17 so much money, we've got economic times, they've
18 been hard and everything else. We don't need to
19 spend money on this. We just need to keep a
20 vision going and just take this land, and which
21 again, Mr. George had said, well, is this
22 buildable land? Ninety percent of this land is
23 very, very low and isn't useful for anything else
24 but, you know, a walking trail.

25 And my own vision is just keep it a walking

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1 trail right now. We don't need to throw money at
2 this. We just need to keep it going.

3 You know, I'd like to see it fenced right
4 away. And I personally would like to see the
5 trail laid out right away. So you've got a
6 walking trail and you've got a fence and you've
7 got public access, period. And the rest of it can
8 take years.

9 There's alternative funding available, I
10 understand. There's -- you know, talking through
11 my hat a little bit. But there is -- it's
12 possible for many different funding avenues, and
13 you can ask Ed about that. We're not in a hurry.
14 I don't think we should be in a hurry. But I
15 think we should just keep the vision going by
16 fencing it and putting a trail in. My own
17 thought, you know. You know, otherwise, we have
18 to talk about money and we're talking about get
19 off the tax rolls, and so -- you know, getting a
20 trail and --

21 MR. WERTER: You mean doing it in stages or
22 piecemeal?

23 MR. GORMAN: In stages, exactly, piecemeal.
24 That's my own thought.

25 CHAIRMAN BARRERA: Wayne?

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1 MR. GEORGE: I think it ought to be kept as a
2 vision, also. But a six-year vision is getting a
3 little bit old. So let's get the trails in or
4 get --

5 MR. GORMAN: Agreed.

6 MR. GEORGE: -- something going. As far as
7 the land not being -- 90 percent of it's not
8 usable for anything else because of the lowness,
9 that's correct.

10 There are plenty of other people that are
11 bringing dirt in, you know, to bring it up to the
12 point that it is usable. And I think the vision
13 is that as the airport gets down the road 10 years
14 from now, 12 years from now, we will not have that
15 much invested in the park so that the park, it
16 would become financially inconceivable to move it
17 to the other side of the marsh, which we do have
18 the property over there. And if nobody's been to
19 look at it, you need to take a look at it.

20 CHAIRMAN BARRERA: Any other board comment?

21 I'll tell you, I'm very excited about this vision.
22 I think that it is such a positive thing for the
23 residents. I think it's a positive thing for St.
24 Johns County. It's positive for our airport users

25 and for the people who haven't started coming out

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1 to the airport.

2 You know, what -- whatever form and however

3 long it takes, it's still such a positive,

4 however -- however stage, whatever stage it's in,

5 once we get the trails in. I think people will

6 enjoy using it and will enjoy coming out here.

7 And I think it will be a great buffer for the

8 community, the residents in the community. It's

9 exciting.

10 MR. YOUMAN: What has to be done to initiate

11 Jack's idea of getting this thing kicked off and

12 getting it started?

13 MR. WUELLNER: Well, I think you've got to

14 put a little bit of balance in the schedule here.

15 The -- you've got a couple of issues that need to

16 be addressed in order to make it publicly

17 available. And one is, as Jack properly brings

18 out, is the fence-related issue to secure the

19 property.

20 That's somewhat complicated by the fact

21 you're going to be entering into construction in

22 just a couple of months back there and how you --

23 how you do that. But at a point, we'll be able to

24 fence that and make it -- or isolate it without

25 having to move the fence a couple of times.

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1 The other is the actual access into the park
2 is a part of that same project, the same
3 construction project, and is, you know, arguably,
4 I don't know, six to ten months from being in and
5 the access being built and the park and all.

6 You know, will it -- can it open before the
7 other construction back there? Probably to a
8 point. But our -- we have issues relative to --
9 we certainly have to provide that perimeter at
10 some point, which we'll get in there as a part of
11 the project.

12 MR. GORMAN: In other words, you're saying
13 you don't --

14 MR. WUELLNER: I --

15 MR. GORMAN: You don't want to rush public in
16 there because you've got a construction that's
17 going to kind of gridlock the opening.

18 MR. WUELLNER: Exactly. And then --

19 MR. GORMAN: That's fine.

20 MR. WUELLNER: -- right after -- it doesn't
21 mean it can't be being built concurrently --

22 MR. GORMAN: Right.

23 MR. WUELLNER: -- so that it's -- all the
24 things are in place so that when you turn the key

25 on the buildings, everything's ready to go. I

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1 mean, it's all open.

2 MR. GORMAN: Well, my fear is that we'll just
3 keep putting it off and putting it off. I'd just
4 like to see it fenced and a trail just kind of
5 bush -- bush-hog through. Okay, done. Then your
6 concerns are met. I mean, myself, that's my own
7 thought. Go ahead.

8 CHAIRMAN BARRERA: Carl?

9 MR. YOUMAN: Can -- can -- can we ask for a
10 little ten-point, five-point action plan of some
11 kind of months --

12 MR. WUELLNER: Sure.

13 MR. YOUMAN: -- out that these little steps
14 will be completed --

15 MR. WUELLNER: Sure.

16 MR. YOUMAN: -- and where we can possibly see
17 in the future that this will actually start?

18 MR. WUELLNER: We'll do that. We'll develop
19 that for you.

20 MR. YOUMAN: Thank you. Thank you.

21 CHAIRMAN BARRERA: I think the design is
22 great.

23 MR. GORMAN: It's pretty.

24 CHAIRMAN BARRERA: I think it will be a real

25 positive. Good job.

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1 MR. HOLESKO: Thank you.

2 MR. WUELLNER: Okay. Next item in updates,
3 reiterate are still expecting some service
4 increases with Craig Air as we -- over the next
5 several months. There's still interest in the
6 service; it's just, you know, the general economy
7 right now. We're not having anybody running off
8 the deep end relative to providing new service at
9 this point.

10 We're at this point still continuing
11 recommendation to attend JumpStart. I've had some
12 interest expressed by one of the -- by Mr. Werter
13 about possibly attending that with us in June.
14 That's very -- I think 2nd and 3rd of June. And
15 it -- if it doesn't represent a problem to anybody
16 on the board, we'd like to include him in those
17 travel arrangements to go up and do that.

18 We did look at what -- we're looking at
19 probably plus or minus about \$300,000 to convert
20 the door to -- to make it a hangar door addition,
21 if you wanted to do that.

22 MR. GORMAN: Okay.

23 MR. WUELLNER: As I pointed out last meeting,
24 we didn't really budget to do that door this year

25 but, you know, it could be something funded out of

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1 reserves, if that were a direction you chose to go
2 at some point.

3 I still am at a loss, and I -- and I failed
4 to get some definition of this, but what -- what
5 were we asking for when we asked about revenue
6 losses? I'm not sure what the -- the core
7 question was. It came out of the Authority, but
8 I'm not sure what the context was.

9 CHAIRMAN BARRERA: Jack?

10 MR. GORMAN: I, myself, was just trying to
11 keep it simple, as to what could we make and what
12 would it cost to convert it if we finally --

13 MR. WUELLNER: Okay.

14 MR. GORMAN: -- get to that point. I mean,
15 just what are we going to make? What kind of
16 lease do you feel, you know? And you -- you're
17 good at this, as to what we can get for it and
18 then the door cost.

19 MR. WUELLNER: From a revenue perspective,
20 you're looking at about a \$60- to \$70,000 a year
21 revenue off of a lease, just a straight, based on
22 the size of the building.

23 MR. GORMAN: Even with all that parking and
24 all that?

25 MR. WUELLNER: Well, not all that would

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1 necessarily go with the building.

2 MR. GORMAN: I see.

3 MR. WERTER: And -- and along with the
4 comments of Mr. Wuellner about me attending
5 JumpStart, he and I sat down past week or so, and
6 he brought me up to speed. And I have a -- well,
7 I have an interest in so many parts of what this
8 board does, but I would like to be more available
9 to Mr. Wuellner, even on a daily basis, when he
10 goes out to market our airport to bring business
11 in, be it air service or whatever.

12 I'm just asking the board if they would have
13 any objection from me being more hands-on with
14 Mr. Wuellner. Of course, Mr. Wuellner being the
15 expert, I'd be following his lead. But I'd like
16 to be more involved than just the once-a-month
17 meeting.

18 MR. GEORGE: Have you ever heard the story
19 about the automotive mechanic and he says, "I'm
20 \$80 an hour; I'm a hundred dollars an hour if you
21 watch"?

22 You know, I don't want to hamper any of his
23 activity --

24 MR. WERTER: Oh, no, no.

25 MR. GEORGE: -- by pulling that along, you

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1 know?

2 MR. WERTER: But the thing is, when you go to
3 see, let's say another Skybus -- let's say, you
4 know, it's another major commuter, whatever; I
5 think it would behoove us if an actual
6 representative from the board itself be there
7 following Mr. Wuellner's lead, another executive
8 type presenting a professional image that we're
9 not just a little hick town here, but we are a
10 regular community and we have an executive board.
11 We are more or less a board of directors.

12 And for Mr. Wuellner himself, being the
13 airport manager, just showing up by himself
14 unsupported by the board, I just think -- and,
15 believe me, I know my place. And I've always
16 relied on the expertise of others. And I've had
17 this discussion with Mr. Wuellner. And if he has
18 an objection or not -- or what is his input?

19 MR. WUELLNER: No, I'm fine with it. I
20 think, you know, to the -- to the extent that
21 we're, you know, out marketing, meeting, that it
22 probably does add an extra layer of -- of --
23 for -- you know, of horsepower to the -- to the
24 argument in that you've got elected officials, you

25 know, assisting in doing that. But it does show

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1 some additional commitment.

2 I mean, I don't think -- Mr. Werter, in our
3 conversation, I don't think he's -- he's trying to
4 be involved in the day-to-day, you know, pieces of
5 this, but where -- where that -- the benefit of
6 his -- his position on the board can be brought to
7 bear, I think it's a good idea.

8 MR. WERTER: It's more of a PR move, I would
9 say, probably.

10 CHAIRMAN BARRERA: I think that it would be
11 great to have a different member of the board --
12 and I know in many times past, we've had different
13 board members attend those meetings.

14 I would hate to just limit it to one person,
15 and I would just encourage Mr. Wuellner to -- to
16 check with the different board members as to
17 whether they're available or not.

18 MR. GORMAN: I was -- I was going to ask to
19 go. I know I'm a pest, but I'd like to go to that
20 just to see what it was about.

21 MR. WUELLNER: Yeah.

22 MR. GORMAN: Exactly. I mean, so I agree
23 with Mr. Werter. I mean, let's get involved
24 there.

25 MR. WUELLNER: It's up to you.

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1 MR. GORMAN: I'm not saying I would be
2 involved to the point he wants to be. I'd just
3 like to see what's -- you know, it is, the whole
4 marketing plan that they would have.

5 MR. GEORGE: We had a problem several years
6 back of board members presenting themselves to
7 individuals or to the public as this is the board,
8 you know, and therefore, I concur with them and
9 therefore there's not going to be any problem with
10 it.

11 MR. WERTER: Oh, no.

12 MR. GEORGE: And I think that most of us have
13 put in our vocabulary that when we mention a board
14 member, we say, "We're one-fifth of the board."

15 MR. WERTER: Oh, sure.

16 MR. GEORGE: Twenty percent of the board. We
17 had a bad problem with a flight school coming
18 here, and they thought everything was all wrapped
19 up, and it wasn't all wrapped up, you know. And a
20 lot of press on it. So I would urge you to -- to
21 be aware of -- of that implication, so...

22 MR. YOUMAN: See, I was -- I was going to --
23 I was entertaining the same type thoughts in my --

24 MR. GEORGE: Yeah.

25 MR. YOUMAN: -- that little pocket, like you

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1 say, my little enthusiasm --

2 MR. GEORGE: Right.

3 MR. YOUMAN: -- of AMTRAK and this -- the
4 intermodal facility, to be more involved, instead
5 of just sitting back and --

6 MR. GORMAN: We -- we -- we go to conventions
7 every year with Mr. Wuellner, and we don't have a
8 problem. I mean, you know, he just -- you know,
9 every -- there's -- we all run around like little
10 hens behind him and -- and take care of business
11 learning about what goes on at the -- so I
12 don't -- I don't envision a problem.

13 CHAIRMAN BARRERA: Actually, I have not
14 attended a conference with Mr. Wuellner, but I
15 know what you're saying, the point you're making.

16 MR. GORMAN: Oh, sure. It's not -- it's
17 generally not a problem. But Mr. George's point
18 is well taken, is you can't --

19 CHAIRMAN BARRERA: I agree.

20 MR. GORMAN: -- speak for the board like
21 your -- you know, you've made this decision.

22 MR. YOUMAN: Because that's what I was
23 worried about when I came back -- when I talked to
24 Ed about putting this project on the list, but to

25 emphasize that, you know, can I do this without

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1 the board, but just to get it on the list and

2 pending board approval.

3 MR. GEORGE: Yeah.

4 CHAIRMAN BARRERA: I think, Ed, what -- what

5 the board is asking is that when you do attend

6 something like the JumpStart or if you do have

7 somebody coming in who wants to speak to you about

8 business at the airport, that it would be helpful

9 to have a board member at, to contact a board

10 member or to contact -- send out an e-mail to the

11 board members, letting them know that this

12 meeting's going to take place if anyone would like

13 to attend so that you have that board

14 representation. But I agree with -- with

15 Mr. George; we -- we don't -- we want to reiterate

16 that, you know, that is a single board member and

17 they are not speaking on behalf of the board.

18 MR. WERTER: And that's understood. At least

19 I --

20 MR. BURNETT: And if I might, I don't want to

21 weigh in one way or the other. I just want to

22 make a general comment for the public. It is

23 routine that this would be no different than the

24 seminars that you otherwise attend during the

25 year. It's educational in part. And y'all don't

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1 receive a salary, but one thing you are entitled
2 to receive under the -- under your charter is
3 these sorts of educational-related travel expenses
4 and the like to be able to attend these kinds of
5 things, because it does allow you to bring back
6 that knowledge to the airport and help you as a
7 board. So I'll just leave that general comment
8 out there.

9 MR. WERTER: And what did you find in Vegas?

10 CHAIRMAN BARRERA: And, I think that, you
11 know, in -- in making that point, I think it also
12 needs to be made that when board members do attend
13 these items, when they attend a conference, when
14 they attend, they're taking off work, they're
15 having to make their own arrangements as far as
16 their other commitments are concerned in order
17 to -- to attend those.

18 So I -- you know, we -- we talk about it, but
19 I certainly don't want to make light of it because
20 it's a -- it can very much be a sacrifice to go
21 and attend it on behalf of the public for
22 knowledge.

23 MR. GEORGE: As far as the action item on
24 the -- the hangar, I think that we need to put

25 this back on the agenda periodically just for us

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1 to reassess, you know, whether we're going to keep
2 it as an asset that we're looking for a tenant or
3 whether we're going to spend the \$2- to \$300,000.

4 MR. GORMAN: I couldn't agree more. I -- I
5 have a -- I have one question with, I'm going to
6 get back with -- and I'll defer to Mr. George
7 about this, Wayne George. We've got -- we're
8 saying it was just \$60,000 a year. We can only
9 get \$5,000 a month for that hangar? It's huge.

10 MR. WUELLNER: That's what hangar rental
11 rates are.

12 MR. GORMAN: It's not marketable --

13 MR. GEORGE: Six dollars a foot, and it's
14 what, 10,000 square feet?

15 MR. GORMAN: Yeah. That's rather big.
16 That's all we really can get for it?

17 MR. WUELLNER: That's the kind of number it
18 would generate, yeah.

19 MR. GORMAN: Okay. Just thought I'd bring
20 that up and hash it over again.

21 MR. WUELLNER: Way more profitable as an
22 airline terminal with service.

23 MR. GORMAN: Oh, certainly; I couldn't agree
24 more. But I mean, it just seemed low.

25 MR. WUELLNER: And that's -- I mean, that's

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1 even what you're talking leasing down the street

2 here, so...

3 CHAIRMAN BARRERA: Okay. Community

4 relations?

5 MR. WUELLNER: Yes. The -- I'm going to try

6 to get this one right, in the right order this

7 time. The citizens airport group -- I always have

8 a -- anyway. Their next meeting is a week from

9 Thursday, the 9 -- I'm sorry. It's --

10 MR. YOUMAN: 19th.

11 MR. WUELLNER: 19th of February. And I

12 believe Bryan handed out some noise-related

13 information for you that's being generated now.

14 It's coming now just hot off the press today,

15 basically. But we -- that's the kind of report

16 that's easily produced now based on the database

17 input. So we've gotten to the point where we can

18 now produce reports.

19 We received a letter from Dr. George about

20 their interest in assisting us in developing or

21 enhancing the web site as it relates to the -- the

22 ability to make complaints and get information off

23 of it. And I just got that this morning, so we'll

24 be contacting them and see if we can't get that

25 arranged and find out exactly what -- find some --

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1 some mutual ground on that.

2 CHAIRMAN BARRERA: I have a question, Ed.

3 When we're looking at this -- and I see in the

4 area of Ponte Vedra, the northwest county, Eagle

5 Creek, how -- how is that attributed back to St.

6 Augustine Airport as opposed to Craig?

7 MR. WUELLNER: That's a great question. And

8 I don't know.

9 CHAIRMAN BARRERA: Or, you know, one of the

10 other local airports. Is there a way to identify

11 it by that?

12 MR. WUELLNER: Bryan, the mic. Bryan. Mic.

13 CHAIRMAN BARRERA: But I'm just surprised

14 that someone would -- that far north would --

15 would -- would automatically think of

16 St. Augustine versus Craig or over in the

17 northwest part of the county, one of the airports

18 there.

19 MR. COOPER: When I developed the database, I

20 wanted to determine where were the complaints

21 coming from. Now, those complaints aren't

22 necessarily -- have anything to do with St.

23 Augustine Airport. And in fact, many times we've

24 proven, when we follow up on the complaints, that

25 they don't.

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1 For example, there's some complaints on there
2 on the west side of the county that were military
3 helicopters out of Keystone or the -- the Army
4 base over there. There -- most of those
5 complaints in Ponte Vedra are from Craig. When we
6 go back to replay the radar, we're able to track
7 those airplanes that they're complaining back to
8 Craig.

9 And there are some complaints -- there's
10 one -- or there's actually a couple in there
11 downtown St. Augustine that we tracked in the
12 middle of the night south, and they never landed
13 at St. Augustine and they went off the radar
14 heading south, probably to Flagler or Ormond,
15 Daytona, something like that.

16 So the complaints aren't necessarily related
17 to St. Augustine Airport, but it's the complaints
18 I receive.

19 CHAIRMAN BARRERA: Okay.

20 MR. COOPER: And so I'm just telling you how
21 many I receive and where they came from.

22 CHAIRMAN BARRERA: I know that Ponte Vedra,
23 that that is the practice area for Craig.

24 MR. COOPER: Yes.

1 doesn't make sense that we would be receiving the
2 complaint, is the reason I asked.

3 MR. COOPER: Well, there's three complaints
4 there that went to Cyndi Stevenson, and then
5 they -- they had already been to me, and I
6 explained to the complainer where they were coming
7 from. Then they called Cyndi. She had a
8 representative call me, and we discussed it. She
9 realized that they were coming from Craig.

10 The person that's complaining realizes that
11 they're coming from Craig, but she felt that if
12 she called the county commissioners, that they
13 could influence Craig more than we could influence
14 Craig to make it stop which, you know, that's not
15 going to happen.

16 CHAIRMAN BARRERA: Well, one of the things --
17 and I -- I think that -- you know, I think that
18 the discussion we probably should have is about
19 complaints in the air and -- and the
20 responsibility for that, because if someone
21 thought that a county commissioner or even that
22 really the airport itself can be responsible for a
23 complaint that's in the air, I think there needs
24 to be some -- some clarity about that.

25 MR. COOPER: Well, when we go to venues like

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1 that citizens airport group over on North Shore
2 and we spend time with them, we explain that to
3 them. When people call and talk to me, I make an
4 effort to educate them to that.

5 You'll notice also one of the locations there
6 is the beaches, and that's referring to the entire
7 strip of the beach from Crescent Beach on up. And
8 there are many airplanes that fly low down the
9 beach that didn't initiate here, they don't stop
10 here, have nothing to do with this airport, but
11 still when they fly down that beach, we get the
12 complaints.

13 And if anyone in St. Johns County has a
14 complaint about something in the air, they're
15 going to call me --

16 CHAIRMAN BARRERA: I'm --

17 MR. COOPER: -- or send letters or e-mails or
18 whatever.

19 CHAIRMAN BARRERA: I'm wondering -- and I'll
20 let you speak, Carl, in just a moment. But I'm
21 wondering if when they e-mail us, are they
22 providing their telephone number for us to follow
23 up with?

24 MR. COOPER: Sometimes.

1 an e-mail reply that -- that we send to them to
2 let them know that we got their e-mail if we're
3 not following up with a phone call?

4 MR. COOPER: At this point, we do not have
5 that.

6 CHAIRMAN BARRERA: Let's look at doing that
7 so that they know that we got it and that either
8 we were able to process it or -- you know, or it
9 was -- you know, this is something that we
10 couldn't process because this is really having to
11 do with the military or, you know, that's -- and
12 that's why I bring up the Ponte Vedra situation,
13 because the -- the helicopter that crashed in
14 Ponte Vedra last year was from Craig Field. That
15 is -- that is the practice area.

16 MR. COOPER: Right.

17 CHAIRMAN BARRERA: So I think that that might
18 help educate.

19 MR. COOPER: Well, I -- I agree with that.
20 And I can do that. But one of the questions that
21 we ask, if they get me, is, "Do you want us to
22 respond or not?" And if they say -- some people
23 complain and do not want a response. Those, I do
24 not call back. Other than that, I call all of

25 them back unless they say, "Don't -- don't contact

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1 me."

2 CHAIRMAN BARRERA: Just a brief response that
3 says we received your complaint; we'll either
4 follow up with you on mail or we'll log it,
5 something that lets them know that we received it.

6 MR. WUELLNER: Our -- our intent also is to
7 develop a short policy related to the handling of
8 those kinds of complaints so that we have some
9 direction from -- from you folks as to exactly
10 what -- how you want us to -- to proceed when we
11 do get the information. And what ultimately
12 constitutes a complaint, or is it simply an
13 inquiry in -- in some cases?

14 And it gives us some policy direction on how
15 to respond to that and what data's kept, what
16 data's purged as a result for the lack of
17 information. And it will provide a method or a
18 direction to us as to how to follow up with some
19 of these, too, and what's -- what's an appropriate
20 action.

21 CHAIRMAN BARRERA: Jack, I think Carl had
22 asked to speak first.

23 MR. GORMAN: Oh, I'm sorry. Go ahead.

24 CHAIRMAN BARRERA: Go ahead, Carl.

25 MR. YOUMAN: On a document like this, can

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1 there be a disclaimer of some kind just saying
2 that not all of these are attributed to St.
3 Augustine Airport? The only reason I bring that
4 up is a plain document like this can go to the
5 press or the internet or whatever, and look --
6 look what's happening at St. Augustine Airport.

7 CHAIRMAN BARRERA: Be misconstrued.

8 MR. WUELLNER: Really good point. Excellent
9 point.

10 MR. COOPER: I -- I think that's a good idea.
11 This is just some data that I put together so it'd
12 make a little bit of sense to you. But we can
13 develop whatever kind of form that you want.

14 MR. YOUMAN: I mean, on any -- on anything
15 you put out with data like this --

16 MR. COOPER: Right.

17 MR. YOUMAN: -- that type of disclaimer,
18 because somebody can grab this and have a ball
19 with it.

20 MR. COOPER: Right.

21 MR. BURNETT: Yeah.

22 MR. COOPER: And there are many complaints
23 that everyone knows. If you remember back a
24 couple of months ago, there was a -- a thing that

25 made the national news about UFOs in

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1 St. Augustine. It was on CNN. Well, that
2 generated two complaints to the airport, too. We
3 weren't doing anything about that. So, that's two
4 of those numbers.

5 MR. GEORGE: I crashed both of those --

6 MR. COOPER: So there's all kinds of
7 complaints on the --

8 MR. BURNETT: Yeah, and just to -- on that
9 point, Mr. Youman, that -- that the aircraft may
10 or may not be originating or even ending here at
11 the airport and they may be flying through the
12 county, they maybe acrobatics from Craig or other
13 airports and nothing we have control over or any
14 involvement with. You know, that's the kind of
15 language you like to see on there.

16 MR. YOUMAN: Yes.

17 CHAIRMAN BARRERA: Jack?

18 MR. GORMAN: I tend to agree with Kelly and
19 Mr. Youman both, that -- that both, to just kind
20 of qualify these things. When we get a complaint,
21 I know -- and you get a response to the complaint,
22 you can then list all these different things that
23 could be happening. And that may or may not
24 diffuse the caller.

25 But I know if I call in to complain and

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1 somebody stonewalls me, they don't call back, they
2 don't do anything, it makes me more irate. So it
3 may -- I would agree with Kelly; may tend to
4 defuse people, that then -- and allow this
5 disclaimer problem to go away, that they can get a
6 call back. That's more work, I know, and who
7 wants to talk to irate people, but...

8 MR. WUELLNER: No, I think you're right. I
9 think if you've taken the time to express a
10 concern, you have --

11 MR. GORMAN: As much as possible.

12 MR. WUELLNER: -- you should have some
13 response.

14 MR. GORMAN: As much as possible.

15 CHAIRMAN BARRERA: Wayne?

16 MR. GEORGE: I remind the board that we -- we
17 represent aviation in the county, so if anybody
18 has a problem with anything that has an airplane
19 associated with it, it's going to come to us.

20 We have talked about inquiries/complaints for
21 a year or two. Bryan went out of his way to
22 establish a database so that we could get our
23 hands around what it is. I -- I never had the
24 thought that the magnitude was only 60 inquiries a

25 year. So I was, you know, very pleasantly

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1 surprised from that.

2 The purpose of this document is Bryan wanted
3 to get something in front of us so that we could
4 get the discussion going and then he can update or
5 add to his database and give us more meaningful
6 information.

7 MR. YOUMAN: Oh, I understand that. I
8 understand that --

9 MR. GEORGE: Okay.

10 MR. YOUMAN: -- completely.

11 MR. GEORGE: And your inputs are good.

12 MR. YOUMAN: And I'm just afraid --

13 MR. GEORGE: No, no, no. That's one of the
14 inputs that -- you know, that should be there, a
15 disclaimer, yeah.

16 MR. YOUMAN: And I understand what you're
17 saying.

18 MR. GEORGE: And maybe the disposition of the
19 inquiry. The disposition would be forwarded to
20 Craig, you know, en route air traffic, you know,
21 or forwarded to someplace else. Military would be
22 a way. I'm sure that Bryan would then consider
23 that.

24 MR. YOUMAN: And the key thing is those that

25 are ours, if we can do something to correct it for

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1 the community, that we do take action on those

2 items --

3 MR. GEORGE: That's the whole reason for the
4 taking a look at it.

5 MR. YOUMAN: -- because you've gone to a lot
6 of the meetings over there.

7 MR. GEORGE: Yeah. A lot of other people
8 have gone to the meetings, too. I think that
9 everybody's behind let's get something positive
10 going, and that was Bryan's attempt. Thank you.
11 Good job.

12 CHAIRMAN BARRERA: I agree. And good job,
13 and good job to you, too, Wayne for attending all
14 those meetings and -- and letting the people know
15 that we are interested and trying to resolve
16 anything that we can be a part of resolving.

17 MR. WUELLNER: Marketing and public
18 relations. Have a series of articles that have
19 been going in Old City Life Magazine. I think
20 we're on number two coming out.

21 MS. SUTHERLAND: This is the -- the first one
22 just came out of the printers today.

23 MR. WUELLNER: First one just came out.
24 Okay.

25 MS. SUTHERLAND: It's still warm.

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1 MR. WUELLNER: And how many -- how many are
2 there ultimately?

3 MS. SUTHERLAND: Well, maybe five or six or
4 as many as I can get in there.

5 MR. WUELLNER: On a variety of topics
6 surrounding aviation and -- and local aviation.
7 And I'm really excited about this series. I think
8 it's going to go a long way to just help people
9 understand what it is that goes on.

10 What I mentioned, your grand opening of
11 Customs coming up, it's now firmed up at the 12th.
12 And I mentioned earlier about doing -- we've
13 already started some advertising, and it will be
14 out starting in April related to Customs opening.

15 And Michael's doing a -- at Galaxy is doing
16 just absolute great job of making sure the
17 customer base that they come in contact with, that
18 they know about Customs and -- and its
19 availability. And I think we're starting to see
20 some interest already on getting the proper forms
21 filed in advance so that they can begin to use
22 here.

23 And also just make a point that Kelly made a
24 very nice little presentation, speech address at

25 the Ford Foundation grant to the St. Johns County

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1 school system a few weeks back and represented the
2 Authority very well in emphasizing the importance
3 of aviation education in St. Johns County and its
4 long-term impacts on employment and its importance
5 to St. Johns County. So she did a great job of
6 that. And I just wanted to make sure you're all
7 aware she was out there doing good things already.

8 CHAIRMAN BARRERA: Well, and I think you
9 skipped over your -- your --

10 MR. WUELLNER: I did.

11 CHAIRMAN BARRERA: -- your time on the radio.

12 MR. WUELLNER: Well, we, you know --

13 CHAIRMAN BARRERA: Some people might not have
14 been able to catch that. Could you give us a
15 recap?

16 MR. WUELLNER: Yeah. We ended up, thankfully
17 we had been -- received a call as to some
18 discussion going on on the radio relative to the
19 airport, which had its usual, you know, small
20 percentage of factual information in the
21 discussion.

22 And so, I contacted the -- the host and asked
23 if it would be possible to come back on and, you
24 know, clear the air again, which we seem to have

25 to do every at least a couple of times a year, it

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1 seems. Which I did.

2 I went on there last, I believe it was last
3 Tuesday, spent an hour with Kerry McCarthy and
4 Wayne Hickox on the -- on the radio station and
5 talking about a variety of issues, everything from
6 U.S. Customs to why we're doing some of the
7 capital projects we're doing. Just some -- some
8 general questions asked relative to does -- how
9 does the airport set its rates and charges. Had a
10 fairly good discussion going relative to the
11 Airport Authority's involvement in the Aerospace
12 Academy.

13 And by all accounts, everything was received
14 very, very positively. There really weren't any,
15 quote, unquote, complaints. A few questions,
16 which I think they felt like they probably got
17 answered, and it, I think, ended up a very
18 positive, positive experience.

19 MR. GORMAN: Did you record it?

20 MR. WUELLNER: I did not.

21 MR. ROLAND: I did. It was a good show.

22 MR. GORMAN: Is there any way to listen to
23 it? Just curious.

24 MR. ROLAND: I'll bring you a copy.

25 MR. GORMAN: Really? Thank you.

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1 MR. WUELLNER: Awesome.

2 CHAIRMAN BARRERA: And I think that it is
3 valuable to do those things and to, you know, do
4 it a couple of times a year. If you could do it
5 twice a year, I think that that would clear up a
6 lot of confusion.

7 MR. WUELLNER: And they -- they extended the
8 invitation to Authority members, anybody that --
9 you know, they'd love to have interesting folks on
10 the air. So if you're not interesting, don't --
11 don't bother. But if you consider yourself
12 interesting, I know they'd like to -- like to hear
13 from you. I didn't know that criteria or I
14 wouldn't have gone.

15 Budget performance. As your financial
16 statements reflected, your revenue for the
17 snapshot ending December, we had revenue down
18 about 4.18 percent and operating expenses of about
19 2.76. Keep in mind it's accrual accounting and
20 it's not always as clear, what all's -- what all's
21 actually going on.

22 If you, for instance, spend money in one
23 month, you're only realizing a piece of it as you
24 go along here, so -- likewise, for lump-sum

25 revenue payments or revenues that we receive,

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1 so...

2 MR. GORMAN: Wouldn't -- wouldn't -- just for
3 reporting purposes, would it be good to reflect
4 back to the last -- to a quarter so that these
5 things average out?

6 MR. WUELLNER: Actually, it -- it does.
7 Actually, it does.

8 MR. GORMAN: I mean, you know, it's --

9 MR. WUELLNER: It's the year through
10 December. That's the only data we have.

11 MR. GORMAN: That's the point to make. In
12 other words, it's --

13 MR. WUELLNER: Yeah. Each time we do it,
14 it's for the fiscal year up to that point.

15 MR. GORMAN: They're not going to -- yeah,
16 the averages aren't complete yet.

17 MR. WUELLNER: Correct.

18 MR. GORMAN: Right.

19 CHAIRMAN BARRERA: Okay. And I think the
20 next thing we added to the agenda was Florida
21 Aviation Career Training and their request to
22 consider placing an appeal on to the next action
23 item.

24 MR. WUELLNER: I thought you were doing that

25 under housekeeping, but that's fine if you want to

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1 do it.

2 CHAIRMAN BARRERA: Went back and forth, and
3 finally I think we decided under project updates,
4 is where I wrote it.

5 MR. WUELLNER: Okay. That's fine. You --
6 just bring you up to speed with what I know.

7 We received a letter today from Florida
8 Aviation Career Training requesting an appeal
9 related to the Staff's direction, as well as I
10 guess the Airport Authority's actions related to
11 the minimum commercial aviation operating
12 standards and the short-term waiver, for lack of
13 better terms, of the requirement to have office
14 space on the airport until which time as office
15 space is constructed on the airport. And they're
16 alleging that that is an economic disadvantage to
17 them. They have -- at this point, have not
18 provided any documentation or anything to support
19 that.

20 And what else here? Oh, that our approval of
21 that constitutes a subsidy and that they do not
22 meet the minimum standards as prescribed in your
23 section -- your subpart F of the flight training
24 facility requirements.

1 something you wanted to ask about this?

2 MR. GORMAN: Oh, always, always. There's --
3 there's two thoughts.

4 One thing I'm passionate about is the ability
5 for an applicant to -- that is going to do
6 business on the field or wants to, or an existing
7 tenant, to have his right of appeal. In other
8 words, I think that that's just -- just key issue
9 to any good government.

10 They've got to be able to -- but to avoid
11 micromanaging Mr. Wuellner, I mean, a letter
12 should be forwarded to the board members, and if
13 three out of five of them submit to him that
14 it's -- that they want to grant that appeal, then
15 that eliminates micromanaging and then still
16 allows the public to have these appeals, in other
17 words, to have their say, their -- their day in
18 the sun.

19 And as far as minimum standards, boy, you're
20 on a balance beam here. In other words, if you
21 take and you have a minimum standard, well then
22 you ought to uphold it, in other words. And if
23 you're going to uphold it, that's fine. But
24 you've got to -- this right of appeal allows

25 someone to think if the playing field's not level,

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1 then why not?

2 I mean, it really is a balance beam. It
3 requires discussion. Because this business here
4 is not going to pay for several months as much
5 money as an existing business will. And what do
6 you do about that? I hold my hands up to the
7 board. I don't know.

8 MR. WUELLNER: Well, I'm not --

9 MR. GORMAN: You know, and it's -- the other
10 thing is, is that, you know -- and -- but again,
11 this right of appeal, if you call -- if three of
12 the five people want to run the appeal, they can
13 do it.

14 I'd like to see this business -- this board
15 small-business friendly. And my only thought
16 is -- well, there's two thoughts. One, well, it
17 isn't -- I don't see a level playing field right
18 now, but -- and the only thing I can see, though,
19 without micromanaging Mr. Wuellner, is well, maybe
20 this waiver's a bit long. I'd like to see this
21 board small-business friendly.

22 Maybe 4,000 feet is a lot, you know, for a
23 minimum for a flight school. I've seen people
24 that do tailwheels. I've seen people that do --

25 have very small flight school ambitions that 4,000

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1 feet would preclude them from even doing business

2 here, the specialty training people.

3 But I -- you cannot deny, myself, that it

4 needs discussion, you know, and I can't possibly

5 deny the flight school the ability to talk at

6 length about it. So --

7 MR. WERTER: I just have a couple of

8 questions, not being privy to the -- to the lease

9 that was offered to European.

10 MR. WUELLNER: Uh-huh.

11 MR. WERTER: What would --

12 CHAIRMAN BARRERA: Lean toward the mic.

13 MR. WERTER: I'm sorry. I've been yelling in

14 court all day. What -- what -- when the lease was

15 orchestrated for European, what waivers and what

16 was the terms, the conditions of these waivers?

17 MR. WUELLNER: All right. The -- the

18 agreement with Florida Flyers is -- consisted of

19 three pieces. The first piece is an operating

20 agreement with them relative to the -- the

21 official permission, for lack of better terms, to

22 use the facilities for a business. They have an

23 executed operating agreement with us that they pay

24 for.

1 understanding. We recognized fairly early on in
2 the process that we would -- we would be unable to
3 meet the requirements of providing office space on
4 the property because none existed that was not
5 currently leased.

6 However, we also knew that it was highly
7 likely that a -- an additional office space would
8 become available with a project we were -- we were
9 working on, which has now moved into engineering
10 phase at this point, and to remind you would
11 likely be occupiable this time next year.

12 The third component was execution and
13 development of a minimum -- excuse me, a
14 memorandum of understanding related to this. The
15 memorandum of understanding provided that the --
16 they were in a sense granted permission to conduct
17 the office component of the minimum operating
18 standards off property until which time as we
19 could make space available for them on the
20 property, at which time they would relocate that
21 onto airport property. And they have agreed to do
22 that and execute a lease for that space.

23 They have also executed a lease agreement
24 with the Airport Authority related to storage of

25 aircraft. They -- they occupy two 2,500 square

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1 foot hangars that they lease from the Airport
2 Authority. So they lease 5,000 square foot of
3 space from the Airport Authority on property now.

4 MR. WERTER: Is that a greater number than --

5 MR. WUELLNER: It's -- it's greater than the
6 minimum. The minimum leasehold total is 4,000
7 square foot.

8 MR. WERTER: So where -- so where we -- where
9 we lose on office space, we regain on rental
10 space.

11 MR. WUELLNER: Well, it exceeds the minimum
12 threshold, yes.

13 MR. GORMAN: Not a real revenue, though,
14 would it be?

15 MR. WERTER: And it's conditional --

16 MR. WUELLNER: It probably is. Keep in mind,
17 the -- the existing flight school is not our
18 tenant relative to their business operation.

19 Their operation is facilitated through the FBO's
20 agreement, not with us.

21 MR. GORMAN: Is that relevant to the issue
22 of --

23 MR. WUELLNER: I'm just saying, the minimum
24 operating standards as they apply to FACT have

25 nothing to do with the operations under our

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1 minimum standards. The -- the mere fact they're
2 contained as a sublease agreement to the FBO
3 waives all minimum operating standards relative to
4 the flight school or any other business.

5 MR. GORMAN: Are we being bureaucrats here?
6 Are we being fair?

7 MR. WUELLNER: I'm just explaining the
8 situations.

9 MR. GORMAN: I'm a little lost on that one.

10 MR. WUELLNER: They -- they exceed the
11 threshold value you have in your -- your minimum
12 operating standards even today.

13 MR. BURNETT: And just to go one step beyond
14 that, where we would get -- where we potentially
15 could have an issue is if it were another FBO that
16 wasn't --

17 MR. WUELLNER: Yeah.

18 MR. BURNETT: -- being required to have the
19 same standards as what we're imposing on our
20 existing FBO. But it's a little bit of a nuance
21 that we've got this flight school and an existing
22 flight school underneath the FBO. It makes it
23 different.

24 CHAIRMAN BARRERA: Jim?

1 there is a condition that when the space is
2 available, they would take up that 4,000 foot
3 space.

4 MR. WUELLNER: Yes, sir. They -- they would
5 have all operations, all aspects of their business
6 on the property as soon as office space is
7 available. And I would point out, too, I think
8 you need to -- you know, even if -- if you agree
9 to hear the appeal, which we are not really
10 hearing right this second --

11 CHAIRMAN BARRERA: Right.

12 MR. WUELLNER: -- you know, the board would
13 need to reacquaint themselves in detail with that
14 appeals and variance process, because you need to
15 understand what it is you've established already
16 by policy as conditions for granting an appeal or
17 a waiver in this case.

18 And I -- I read through it again, and I don't
19 see anywhere where the Airport Authority has
20 strayed from its intent and purposes relative to
21 the policy when you look at how -- what the
22 purpose or conditions are relative to granting an
23 appeal, or granting a variance in this particular
24 case for a short term.

25 MR. WERTER: It sounds like substantial

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1 compliance. I -- I -- I think his appeal should
2 be heard.

3 MR. WUELLNER: And that's fine. But --

4 CHAIRMAN BARRERA: We can't decide that until
5 the next meeting, though.

6 MR. WERTER: Yeah.

7 CHAIRMAN BARRERA: What we can do right now
8 is discuss it as a discussion item. But it's not
9 something that we can vote on as to whether we
10 want to have it as -- heard as an appeal. We just
11 received this. I just got this at -- at 4 o'clock
12 today.

13 MR. WUELLNER: It just came today.

14 CHAIRMAN BARRERA: There's no way that we
15 could even discuss whether or not to grant an
16 appeal without even doing our homework on it.

17 MR. WERTER: Well, when you say "grant an
18 appeal," grant the process of reviewing or --

19 CHAIRMAN BARRERA: The decision. The
20 decision --

21 MR. WERTER: -- or the decision?

22 CHAIRMAN BARRERA: -- to -- to do an appeal.
23 That's something that --

24 MR. WERTER: Oh, I see.

25 CHAIRMAN BARRERA: -- would have to be voted

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1 on.

2 MR. WERTER: Okay.

3 CHAIRMAN BARRERA: And we couldn't do that
4 without even researching the facts to find out
5 whether or not it's a situation that would --

6 MR. WERTER: So we're working to step one,
7 which would be the appeal, and then step two,
8 making a decision on the appeal.

9 CHAIRMAN BARRERA: Right. Hearing the
10 appeal.

11 MR. WERTER: That's fine.

12 CHAIRMAN BARRERA: So the step one is
13 something that we could have at our next board
14 meeting as to -- as to discuss whether or not we
15 were comfortable doing an appeal. Buzz?

16 MR. GEORGE: So, in the meantime, if there
17 are determined to be any damages, those damages
18 just continue until this board can get around to
19 deciding what's going on?

20 MR. WUELLNER: I'm not --

21 CHAIRMAN BARRERA: I think that when you get
22 something brought up to you right before a board
23 meeting starts, you can't expect the board members
24 to speak fluently or make decisions.

25 MR. GEORGE: Well, it hasn't been advertised

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1 it was going to be here, so we haven't heard from
2 other people, either.

3 CHAIRMAN BARRERA: Right. Right.

4 MR. GEORGE: I would just like to see it
5 happen a little bit faster than we can talk about
6 it at the next board meeting, which means appeal
7 is going to be set 30 days from that, so we're two
8 months out. But I don't know how else to do it
9 other than at the board meeting.

10 CHAIRMAN BARRERA: Jack?

11 MR. GORMAN: Can I suggest that the board
12 members talk to both -- both parties and then come
13 back and then fully armed with a real good
14 discussion, and then we can kind of expedite it
15 that way?

16 CHAIRMAN BARRERA: I would hope --

17 MR. WERTER: How about -- how about in the
18 alternative? Both parties can file a report with
19 us no -- no late -- rather no later than two weeks
20 prior to the next meeting and then actually do the
21 appeal at that meeting, in other words, a 30-day
22 delay and not -- not a two-month delay. You know,
23 by motion, just have each party -- or have the
24 party apply. Would that conflict with any

1 MR. WUELLNER: You can do them both at the
2 same time.

3 MR. BURNETT: Yeah, I think you can do both
4 at the same time.

5 One thing that Ed had whispered into my ear
6 or commented to me was, I think you as a board
7 either want to take a stand on this particular
8 issue I'm about to raise one of two ways. And
9 that is, contact from the folks that may be
10 undertaking an appeal, either the person filing
11 the appeal or the opponent, on whether or not
12 you're going to undertake to allow ex parte-type
13 contact where people will tell you what their
14 position is.

15 And if you do, I think that what you want to
16 do in that stand is then later know that if you
17 are contacted and meet with and listen to someone
18 about the appeal, that when it comes before you,
19 because you're trying to make a decision on an
20 appeal, you need to disclose that you've had the
21 contact, who it was that contacted you, and what
22 the subject was. So, just so that -- I throw that
23 out there. For the purpose of due process, you
24 may want to disclose ex parte communication, if

25 you have that.

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1 MR. WERTER: Well, we can bypass that by then
2 filing -- filing their arguments to Mr. Wuellner,
3 Wuellner transfers that to us via e-mail, and that
4 there would be no ex parte communications.

5 MR. GORMAN: Go ahead, Mr. Youman, I'm sorry.

6 MR. YOUMAN: Could -- could there be a
7 workshop where they get an hour or half an hour
8 each to present their case?

9 MR. GORMAN: Picture's worth a thousand
10 words. We can discuss it with the -- with the two
11 parties in the room or -- at least. I mean, you
12 know, whether at all these, you know, communiques
13 have any --

14 MR. YOUMAN: Yeah, have a workshop --

15 MR. WERTER: But I think on that issue -- but
16 what I was thinking is being prepared with the
17 information prior to that discussion, so when
18 we're listening to it, we're not in effect hearing
19 it the first time. We have some sort of briefing
20 before the actual arguments.

21 CHAIRMAN BARRERA: Buzz?

22 MR. GEORGE: I think we're missing the boat
23 here. I kind of agree with Jack about we need to
24 be open with anybody doing business here. And

25 being open is granting the -- the right for them

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1 to appeal at the next meeting. And I don't see
2 why that can't be done here.

3 We don't have to know anything about either
4 one of the two people to grant that right to have
5 an appeal at the next meeting. And I don't think
6 it damages us as a board to go ahead and do that.

7 CHAIRMAN BARRERA: But if it's something that
8 we have to vote on, we have to have it as an
9 agenda item.

10 MR. WERTER: Well, put the -- can you put the
11 appeal on as an agenda item?

12 CHAIRMAN BARRERA: For today.

13 MR. GORMAN: Exactly.

14 CHAIRMAN BARRERA: You can do it -- you could
15 do it next week. You could put the agenda item as
16 the appeal, vote on the appeal and have both
17 parties ready to make their case.

18 MR. GEORGE: Okay. I understand the --

19 CHAIRMAN BARRERA: Am I right?

20 MR. GEORGE: I understand the -- the hair
21 that you're cutting, okay? Does it require a vote
22 for us to allow someone to appeal?

23 MR. WUELLNER: Yes, it does.

24 MR. GEORGE: Oh.

25 MR. GORMAN: Then let's -- let's call for

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1 that vote, Madam Chairman.

2 MR. GEORGE: Well, it has not been

3 advertised.

4 CHAIRMAN BARRERA: Yeah. It has to go on

5 the --

6 MR. GORMAN: Okay.

7 CHAIRMAN BARRERA: -- next --

8 MR. GORMAN: I see.

9 CHAIRMAN BARRERA: -- agenda item for the

10 next month.

11 MR. GORMAN: Point taken. Gotcha.

12 CHAIRMAN BARRERA: Right. We could do, if --

13 if -- if we wanted to try to educate ourselves

14 before the next board meeting, we could schedule a

15 workshop, as was suggested, a week before the next

16 board meeting so that we could be up on hearing

17 what is going to be presented.

18 MR. WUELLNER: Well --

19 CHAIRMAN BARRERA: But I think you'd get the

20 same information --

21 MR. GEORGE: I think you would, too.

22 MR. WUELLNER: Just --

23 CHAIRMAN BARRERA: -- at the --

24 MR. WUELLNER: Just -- just for your

25 edification, you have established a process

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1 already. And -- and my recommendation would be
2 you stick with the process.

3 And the process basically says that they --
4 that the appellant here provides a written
5 statement that sets forth all of the details.

6 Your staff has an opportunity to present the
7 balance of the argument, so to speak. Those items
8 are given to you. You ultimately decide whether
9 you intend to hear the appeal or not. So you have
10 significant background information related to it
11 before you make a decision whether you're going to
12 hear an appeal or determine that an appeal is
13 warranted in this case.

14 CHAIRMAN BARRERA: That's a logical thought.

15 MR. BURNETT: And taking that one step
16 further, because we also have a situation where
17 it's not just between one party and the executive
18 director; we also have a third party that's
19 involved, and we can allow them to respond as well
20 and provide a written response, and then y'all
21 be -- y'all have that information in advance of
22 the meeting where you determine whether or not
23 you're going to undertake the appeal.

24 MR. WUELLNER: We're required to agenda it

25 after you -- you make a decision --

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1 CHAIRMAN BARRERA: And that --

2 MR. WUELLNER: -- after you decide they're
3 going to appeal.

4 CHAIRMAN BARRERA: Correct me if I'm wrong;
5 we actually have a fourth party as -- as -- with
6 the second FBO. I mean, with the FBO.

7 MR. WUELLNER: In theory.

8 CHAIRMAN BARRERA: In theory. Who has the
9 leasehold to one of the parties. Is that correct?

10 MR. WUELLNER: To -- to what level, I don't
11 know. But, yes, there is a fourth party involved.

12 MR. BURNETT: Potentially they may or may not
13 want to weigh in.

14 CHAIRMAN BARRERA: Right. Right.

15 MR. GEORGE: What procedure is our procedure
16 defined in?

17 MR. WUELLNER: It's your lease -- the lease
18 policy document defines Florida Aviation Career
19 Training's ability to appeal. It is the minimum
20 operating standards --

21 MR. GEORGE: We don't have a lease with
22 Aviation Career Training, do we?

23 MR. WUELLNER: Lease policy allows anybody
24 to -- any person or entity adversely affected by

25 any decision.

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1 MR. BURNETT: And -- and this came about back
2 in the 2005 time frame where we had issues related
3 to access onto the property.

4 Mr. Gorman, I think, spearheaded that issue
5 when it came about related to folks who maybe
6 wanted to appeal the executive director and get it
7 between the -- get it before the Authority how
8 they did that when it came to access, was the
9 issue at the time, and that's how this policy came
10 into place.

11 MR. GEORGE: Okay.

12 MR. GORMAN: And the spirit of that policy is
13 the fact that if -- if three out of five of us
14 agree that the appeal should be met without the
15 intervention of Staff -- and I'm sorry, Ed -- but
16 without the intervention of Staff, that appeal
17 should be granted. I mean, we are -- we're the
18 governing board of the airport. So we control
19 whether or not we do the appeal or not. No
20 offense to Ed, but I don't think --

21 MR. WUELLNER: No, you're right.

22 MR. GORMAN: -- them going through the screen
23 of Staff is necessary. I mean, if you -- if you
24 get a letter from this fellow and you think this

25 is a bona fide letter, you should say, yes, I

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1 grant the appeal.

2 MR. WERTER: Oh, no.

3 MR. GORMAN: And three out of five of us have
4 got to do that. If three out of five of us can't
5 be convinced by letter or by speaking to the man
6 directly that it's a bona fide appeal...

7 MR. WERTER: No, the routings -- the
8 routing -- the routing I was describing, though,
9 was the prevention of pick and choosing board
10 members that one party or the other goes to by
11 conduing -- using Mr. Wuellner as a conduit for
12 their arguments or their concerns. We all get the
13 same information from the parties.

14 MR. GORMAN: I disagree with the conduit
15 being necessary, because I just don't see it.
16 That wasn't the spirit of an actual appeal.
17 You've got to be able to get away from the actual
18 staff. And no offense, Ed, but the actual staff
19 and the actual -- his actual filtering of the
20 information that --

21 MR. WERTER: No, I'm not talking filtering.
22 We are not talking filtering.

23 MR. GORMAN: Okay. Whatever.

24 MR. WERTER: I mean, the same information has

25 to get to each and every board member. A party to

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1 this appeal cannot pick and choose who they want
2 fighting for them. We should all have the same
3 information.

4 CHAIRMAN BARRERA: Or else we can -- they
5 can -- there can be the appearance --

6 MR. WERTER: Of impropriety.

7 CHAIRMAN BARRERA: -- of impropriety.

8 MR. WUELLNER: Let me read you this
9 statement. This is out of your lease policy, and
10 this where the nuts and bolts of this.

11 Is. And it says, "The written appeal
12 statement shall set forth the following: The
13 background facts, issue in dispute or nature of
14 the dispute, the decision of the executive
15 director, the date of the director's decision, the
16 relief requested, and the facts and circumstances
17 warranting the relief requested and/or supporting
18 a reversal of my -- of the executive director's
19 decision. A rewritten appeals statement shall
20 include as an attachments any and all documents,
21 such as letters, contracts, et cetera, related to
22 the matter being appealed. Once that's received,"
23 the written appeal statement, that is, "the
24 executive director shall add the issue to the next

25 reasonably available Airport Authority meeting.

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1 Should any appeal statement be incomplete, the
2 executive director shall notify the appellant of
3 that in writing. At their regular meeting, the --
4 whereupon the written appeal statement is an
5 agenda item, the Authority shall first review the
6 appeal statement and determine whether to hear the
7 appeal. If no affirmative vote to hear the
8 appeal, then the appeal and written statement
9 shall be deemed denied and the decision of the
10 director shall stand. Should the Authority hear
11 the appeal, the Authority shall retain all rights
12 to deny or grant the appeal even after hearing
13 further evidence."

14 MR. GORMAN: That particular --

15 MR. WUELLNER: That's your process.

16 MR. GORMAN: That particular process was
17 written by Mr. Burnett, who is an excellent
18 attorney, but it made it bulletproof, but also
19 made it very convoluted for the layman like me.
20 To me, it's three out of five, yes or no.

21 MR. WUELLNER: It is. That's what it says.
22 Majority.

23 MR. GEORGE: But that is -- that is our
24 procedure. And if you start changing the written

25 procedure on that, we'll change the written

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1 procedure on everything.

2 CHAIRMAN BARRERA: Agreed.

3 MR. GEORGE: It sounds like it clearly states
4 that you'll schedule it for the next meeting. So
5 do it.

6 MR. GORMAN: Okay. Point taken.

7 MR. YOUMAN: And -- and it states the steps
8 that have to be followed specifically in the
9 appeal letter --

10 MR. GEORGE: Right.

11 MR. YOUMAN: -- and we have to validate
12 whether they do or not in the first place.

13 MR. BURNETT: And one -- one comment related
14 to that is, it says you need to have these things.
15 And then it puts -- and once it's received by
16 Mr. Wuellner, he takes a look at it and says, oop,
17 they're missing the date and they're missing the
18 request -- the relief they're requesting, for
19 example. And then he writes them back and says,
20 we need these two things. And that way, they know
21 exactly that they've got everything in order
22 before it's set. And so it -- it -- it's designed
23 to also help them through the process.

24 CHAIRMAN BARRERA: So all the groundwork is

25 laid. Okay. Well, that should be it for our

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1 project updates.

2 MR. YOUMAN: Are we going to -- is the
3 decision that Ed is going to just follow the
4 policy procedure and -- as stated?

5 CHAIRMAN BARRERA: Well, we had --

6 MR. GEORGE: If not, we'd have to vote on it.

7 MR. YOUMAN: Yeah, right.

8 CHAIRMAN BARRERA: And we can't vote on it.

9 MR. YOUMAN: Okay. Thank you.

10 MR. WUELLNER: As far as a policy change.

11 CHAIRMAN BARRERA: Okay. Action items.

12 9.A. - ST. JOHNS INDUSTRIAL PARK - NICK SACIA

13 MR. WUELLNER: All right. First item is Nick
14 Sacia with the EDC to present the industrial park.

15 MR. GEORGE: Break all rules.

16 CHAIRMAN BARRERA: I know. Did you see
17 Nick's face?

18 MR. SACIA: All right. I'm happy to follow
19 that discussion. I'm Nick Sacia with the Economic
20 Development Council. I'd like to thank you for
21 having me here today to talk about the study that
22 we finally completed in preserving industrial
23 workforce sites.

24 Just some background, because we do have some

25 new members on the board, and we started this over

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1 a year and a half ago.

2 We undertook a study at that time to look at
3 ways to preserve land use for workforce sites,
4 because what was happening during the housing boom
5 is all our land use was turning over to
6 residential. And we needed to look in the present
7 and in the future so that we could preserve sites
8 that would be appealing to the business community.

9 If we ate up all our sites that work for
10 businesses with residential and then forced the
11 businesses out into rural areas of the county, it
12 just makes it that much tougher to attract
13 industry and job sites to the community.

14 So the Industrial Development Authority or
15 St. Johns -- Board of St. Johns County Commission,
16 and the Airport Authority participated in the
17 study. And the reason the Airport Authority was
18 involved is because we deem the airport a
19 necessary economic development engine for the
20 county, and it's something that needs to be
21 preserved and protected as such.

22 And one of the necessary things to do with an
23 asset like the airport that can tend to weigh on
24 some people's nerves, as we heard about the

25 complaints and things like that, is to buffer the

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1 airport with compatible uses to keep that same
2 residential encroachment from happening on the
3 airport that we saw with Hydro Aluminum and the
4 issues that that brought up. So we wanted to
5 include the airport in the study as well.

6 Now, we delivered the final study to each of
7 the -- or to the Airport Authority late last month
8 and hope you've had a chance to review it. I'm
9 just going to hit some of the highlights of what's
10 happening with that and take any questions.

11 As a whole, we looked at four different
12 sites: Of course, the airport property west of
13 U.S. 1, the proposed interchange for the outer
14 beltway up in the northwest part of the county,
15 207 and I-95, and then a small site out in
16 Hastings.

17 And we looked at that with several things in
18 mind: Where we would need workforce development
19 and opportunities for the population to have a
20 place of employment, as well as the need to again
21 preserve areas that would be important and
22 strategic in attracting business and industry to
23 the county.

24 So, with that in mind, I'll give kind of an

25 overview of what's happening with economic

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1 development and how economic development's going
2 to have to be done here in the near future.

3 One of the reasons that the study took so
4 long -- it was supposed to have been done rather
5 quickly, but the economy shifted pretty
6 drastically, and we are no longer in a need to
7 keep the residential from encroaching on the
8 workforce site. So we thought it wasn't going to
9 cost us any extra; we could take our time and make
10 sure we got all our facts and ducks in a row and
11 looked at all the different aspects in how the
12 economy was going to affect what we were trying to
13 do.

14 So through the time that we took, the -- with
15 the economy change, so has economic development
16 and the way a community has to approach it,
17 especially in Florida.

18 As was mentioned, I'll start with the airport
19 site. There is two different maps available for a
20 theoretical buildout of the west part of the
21 airport. And we talked with Flagler Development
22 and their plans for the north of the property and
23 how we could interact with their industrial.
24 Small industrial plans, heavy residential, maybe

25 we could push that forward.

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1 As was mentioned earlier, one of the
2 downfalls and one of the reasons Flagler
3 Development was looking toward more residential is
4 that access to I-95. That's critical. And
5 without the 312 extension, it really wasn't
6 appealing -- even though it was a large chunk of
7 land near the airport, it wasn't necessarily that
8 appealing to businesses, because believe it or
9 not, most industries are a little tentative about
10 crossing grade level railroad tracks. And so to
11 get across the railroad tracks and then to go
12 north on U.S. 1 to I-95 or up through 16 becomes a
13 disadvantage when you're competing with other
14 sites.

15 So that's one of the reasons they were
16 tossing around the things they were about changing
17 from industrial to more of a mixed use,
18 residential, high density residential. So without
19 the 3 -- look at it without the 312 extension, the
20 opportunities that exist for a commercial
21 development on the west side would be more local
22 in nature. So in order for that to take place,
23 the economy has to get up and going again.

24 Now, on the two maps that were presented, we

25 looked at it a couple of different ways: One,

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1 ignoring the wetlands, or like we were going to
2 mitigate the wetlands. And with that picture, it
3 allowed about 1.2 million square feet that would
4 be available for lease from the Airport Authority
5 to industry and office.

6 Now, we have to weigh that in the future as
7 to is that a good return on investment once you
8 mitigate the wetlands and do all the things that
9 are necessary? And by the time you do that, the
10 cost might not be a benefit to put that much
11 square feet in.

12 So if we take a look at the wetlands and
13 consider those, it limits us now to just about
14 500,000 square feet that would be available on
15 that site. So quite a bit difference when you
16 take out the wetlands or leave them in.

17 However, that being said, it might be a lot
18 more cost-effective and you might get a better
19 return on investment even though you don't have as
20 much opportunity for building on that site.

21 Now, without the -- the 312 extension, if
22 that comes in, that makes a huge difference.

23 Also, if there's any access that comes available
24 in the future to the runway would make a

25 difference in what's attractive there.

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1 In the economic downturn, up until recently,
2 the aviation industry has been one of the players
3 that has continued to move forward on their
4 projects. And there has been interest in this
5 area. The problem is the availability of property
6 for those projects to go. Usually they need
7 extensive property, and they need it fast, is the
8 latest trend in economic development.

9 So by taking the study and seeing what's
10 possible and moving forward to get those sites
11 ready puts us in a good position to attract those
12 workforce opportunities.

13 Now, there's two ways for the airport to look
14 at it as far as return on investment: Number one,
15 straight return on investment in a cash basis.
16 You build the buildings; you can lease them out
17 for an amount that makes a profit, or you look at
18 it as an investment as preserving the area, using
19 it to attract business and industry and jobs,
20 which really may be not a tangible to the Airport
21 Authority itself, but is really a strong component
22 for the economy of the local community. And
23 whether people understand that or not, it makes a
24 huge difference in what happens. So there's two

25 ways to look at that.

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1 Now, if the 312 extension gets done, it's a
2 whole new ball game as far as the ROI
3 consideration. Without the 312 extension, it's
4 going to be more of the local business community,
5 as the economy ramps back up, as they again have a
6 place to go to conduct their service industry,
7 either through building construction or other
8 means of that property.

9 Now, with that being said, the other areas,
10 as the county takes a look at how it wants to
11 proceed with preserving and developing the other
12 areas on our -- in our study, by taking action and
13 making property available for economic development
14 at a competitive rate or a competitive -- where
15 we're competitive to attract these industries,
16 that boosts the opportunity for the businesses in
17 the community to grow and thrive, thus making the
18 property at the airport more valuable and for the
19 private sector that has industrial property and
20 warehousing and things like that.

21 So it's necessary to stimulate the economy.
22 I know we've heard that a lot. But a community
23 can stimulate the economy by bringing in these
24 jobs and the businesses that bring money from

25 outside the community into the community and it's

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1 spread around.

2 And one of the things that Commissioner
3 Sanchez mentioned was our workshop tomorrow with
4 the county commission. And we're going to discuss
5 the new aspects of economic development, because
6 it is your advantages -- once we use advantages,
7 the beach, the sun, and everything Florida has to
8 offer, it is no long -- it's just that's all it
9 is, it's an advantage. And we have to still be
10 competitive in the other areas for business to
11 consider us, because right now, it's the bottom
12 line that's being considered a business decision.
13 And we have to be able to offer that opportunity
14 if we want to grow our job base.

15 So we're conducting a workshop with the
16 county -- tomorrow with the County Commission, the
17 Industrial Development Authority that kind of goes
18 over some of those principles and some of the new
19 things that are happening in economic development
20 to give them a base to make new decisions in how
21 we want to go about doing economic development.

22 And we would like to also offer the
23 opportunity for the Airport Authority to conduct a
24 workshop that we'd be happy to conduct to go over

25 that as well and any who would like to attend that

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1 would benefit from that.

2 And we're not just taking it to the elected
3 officials, but we're also doing it for the private
4 sector and for the community, because what we've
5 seen is we've educated and educated and educated
6 the elected officials, and even though they may
7 understand it, if the general public doesn't, they
8 have no backup when they make decisions. So we
9 want to make sure everyone in the community has
10 the opportunity to understand what's happening in
11 economic development.

12 And so through this program we've developed,
13 we're conducting it at the Chamber a couple of
14 times through the year, and we invite everyone to
15 attend.

16 That's kind of the broad overview of the
17 project. If there's any questions, I'd be happy
18 to take --

19 CHAIRMAN BARRERA: Board members, Jack?

20 MR. GORMAN: What percentage of -- of the
21 property or what percentage of -- do you think are
22 wetland mitigation problems? I know they're very
23 onerous. In other words, as far as you've got to
24 almost break them down with 312/313 construction

25 or without 312/313 construction. You've got a

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1 patchwork quilt, which again is some wetland and

2 some not. Is --

3 MR. SACIA: Right. With the wetlands, it's

4 kind of a narrow path through the property for

5 development, as I try to remember. I've got large

6 maps if you want to pull them out. But -- and

7 Mr. Wuellner has the digital copies of the maps,

8 as well as the --

9 MR. GORMAN: That would be my point, is for

10 this board to be conversant as to what's wetland

11 and what's not.

12 MR. SACIA: Right.

13 MR. GORMAN: Right.

14 MR. SACIA: Yeah. And we have the -- we've

15 even provided the digital files that can be

16 manipulated as well, as to those, and that

17 includes the wetland boundaries. And those are

18 just the national wetland boundaries. They're not

19 official. They just give you a rough idea. But

20 basically, you have a kind of a

21 straight-down-the-middle-of-the-road access

22 without wetland mitigation.

23 CHAIRMAN BARRERA: Any other board member

24 questions?

1 the property?

2 MR. SACIA: Well, of course, we would like to
3 see it available for business location. I think
4 we have to be realistic in these times on how soon
5 that can happen, how much money you put into it
6 versus how much you expect to return.

7 For instance, the comment about the hangar
8 space that used to be the terminal, industrial
9 space right now, you're looking at about \$4 to \$6
10 a square foot, is a pretty premium price. And so
11 you have to take those things into consideration
12 in what it takes to develop into the land.

13 I think it would be best for the community as
14 a whole to buffer the area through that
15 opportunity. Not only does it keep residential
16 encroachment on the airport, even though you own
17 that property now, but it provides jobs and
18 stimulates the local economy through that
19 opportunity, because when things start to take off
20 again, what the trend in economic development is,
21 your site must be ready.

22 Because of the electronic age we live in, the
23 companies have made their decision long before you
24 sometimes even know about it. So when they say

25 go, they're ready to go. And so it's necessary to

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1 have that property ready.

2 You can do it in two different ways. You can
3 get the prepermitting, the environmental studies
4 done, accesses on infrastructure, and then just
5 have it ready for somebody wants, or you can do
6 some speck buildings. I don't know that I
7 recommend doing speck buildings right off the bat,
8 because you can -- if you work from the back
9 forward, you can be flexible in what you can
10 provide different opportunities to the park. And
11 usually the airport can get things done pretty
12 quick building-wise, so it's usually a good time
13 frame.

14 What businesses want to see when they make
15 location decisions is a property owner that has
16 control of the property, which you would, so you
17 have an advantage there. It's true they can't buy
18 it, but that's about 50 percent of our projects,
19 sale or lease. So you still have a good amount of
20 opportunity.

21 And then the fact that they have a entity
22 that they know they can deal with that's not the
23 local guy that can change his mind at the last
24 minute after they've spent \$500,000 looking at the

25 site and then he decides to raise the price.

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1 There's some level of comfort dealing with an
2 Authority.

3 MR. WERTER: Not having the maps clearly in
4 my mind, with the restructuring of 312/313, did it
5 appear to you that that property could be
6 developed in stages?

7 MR. SACIA: Yeah. Any property can be done
8 that way. I believe, as I remember -- I have to
9 remember where the 312 -- but I think that goes
10 along the west boundary of the property?

11 MR. WUELLNER: It's further west than that.

12 MR. SACIA: It's a little further west? So,
13 you know, if you put a stub to the west that
14 grants access, depending on how that goes, or
15 would make agreement with the landowner, there'd
16 be some way that we need to get to 312.

17 MR. WERTER: And how does the -- how does the
18 wetland -- how does the wetlands run through it?
19 You said it runs through in a strip; is that
20 correct?

21 MR. SACIA: Well, no. The wetlands kind of
22 boundary both sides of the property. And so the
23 development kind of runs through the middle.

24 MR. WERTER: So in order to get that stub, we

25 would have to mitigate some of it, but not all of

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1 it.

2 MR. SACIA: Right. But it seems to be not --

3 I won't say easy, because it's never easy, but

4 it's a lot more doable for a road or -- or, you

5 know, an access point than filling it full of dirt

6 and bringing it up that way.

7 MR. BURNETT: If I may offer one comment

8 related to this. Nick, there was, I think, an

9 amendment in the 2007 session of the Growth

10 Management Act that relates to airports and

11 development airports not being subject to

12 transportation concurrency, which I think puts the

13 airport in sort of a unique situation around the

14 county for potential industrial development from

15 the standpoint of most everything in this county

16 that needs to develop, whether it's residential,

17 commercial, or industrial, needs transportation

18 concurrency, and in large part there simply is

19 none.

20 And I just wanted to throw that out there as

21 something that -- that y'all may want to keep in

22 the back of your mind when you're looking for

23 potential users to come to this county for

24 industrial uses.

1 potentially -- it is already usable for industrial
2 in large part because the airport district zoning
3 allows that. And if it's something that we can
4 tie into being an airport use, it's not subject to
5 concurrency, we don't have to make major roadway
6 improvements, which makes projects cost
7 prohibitive these days.

8 MR. SACIA: Right. And that -- that is a --
9 that is a huge competitive advantage that the
10 airport has. Because no matter what you hear on
11 stimulus and what we need to do in the local
12 economy, our main roadblock to economic
13 development in the past has been concurrency and
14 that availability and the expense of concurrency
15 and how that's factored in.

16 And so a lot of people don't even know what
17 concurrency is or what it means. But it's the
18 amount of traffic and things that a road can
19 handle.

20 But for businesses, it has been a difficult
21 road for the area, because not only is it
22 expensive, it's time-consuming and it's a risk
23 because it's an unknown factor whether they will
24 actually be granted concurrency or how much that

25 concurrency will cost to be granted.

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1 So to have that in place beforehand is -- is
2 extremely valuable.

3 CHAIRMAN BARRERA: Okay. Do we want to open
4 this up for public comment? Vic?

5 MR. MARTINELLI: I just have one thought on
6 return on investment. I think in this particular
7 case, you should do a discounted cash flow return
8 on investment, because you're projecting into the
9 future.

10 And I think the only way you're going to be
11 able to make a real good judgment -- and by the
12 way, you're still going to be making -- making it
13 on assumptions. But you have to use discounted
14 cash flow, in my opinion. So I would suggest
15 that. I don't know whether you agree with that,
16 Nick, or not, but I think so.

17 MR. SACIA: Uh-huh. Yeah. Whether you take
18 a hit on the return on investment or a positive on
19 the return on investment, it's always good to know
20 what the cash flow is going to be. You don't want
21 to do anything, because job creation is an
22 investment in the community, and like any
23 investment, you have to weigh how much you're
24 willing to risk for that investment. So you

25 should always be comfortable with the numbers and

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1 know what you have before I would encourage anyone
2 to jump into that investment.

3 And I really, at sometimes, I think that's
4 why we find ourselves in the economic condition
5 we're in, because no one looked at ROI or cap
6 rates or things like that. They just jumped in
7 just with the assumption that things would be more
8 valuable in the future.

9 So whether it's private investment or public
10 investment, I always encourage, look at the cap
11 rates and the ROI and know if that's within your
12 risk tolerance for the outcome.

13 MR. WUELLNER: I would hope, too, that the
14 Authority would take advantage of the workshop
15 opportunity with the EDC, because I think
16 that's -- would be very constructive in
17 understanding the dynamics in play here.

18 MR. SACIA: And it's about -- I warn you,
19 it's about two to three hours, but it is
20 interactive, so it won't be just me up here --

21 MR. WERTER: That's tomorrow morning?

22 MR. SACIA: -- that's talking at you. We're
23 doing the one for the county tomorrow morning,
24 which you're welcome to attend, but we also are

25 making the offer if you would like to have your

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1 own workshop, we'd be happy to facilitate that as
2 well.

3 MR. WERTER: Who's my alternate?

4 MR. GEORGE: For what?

5 MR. WERTER: For EDC.

6 MR. WUELLNER: This isn't EDC. It's Board of
7 County Commissioners.

8 MR. GEORGE: Fine.

9 MR. WERTER: Can you handle it? Do you want
10 to do it?

11 MR. GEORGE: No.

12 MR. YOUMAN: I was going to be there tomorrow
13 anyway, if you want --

14 MR. WERTER: Oh, okay.

15 MR. WUELLNER: This is with the county
16 commission. This is not with EDC.

17 CHAIRMAN BARRERA: We want to try to --

18 MR. WUELLNER: Right.

19 CHAIRMAN BARRERA: -- facilitate the
20 discussion of whether or not we'd like to have our
21 own workshop here amongst the board members. And
22 I think it'd be great if -- if both of you guys
23 could attend it to -- to get your questions that
24 we could present here and to have a good idea of

25 things that would be applicable here.

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1 But are we interested in having it here for
2 the community?

3 MR. GEORGE: I think a better approach is to
4 have one of our numbers go and attend one of the
5 other ones and then report back to us whether they
6 think it's beneficial for all of us to go through
7 it.

8 And really, that's, you know, where are we
9 going to go with this property? You know, we own
10 a lot of it over there. And I think that from
11 this report, we are definitely not going to be
12 considered, you know, a primary for the county's
13 industrial development.

14 Now, for the last year and a half, two years,
15 we've kind of been hanging our hat on well, let's
16 wait and see. Let's wait and see. I think we --
17 we've waited and we see that they're not going to
18 pick it for all sorts of reasons. But there's a
19 lot of good input, data that's come from this.

20 And I think we need to probably have an agenda
21 item to discuss what are we going to do with it?

22 I kind of like what Nick said about putting
23 together a design plan for two or three sites of
24 varying size, and then we have that on the shelf.

25 And if somebody comes out and says, I understand I

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1 don't have to get concurrency when I come with you
2 guys; yeah, here pick one.

3 But I don't know what that costs. I don't
4 know if that's, you know, beneficial.

5 MR. GORMAN: Mr. George's point is well
6 taken; however, it depends and hinges again on
7 that fact, whether or not they're going to build
8 those roads and where. Because that's the key
9 issue. That describes everything.

10 You could have two plans, two basic plans, an
11 A or a B, if they don't build it in A, they build
12 it in B, but that would be key to the whole usage
13 of the whole area. I mean, that's a good idea,
14 but I mean, it's -- boy, does it change.

15 MR. WERTER: I -- I agree with Jack. As I
16 read this, it wasn't a whole bunch, but there was
17 like a handful of determining factors. We have
18 the workforce in St. Johns County, which is
19 attractive to the outside business community, but
20 providing that 312/313 comes in accordingly.

21 By having the property readily available to
22 the highways, and then having structures, flexible
23 structures that are readily available to business,
24 again, like I said earlier this meeting, it moves

25 us up the ladder from three to maybe number one or

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1 two, especially with the airport, or if corporates
2 are still using their jets, coming in to see what
3 their businesses are doing. And that's -- that's
4 a key factor and it does hinge on 312.

5 MR. SACIA: Yeah. It all depends on, you
6 know, if you want to go more of an office route,
7 you don't necessarily need the 312 extension to go
8 that route. But then it hinges on, you're just a
9 little far out from all the business amenities for
10 office use. And so, you know, it's kind of a
11 Catch-22. But you would go smaller -- smaller
12 buildings without 312 for kind of the local --
13 local person, or larger sites and buildings if 312
14 were to be developed. And so it's an important
15 factor.

16 CHAIRMAN BARRERA: Buzz?

17 MR. GEORGE: I don't think we have any money
18 in the budget this year for pursuing this. As a
19 matter of fact, by them not selecting us, we just
20 got \$25,000 back.

21 MR. SACIA: You were selected --

22 MR. GEORGE: Didn't we, Nick?

23 MR. SACIA: You were selected for the study.
24 You got the plot maps and everything.

25 MR. GEORGE: But the deal we made with you

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1 guys was that we'll give you the \$25,000 as long

2 as we're the one that's selected. That was --

3 MR. GORMAN: I hope they remember that.

4 MR. GEORGE: Look at the minutes. Anyway,

5 what I'm saying is that let's wait, you know, take

6 a little bit more time, watch the 312 and

7 everything, but ask Ed to make a note for his

8 budgeting year next year, that we need to come up

9 with something, you know, some sort of direction

10 from the board of how do you want to go and here

11 are your options. And it might be we'll wait

12 another couple of three years. But we've got an

13 asset there that, you know, possibly could be

14 used.

15 CHAIRMAN BARRERA: Carl?

16 MR. SACIA: And -- sorry.

17 MR. YOUMAN: 312, this may sound like a silly

18 question, but who makes the final decision on

19 whether it's going to run?

20 MR. GORMAN: TPO.

21 MR. YOUMAN: TPO?

22 MR. GEORGE: Our -- our representative to the

23 TPO.

24 MR. YOUMAN: Oh, the power I have.

25 MR. GORMAN: Well, it's the voice -- it's --

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1 that that -- they're going to vote on it.

2 MR. YOUMAN: I'm just kidding. I'm just
3 kidding.

4 CHAIRMAN BARRERA: Nick?

5 MR. SACIA: And from the study's perspective,
6 it was to look at, you know, what advantage there
7 would be to developing the airport or if it was
8 viable or not viable. It's kind of in the middle
9 of the road right now, which is good -- good to
10 know, because a lot of communities will just plow
11 ahead without that knowledge. So to have that
12 information is valuable.

13 And then really, we've had some confusion in
14 the press as well over some of the other sites
15 we've looked at as being ready for tomorrow. It
16 wasn't necessarily a, we're going to do this
17 tomorrow study, either.

18 It was a, we need to make sure that we know
19 where we want our businesses to grow, and so when
20 things come up and decisions are made, are we
21 taking that into account or are we just going to
22 give all of our transportation access points away
23 to a different land use and be satisfied with
24 that.

25 So it's a far-reaching study that it might

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1 not work tomorrow, but we want to make sure it's
2 there when it comes down.

3 And I'll give you the prime example is State
4 Road 210. Of all the interest we have in
5 projects, because of the growth coming out of
6 Duval County, 210 is where the businesses want to
7 go.

8 Now, I know residential, we say, well, why
9 would they want to do that? It's a traffic
10 nightmare, it's a mess, it's so close to
11 Jacksonville. But that's -- when it comes to
12 business, they think differently than residents.
13 And they need that access, that proximity to
14 services that are offered close to other
15 similar-type businesses. So that is the desired
16 location.

17 Well, we built a bunch of houses and took up
18 the concurrency on that road. So we've lost
19 several opportunities for placing industry and
20 businesses in that area because it's not available
21 anymore. So now, as that community grows out, we
22 have to look at that we're not pushing -- business
23 becomes a secondary thought, which has hurt
24 Florida, as we're now living in now, and it gets

25 pushed out to afterthoughts. So the study looks

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1 at what -- make sure that we have that available.

2 Because sometime we're going to need job centers

3 to move the economy forward.

4 CHAIRMAN BARRERA: You know, in hearing

5 everything that's been said and where we struggle

6 so much with compatible land use, it seems like it

7 would be logical that we might be interested in a

8 workshop. But I agree with Buzz and Carl; if you

9 guys are going to be at that meeting tomorrow, you

10 can come back to our next meeting and -- and tell

11 us your feedback on that.

12 My -- my gut feeling on it is, is that we

13 should be inviting the EDC to come and provide

14 this workshop for us, but I'd like to see what

15 your feedback is after attending tomorrow --

16 MR. YOUMAN: All right.

17 CHAIRMAN BARRERA: -- the two of you.

18 MR. GEORGE: I have a conflict. I won't be

19 there tomorrow. So we'll look to your input.

20 MR. SACIA: They wouldn't have much

21 participation in the workshop if they've already

22 been, so that would be just one.

23 CHAIRMAN BARRERA: Do we have any other

24 questions for -- for Nick? Do we need a motion on

25 this?

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1 MR. WUELLNER: No.

2 CHAIRMAN BARRERA: So we're going to defer it
3 to the next meeting?

4 Nick, before we let you go now, we were
5 contacted by a representative from the EDC.

6 MR. SACIA: Yes. I was going to bring that
7 up. We have a plaque.

8 MR. EVANSON: This is your -- Scott Evanson,
9 an EDC member. This is your 2009 EDC plaque.

10 MR. SACIA: So we'd like to present to
11 Ms. Barrera with her EDC member plaque for 2009.

12 CHAIRMAN BARRERA: On behalf of the Airport
13 Authority.

14 MR. SACIA: We certainly appreciate the
15 support that the Airport Authority has given
16 economic development in the county. And let us
17 confirm our recognition of the importance of the
18 airport and the activity that goes on here and
19 working cooperatively to continue to strengthen
20 the economy of St. Johns County.

21 CHAIRMAN BARRERA: Thank you, Nick.

22 MR. SACIA: Thank you.

23 CHAIRMAN BARRERA: And thank you.

24 9.B. - VALIANT AVIATION - LEASE AGREEMENT

1 action items is for the approval of the lease
2 terms related to Valiant Aviation maintenance.

3 These -- this is a new business to the
4 airport. It would occupy two out of the three old
5 North American Top-Gun units, which is
6 approximately 6,000 square feet. The lease
7 proposes a five-year lease with three five-year
8 options. It would have an effective date of March
9 1st with -- I believe there's targeting an opening
10 to the public on April 1st.

11 It does specify or we -- we have agreed to
12 recommend a reduced rate of -- at \$5 a square foot
13 for the first year only. After that time, it
14 would escalate back to the \$6 a square foot and be
15 subject to CPI adjustments from that point on.

16 It does contain a right of first refusal for
17 this company to lease the new maintenance facility
18 being constructed on the south end. They -- they
19 would have the opportunity to lease it at the
20 market value -- prevailing market rates when that
21 facility became available.

22 In the event they didn't, of course, the
23 original lease would survive and they could remain
24 at Top-Gun's, that old -- the 6,000 square foot

25 facility, as long as they desire, or as long as

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1 the lease is available.

2 It does utilize a standard form lease, and
3 it's our recommendation to concur in that desire
4 to lease that space.

5 In case you're wondering what happened to the
6 third unit, we are essentially constructing a
7 temporary wall between the -- the second and third
8 unit, and it will allow us -- we've already got a
9 tenant for the third -- third unit of that space,
10 so -- as a storage, aircraft storage.

11 CHAIRMAN BARRERA: Okay. We'll open it up to
12 public comment. Vic Martinelli?

13 MR. MARTINELLI: No comment at this time.

14 CHAIRMAN BARRERA: Mr. Roderick?

15 MR. WUELLNER: Just --

16 MR. RODERICK: John Roderick. I like what I
17 see because I think this was offered before, and
18 it's an opportunity -- we talk a lot about -- I
19 haven't heard it in the last few meetings -- but
20 incubation. And that's what this is. These are
21 local people, kind of remnants of what happened
22 tragically before. So I think they should get the
23 same break on the lease for the first year.

24 CHAIRMAN BARRERA: Okay. Thank you, John.

1 Miceli. Brian is the owner.

2 MR. MICELI: My name is Brian Miceli. Thank
3 you for having me here. And, Mr. Wuellner, thank
4 you for the meeting this morning.

5 I am the owner, founder, and manager of
6 Valiant Aviation. To give you a little background
7 about myself, I have over 14 years, myself, in
8 aviation and maintenance with -- graduate with a
9 master's degree in the next two months with a
10 Master's of Science in management with aerospace
11 and industrial project management.

12 On staff I also have my wife, which will be
13 helping with operations. She has a master's
14 degree in aviation safety management. And she
15 will be helping out. We're excited for the
16 opportunity, and we just -- just thank you for the
17 opportunity, if that's what...

18 CHAIRMAN BARRERA: Okay. Want to open it up
19 to the board? Go ahead, Jack.

20 MR. GORMAN: Real brief. Do you have any
21 specialties? Do you fix old antique airplanes
22 with crabby owners?

23 MR. WUELLNER: No, you're still looking for a
24 shop.

25 MR. GORMAN: I just -- in other words, just

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1 curious, any specialties.

2 MR. MICELI: Right. I -- I've been in the
3 military. I've worked on military aircraft. I've
4 worked on commuters, of course, general aviation,
5 light twins, single engine, the King Airs,
6 Beechjet, Diamonds. I have a vast array of
7 maintenance knowledge. I've done composite work,
8 do sheet metal.

9 MR. GORMAN: So you're open to annuals with
10 just regular pistons?

11 MR. MICELI: Correct.

12 MR. GORMAN: Piston twins?

13 MR. MICELI: Correct.

14 MR. GORMAN: And then --

15 MR. MICELI: Correct.

16 MR. GORMAN: Well, great.

17 MR. GEORGE: That's not your airplane. They
18 couldn't do an annual on your --

19 MR. GORMAN: It would take several years.

20 MR. GEORGE: Take several years.

21 MR. MICELI: Both of you, if you need any
22 help, I will be glad to help you.

23 MR. GORMAN: That's fine. That's not --
24 that's not as bad as he said. Thank you.

25 CHAIRMAN BARRERA: Other board comment?

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1 MR. GEORGE: I have a -- not a concern. I
2 just need to understand this right of first
3 refusal.

4 MR. WUELLNER: Uh-huh.

5 MR. GEORGE: We're taking maintenance
6 facilities that we have, maintenance facilities
7 that we're looking to come on line in 2010, and
8 we're allocating the right of first refusal to one
9 company. Tied with the right of first refusal, do
10 we get the old hangars back?

11 MR. WUELLNER: Yes, sir. Yes, sir.

12 MR. GEORGE: So if he takes the new hangar,
13 we get the old ones back.

14 MR. WUELLNER: Yes.

15 MR. BURNETT: And -- and he's having to pay
16 whatever the prevailing market is on the new one.

17 MR. GEORGE: Okay.

18 CHAIRMAN BARRERA: Further board comment?

19 (No further comments.)

20 MR. GEORGE: Make a motion we accept Staff's
21 recommendation.

22 MR. WERTER: Second.

23 MR. YOUMAN: Second.

24 CHAIRMAN BARRERA: Call it for a vote.

25 MR. GEORGE: Aye.

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1 CHAIRMAN BARRERA: Aye.

2 MR. GORMAN: Aye.

3 MR. YOUMAN: Aye.

4 MR. WERTER: Aye.

5 MR. WUELLNER: Good to go?

6 9.C. - TAXIWAY B NORTH - CONDITIONAL BID AWARD

7 MR. WUELLNER: All right. Next item I have
8 is Taxiway B North, and referring to it as
9 tentative bid award.

10 As you know, we -- FAA funded a grant last
11 year to do the design for the rehabilitation and
12 expansion of Taxiway B North. This is essentially
13 from Bravo 1 to Bravo 2 area.

14 It had -- once design was completed and bid,
15 engineer's estimate was about \$2.9 million for the
16 work. We received an unprecedented 20 sealed bids
17 for the job, to give you a sampling of what the
18 economy's like locally or in Northeast Florida.
19 Bids range from a low of \$2.3 million, inclusive
20 of all the -- all the options, to a high of 4. --
21 almost \$4.3 million.

22 The vast majority of bids -- I believe,
23 Andrew, correct me here, but there may one or two
24 bids actually above the engineer's estimate. The

25 balance of them were all below. One bid.

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1 As you continue to see, it was kind of way
2 out there in terms of its dollars. So all the
3 rest of the bids were -- were between \$2.3 and
4 \$2.9 million, which, when you get down to it was
5 almost a 30 percent discount on the work for the
6 base bids.

7 The bid opening allowed for us to hold those
8 bids for approximately six months, meaning we do
9 not have to award the work per se or begin
10 construction for that period of time. That was
11 designed to facilitate a grant offer from FAA for
12 the work.

13 We are asking that you do a conditional award
14 to the low bidder, Halifax Paving, in the amount
15 of the \$2.3 million, \$2,352,975.50, and that
16 conditional award be contingent upon receipt of a
17 grant offer from FAA for the like work.

18 We have sent FAA the grant application. It
19 is on their desk. It is waiting action from them.
20 That action, you know, may be something in a few
21 weeks, may be something in a few months. But it's
22 in their hands and it would -- wouldn't obligate
23 you beyond -- if you don't receive a grant, then
24 you don't -- you know, you don't -- not obligated

25 to do the work.

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1 MR. GEORGE: What level of participation is
2 that?

3 MR. WUELLNER: With FAA dollars, you'd be
4 looking at, likely, when you factor FDOT, 97 1/2
5 percent paid by other people.

6 MR. GEORGE: Okay.

7 CHAIRMAN BARRERA: Okay. Then we hear -- we
8 don't have any public comment on this. We can
9 open it up to board comment.

10 MR. WUELLNER: FAA would be a 95 percent
11 share for -- for reference.

12 MR. GEORGE: Right. We like more of those,
13 yeah.

14 MR. YOUMAN: What you're saying, then, 95
15 percent of this two million three, et cetera,
16 would be picked up by --

17 MR. GEORGE: Ninety-seven.

18 MR. WUELLNER: Ninety-seven and a half
19 percent would be picked up by FAA and FDOT.

20 MR. YOUMAN: Okay.

21 MR. GEORGE: Consider it a railroad car that
22 somebody's giving you.

23 MR. YOUMAN: I was just going to say --

24 MR. WUELLNER: Yeah, it's hard to go wrong.

25 MR. GEORGE: I -- I just have one general

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1 question, Ed.

2 Many years back when we started looking at
3 bids, we had a checklist of how we go through and
4 analyze them. And one of the first things that we
5 did which carried some weight was, are they a
6 local St. Johns County vendor. I need to know, is
7 that practice still in effect? And number two, is
8 this one of those St. Johns --

9 MR. WUELLNER: We do, but we can't give bid
10 deferential to -- if they're not -- if it's not a
11 competitive bid. So as a St. Johns County
12 company, I can't -- we can't just award to them
13 because they're St. Johns County. The -- you
14 know, on a FAA job, it's -- it's low bidder.

15 MR. GEORGE: Okay.

16 MR. BURNETT: Yeah. It's not a --

17 MR. WERTER: Must meet federal standards.

18 MR. GEORGE: Of the 20, how many were local
19 St. Johns County?

20 MR. WUELLNER: Honestly, I don't know.

21 MR. GEORGE: Roughly.

22 MR. HOLESKO: Five or less.

23 MR. WUELLNER: Five.

24 MR. GEORGE: Five?

25 MR. WUELLNER: Five or less.

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1 MR. GEORGE: Okay. Fine. That was one of
2 the problems --

3 MR. WUELLNER: Really very few.

4 MR. GEORGE: -- we had is that --

5 MR. WUELLNER: Yeah.

6 MR. GEORGE: -- for the large projects and
7 everything, we didn't have anybody in St. Johns
8 County that, you know, could do it, you know.

9 MR. WUELLNER: There's some big firms that
10 bid, too.

11 MR. GEORGE: Yeah. Right.

12 MR. GORMAN: Question, too -- thank you. You
13 said, remember, we were -- boy, we took it -- we
14 took it hard with the low bidder before with this,
15 remember this terminal --

16 MR. WUELLNER: Uh-huh.

17 MR. GORMAN: -- you know, phase 2 of the
18 terminal, where it all fell down like a house of
19 cards and then everything rusted in the field.
20 What -- is there any contingency as to whether
21 these guys are qualified?

22 MR. WUELLNER: Yes.

23 MR. GORMAN: They're not just leave it --

24 MR. WUELLNER: I'm going to ask Andrew to

25 come on up. Why don't you detail the process they

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1 do in evaluating this.

2 MR. HOLESKO: As a part of the -- the bid
3 review process, we review, we check the
4 references, we make -- have discussions with the
5 FAA and the Florida DOT.

6 It's actually a company that had done work
7 for -- with Bryan, as a client in the past. They
8 are a reputable aviation contracting company. So
9 it's -- all that is done before we make the
10 recommendation to the Authority.

11 MR. BURNETT: And -- and some history, if I
12 might, Mr. Gorman, we did not have the process as
13 spelled out with the prior consultant going back
14 whatever that was, five or six years ago, that we
15 currently have. And so it is clearly within
16 Passero's agreement with the airport that they
17 look at these things closely now.

18 MR. GORMAN: They're basically an oversight
19 committee themselves as far as the qualifications.

20 MR. BURNETT: That process wasn't in place
21 previously. And -- and another thing, going back
22 to your comment, Mr. George, if I might, is since
23 it's a competitive bid for construction project,
24 by law, if we're going to go forward, if the

1 project, we're required to take the low bidder
2 unless there's something that is identified
3 through the process, for example, that prior
4 project, who was an unlicensed contractor,
5 obviously would not have been selected, because it
6 would have been ferreted out by Passero had they
7 been in place -- in the situation been in place
8 back then.

9 The other thing is where you got the
10 preferences for your request for proposals or
11 requests for qualifications on your continuing
12 consultants, if that process -- that policy's in
13 place to have a preference for local folks that
14 employ people in the local community and therefore
15 feed economic development.

16 MR. GEORGE: Okay.

17 MR. BURNETT: So that policy is in place.

18 Y'all do have that policy.

19 MR. GEORGE: Okay.

20 CHAIRMAN BARRERA: Do we have any other
21 questions for Andrew? Do we have any motions?

22 MR. GORMAN: I make a motion that we
23 certainly award this at 97.5 percent to a
24 qualified contractor that's been vetted. Make a

25 motion we accept it.

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1 MR. YOUMAN: Second.

2 CHAIRMAN BARRERA: All in favor, aye?

3 MR. YOUMAN: Aye.

4 CHAIRMAN BARRERA: Aye.

5 MR. BURNETT: It's conditional on the grant.

6 MR. GORMAN: Conditional on the grant.

7 MR. WUELLNER: I was going to say, make sure

8 we're either picking the staff's --

9 MR. GORMAN: On the grant.

10 MR. WUELLNER: -- recommendation here.

11 MR. GORMAN: On the grant, yes. Understood.

12 CHAIRMAN BARRERA: On the grant. So we amend

13 the motion that it's conditional on the grant.

14 MR. GORMAN: The motion as we accept it, the

15 staff's recommendation, conditional on the grant.

16 MR. YOUMAN: Second.

17 CHAIRMAN BARRERA: All right. Vote again.

18 MR. GORMAN: Aye.

19 CHAIRMAN BARRERA: Aye.

20 MR. YOUMAN: Aye.

21 MR. WERTER: Aye.

22 CHAIRMAN BARRERA: Motion passes.

23 MR. GEORGE: Aye.

24 9.D. - RELEASE OF RETAINAGE - KP MEIRING

25 MR. WUELLNER: The next item I have is

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1 related to release of retainage to KP Meiring.

2 This is the \$63,000 held in retainage.

3 We would recommend a release of retainage to
4 KP Meiring upon receipt of all final paperwork and
5 lien releases, so -- rather than make them wait
6 until late March to next Authority meeting. We're
7 conditioning their release on receipt of that
8 paperwork.

9 CHAIRMAN BARRERA: Okay.

10 MR. WUELLNER: As I mentioned earlier, the
11 CO's already in place, so it's already --

12 CHAIRMAN BARRERA: We don't have any public
13 discussion on this, so we can open it up for board
14 discussion.

15 MR. WERTER: Are there any punchout concerns?

16 MR. WUELLNER: No. There are very, very few
17 minor items, and they're -- they've been very
18 diligent following up with them at this point.
19 They're extremely minor, actually.

20 MR. GEORGE: Do we have all the county
21 approvals?

22 MR. WUELLNER: Yes.

23 MR. GEORGE: Okay.

24 MR. WUELLNER: You have a Certificate of

25 Occupancy already.

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1 CHAIRMAN BARRERA: Okay. Is there any
2 further board discussion?

3 (No further discussion.)

4 CHAIRMAN BARRERA: Do we have a motion?

5 MR. GEORGE: I make a motion we release the
6 \$63,000 as recommended by Staff.

7 MR. WERTER: Second.

8 CHAIRMAN BARRERA: All in favor?

9 MR. GEORGE: Aye.

10 MR. GORMAN: Aye.

11 MR. YOUMAN: Aye.

12 CHAIRMAN BARRERA: Aye.

13 MR. WERTER: Aye.

14 CHAIRMAN BARRERA: All opposed?

15 (No opposition.)

16 CHAIRMAN BARRERA: Motion passes.

17 9.E. - PERFORMANCE OBJECTIVES - EXECUTIVE DIRECTOR

18 CHAIRMAN BARRERA: Okay. Buzz? Next agenda
19 item is the performance objectives for the
20 executive director, and you were leading the
21 discussion on this.

22 MR. GEORGE: Do you want to go to the next
23 slide so you can put the other stuff up there?
24 I'm just kidding.

25 MR. WUELLNER: I don't have another slide.

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1 MR. GEORGE: Last July, was it, Ed, we had
2 your contract -- your salary -- I mean, your
3 contract reviewed and approved.

4 MR. WUELLNER: Right.

5 MR. GEORGE: And at that time, we put in for
6 the option at the direction of the board to award
7 a bonus for a job well done. We -- we discussed a
8 job well done as opposed to standards at that
9 time -- not standards, but targets at that time.

10 And what I did is I put together, through
11 working with a -- my -- one of my family members
12 who's in charge of human resources, you know, Tree
13 of Life here, and she was explaining how these
14 things work, that you've got to have quantitative
15 results that the board can look at just to come in
16 and say we want you to do an exceptional job and
17 get as many grants as you can. Well, as long as
18 there's one grant he couldn't get, you don't
19 fulfill that, so you need to have some targets.

20 One of the things that we have done over the
21 years, and correct me, Ed, if I'm wrong, but
22 our -- our cost of operating this Airport
23 Authority has exceeded the budget that we have
24 looked at for -- and there's plenty of reasons for

25 that. You know, the overage here that came up,

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1 and we approved it and we approved it, but it's --
2 it's gone over, you know. We have taken a look at
3 projections of revenue, and we've come under that
4 in some cases.

5 And I just thought and my recommendation to
6 the board is that we take the items on my
7 attachment to my letter and make those as part of
8 his contract, that these are the things that we're
9 going to be looking at, and as my human resources
10 person says, and these are the things that the
11 board feels is important, and we're giving you
12 your marching orders to go do something, you know,
13 in that realm.

14 So I didn't do a lot of analysis that said
15 8.3 percent on cutting expenses and do it in this
16 area. No, that's what we pay him for, you know.
17 But I put a 5 percent -- you know, give us a 5
18 percent reduction in the expenses that we've
19 approved.

20 Now, we approve them at a budget, and then
21 throughout the year we approve other overages and
22 everything. So you add all those together and let
23 the actual expenses, you know, come in for the
24 5 -- you know, I'm saying 5 percent less than

25 that.

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1 That was the whole purpose of it, was to give
2 us some targets. And I recommend we -- I make a
3 motion we accept those.

4 There's nothing cast in concrete that says if
5 he doesn't do each one of those individual items,
6 that the board can't still award him a bonus.
7 There's also nothing to say that he did every one
8 of them and the board does not give him a bonus.

9 But it a least it kind of puts everybody on
10 an even playing field of these are the areas that
11 we're looking at for outstanding, you know,
12 performance.

13 MR. YOUMAN: I see -- I understand now what
14 you're saying --

15 MR. WERTER: I'm sorry. Go ahead.

16 MR. YOUMAN: -- because incentives like
17 these, there's usually sometime -- if -- not
18 bonuses, but what's the terminology?

19 MR. GEORGE: Stock options.

20 CHAIRMAN BARRERA: Carl, talk to the mic.

21 MR. YOUMAN: Stock options. Stock options,
22 et cetera. There's negatives to that in that the
23 individual only cares about what has to be done to
24 get that stock option, irregardless of what's

25 happening to the business.

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1 MR. GEORGE: Right.

2 MR. YOUMAN: And that's a negative side of --
3 of -- but -- not bonuses, but what's the word for
4 it?

5 MR. WUELLNER: Incentives.

6 MR. YOUMAN: Incentives.

7 MR. GEORGE: Additional compensations,
8 incentives.

9 MR. YOUMAN: But bonuses set up on criteria
10 you have set where it's still the option of the
11 board whether he achieves or not to grant the
12 bonus, that makes it --

13 MR. GEORGE: I think that the -- I don't have
14 my --

15 MR. BURNETT: And I do, if you want me to
16 read what they are for everybody.

17 MR. GEORGE: What I was presenting was -- the
18 first paragraph was my disclaimer that said
19 "Actual accomplishments against these objectives
20 will be used in conjunction with performance
21 against job description as part of the
22 consideration for the award of an annual bonus."

23 We have a job description. Ed does, in his
24 contract. And it basically says handle

25 everything. And -- and I'm saying that these

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1 items right here would be used in conjunction with
2 the performance against those, "handle
3 everything."

4 CHAIRMAN BARRERA: Okay. Do we want to open
5 it up for public comment? Mr. Martinelli?

6 MR. MARTINELLI: Like to ask a question. Has
7 anyone in this process asked Ed what he thinks his
8 major achievements should be that would warrant a
9 bonus?

10 MR. GEORGE: I have not, no.

11 MR. MARTINELLI: Has anyone? Okay. Common
12 practice, and I think your friend in the -- in the
13 business will tell you that it's a two-sided
14 street.

15 And -- and what you really need to do is to
16 ask the person who's going to perform -- and this
17 is not a stranger. He's been here for many years.
18 And he knows the territory probably better than
19 any one of us knows the territory. I don't know
20 about you folks, but certainly any one of us.

21 (Mr. Gorman leaves the room.)

22 MR. MARTINELLI: And it would seem to me very
23 logical that you would ask him, hey, tell us what
24 you think your major milestone should be this

25 coming year or two or three or four. I wouldn't

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1 go more than four. I would limit, because it's a
2 very elite area.

3 And I would say, okay, here are four major
4 accomplishments that, if I were Ed, that I would
5 like to accomplish this coming year. And
6 obviously they're going to be difficult, because
7 that's the nature of the business.

8 Then I think your group, your committee might
9 take these under advisement. Marry those with
10 your ideas and come up with, again, four, probably
11 no more than five, major areas, major quantifiable
12 areas where you both agree this warrants a bonus.

13 And I would suggest that you take that route.

14 CHAIRMAN BARRERA: Thank you, Mr. Martinelli.

15 MR. GEORGE: Let me answer his question. One
16 of the processes that some companies -- I'm going
17 to assume most of them nowadays do -- they take
18 the employee, and they say, you know the business;
19 why don't you write down some of the things that
20 you personally want to accomplish over and above
21 the running of the business. And then they sit
22 down and talk about it. And they might reject
23 those, they might accept those, they might add to
24 those with some concrete ideas of what the board

25 has.

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1 I put these down. I think in my cover
2 letter, I suggested that we probably want to take,
3 you know, a look at hiring a human resources
4 person to come in and look at that whole process,
5 because we're not doing it the way it has evolved,
6 you know, in -- you know, in the labor practices
7 that are going on.

8 But this was basically my attempt to say this
9 is what I think is important to us if we're going
10 to stay off the tax rolls. We've got to get the
11 revenue up. You know, getting everybody in these
12 hangars back here one month earlier would have
13 generated \$20- to \$30,000 more.

14 (Mr. Gorman returns to the room.)

15 MR. GEORGE: Putting emphasis on those that
16 say, hey, look, this is thing that the board's
17 looking at, was represented by these right here.

18 (Mr. Burnett leaves the room).

19 MR. GEORGE: But in -- in -- going back to
20 what Mr. Martinelli says, maybe we need to take
21 that next step and say, Ed, what do you -- where
22 do you think you can improve the business? And
23 then sit down and go over this.

24 And -- and I'm not trying to be a newly

25 elected president of the United States and say

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1 it's got to be done today. But we have been

2 messing around with this since July.

3 So I would hope today that we could get a
4 consensus of where the board feels we need to go
5 and then get on with it.

6 (Mr. Burnett returns to the room.)

7 CHAIRMAN BARRERA: Do we have any other board
8 comment on this?

9 MR. YOUMAN: Where is mine?

10 MR. GEORGE: I would like to make this --

11 MR. BURNETT: You didn't point at me.

12 MR. GEORGE: I'd like to make the suggestion
13 that we accept this, and at the same time, we get
14 a human resources person in to tell us what we
15 need to be doing for next year.

16 CHAIRMAN BARRERA: Jack?

17 MR. GORMAN: My apology, Ed. My Wuellner is
18 well compensated. He -- his last raise was about
19 10 percent. He's really -- he does a good job.
20 He has a good team behind him. And his salary has
21 ratcheted up in the last five years from about
22 \$70,000 -- you can correct me if I'm wrong -- to
23 about \$125,000. He's -- I think he's well
24 compensated.

25 I don't -- if in fact we did bonuses, because

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1 he has a team in place, I would like to see a
2 bonus that was distributed with him and his team
3 and his staff. I just feel that way.

4 MR. GEORGE: Point of order.

5 MR. GORMAN: And that's it.

6 MR. GEORGE: I just have a point of order.
7 We have a contract with him that said we're going
8 to put this together. Now, if we want to open up
9 his contract and open up the contracts with
10 everybody else, that's another board discussion.

11 MR. GORMAN: Well, that may be a different
12 discussion, but it's maybe the vision is just what
13 I'm trying to portray to the board, Buzz.

14 MR. WERTER: Jack, I forgot something. Like
15 United Way, their local presidents are people in
16 charge of the individual divisions in a geographic
17 area. They're -- they are rewarded by incentive
18 by a commission basis of what the organ --
19 organization brings in in that area, and it's not
20 shared with the employees. For right or wrong,
21 it's kind of the procedure or, you know, if you
22 accept that procedure.

23 The employees, for a lack of a better term
24 here, Mr. Wuellner, I envision as executive branch

25 as opposed to a civil servant branch of the

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1 employees. I would love to see something done for
2 them, but it's apples and oranges.

3 MR. GORMAN: Then one more comment by me.

4 When Mr. Wuellner gets us off the tax rolls, then

5 all of a sudden his status changes from a paid

6 employee of a -- of an entity that is actually

7 taking tax dollars to an executive of a

8 corporation. Really, I mean, it -- it changes.

9 That second, it changes. And at that point in

10 time, I would certainly, myself, be much more

11 inclined to award a bonus, because it would not be

12 tax -- it would not be a bonus that was incurring

13 tax dollars. It would be a bonus that he

14 earned --

15 MR. WERTER: No.

16 MR. GORMAN: -- just by being a bright man.

17 MR. WERTER: Well, I would say -- I would say

18 that -- I'm sorry. Did everybody else -- I'm

19 thinking Roberts Rules. Anybody else want to...

20 CHAIRMAN BARRERA: I would have stopped you.

21 MR. WERTER: I'm sorry?

22 CHAIRMAN BARRERA: I would have stopped you.

23 MR. WERTER: But I've been told Robert --

24 Roberts Rules is only a guideline here.

25 To elicit a specific set of guidelines for a

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1 bonus might be a little bit too restrictive on us.
2 And there are five of us here making -- that would
3 make a decision on -- on a bonus. So I would hate
4 to see a structuring of a strict guideline sense
5 for -- for a bonus in that situation.

6 There should be guidelines. When this was
7 first started up and I was sitting in the peanut
8 gallery here, I was worried about the appearance
9 of impropriety without guidelines. But there
10 should be guidelines, but they shouldn't be so
11 restrictive, you know, i.e., 5 percent above the
12 budgeted revenue, things of that.

13 But it's a consideration of five people
14 sitting on a board here. And we can say in
15 consideration of certain issues, such as earned
16 revenue, increases in earned revenue, maintaining
17 the budget, attracting new business,
18 considerations for discussion and -- but not a set
19 formula. It would be too restrictive on us and --
20 and hard to calculate.

21 MR. GEORGE: I beg to differ. It's not a
22 strict formula. It is a target that the board --
23 it is defined as something they give to portray
24 the board's thoughts on where we would like to be.

25 MR. WERTER: Uh-huh.

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1 MR. GEORGE: It's not -- not cast in
2 concrete. Doesn't say we're going to take any of
3 his salary away if he doesn't get it, and it also
4 does not say that if he makes every one of these,
5 we're going to give him a bonus.

6 MR. WERTER: That's yanking the carrot away
7 from the horse now, isn't it?

8 CHAIRMAN BARRERA: Doug?

9 MR. BURNETT: That -- that -- from a legal
10 perspective, that is very accurate, though, the
11 way his employment contract is -- is drafted, is
12 that it's entirely in your discretion on whether
13 or not you give him a bonus.

14 Now, the same -- by the same token, you know,
15 if you set very, very detailed ones, there's
16 going -- there may be an expectation there, but
17 the way it's drafted because of so much
18 uncertainty about the bonus.

19 From what I'm hearing from you, I would
20 suggest that at some point in time, you get to a
21 position, the Authority board, get to a position
22 where you have something that you've spelled out
23 for criteria, whatever that may be. And if you
24 want to revisit it in six months or you want to

25 revisit it again -- and -- and one suggestion may

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1 be, and this is, Mr. Martinelli, I'll -- I guess
2 this is a response to the comment you made, is
3 maybe whatever you come up with, you want to ask
4 Mr. Wuellner to respond, perhaps even in writing,
5 as to what his position is related to that, or
6 what he thinks how that -- how those goals or
7 criteria should be tweaked, and maybe you consider
8 that as well. But something should be in place,
9 however it -- whatever it looks like.

10 MR. GEORGE: Well, I've always thought that
11 you can't measure somebody on something that you
12 can't -- you didn't define what you're looking
13 for. You don't give your child an allowance for a
14 clean room but don't tell him what a clean room
15 is.

16 MR. WERTER: I don't -- I'm sorry. Go ahead.

17 CHAIRMAN BARRERA: Carl?

18 MR. WERTER: After you.

19 CHAIRMAN BARRERA: Carl.

20 MR. YOUMAN: I agree with Mar --
21 Mr. Martinelli and Doug here. I think maybe we
22 should take what's here and make it a motion to
23 give it to Ed, let him review it and comment on it
24 and see if this is fair within his eyes compared

25 to what we're going to do and then go from there.

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1 And then --

2 MR. GEORGE: I second that.

3 MR. YOUMAN: We still believe this is going
4 to stay the way it is; we just -- we're the board.

5 CHAIRMAN BARRERA: My --

6 MR. YOUMAN: I make a motion that -- can I
7 make a motion?

8 CHAIRMAN BARRERA: Uh-huh.

9 MR. YOUMAN: Now? I don't know, you know.

10 CHAIRMAN BARRERA: You can -- you can make a
11 motion, but let me -- let me just -- let me just
12 kind of share with you my thoughts on this.

13 We have talked about the above and beyond and
14 about putting a bonus structure in that would be
15 to determine whether or not he -- he receive --
16 that would happen at the time of his appraisal and
17 at the time of his annual contract renewal.

18 So we have been -- we've had that in place
19 since July of last year. He did get that
20 increase, but that was because he was not being
21 paid up to par with people at his level. He went
22 for two years without a pay increase. So when we
23 talk about that, we've got to give it the whole
24 picture.

25 We have to come up with -- and this doesn't

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1 have to bind any future boards. It doesn't have
2 to bind us next year. But we have to have
3 something that we're going to measure this year,
4 this July, when his contract comes up and -- at --
5 at the annual date, of what we're going to do
6 that.

7 Unless we come up with something better than
8 this, and we're in the month of February, we need
9 to make -- we need to start making decisions
10 what -- what we want. Instead of looking at it
11 and debating it, we need to get to the decision
12 process time.

13 And so I would encourage the other board
14 members to be very serious about what it is that
15 we want to evaluate, whether or not he gets a
16 bonus this year. Because we only have a few
17 months to give him what those expectations are,
18 should he warrant a bonus.

19 MR. YOUMAN: As chairman, what do you
20 specifically recommend?

21 CHAIRMAN BARRERA: I recommend -- we've had
22 this in our hands for over a month -- well, for a
23 month -- to look at, to review, to come up with
24 anything better.

25 If none of us have anything better than this,

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1 then my recommendation would be to go with what
2 we've asked Buzz to come up with, which we did
3 back in November or December?

4 MR. GEORGE: November, I think it was, yeah.

5 CHAIRMAN BARRERA: And I'm open to if there's
6 anybody who has a better suggestion. But at this
7 particular point in time, I think this is the best
8 for this year.

9 Now, for next year, I may feel totally
10 different. You know, next year's, what we look to
11 evaluate him on as above and beyond the call of
12 duty could be different. But I think this year,
13 when we're looking at getting off the tax rolls,
14 monitoring our money is -- is our top priority for
15 this board.

16 You know, if -- if next year we're looking at
17 how we're going to grow ten more incubators, if
18 that's our goal for the next year, then that's
19 what we need to measure whether or not he went
20 above and beyond to do that, outside of his
21 regular duties.

22 So, at this point, I think we need to move
23 forward on this for this year, because we can't
24 ask him to do something above and beyond to be

25 evaluated on if we're not going to give him what

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1 that is.

2 MR. YOUMAN: As a new board member, I defer
3 to the chairman's recommendations.

4 MR. GEORGE: There's one other piece --

5 MR. YOUMAN: Y'all have been involved in
6 this.

7 MR. GEORGE: As one other piece of
8 background, in July when we went over his
9 contract, at that time each one of the board
10 members was asked to submit what they thought that
11 criteria should be, and it's every meeting since
12 then it's, well, I didn't get any, I didn't do
13 this. And back in November, we had a big
14 discussion, and they said, Wayne, why don't you
15 take everybody's ideas and put it in black and
16 white. And that's my impression of everybody's
17 ideas from November.

18 CHAIRMAN BARRERA: And we --

19 MR. GEORGE: And we have two new board
20 members now.

21 CHAIRMAN BARRERA: -- discussed -- right.
22 And we discussed it in general. But it wasn't put
23 down in any type of format.

24 MR. GEORGE: Right.

1 things that was important to Jack is monitoring
2 the cost. And I know that one of the things that
3 was important to you is monitoring the revenue.

4 MR. GEORGE: Yeah.

5 CHAIRMAN BARRERA: And, you know, right here
6 we've got both of those, and we've got firm
7 measurements on what those will be. So that kind
8 of gives you guys an up-to-date picture.

9 MR. YOUMAN: Make a motion.

10 MR. BURNETT: Well, one other brief comment
11 is you're also not deciding what weight to give
12 each one of these, so it's really pretty open.
13 And this is one of those areas -- I don't know
14 where this quote originates, but it's one of those
15 things of you'll know it when you see it.

16 MR. WERTER: That's --

17 MR. BURNETT: So that may be -- that may be
18 part 7, item number 7 that's not on the list.
19 You'll know it when you see it if it's warranted,
20 so just wanted to throw that out there.

21 CHAIRMAN BARRERA: Okay. Carl? You wanted
22 to make a motion?

23 MR. YOUMAN: I make a motion we accept the
24 Airport Executive Director Objectives for

25 2008-2009 as presented by Mr. George.

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1 CHAIRMAN BARRERA: Do we have a second?

2 MR. GEORGE: I second that.

3 CHAIRMAN BARRERA: Is there any further board
4 discussion? Jack, any further board discussion?

5 MR. GORMAN: No.

6 CHAIRMAN BARRERA: Okay. All in favor, say
7 aye.

8 MR. GEORGE: Aye.

9 MR. YOUMAN: Aye.

10 CHAIRMAN BARRERA: Aye.

11 MR. WERTER: Aye.

12 CHAIRMAN BARRERA: All opposed?

13 MR. GORMAN: Nay.

14 CHAIRMAN BARRERA: Okay. The motion passes.

15 That would be the last of our agenda items for
16 tonight. Moving on to our housekeeping.

17 10 - HOUSEKEEPING

18 MR. WUELLNER: Just please note the revised
19 meeting schedule. Make sure this still agrees
20 with your calendars. We're looking at a combined
21 June/July meeting, approximately July 6th.

22 CHAIRMAN BARRERA: Well, you know, on the
23 July 6th, that's right after the holiday.

24 MR. WUELLNER: It's the Monday after that.

25 CHAIRMAN BARRERA: Is that going to be

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1 comfortable with the other board members for
2 travel plans?

3 MR. YOUMAN: When's July the 4th?

4 CHAIRMAN BARRERA: It's that Saturday. If
5 anybody has any travel, out-of-town travel plans,
6 that's the time to look at that now.

7 MR. WUELLNER: You don't have to do it today.

8 MR. WERTER: Are they making that a federal
9 three-day weekend somehow or anything?

10 CHAIRMAN BARRERA: It all depends.

11 MR. GEORGE: Well, we meet on Monday, so
12 that's not the three-day weekend.

13 MR. GORMAN: Just being --

14 MR. GEORGE: Don't they normally do it
15 Friday, Saturday and Sunday or just --

16 MR. WERTER: Yeah, sometimes they do it on
17 Monday.

18 MR. GEORGE: I think 4th of July is one of
19 two dates that is taboo. Whatever calls --
20 Memorial Day is celebrated, just like you said,
21 the other way.

22 MR. WERTER: Okay.

23 MR. ROLAND: May I make a comment about your
24 meeting dates?

25 CHAIRMAN BARRERA: I was going to open it up

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1 to -- oh, to the meeting dates? Certainly.

2 MR. ROLAND: I'm Merrill Roland, 6281 Old
3 Dixie Drive. When I go on your internet site, I
4 don't see all of that. Is that -- have you
5 changed that?

6 CHAIRMAN BARRERA: We have the calendars, and
7 it should be in there for the future dates. They
8 may not have put this in since there was a
9 revised -- a revision, but...

10 MR. ROLAND: Even recently, when I went on, I
11 didn't see any of that. So if you could put that
12 on there. I know other people in the community
13 who try to find out when your meetings are, and
14 they don't see it on your web site.

15 MR. WUELLNER: It is on there. She can help
16 you figure out how to get to it.

17 MR. ROLAND: Okay. Thank you.

18 MR. WUELLNER: And maybe we need to look at
19 how we do put it on there.

20 MR. ROLAND: All right.

21 CHAIRMAN BARRERA: That's appreciated.

22 MR. WUELLNER: It is on there, so...

23 CHAIRMAN BARRERA: Are we ready for public
24 comment in general?

25 MR. WUELLNER: Just point at your other

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1 three.

2 ACI JumpStart is June 2rd and 3rd. You've
3 got AAAE in June 14th through the 17th, those of
4 you interested in that. But we'll need to give
5 some feel of who would want to go to that. They
6 just opened the hotel-related stuff here in the
7 last couple of days, so...

8 And FAC meeting is in Miami this year, and
9 that's August 2nd through the 5th. Nothing's open
10 on that one yet, but if you're interested in
11 that --

12 MR. GORMAN: What were the dates FAC again?

13 MR. WUELLNER: FAC is August 2nd through the
14 5th, and it's in Miami. The AAAE is in
15 Philadelphia this year.

16 MR. GEORGE: This ACI JumpStart, is that what
17 we're talking about Jim going to?

18 MR. WUELLNER: Yes.

19 MR. WERTER: Jack, too, I guess.

20 MR. GEORGE: How do you get off of their
21 e-mail address?

22 MR. WUELLNER: How do you get off?

23 MR. GEORGE: Sent it in four times. I still
24 keep getting them.

25 MR. GORMAN: Delete them as spam.

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1 CHAIRMAN BARRERA: Okay. We'll open up the
2 meeting for public comment and we'll start with
3 Mr. Martinelli.

4 11. - PUBLIC COMMENT - GENERAL

5 MR. MARTINELLI: Seems like I'm the only one
6 doing this today. I feel lonesome.

7 I just have a couple of general comments
8 regarding the whole thrust of this meeting in
9 terms of where you're going. And not just this
10 meeting, but several, for the last six months,
11 maybe even longer. They've all been dominated by
12 the objective of getting off the tax rolls. And I
13 know that that's a very worthwhile and very timely
14 objective, and it's a commitment that has been
15 made by the Airport Authority.

16 But if you stop and think of what your real
17 mission is, the real mission is not to get off the
18 tax rolls. The mission is to facilitate aviation
19 and to deal with things having to do with
20 aviation. And those things are not immediate.
21 They're not temporary. They're far-ranging.

22 And I know, and you guys who have been in
23 business know, that if you wanted to improve the
24 P&L statement, the very first thing you do is cut

25 research and development, because you won't feel

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1 the effects of that for several years. The next
2 thing you cut is advertising and marketing. And
3 maybe you can get by six or eight months doing
4 that and it won't affect your bottom line. But
5 eventually it's going to hit your bottom line
6 adversely, and it's going to put you behind the
7 eight ball to the point where it's going to take
8 an awful lot of work to get back to where you
9 were.

10 Now, as you go forward and as you establish
11 criteria for bonuses for your executive director,
12 don't forget that a large part of his job --
13 whether it's in his job description or not, I
14 don't frankly know because I haven't read it -- is
15 the future of this airport, not just next year or
16 five years from now, but down the road, and how
17 this airport services aviation and the aviation
18 community.

19 So I urge you to think about that. Think
20 about those things when you're looking at things
21 like establishing criteria for a bonus or setting
22 up your own priorities for your future mission.

23 Okay?

24 CHAIRMAN BARRERA: Thank you, Vic.

1 MR. RODERICK: For the record, I'm a little
2 confused. The multiuse building, is that what the
3 former public use building was?

4 MR. WUELLNER: No.

5 MR. RODERICK: I won't make any acronyms up
6 or give any --

7 MR. WUELLNER: Yes.

8 MR. RODERICK: Thank you.

9 MR. WUELLNER: I think.

10 CHAIRMAN BARRERA: Thank you, Mr. Roderick.
11 Ms. Sutherland?

12 MS. SUTHERLAND: I've got quite a bit to talk
13 about because I've missed a few meetings, okay?
14 But I wanted to just first start out with saying
15 that -- that Vic's comments were -- were great
16 about, you know, keeping sight of what we're
17 actually doing here instead of just getting off
18 the tax rolls. I understand that's important.
19 That's a promise that was made to the taxpayers of
20 the county and that's the one thing I know
21 everybody hears about more than anything. So due
22 attention has to be paid, you know, each -- each
23 and every board meeting.

24 But my frustration is -- is the same as Vic's

25 in that we're building a first-class aviation

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1 facility here, and that's the one thing I
2 practically have to roll in the, you know, in the
3 fields with who are all these people who just
4 don't get what we're doing here, you know, and
5 what they're paying for.

6 I want to remind everybody -- and there was a
7 comment made earlier, and I forget what the
8 comment was, but my response to that was don't
9 forget we are a debt-free asset. Somebody
10 remarked about the assets of the airport.
11 Debt-free asset. And it's because of how we've
12 done it. We've paid as we went.

13 We're not \$80 million in debt for 40 years,
14 plus interest, you know, like other facilities in
15 the area. So, you know, over -- over the length
16 of time that, you know, Ed and his team and those
17 before him have been doing it, no matter what
18 everybody says, we've been doing it right. And,
19 you know, the proof is in the pudding where we're
20 at today. You know, we own this asset debt free
21 as the people of St. Johns County.

22 So I think it's important, you know, to
23 mention that, along with getting off the tax
24 rolls, but we are investing in an asset of this

1 Which brings me to some of my other things
2 I'm going to talk about. Get comfortable. Old
3 City Life Magazine, Patty Wagstaff on the cover.
4 I felt it was a really timely thing to do to put
5 Patty on the cover, you know, going into the
6 aerobatic box season. And along with starting a
7 series of the history of the airport, I've always
8 felt that if we could bring people on board with
9 where we've been, maybe they'll appreciate where
10 we're at right now a little bit better. So, I'm
11 attempting to do that with these two pieces.

12 Patty is the future of, you know, aerobatic
13 aviation. St. Augustine Airport started with
14 aerobatic aviation. I'm amazed at some of the
15 things that I found out in my research for the
16 articles.

17 Some of the things that I had intended to get
18 in there -- unfortunately, I can't edit my own
19 work, so some of the things I meant to get in
20 there didn't quite get in there, things like
21 Bessie Coleman, who was the first black woman
22 aviator in United States history, and -- and the
23 civil rights things that -- that she had to
24 overcome in even gaining her aviator's license.

1 United States. But she went to France, learned
2 the language, and actually accomplished that.
3 Unfortunately, she perished just a little bit
4 north of here, but I never knew about Bessie
5 Coleman until I started to research this article.

6 We've got an incredible rich, colorful
7 history at St. Augustine Airport. Not many people
8 know that it actually started just a little bit
9 south of the city, close to Lincolnville, in what
10 was then a golf thing. So anyway, that's my
11 intention for this.

12 There's going to be a number of articles on
13 the airport's history. If anybody has anything to
14 contribute, our e-mail address is in here. Please
15 feel free to contribute photographs, especially,
16 coming up in the different eras of aviation,
17 because pretty much St. Augustine Airport has been
18 through every single era of aviation. That's
19 something we can be incredibly proud of. So
20 anyway, that's that part.

21 And I have a question about Customs. First,
22 I want to say what an awesome job Ed and his staff
23 has done with Customs. Somebody, I forget who it
24 was, made a comment that it seemed so -- you know,

25 it just seemed so bing, bang, boom, you know, and

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1 it's done.

2 Well, this has been what, three years in the
3 making. And -- and I think that we're just
4 fortunate because Ed makes it seem so seamless and
5 his staff working on it and all the
6 behind-the-scene things, it just seems like it's
7 gone smooth, but with any federal project such as
8 this magnitude -- and it really is momentous and
9 historical for St. Augustine-St. Johns County
10 Airport that this is occurring. But Ed's team
11 just made it seem that way. I'm sure it really
12 wasn't. So thank you very, very much. Really
13 well done.

14 I have a question about overflight permits in
15 terms of the Customs. With open skies agreements
16 and things of that nature, some of the comments
17 I've heard from the public have been regarding
18 overflight permits. Does -- and I know those are
19 pretty easy to get, from what I understand, but
20 how does that affect our service with the Customs
21 facility?

22 MR. WUELLNER: Well, what -- what
23 distinguishes a user fee airport from a port of
24 entry is the requirement to have overflight status

25 if you're entering this country, especially from

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1 the Caribbean and points south above the 30th
2 parallel, which just really means you have to file
3 a form with Customs and go through a basic
4 analytical process with them and allow them to
5 determine that there's a reasonable need to enter
6 the country north of the 30th parallel.

7 MS. SUTHERLAND: Right. And a reasonable
8 reason, because you want to.

9 MR. WUELLNER: Yeah. And essentially all
10 they're doing nowadays is it's less about the need
11 than it is about assuring that the people that are
12 using it are U.S. citizens and meet the criteria.

13 MS. SUTHERLAND: Legal -- legal issues and
14 stuff. Making sure --

15 MR. WUELLNER: The process can take up to 30
16 days to -- to get the -- the overflight permit.

17 But once you have the overflight permit, then you
18 can in a sense come and go during the -- the valid
19 period of the permit, which is more often than not
20 a year. Then you can simply renew it. It doesn't
21 cost anything, as I understand, for the actual
22 overflight permit.

23 The analysis of -- of the individual pilot
24 credential -- not so much credentials of flying,

25 but their -- their citizenship credentials is done

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1 here. That's what the officer here does. So
2 essentially he determines whether you get an
3 overflight permit in here.

4 But once you have that, it's simple -- simple
5 matter of filing -- filing the -- in advance, 24
6 hours in advance to let them know you're coming.

7 MS. SUTHERLAND: Right.

8 MR. WUELLNER: In a sense, make a
9 reservation. You cannot just show up at this
10 location and be cleared through Customs. It does
11 require a little entry work.

12 MS. SUTHERLAND: You can't just show up at a
13 point of entry in Customs, either.

14 MR. WUELLNER: Well, you -- you file a flight
15 plan into the U.S., but you can show up otherwise.

16 MS. SUTHERLAND: Okay. I thought it was
17 pretty easy, but that explains it perfectly.
18 Thank you.

19 And I'm kind of sorry that Nick Sacia's no
20 longer here to hear my comments about what the EDC
21 had to present about industrial commercial
22 purposes of the land. I just want to caution the
23 board to not let any organization -- and that
24 includes our own EDC -- into pigeonholing the

25 specific uses. Don't let them say that, okay,

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1 based on all of our criteria, we know that no
2 business is going to use this land because of X,
3 Y, Z reasons.

4 The EDC may not have taken consideration into
5 their plan that we now have Customs on the field.
6 There's a lot of different things that we should
7 be considering beyond their square peg sort of
8 kind of vision of what a business is going to
9 want.

10 That's some valuable land over there, whether
11 or not the 312 extension goes there or not. And I
12 think that you're going to find that you're going
13 to have a lot of interest in that once, you know,
14 it's sort of put out there that it's available
15 for, you know, commercial and industrial
16 development.

17 So I -- I just don't want you to be
18 frightened away from them telling you what's not
19 going to happen, because they're assuming that
20 based on whatever sort of criteria they've used.
21 I'm not so sure that I believe that it's not as
22 usable as they seem to think it isn't. So don't
23 pigeonhole that.

24 And I really hope you do an EDC workshop

25 here. I think that there's a lot that could be

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1 said and brought out on the table about economic
2 development with the airport, and I'd like to see
3 EDC a lot more involved with that. So I think
4 first place to start is a workshop. So...

5 I heard the radio program that Ed was on, and
6 I got to tell you it was -- it was really
7 incredible. It was very well received. The
8 normal sort of comments you always hear on these
9 things when it comes down to the airport, all the
10 negativity, you really didn't get it when Ed was
11 on there. And, you know, go figure, because Ed's
12 going to tell them the truth and be able to refute
13 the bad information that is constantly put out
14 there about the airport.

15 So I think from a listener's point of view,
16 it went over incredibly well, and I think we made
17 huge points with the public, which is always an
18 ongoing battle between the airport and the public.

19 And lastly, I think -- yeah, lastly, I just
20 want to say welcome to our new board members,
21 because I haven't been here since the election
22 occurred. Mr. Youman, especially you, because
23 with railroad as your background, if there's
24 anything I love more than aviation, it's rail

25 travel. So I'm really excited to have you on

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1 board and, you know, the potential for the future.

2 So good job.

3 And as well for the new board members, I want
4 to remind you that comments are public record, and
5 we have to be very, very sensitive sometimes to
6 the things that we say even in a joking manner,
7 because it is part -- part of public record. And
8 even if you're teasing, it will be -- there will
9 be 12 letters to the editor of The Record within
10 three days' time, I can guarantee you. And
11 they're going to believe what you were joking
12 about.

13 So, you know, as -- as we're all in the
14 trenches sort of trying to present the airport in
15 a positive light, I just want to remind everybody,
16 you know, past, present, and future, you know,
17 let's be a little sensitive with the comments when
18 it comes to the taxpayers' money. Because even if
19 it's only \$5 a year, buddy, they're going to tell
20 you how to spend it. So --

21 MR. YOUMAN: That's right.

22 MS. SUTHERLAND: -- thank you.

23 CHAIRMAN BARRERA: Thank you, Alice. Donna?

24 MS. TOSTEVIN: Donna Tostevin. I -- I have a

25 vested or financial interest in what's going on

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1 with the flight school and the -- and the -- what
2 we were talking about, we've been talking about,
3 because I've been here on the field since 1985,
4 initially First Coast Flight Center, and then now
5 Florida Aviation.

6 I really understand that we all know that
7 competition is excellent. Competition is good for
8 the airport. Competition is good for the
9 customers. A few years ago, Embry-Riddle was
10 coming in, and I know that Ed Wuellner was doing
11 some conversations with them to see if they were
12 coming on the field. We welcomed them. I mean,
13 we all had a question about the traffic they might
14 bring in. Airport Authority -- the board members
15 heard about it. And the discussions, they decided
16 not to have them come on for their lease agreement
17 problems.

18 Possibility of, we hear in the rumors, that
19 Phoenix Aviation may come up in the end of the
20 year at some point. I don't know, it's just
21 rumors. Fine. Competition is excellent. Again,
22 these are just rumors that we hear. Competition
23 is excellent. As it's said, level playing field.

24 As far as the minimum standards operation, I

25 don't think that -- if you'll read through there,

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1 I don't believe that it talks about -- it refers
2 to only those people who are directly through the
3 Airport Authority. I believe it -- it mentions
4 that if you have an operation on the airport,
5 whether we go through Galaxy or directly to the
6 Airport Authority. So any minimum standards are
7 held to if you have a business on the airport.
8 And that's where we come -- you know, where we
9 come back to. So whether we come through Galaxy
10 or directly through you, everyone has the same
11 minimum standards that we all have to do. So when
12 it -- when it comes to, you know, who has the
13 decision to -- is anyone coming on the field or
14 not, well then, that's the board member decision.
15 How much he has to pay. Again, our concern
16 is the fact that he is not -- there's no level
17 playing field, as it was mentioned. He's not
18 paying the same money that we -- we have -- as
19 y'all know, we have a quite a large rent that we
20 pay. He doesn't have the same rent; therefore,
21 there's no level playing field. He does not have
22 the same rent. It's much less than ours at this
23 point. Competition is good. I'm going to say
24 that a couple of times. Level playing field.

25 His rent is not the same as ours. He can

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1 charge less than we do. He can even put up a
2 banner and saying Florida Aviators, which it still
3 says. His Homeland Security -- Homeland Security
4 didn't even know he was here. He's still Florida
5 Aviators. You pull up anything, and it still
6 comes up Florida -- yeah, Aviators. This Florida
7 Flyers is somewhere to appease some people.

8 So, level playing field. Competition is
9 good. But let's just make sure that you --
10 everyone understands if we have anyone come on the
11 field, as long as -- which they should be on the
12 airport before they open a business.

13 This promise of I'll be opening my business
14 in a year and maybe he's paying, what, \$100 a
15 month as a passive to say, okay, I'm coming on, to
16 kind of, you know, equalize, I -- you know, or
17 whatever it is he's paying to make it happen,
18 that's still not level playing field. We still
19 are at the problem where, yes, we have to charge
20 more because, why? We are on the field. He is
21 not on the field. Sure, he's renting a hangar.
22 He's renting some tie-down space. But he is not
23 on the field. So just -- I just wanted to clarify
24 some things.

25 First of all, anything that you're reading,

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1 competition is good. We're all for it. But we
2 all need to be together on the level playing
3 field, which is why you, the board members, came
4 up with minimum operating standards. And they
5 apply to anyone who is going to come on the field.

6 And if you're doing business, that prevents
7 someone from working outside of the chain link
8 fence, having a maintenance shop and coming
9 through the chain link fence on a Saturday
10 morning, when the gentlemen here have to come up
11 with all the minimums and the payments that you
12 have asked for. It is only the fair thing to do.

13 Anyway, there again, competition is good. We
14 welcome it as long as everyone plays together.
15 Thank you.

16 CHAIRMAN BARRERA: Thank you. Thank you,
17 Donna. Board members' comments. Let me start
18 with Jim.

19 12. - AUTHORITY MEMBERS

20 MR. WERTER: None.

21 CHAIRMAN BARRERA: Okay. Mr. Gorman?

22 MR. GORMAN: Can you take Buzz first? That's
23 fine.

24 MR. GEORGE: I'll go. I don't have any

1 CHAIRMAN BARRERA: All right. Mr. Gorman.

2 MR. GORMAN: I'll try to be brief. This new
3 board mix seems to be very effective. So far, it
4 does well. Point two, government goes bad if you
5 have no right of appeal. I don't care what the
6 decision is, don't care who -- who says what,
7 whatever. Appeals need to be -- need to me -- to
8 me, an appeal needs to be heard. Without
9 micromanaging Mr. Wuellner, I mean, he should be
10 able to do what he does, but if somebody gets that
11 upset with an appeal, maybe they should hear it.

12 Third point, tax rolls. Okay. We can get
13 off the tax rolls. This goal can be done. A
14 cynic would be ready to hear all the excuses not
15 to do it. We are now meeting the aviation needs
16 well. And it's up to Ed Wuellner. He's doing a
17 good job. But I'd like everybody to reflect on,
18 again, that his bonus can be very substantial the
19 day after we get off those tax rolls, because now
20 he's running a business and he's not on a tax
21 roll. He's not taking anybody else's money to do
22 so. And this organization would be a model
23 airport in all ways. It can be a real example to
24 the rest of the country as to how a well-managed

25 airport can do business.

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1 MR. WERTER: If I may, can I retract my no
2 comment regarding the tax rolls? And in short,
3 you know --

4 CHAIRMAN BARRERA: I didn't say yes.

5 MR. WERTER: Okay.

6 CHAIRMAN BARRERA: You will have to wait till
7 the end.

8 MR. WERTER: Okay.

9 CHAIRMAN BARRERA: Mr. Youman.

10 MR. YOUMAN: I -- I do have a comment,
11 Mr. Martinelli's comments about the vision and
12 the -- and the bonuses and what's going to be
13 achieved, and that's why I was trying to bring out
14 the possible negative effects, and he's -- he's
15 brought them out vividly, the possibilities of
16 Mr. Wuellner redirecting his approaches to achieve
17 the bonus rather than the overall objective of
18 what's good for the airport.

19 And I'm not saying that you're going to do
20 it, but I've seen it too often in industry where
21 this occurs. And this -- this -- one of the
22 problems in the railroad industry at times is that
23 situation. And you can also see it in other
24 businesses where businesses are floundering, et

25 cetera, because of bad decisions made where people

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1 are getting the bonuses rather than taking care of

2 the business. That's the end of my comments.

3 Thank you.

4 CHAIRMAN BARRERA: Okay. Mr. Werter?

5 MR. WERTER: Oh. Yes. Now, the

6 interrelationship of getting off the tax rolls and

7 developing the income and business, it's -- it is

8 a -- an intertwined effort in order to get off the

9 tax rolls. Of course we have to get the business

10 generated. And getting -- part of getting the

11 business generated is developing our assets to

12 attract the business. So, it -- it's -- it's --

13 in talking to the general -- the general comment

14 made about that issue. So it is a group type of

15 thing in order to get off the tax rolls.

16 I know we're under the gun to do it by 2010.

17 I think we can. Mr. Wuellner has discussed about

18 attracting business here. If things come to

19 fruition, I see it happening. But it is an

20 intertwined kind of thing with several factors,

21 and not just focusing in on one area of budget or

22 another. And that's the only thing I have to say

23 as far as the general comment goes.

24 CHAIRMAN BARRERA: Thank you. And that's --

25 that's September, the end of September 2010. So

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1 don't think when it's January 1st. Just want to
2 clarify that.

3 First and foremost, I want to thank the Nease
4 video people for being here and for -- I know
5 these meetings can be somewhat long, and I
6 appreciate you guys and -- and your stamina and
7 your being here each time and taking the time and
8 being so diligent about filming our meetings for
9 us.

10 Secondly, I want to thank Alice. And this
11 publication is beautiful. This is a great
12 picture. It's very timely. And I'm very excited
13 about the public hearing, what wonderful assets we
14 have and our people here at the airport. Thank
15 you.

16 MS. SUTHERLAND: And in our city. People
17 think that everybody at the airport lives in Ponte
18 Vedra.

19 CHAIRMAN BARRERA: That's not true.

20 Thirdly, I want to thank both Bryan and
21 Andrew for working so hard on -- on the park
22 plans. I'm very excited about those park plans.
23 I think that they're going to win another
24 environmental award. I think that it's just a

25 positive thing. And it gives us flexibility going

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1 forward by doing it in stages, and really coming
2 out with a first-class job. And that would be the
3 end of my comments. Thank you all.

4 Good night. Meeting adjourned.

5 (Meeting adjourned at 7:05 p.m.)

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1 REPORTER'S COURT CERTIFICATE

2

3 STATE OF FLORIDA)

4 COUNTY OF ST. JOHNS)

5

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

7 certify that I was authorized to and did

8 stenographically report the foregoing proceedings

9 and that the transcript is a true record of my

10 stenographic notes.

11

12 Dated this 17th day of February, 2009.

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

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