

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, March 10, 2014

from 4:00 p.m. to 4:45 p.m.

* * * * *

BOARD MEMBERS PRESENT:

ROBERT COX, Chairman
KELLY BARRERA
JOSEPH CIRIELLO

BOARD MEMBERS ABSENT:

CARL YOUMAN

* * * * *

ALSO PRESENT:

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

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

* * * * *

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

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

2 CHAIRMAN COX: Meeting is called to order.
3 We'll stand up and say the Pledge of Allegiance,
4 please.

5 (Pledge of Allegiance.)

6 CHAIRMAN COX: All right. Well, we're a
7 little shorthanded this afternoon. We're waiting
8 one other board member and she should be here
9 shortly.

10 MEETING MINUTES

11 CHAIRMAN COX: So meeting minutes and
12 financial report, any corrections, Mr. Ciriello --

13 MR. CIRIELLO: No.

14 CHAIRMAN COX: -- that you see or amendments?
15 Okay. Those will be approved as distributed. I
16 will wait for Ms. Barrera to get here before we ask
17 for the financial report.

18 AGENDA APPROVAL

19 CHAIRMAN COX: Meeting agenda approval, got
20 that. Any corrections or any -- with the agenda?

21 EXECUTIVE DIRECTOR'S REPORT

22 CHAIRMAN COX: Executive Director's report.

23 MR. WUELLNER: That came at me quick.

24 All right. Project status, we've got several
25 connected ongoing construction projects that are

1 coming to an end here shortly, one of which you'll
2 hear about here today, which is -- has to do with
3 the economic development study.

4 The construction project ongoing is the
5 construction of Taxiway Delta 3, which in --
6 includes elements that include closing the drainage
7 around the self-fuel farm and tower area. Also
8 includes a mill and overlay of most of Runway 2/20.
9 Also includes a small mill project or small milling
10 area in front of the airline terminal to allow that
11 to be brought back up. We expect that paving will
12 be done Thursday and Friday, weather permitting,
13 but it looks right now forecasts favor that
14 schedule, so --

15 CHAIRMAN COX: On Runway 2?

16 MR. WUELLNER: 2/2 -- the Runway 2/20 piece of
17 it should be done, and the asphalt components in
18 front of the terminal will be done also by the end
19 of the week. The Taxiway Delta 3 is already
20 finished in terms of paving. That concluded
21 Saturday afternoon. So it's ready to go other than
22 striping and -- and that kind of -- kind of thing.

23 CHAIRMAN COX: So we're running ahead of
24 schedule pretty well?

25 MR. WUELLNER: We are.

1 CHAIRMAN COX: Good.

2 MR. WUELLNER: We're approximately a month
3 ahead at this point.

4 CHAIRMAN COX: Wow. Yeah, I was going to say
5 that's pretty quick --

6 MR. WUELLNER: We'll see -- see how it plays
7 out.

8 CHAIRMAN COX: That's great.

9 MR. WUELLNER: They have their orders to get
10 out of here as soon as possible, and they want to
11 move on to some other jobs, so they're motivated --

12 CHAIRMAN COX: Yeah.

13 MR. WUELLNER: -- which is a rare commodity
14 these days. What else can I tell you? I think
15 that's about it. We're otherwise in the middle of
16 a very detailed spruce-up, if you will, of the
17 airline terminal area, getting that back in tiptop
18 shape ahead of service starting in May.

19 Everything we -- we hear so far -- I have no
20 numbers, but everything I hear is -- from them
21 anecdotally is that they're extremely pleased with
22 what they're seeing in terms of booking and the
23 like. So hopefully that bodes well for a long plan
24 in our community. And we are moving through the
25 paces of becoming refederalized from the TSA point

1 of view. Of course that's a requirement before we
2 can start service.

3 Everything seems to be on track. They
4 supposedly have identified equipment that will come
5 here from an inspection -- for inspection purposes.
6 And we are working through the security manual
7 update or -- to include what's occurred since the
8 last time we had an approved manual. Everybody
9 seems energized and engaged at that, at least at
10 the FSD level here in Jacksonville. So, no -- no
11 big uglies yet, put it that way.

12 And lastly, just remind you that the Aerospace
13 Academy's Family Fun Day, assuming all goes well on
14 Thursday with the conversation related to liability
15 of flying kids around with their new risk
16 management person at the school district, if that
17 goes well Thursday, then that will be on track to
18 happen April 12th. And that'll rely on the local
19 EA chapter and a bunch of volunteers out of SAAPA
20 to assist us in making that another safe and fun
21 event with our high school students and their
22 families as we welcome them again.

23 CHAIRMAN COX: Great.

24 MR. WUELLNER: And I think that's about it in
25 terms of updates. I can't think of anything else

1 earth shattering.

2 CHAIRMAN COX: Got it.

3 BUSINESS PARTNER UPDATES

4 CHAIRMAN COX: We'll move on to business
5 partner updates, then. Mr. Sanchez, county
6 commission.

7 COMMISSIONER SANCHEZ: I'm "Mr." and I don't
8 even owe you any money or anything, so that's --
9 that's nice.

10 St. Johns County continues to be doing quite
11 well. We got a -- another award for our
12 transparency, a national award. We've gotten
13 another award for our Health Department, Number 1
14 two of the last three years, and we've also
15 gotten -- numerous accolades keep coming in. FOX
16 News has -- has joined in with CNN and Money
17 Magazine in picking us as not only the best place
18 to live but the best place to work.

19 St. Johns County has already taken over number
20 one in the state with median income. It's the
21 highest in the state. So everything is -- is
22 looking good. Going -- the amphitheatre is doing
23 fantastic, so we're having fun. And if there's any
24 questions, I'll be glad to answer them for you.

25 CHAIRMAN COX: Thanks so much, Ron.

1 Appreciate it.

2 COMMISSIONER SANCHEZ: Thank you.

3 CHAIRMAN COX: Any questions anybody?

4 (None.)

5 (Mr. Burnett enters the room.)

6 CHAIRMAN COX: Galaxy Aviation?

7 MR. GALLOWAY: No comment.

8 CHAIRMAN COX: No? Mr. Martinelli, SAAPA.

9 MR. MARTINELLI: Okay.

10 CHAIRMAN COX: You're on deck.

11 MR. MARTINELLI: We had a -- an excellent
12 SAAPA meeting last Saturday with the tower and also
13 with Ed. It was very enlightening and very very
14 helpful to I think most of the pilots who were
15 there. Beyond that, we have nothing more to
16 report.

17 CHAIRMAN COX: You guys are all set for the
18 Family Fun Day?

19 MR. MARTINELLI: We are, pending what happens
20 this Thursday.

21 CHAIRMAN COX: All right. Thanks. You know
22 the new rule. Mr. Nehring?

23 MR. NEHRING: I have nothing.

24 CHAIRMAN COX: Thank you. Mr. Gregory?

25 MR. GREGORY: Good afternoon and thank you.

1 The Economic Development Council is having a
2 great opportunity at the first part of this year.
3 We are currently working on 24 projects and
4 everything from small companies with two or three
5 people all the way up to 1500 employees, and
6 working with those diligently.

7 We're also working on the Governor's reception
8 this year at the TPC and putting that reception
9 together again for prospects as well as for
10 thanking some of our local development companies
11 and companies that are growing in our -- our
12 community.

13 St. Johns County Day at the Jaguars, we're
14 also working with the Jaguars on setting that up.
15 It's something that we do with all of our partners,
16 the Airport Authority being one of those, or NFRA
17 being one of those partners in putting on
18 St. Johns County Day. And this year, we hope to
19 get a lot more exposure through news media as well
20 as attendance.

21 The next EDC breakfast, we're going to have
22 David Brown speak from web.com. He's the CEO of
23 web.com, a company that was started here and has
24 grown exponentially and continues to grow
25 throughout the world. They do small business web

1 sites for small businesses. And a very interesting
2 fellow. You should come and hear him when he
3 speaks. And that should be in late July or early
4 August and we'll get that date nailed down the next
5 couple of days.

6 Other than that, I think we're good to go.
7 Any questions?

8 (None.)

9 MR. GREGORY: Thank you.

10 CHAIRMAN COX: Thanks, Norm. Mr. Burnett?

11 MR. BURNETT: Nothing to report.

12 CHAIRMAN COX: Got it. While -- we have a
13 resolution to go through, but we're waiting one of
14 our board members, so let's go into the economic
15 development planning study and a report by Martin
16 Associates. Are you ready for that, Cindy?

17 MS. HOLLINGSWORTH: Yes.

18 ECONOMIC DEVELOPMENT PLANNING STUDY

19 MR. SWEENEY: Okay. Thank you.

20 We started this study a few months ago looking
21 at the feasibility of the -- of a St. Johns County
22 site in terms of distribution and industrial use.
23 So we've worked with Ed Wuellner and also Passero
24 Associates and Norm Gregory here.

25 And what we did was we took a -- an approach

1 which was two or threefold. Number one, we looked
2 at a data analysis, looking at freight flows that
3 move in and out of the county. We looked at the
4 industrial market in Florida, specifically Northern
5 Florida. And then focused on opportunities,
6 potential opportunities. And then we also have
7 some conclusions and recommendations to share with
8 you today.

9 So this presentation's about 10 slides. I'm
10 going to try and keep it to about 10 minutes.
11 There's a much longer, more detailed presentation
12 that Ed has which is about 70 or 80 slides I
13 believe, so if you need more detail or anything, we
14 can -- we can share that with you. Next slide,
15 please.

16 Initially, we -- we did the freight flow study
17 for Florida -- for the Florida Chamber back in
18 2010. It was a statewide flow study, looked at
19 waterborne, rail, and also truck flows in and out
20 of the state through the state. So we were able to
21 take some of that data and look at just
22 specifically the northern -- Northeast Florida
23 area. We looked at Duval and St. Johns Counties
24 and also a couple of neighboring counties.

25 And basically without getting into too much

1 detail, there's a lot of cargo that either
2 originates here in Northern Florida, Northeast
3 Florida, or is destined for here, and also moves
4 through as you can see about 7 and a half million
5 tons OD here, or origination destination cargo.
6 30.9 million tons pass through Northeast Florida
7 and then there are 5 and a half million tons of
8 rail cargo, that origins -- originates or is
9 destined for here.

10 Now the issue that we dealt with is a lot of
11 this cargo does as you imagine originate or is
12 destined for Duval County, not specifically
13 St. Johns County. That's what we expect just due
14 to the size and the infrastructure in place. So
15 really of all that tonnage, about 5 percent
16 actually ODs in St. Johns County. But some of the
17 things we found were a lot of food products, some
18 on the containerized side, a lot of bulk materials
19 like cement and aggregates coming from the south,
20 and a lot of break bulk cargoes, too.

21 So we wanted to look at specific opportunities
22 in terms of cargo -- cargo handling and handling
23 services that you could build off of an industrial
24 market here from those -- from that data analysis
25 that we -- that we completed. Next slide, please.

1 And just to give you an idea of, you know, why
2 we feel that the St. Johns County has potential in
3 our assessment, we did a complete market
4 assessment, and you can see the -- the left map is
5 more or less the southeast, and they're the
6 distribution centers that are already in place.
7 And you can see there's quite a few areas.

8 Obviously you have the metro Atlanta area,
9 which is one of the largest markets in the area.
10 Then you have closer to the coast. Then moving
11 into Savannah, you have a lot of DCs which are
12 built up right near the port. But also when you
13 get down into Florida, you have three areas
14 specifically. You have Jacksonville Duval County,
15 the I-4 corridor, and then South Florida.

16 And when you look down in that lower
17 right-hand map, specifically at Florida, the
18 shading in green shows you the population base and
19 then the number of docks, which a little hard to
20 read there, but they're color coded as to number of
21 DCs. You can see how the -- the consumption
22 centers, the population is -- drives the
23 distribution activity.

24 One of the things we see is, you know, South
25 Florida is pretty much completely built out in

1 terms of distribution center activity. There is a
2 Flagler property that's going in now, it's called
3 the Flagler Hialeah facility, and that's in
4 conjunction with FEC rail. They're establishing
5 the rail yard back from the Port of Miami. So
6 there -- there's some market down there that they
7 can draw from. They're building that now. But
8 once you get up into the I-4 corridor, that's
9 really the next place where you find a lot of
10 distribution activity in the, you know, terms of
11 millions of square feet.

12 Jacksonville has been successful -- I should
13 say Duval County has been successful in recent
14 years in attracting these types of cargoes as well,
15 almost drawing from Savannah down into the -- you
16 know, into Florida. We call Jacksonville Savannah
17 South. So the thought here is, you know, when Ed
18 and his team approached us, well, why can't we, you
19 know, have something like this in St. Johns County?
20 We have property that's right along the FEC rail,
21 which I'll get into in a minute which is very key.

22 We ran a cost analysis to show -- it's a
23 landed cost analysis, so it's taking cargo, a
24 container from China on an ocean routing into a
25 U.S. port. We used Miami, Savannah and

1 Jacksonville as three ports and then looked at
2 different areas. We looked at the Orlando market,
3 we looked at Jacksonville, we looked at
4 St. Augustine. We also did other ones, too, in
5 terms of South Florida and other Central Florida
6 markets.

7 But these three, this -- it kind of gets the
8 gist of what we're trying to get to here.
9 Basically on a cost per container, the most
10 cost-effective routings are using the Miami port
11 and an Orlando -- Orlando DC or using Jacksonville
12 and a Jacksonville DC. The two green columns there
13 farthest right and then two -- three over from the
14 right is Miami through St. Augustine and also --
15 I'm sorry, St. Augustine through Miami and
16 St. Augustine through Jacksonville.

17 And what we found there is based on the -- the
18 amenities you have here in terms of cheaper land
19 rates and lease rates, the availability of labor
20 and -- and competitive cost labor, while we're not
21 the lowest cost pairing, we're certainly in the
22 ballpark. And this is done through our model, so
23 obviously there is some wiggle room here, if you
24 will, of -- you know, it could be a hundred dollars
25 or more. But basically what we're saying here is

1 in terms of a pure cost and numbers analysis that
2 the importers are going to look at, a St. Augustine
3 site is competitive with an Orlando or a
4 Jacksonville.

5 When we looked at the potential opportunities,
6 there's three areas I want to touch on, the first
7 being synergies with the ports, is how can we --
8 how can we parlay what we have in here in terms of
9 an on -- you know, a site of 1500-plus acres or
10 potential of 1500-plus acres on an FEC rail?

11 As you know, the FEC controls all the ports on
12 the east coast. It hits Jacksonville, Cocoa Beach,
13 which you know basically is Canaveral, goes down to
14 Palm Beach, Fort Lauderdale and Miami. The Norfolk
15 Southern or the CSX does not have any on-dock
16 access into the -- into the port on the east -- on
17 the eastern, you know, shore of the state. On the
18 west side and the gulf side, you do have CSX that
19 goes into obviously Winter Haven being their big
20 facility, but you have some offshoots that go down
21 into Tampa now and also into Port Manatee.

22 But one of the things we learned from -- from
23 the Florida study in dealing with the waterborne
24 cargoes is that only 38 percent of the Asian cargo
25 that's comes into the state that's consumed in the

1 state of Florida, which goes into those DCs that we
2 showed you on that map before, comes through a
3 Florida port. So that's 62 percent that's coming
4 from Savannah, Charleston, New York, and also the
5 west coast. You know, it was -- it was quite an
6 eye opener for us as well.

7 In addition, there's another about 1 million
8 TEUs, 20-foot equivalent units, of cargo that are
9 trucked down from DCs primarily in Savannah and
10 Atlanta. And to build this all up, like I said, we
11 had a huge database that showed freight flows from
12 all BEAs, business economic areas, within the --
13 within the country. And, you know, right now
14 you're talking, you know, 2 to 3 million TEUs of
15 basically cargo that the ports should be going
16 after in Florida.

17 And, you know, with Governor Scott since he's
18 been in office, there's been a really -- a
19 rejuvenated attitude at the ports. You know, he's
20 now bringing the Disney cargo through Jacksonville.
21 He's given money to Miami for the deepening
22 project. He's given money to Jacksonville for
23 their Mile Point and their ICTF. So he's very
24 pro-port right now. And, you know, the terminal
25 operators obviously are -- you know, from the

1 maritime side and the ocean carriers are very
2 interested in this.

3 Miami becomes a huge huge play with a 50-foot
4 channel. They'll be one of the four ports on the
5 east coast that has a 50-foot channel. Norfolk,
6 Baltimore, and New York being the other three. So
7 south of Norfolk we'll will be the -- you know,
8 Florida will have the only 50-foot channel.

9 The importance of that is obviously you get
10 larger vessels, not just on a Panama routing, but
11 also a Suez Canal routing. And they're bringing
12 those ships in now, 8000, 9000 TEU ships that can
13 hold more cargo, there's a bigger economy of scale,
14 and then those costs numbers I show you go down by
15 about 20 percent on the ocean side. So, you know,
16 a \$2000 ocean voyage now is \$600 cheaper than that,
17 you know, 1400 bucks roughly.

18 So, what this does now, it puts Florida in a
19 position to really move Florida forward. And with
20 our -- with the freight flow study, there was the
21 six pillars and -- that if you see it through the
22 Florida Chamber, but they're looking at, you know,
23 promoting more access to logistics and
24 infrastructure and also manufacturing, light
25 manufacturing, just trying to get out of just the

1 tourism type industry which has been, you know, the
2 mainstay of Florida for years.

3 So basically with that, Miami we think is a
4 huge opportunity because you're going to have more
5 imports coming in. Like I said, you have the
6 South Florida area built out. It has to come north
7 on a direct rail service. With a spur right here
8 in St. Johns County, you now put it directly on the
9 train in -- in Miami on the dock, it goes up to the
10 Hialeah yard, it gets shipped onto a train. It
11 doesn't come off the chassis, it can stay right on
12 the chassis from the Port of Miami right into --
13 into a St. Johns facility, which is -- there's my
14 10 minutes -- which is a much much better position
15 than you have in Winter Haven and CSX where they
16 have to actually dray it from the port -- from the
17 port to Orlando.

18 JAXPORT becomes interesting also. Just real
19 quick. As far as export cargoes, we know they're
20 having issues there with MOL TraPac. Hanjin was
21 supposed to put a facility in there. The water
22 depth is an issue. They're further along down the
23 road in terms of when they're deepening -- when
24 they're going to get deepened. Probably 2022 or
25 2023 will be best case scenario.

1 So we still look to them as being a major
2 exporter. They're the largest Puerto Rican care --
3 Puerto Rican serving port in the United States. So
4 there's a lot of cargo that comes in from the
5 northeast, especially Chicago and Detroit auto
6 parts, that goes back out which potentially if you
7 do some value added type services here and light
8 manufacturing, it does play very well into a --
9 into a St. Johns type facility.

10 The other -- the other markets here I want to
11 discuss very quickly. Domestic cargo, and this
12 could be distribution which is not necessarily
13 marine -- maritime related. This can be a DC which
14 just serves a regional population which isn't tied
15 to basically an import facility, an import DC. And
16 this is where you have a lot of trucks that come
17 in. You could have 200 trucks a day that come in.
18 It's very high employment. For a million square
19 feet, you might be looking at 600 people. As a
20 rule of thumb, that's what we kind of look at,
21 between 500 and 600 folks. So it's quite a few
22 jobs.

23 Value added services, like I mentioned, also
24 manufacturing and we know just from some of the
25 stuff we've seen with Norm with the EDC, there's

1 been interest from -- in the past few years from
2 manufacturing firms to -- that are inquiring about
3 St. Johns County and locating here.

4 The last piece here is niche cargoes, and that
5 would be anything that's in proximity to the
6 Northeast Florida and St. Johns County or even the
7 southeast. And that could be agriculture.
8 Biofuels are a big component of that right now.
9 Wood pellets and poultry from the southeast. These
10 are all, you know, very special handling, special
11 needs-type cargoes, whether it's refrigerated or
12 heavyweight containers. We just had a talk before
13 this meeting regarding heavyweight containers with
14 beverages. There's a DC going in in Jacksonville
15 that's going to be handling beverages.

16 When they stack the containers full, they
17 don't meet -- they exceed roadway, you know,
18 specifications. So when you have an on-dock
19 facility, you can load the container to the full,
20 you know, 45,000 pounds or whatever the limit and
21 you're not touching the roads, so you don't need
22 special permits, and you can keep the load intact,
23 which obviously saves you money down the road.

24 The strength, I kind of touched on already.
25 Obviously we have -- we're right along the FEC

1 rail. We've had some conversations with the FEC as
2 part of this study. We interviewed them. They
3 have shown an interest. I know Ed and his group
4 have met with them so far and there is an interest.

5 We need to get -- we need to hammer down some
6 more issues with them, more or less, you know, what
7 kind of rates would they be charging, how much
8 service do they need to put or how much volume they
9 need to get a service started, what the cost would
10 be of putting a spur in, who would pay for that,
11 those types of issues.

12 We've shown you the costs. As far as the
13 strength, you're competitive with Orlando and
14 Jacksonville. You could serve the Florida
15 population, and you have a good workforce here in
16 terms of semi-skilled labor with your trade schools
17 and your colleges that the employers, the DC
18 manufacture -- the DC operators are looking for.

19 Weaknesses, the I-95 interchange access -- you
20 know, I-95 is going to be a huge part of this to
21 move north. I don't know if you talking millions
22 of square feet of DC how much Route 1 can hold.
23 You have the lights, the traffic lights and so
24 forth.

25 Coming through, I -- when I came down today, I

1 came actually from -- I went past the terminals in
2 Dames Point. It took about 55 minutes for me to
3 get here and I came down through Route 16. So it's
4 about an hour, you know, for a truck. Having a
5 heavyweight or a -- a dedicated truck route from
6 I-95 would be very beneficial.

7 We know as far as landowners, there's multiple
8 landowners here. There's two that have -- or one
9 that has two big parcels, but there's some others.
10 So getting them all on the same page in terms of,
11 you know, selling the property.

12 And the other thing, too, is we're talking
13 long-term development here. There's other
14 facilities that you see in the Threats.
15 Titusville, Crawford Diamond, Plumb Creek, Hialeah
16 that are already underway. So they kind of have a
17 leg up on us in terms of they're already moving and
18 breaking ground and putting facilities up.

19 Threats, obviously again the I-4 corridor.
20 And CSX Winter Haven, you know, CSX has made no
21 bones about it that they want Winter Haven to be
22 their terminus for all their intermodal cargoes.

23 (Ms. Barrera enters the room.)

24 MR. SWEENEY: When you look over into -- hi.
25 When you look over into Jacksonville, you do have a

1 dual access of CSX and NS that can come in here and
2 by having two rail lines, that gives you a much
3 better play going into the midwest and other
4 markets that perhaps CSX, you know, has trouble
5 accessing. But in the end, you know, the land
6 purchase should be moved forward, needs to be
7 development driven.

8 Just partnering with different peop -- folks,
9 you know, developers obviously you want to give
10 yourself aligned with someone like a CenterPoint or
11 a Prologis and NAI Hiffman. These are companies
12 that throughout the country and even the world
13 develop these types of facilities. They have their
14 finger on the pulse of all the companies that are
15 looking for space in the area, whether it's
16 manufacturing, import distribution, regional
17 distribution. They can bring the anchor tenant
18 which is going to bring you that, you know, 500,000
19 to a million square foot tenant.

20 Rail providers, I've talked about the
21 importance of the FEC. We really need to sit down
22 with them. I think they're -- with the
23 conversation we had, they're very open and they --
24 their eyebrows are up. Now they need to come to us
25 and say, you know, what kind of pricing are they

1 going to give us, what kind of volume do they need
2 to have, that type of -- that type of thing.

3 And also the state and local agencies, like I
4 said, the State of Florida has been very active,
5 you know, Governor Scott's office, with developing
6 the ports. I know Norm has worked with his EDC and
7 also Enterprise Florida, Workforce Florida, there
8 are a lot of incentive programs that are out there,
9 you know, that -- that we can play off of.

10 And just the last piece here -- this is the
11 last slide. You know, the next steps and
12 recommendations would be, you know, we need to get
13 that land -- the landowner discussion, which I know
14 that Ed's been meeting with these folks, and find
15 out what their plans are, how they want to -- if
16 they want to have any buy-in on it in terms of if
17 they want to have any operations. Discuss with the
18 FEC, I already mentioned.

19 Access -- talk to local developer, large
20 developers, and again we play off that we have 1500
21 acres available, we have a cost analysis that shows
22 we're competitive, and we have the direct rail
23 access with the FEC. We address the I-95 access
24 issues, develop a phase plan, and then if there's
25 interest from the developers, we move forward into

1 an RFP-type process where we can get into a lease
2 arrangement or a P3. You know, there's a number of
3 different variations that that can -- that can
4 take.

5 So I tried to cram that all into a little
6 10-minute -- could be an hour-long presentation,
7 but in the interest of time, so if you have any
8 questions, I can -- I can certainly answer them.

9 CHAIRMAN COX: I think it was great. You
10 really consolidated a lot of information in a short
11 period of time. That was an outstanding
12 presentation. Any questions from the board?

13 (None.)

14 MR. WUELLNER: I would just echo that there's
15 a -- there is a unbelievable amount of data --

16 CHAIRMAN COX: It seemed like it.

17 MR. WUELLNER: -- and he's --

18 CHAIRMAN COX: Tremendous.

19 MR. WUELLNER: I mean, I can't even tell you
20 how little he's scratching here --

21 CHAIRMAN COX: The tip of the iceberg.

22 MR. WUELLNER: And so, if you want to dig down
23 deeper at another time either as a board indiv --
24 or individually, we can certainly -- certainly
25 provide that and it's a very interesting exercise.

1 CHAIRMAN COX: Yeah. I would like to talk to
2 you after the meeting's over just for --

3 MR. SWEENEY: Sure.

4 CHAIRMAN COX: -- a few minutes.

5 MR. SWEENEY: Sure.

6 CHAIRMAN COX: Are you sticking around?

7 MR. SWEENEY: I'll be here.

8 CHAIRMAN COX: Okeydoke. Thank you.

9 MR. WUELLNER: You might want to point out,
10 too, that may be the only consultant that has more
11 acronyms than aviation.

12 CHAIRMAN COX: Yeah, there's a lot.

13 MR. SWEENEY: Yeah. Oh yeah. And that's only
14 half of them.

15 CHAIRMAN COX: Maybe. Mr. Martinelli?

16 MR. MARTINELLI: Yeah. What I've just heard
17 is extremely encouraging. And some time back, we
18 kind of visited or touched on this area and some of
19 the work that we have done and we were left with a
20 two-sided picture; one picture of the external
21 market, which has been covered here beautifully,
22 and the other was organization to facilitate the
23 participation into the future in the best way, most
24 advantageous way for the Airport Authority under
25 regulations that it is under. And I'm just

1 wondering whether there's been any further thought
2 or work on that side of it. I don't know whom I
3 should ask that question of.

4 CHAIRMAN COX: What --

5 MS. BARRERA: I don't believe that there has
6 at this point. I think we've been waiting for this
7 economic development study to decide where we want
8 to proceed forward.

9 MR. MARTINELLI: I see. Okay. But definitely
10 I think to take maximum advantage of these
11 opportunities, the internal organization of the
12 Airport Authority and its participants to work
13 within the law would be helpful.

14 CHAIRMAN COX: Thank you, Vic. Thank you,
15 Mr. Martinelli. Ms. Ludlow?

16 MS. LUDLOW: No comment at this time. Thank
17 you.

18 CHAIRMAN COX: All right.

19 MS. LUDLOW: I need time in order to go
20 through the whole 10 pages.

21 FINANCIAL REPORT

22 CHAIRMAN COX: Well, to retrace our meeting
23 just a little bit, we -- we have Ms. Barrera is
24 here now and I just need to see if there's any
25 comments on the financial report cause I held off

1 on that until you got here.

2 MS. BARRERA: The financial report, there were
3 no irregularities.

4 CHAIRMAN COX: Great. Okay. Financial report
5 accepted as stated. So we'll move into the agenda
6 for Resolution 2014-01, which is update of
7 elections records.

8 RESOLUTION 2014-01

9 MR. WUELLNER: Right. This is an agenda item
10 that's actually requested by Vicky Oakes, who is
11 the Supervisor of Elections for St. Johns County.

12 But apparently a resolution is required --
13 this is the second time we've done this, but a
14 rest -- resolution's required from time to time
15 wherein the Airport formally -- the
16 Airport Authority formally requests the Supervisor
17 of Elections to conduct your elections to the
18 Airport Authority on your behalf.

19 In a technical sense, the Airport Authority as
20 with most elected boards are required to conduct
21 their own elections, which you can imagine would be
22 an incredibly costly endeavor. So we historically
23 combine that in the general election cycle and take
24 advantage of the -- the cost sharing, if you will,
25 across the board for all of the elections.

1 So this -- this resolution does really two
2 things. One is make that request of the
3 supervisor's office, and then they further had
4 asked for a formal clarification as to what seats
5 there are, because that's really an Authority
6 function, and who is currently occupying those
7 seats and on what election cycle they're on.

8 So the resolution does nothing but clarify
9 that for her in a formal sense as well as authorize
10 her to conduct your general -- your, election on
11 the general election cycle.

12 CHAIRMAN COX: Thank you.

13 MR. BURNETT: And the only comment I have is
14 please make sure that that's the correct election
15 cycle that's listed on the resolution.

16 MR. WUELLNER: If you think you're on the
17 wrong term, let us know, but I'm pretty sure it's
18 right.

19 MR. BURNETT: I -- I do, too. I just want to
20 make sure that everybody's looked at it, so...

21 CHAIRMAN COX: Right. Any comments from the
22 board?

23 MS. BARRERA: None.

24 CHAIRMAN COX: Okay. So --

25 MR. BURNETT: And this resolution, by the way,

1 the supervisor has been taking this re -- similar,
2 but for example to the City of St. Augustine Beach,
3 the City and the like --

4 CHAIRMAN COX: Right.

5 MR. BURNETT: -- having them pass a similar
6 type resolution.

7 CHAIRMAN COX: Do you need to read this
8 resolution, Doug?

9 MR. BURNETT: I do not.

10 CHAIRMAN COX: All right. Okay. A motion to
11 accept the resolution?

12 MS. BARRERA: Did we have any further comment,
13 public comment?

14 CHAIRMAN COX: Good point. Mr. Martinelli?

15 MR. MARTINELLI: No comment.

16 CHAIRMAN COX: Ms. Ludlow?

17 MS. LUDLOW: No comment, thank you.

18 CHAIRMAN COX: Okeydoke. Does anybody want me
19 to read this resolution? Okay.

20 MS. BARRERA: I make a motion that we accept
21 Resolution 2014-01.

22 MR. CIRIELLO: Second.

23 CHAIRMAN COX: All in favor?

24 MR. CIRIELLO: Aye.

25 MS. BARRERA: Aye.

1 CHAIRMAN COX: Aye. Resolution passes.

2 PUBLIC COMMENT - GENERAL

3 CHAIRMAN COX: Public comment, general public
4 comment? Anybody?

5 (None.)

6 MEMBER COMMENTS & REPORTS

7 CHAIRMAN COX: Okay. Going to board reports.
8 Mr. Ciriello, intergovernmental committee?

9 MR. CIRIELLO: If you don't mind before I give
10 that report, I'd like to throw out a -- oh, I don't
11 know, a discussion or future discussion to the
12 board of something that I brought up in the past.
13 I'm behind the idea that I think that if this
14 airport had a motel or hotel on-site, on our actual
15 property, that it would be one way of making,
16 generating some -- some money for the airport.

17 Originally a few years back somebody wanted
18 that property on U.S. 1 over at Gun Club Road and
19 the board turned it down and I suggested that would
20 be where a motel could be. But since then we've
21 acquired some property fronting U.S. 1 here.

22 And I don't think it's too early to think of
23 the future, and what I would like to do is for the
24 board to give staff direction to send out some
25 feelers to these -- all these different motel

1 conglomerates and see if they would be interested
2 or if they think it would be feasible. And so we
3 could either build it and rent it out for them or
4 just lease them the land and let them build it.

5 Either way, I think that whenever you have
6 these corporate planes come in, if they stay
7 overnight, their -- instead of their crew running
8 down 16 or something, the -- the motel would be
9 right here on the airport. I brought up before
10 that the overflow for the Florida-Georgia football
11 game, the races for the car races and motorcycles
12 in Daytona, there's a small in -- or people getting
13 motels up around in this area and the World Golf
14 Village in Sawgrass.

15 Oh, and I threw in there this last day or so
16 the thought that with this airline coming on board,
17 there may be some times when people coming from New
18 Jersey down to here would want to stay overnight or
19 for a night or two here, or people that's going to
20 leave from this area, not necessarily St. Johns
21 citizens, but from here to New Jersey, that they
22 could make use of the motel.

23 So I think that in a year's cycle that it
24 would be a profitable thing. So if we put out some
25 feelers to these motel people, I'm sure they would

1 investigate and find out whether it was feasible or
2 not for them. And so I would like the board to
3 give staff permission to look into this instead of
4 waiting a couple of years down the road.

5 CHAIRMAN COX: I don't have a problem with
6 that.

7 MS. BARRERA: I would prefer to wait till our
8 master plan. I think we're about ready for another
9 master plan cycle and I would hate to solicit input
10 on plan usage until we have a full analysis of our
11 master plan usage.

12 CHAIRMAN COX: We can discuss it as an agenda
13 item at some point.

14 MR. WUELLNER: Okay. Yeah.

15 CHAIRMAN COX: If you want to get some
16 background --

17 MR. WUELLNER: Yeah.

18 CHAIRMAN COX: -- try to see what interest is
19 generated --

20 MR. WUELLNER: We can do a little just dig and
21 see what -- see what's out there and what -- you
22 know, what the process would be to do something
23 like that. We could do that ahead of the master
24 plan.

25 MS. BARRERA: Okay.

1 MR. WUELLNER: The only we wouldn't have is a
2 site at that point.

3 MS. BARRERA: Okay.

4 MR. CIRIELLO: Okay. Now my report on the
5 IGC.

6 St. Augustine Beach representative gave a
7 report that they had a workshop along with the
8 county commissioners in January, and some of the
9 things they discussed was improvement of the pier,
10 property development, and a charter review.

11 The school board representative gave a report
12 that there's two new schools needed or going to be
13 built up in the north end -- northeast end of the
14 county and that they would cost \$20 million apiece.
15 And down the road in the future, he said there will
16 be a need for another high school in
17 St. Johns County. And they're working a new
18 procedure for evaluating teachers. Rather than
19 tenure, they're going to have a different procedure
20 for evaluating teachers.

21 The county commission representative gave a
22 little report on the idea of converting their
23 vehicles from gas engine to hydro gas to save some
24 money. And of course I seen by the papers that
25 that went through.

1 The water people have their April proclamation
2 water conservation month and they're working on
3 water resource projects.

4 Now the Sheriff representatives said they're
5 in their budget process, but as far as calls coming
6 into the Sheriff's Department, they're about normal
7 like they always are. But one little difference,
8 that the actual calls coming in for crime has
9 dropped. So that's a good thing. The calls coming
10 in from people about crimes being committed is
11 decreased. But the calls for, oh, crowd control or
12 traffic and all that kind of stuff is on line.

13 And the elections office said that they
14 finished their high school project on educating
15 high school kids on voting, and they do a little
16 bit of recruiting trying to get some new people
17 signed up to vote. That's about it.

18 CHAIRMAN COX: Cool. Ms. Barrera?

19 MS. BARRERA: The -- the Airport's been
20 continuing to work closely with the EDC. There's
21 been a couple of meetings and there's a breakfast
22 that will be coming up on this Thursday. And as
23 far as the Aerospace Academy, the Family Fun Day
24 will be coming up on the 22nd.

25 CHAIRMAN COX: Right.

1 MS. BARRERA: And in addition, I attended the
2 Civil Air Patrol lunch and it was well attended,
3 and they seemed to be very appreciative to use our
4 facilities.

5 CHAIRMAN COX: How's that deal going with
6 their build out on the building and stuff, the CAP?

7 MR. WUELLNER: They're looking for someone to
8 help them with the roof currently, but they -- they
9 seem back engaged --

10 CHAIRMAN COX: Good.

11 MR. WUELLNER: -- according to the update
12 heard Saturday.

13 CHAIRMAN COX: Good.

14 MS. BARRERA: The -- the only other thing that
15 I'd like to bring up is our next meeting date isn't
16 until the 19th of May, which will put us at over
17 two months away. I'm wondering if we should try to
18 schedule something more towards the end of April.
19 And we can wait --

20 MR. WUELLNER: If we could get it close
21 earlier in April if you want to have another
22 meeting, we'll be probably fairly busy right there
23 a week ahead of service launch. So if we -- maybe
24 second week of April, thereabouts, ahead of --
25 right ahead of Easter, probably? I'm not sure what

1 the date of Easter is again, but it's late.

2 CHAIRMAN COX: I think one of the concerns was
3 it that staff is really slammed in the month of
4 April so they're having a hard time finding an
5 appropriate meeting date that's going to meet
6 everybody's scheduling parameters.

7 MR. WUELLNER: Yeah.

8 CHAIRMAN COX: I don't have any problem with
9 an April meeting, either, Kelly, but...

10 MR. WUELLNER: How -- what -- which is Easter,
11 the 13th --

12 MS. HOLLINGSWORTH: 20th.

13 MR. WUELLNER: 20th?

14 MS. HOLLINGSWORTH: Or -- yeah, the 20th.

15 MR. WUELLNER: 14th -- 7th or 14th?

16 MS. BARRERA: Either of those.

17 MR. WUELLNER: Those would be okay.

18 MS. BARRERA: Work for me.

19 CHAIRMAN COX: I mean, do we have to have it
20 on a Monday?

21 MR. WUELLNER: You do not.

22 CHAIRMAN COX: Okay. Are there other days
23 that would work for everybody that may be better?
24 We limit ourself to three choices.

25 MS. BARRERA: Right. I'm flexible. I was

1 just thinking that you might want to have it ahead
2 of -- ahead of air service.

3 CHAIRMAN COX: Actually I think that's a good
4 idea, too. What are the other days that will work
5 for staff? And some -- you know, when you're
6 talking about -- you said the first two weeks are
7 better for you guys or the last two?

8 MR. WUELLNER: The first two would be a little
9 further out with a little more flexibility.

10 CHAIRMAN COX: Any Tuesdays and Wednesdays
11 work for you better?

12 MR. WUELLNER: Sure.

13 CHAIRMAN COX: I mean --

14 MR. WUELLNER: Wednesdays look pretty good. I
15 would say Monday or Wednesday are probably our best
16 choices.

17 CHAIRMAN COX: Joe, you're pretty open, right?

18 MR. CIRIELLO: Yeah, I don't care what day you
19 pick.

20 CHAIRMAN COX: Okay.

21 MR. CIRIELLO: If I have something I have to
22 do on that day, I'll just cancel it because nothing
23 is more important to me than attending these
24 meetings.

25 CHAIRMAN COX: Yeah. Well, I was just saying

1 it doesn't necessarily have to be on a Monday, you
2 don't have that --

3 MR. CIRIELLO: Since -- since we're talking
4 about the meeting, I was going to when you got to
5 that page address it because, you know, I'm not in
6 favor of canceling any meetings. But I was going
7 to use an excuse to have a meeting in April because
8 Frontier is coming on board the 2nd of May and I
9 thought that this board somehow should be involved
10 in the ceremonies if there's going to be any for
11 that particular day.

12 CHAIRMAN COX: We will.

13 MR. CIRIELLO: And I thought the April meeting
14 would be a good time to do that. So if you're
15 having an agenda for April, could that --

16 MR. WUELLNER: Sure.

17 MR. CIRIELLO: -- be put on the agenda to see
18 how we might be involved in ceremonies for the --

19 CHAIRMAN COX: Well, here's 7, 8, 9 or 14, 15,
20 16. How does that sound to anyone?

21 MS. BARRERA: I think any of -- I'd rather do
22 the -- I think I'd rather do the 14th, 15th, 16th,
23 because that would put us two weeks ahead of air
24 service.

25 CHAIRMAN COX: How about the 16th? Because

1 the 15th is a big IRS tax day and everybody may be
2 all clogged up with that.

3 MS. BARRERA: The 16th works for me.

4 MR. WUELLNER: Wednesday the 16th?

5 MS. BARRERA: Doug, does that work for you?

6 MR. BURNETT: The only difficult day for me --
7 any chance we could do the 17th?

8 CHAIRMAN COX: That's fine with me.

9 MR. WUELLNER: No, that's the dedication, the
10 Grumman dedication. I just got notice of that.

11 MS. BARRERA: Uh-huh.

12 CHAIRMAN COX: Send James --

13 MS. BARRERA: Unless we wanted to do it after
14 the Grumman dedication.

15 CHAIRMAN COX: Send James over, Doug.

16 MS. BARRERA: Everybody would be here.

17 MR. WUELLNER: We could do that.

18 MS. BARRERA: Everybody will be here.

19 MR. WUELLNER: We could do it at 3:30 or
20 thereabouts on the 17th would work. Are you all
21 right with the 17th?

22 CHAIRMAN COX: Yeah, I can make it work.

23 MR. WUELLNER: The 17th would be Thursday.

24 Say about 3:30? Does that work?

25 MR. BURNETT: Yeah, that works for me.

1 MR. WUELLNER: Okay.

2 MR. BURNETT: Thank you.

3 MR. WUELLNER: Okay. The 17th at 3:30 if
4 that's agreeable.

5 CHAIRMAN COX: Anything for our attorney.

6 MS. BARRERA: And the only other thing I'd
7 like to mention is I did present about the airport
8 recently to a women's group and a lot of questions,
9 a lot of interest, and a lot of enthusiasm. Well
10 received.

11 CHAIRMAN COX: Great.

12 MR. WUELLNER: Very good.

13 CHAIRMAN COX: Nothing from -- on the TPO?
14 Mr. Youman's --

15 MS. BARRERA: TPO meets this Thursday.

16 CHAIRMAN COX: Yeah. Who's the alternate for
17 that?

18 MS. BARRERA: I'll be attending.

19 CHAIRMAN COX: Okay. All righty. I don't
20 have any -- unless you have anything further?

21 MS. BARRERA: No.

22 CHAIRMAN COX: Okay. Nothing from me. And so
23 our next meeting date is April 17th at 3:30
24 Thursday. Any other comments?

25 (None.)

1 CHAIRMAN COX: All right. Meeting adjourned.

2 (Meeting adjourned at 4:45 p.m.)

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REPORTER'S CERTIFICATE

STATE OF FLORIDA)
COUNTY OF ST. JOHNS)

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

Dated this 20th day of March, 2014.

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