

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Workshop Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Thursday, July 12, 2007

6 from 3:00 p.m. to 4:05 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

9 WAYNE GEORGE

RANDY BRUNSON

10 SUZANNE GREEN, Chairman

KELLY BARRERA, Secretary-Treasurer

11

BOARD MEMBERS ABSENT:

12

JOHN "JACK" GORMAN

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14

ALSO PRESENT:

15

DOUGLAS N. BURNETT, Esquire, Rogers, Towers, Bailey,

16 Jones & Gay, P.A., 170 Malaga Street, St. Augustine,

FL, 32084, Attorney for Airport Authority.

17

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

18

BRYAN COOPER, Assistant Airport Director.

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21 JANET M. BEASON, RPR, RMR, CRR, FPR
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1 P R O C E E D I N G S

2 CHAIRMAN GREEN: Call to order the workshop
3 of the St. Johns County-St. Augustine Authority.
4 Since it's not a formal meeting per se, I don't --
5 Ed, I don't need to -- I need -- I don't need to
6 go through the flag.

7 MR. WUELLNER: We'll do that at the regular
8 meeting.

9 CHAIRMAN GREEN: Yeah. So, we have a
10 discussion today of a -- of a possible second FBO.

11 MR. GEORGE: Gorman's spirit.

12 CHAIRMAN GREEN: Jack's here. Okay. Ed, I
13 know we had asked for some presentations, and I --
14 I see there are some -- no, I know there are some
15 people here that were going to talk about what
16 they could provide.

17 MR. WUELLNER: That was the intent of the
18 workshop. Your workshop was to develop the
19 criteria.

20 CHAIRMAN GREEN: Oh, I'm sorry.

21 MR. WUELLNER: We asked them to be here.

22 CHAIRMAN GREEN: Oh, okay. I'm sorry. I

23 misspoke then.

24 MR. WUELLNER: They're here because they're

25 really interested.

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1 CHAIRMAN GREEN: I'm sure of that. Hope.

2 MR. WUELLNER: I don't think any of them were
3 planning on a proposal, a presentation today,
4 so...

5 CHAIRMAN GREEN: Okay.

6 MR. WUELLNER: (Unintelligible.)

7 MR. BRUNSON: Ms. Chairman -- go ahead.

8 MR. GEORGE: I can't talk.

9 MR. BRUNSON: Okay.

10 CHAIRMAN GREEN: That's what I'm saying.

11 He's not -- well --

12 MR. BRUNSON: Okay. Well, you can't say
13 anything. Madam Chairman, is it -- be proper
14 that -- if we could know who's in attendance here
15 today?

16 CHAIRMAN GREEN: Sure.

17 MR. BRUNSON: If they could --

18 MR. GEORGE: There's a sign-in.

19 CHAIRMAN GREEN: As far as second FBO people?

20 MR. BRUNSON: No, just in -- you know, just

21 in general. Doesn't matter. I'd just like to

22 note --

23 MR. GEORGE: That's Dan Holiday.

24 MR. BRUNSON: -- I see some strange faces and

25 I just wonder who they are.

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1 MR. WUELLNER: Want to just pass the mic

2 around?

3 MR. BRUNSON: Yeah.

4 CHAIRMAN GREEN: Sure.

5 MR. WUELLNER: That's fine.

6 MR. SLINGLUFF: Michael Slingluff, Galaxy

7 Aviation.

8 MR. KAPLAN: Don Kaplan, Galaxy Aviation.

9 MR. WARNER: Henry Warner. I'm with SAAPA,
10 and I'm just an interested pilot.

11 MR. UPCHURCH: Kramer Upchurch, Southeast
12 Aero.

13 MR. MICKEL: Mike Mickel, Dominion Aviation
14 in Richmond, Virginia.

15 MR. MICHALAKIS: Chris Michalakis with Sky
16 Harbor Aviation, Jacksonville.

17 MR. SPENCE EDWARDS: Spence Edwards with Sky
18 Harbor Aviation.

19 MR. DAVID EDWARDS: David Edwards with Sky

20 Harbor Aviation.

21 MR. THOMPSON: Mike Thompson, SAAPA member

22 and local pilot.

23 MS. HUGGINS: Milly Huggins, vice-president,

24 SAAPA.

25 MR HOLIDAY: Dan Holiday, pilot.

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1 MR. POWERS: Gene Powers, Wind Dancer.

2 MR. SMITH: Derrick Smith, S.K. Logistics.

3 MR. OTTESEN: Bjorn Ottesen, Florida

4 Aviation.

5 MR. KACZOR: Tony Kaczor, Florida Aviation.

6 MR. BRUNSON: Thank you.

7 CHAIRMAN GREEN: Are we going to let Buzz

8 talk?

9 MR. BRUNSON: He's not supposed to, but --

10 CHAIRMAN GREEN: I know. Slowly.

11 MR. GEORGE: I've got my copy, and I assume

12 everybody else does, of all of the responses to

13 the letter of intent.

14 My question is, Ed, are there any that's not

15 included in here? And if the answer is yes and

16 the answer is no -- or no, where is Wind Dancer's?

17 MR. WUELLNER: I do not have a letter of

18 interest per se for them. I don't. We'll check

19 with Cindy here on what's come in.

20 MR. GEORGE: Okay.

21 MR. WUELLNER: She's (unintelligible). She
22 should be back in just a second.

23 MR. GEORGE: I have a -- I have a letter from
24 them showing their interest.

25 CHAIRMAN GREEN: Well, we're still recording,

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1 so if you want to please come up to the
2 microphone.

3 MR. GEORGE: I've got one from them.

4 MR. SMITH: I'm speaking on behalf of
5 Mr. Smith for SK Logistics. And he, a long, long
6 time ago -- Buzz and Ms. Green were probably the
7 only people on the board at that time -- expressed
8 an interest in an FBO, and he never received
9 anything about this letter of interest.

10 Just -- I bring that up now, and he wanted me
11 to bring it up, because -- since it was brought up
12 concerning whether -- all of the letters of
13 interest. Because he said he definitely would
14 have submitted something if he -- he found out
15 just about a -- a week ago about the whole event
16 from one of the airport members. I mean, not one
17 of the board members, but a tenant on the airport.

18 CHAIRMAN GREEN: Okay. I know we published
19 it, right, Ed?

20 UNIDENTIFIED SPEAKER: Can I ask a question,

21 please?

22 MR. GEORGE: Let her get an answer. I'm

23 sorry.

24 MS. HOLLINGSWORTH: I don't think it went out

25 in the newspaper. Out in --

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1 CHAIRMAN GREEN: Periodicals. Right. That's
2 what I thought.

3 MR. WUELLNER: We didn't really publish.
4 Yeah, we put it in AAAE.

5 MS. HOLLINGSWORTH: AAAE and --

6 CHAIRMAN GREEN: I just want to make sure
7 that you understood, I mean, we did put it out in
8 some publications, but that's fine.

9 MR. THOMPSON: And I -- and I have a comment.

10 CHAIRMAN GREEN: Okay. Hang on a second. Go
11 ahead, Ed.

12 MR. WUELLNER: Before this -- the scope of
13 this kind of gets out of control as to what --
14 what the intent was, is what you have done to this
15 point is simply solicit some letters of interest.

16 You have followed up with those who submitted
17 those with some additional questions, is basically
18 what's occurred between last, I want to say
19 November, effectively to date.

20 You have not gone out -- and that's a part of
21 what I hope we're going to get to today, is the
22 development of a formal request for proposals or
23 request for qualifications or some other formal
24 proposal and -- and wherever you go with that in
25 the process.

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1 So, to talk about whether someone's included
2 or excluded at this point is -- is entirely
3 premature. No one is in nor out in terms of
4 formality at this point. It will be opened up to
5 public, other businesses to submit, if they choose
6 to, when you get to that point.

7 You're -- you're simply developing what it is
8 you want to do and what you'd like to see and
9 that -- that type of thing in order to solicit a
10 meaningful proposal. That's kind of where it is
11 before everybody gets nose out of joint because
12 they're not included or are included. We're just
13 not there yet.

14 MS. BARRERA: And I think that's -- that --
15 that not everybody has been understanding that.
16 So, that does need to be reiterated.

17 CHAIRMAN GREEN: I mean, that's my
18 understanding. We're here to (unintelligible).
19 Excuse me. Turn it off. Okay. Yes, sir?

20 MR. WARNER: My name is Henry Warner, and --
21 again, and I would wonder if you might define what
22 your expectations for an FBO are, and what they,
23 as they exist now, whether they are the same or
24 different and how that might help the general
25 aviation aspects of this airport.

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1 CHAIRMAN GREEN: That's why we're here, to
2 throw those ideas around, to find out what exactly
3 we're looking for, our needs, and what design we
4 need.

5 UNIDENTIFIED SPEAKER: Ed (unintelligible).

6 CHAIRMAN GREEN: Okay. All right. Okay. As
7 far as board members, do you have any comments or
8 suggestions? I mean, my first thought, I -- I
9 think we need a second FBO. "When" is the
10 question, timing. Man that's not supposed to
11 talk?

12 MR. GEORGE: I -- I look at the growth of
13 St. Augustine Airport, and I think we've -- we all
14 should pat ourselves on the back. I think we've
15 accomplished a lot. But we're kind of at a
16 crossroads of, okay, where do we go from here?

17 Are we going to become a Jacksonville, you
18 know, with commercial aviation and charter
19 flights, and that's 99 percent of the business?

20 Or, are we going back to our charter, which says
21 we're here to satisfy the aviation needs of this
22 county.

23 Now, commercial traffic is a piece of it.

24 Charters is a piece of it. But one piece that I

25 do not want to overlook are the pilot owners, the

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1 small guys, the guys in the small community.

2 So, if there's an FBO that's -- that we think
3 we're going to need just to handle the big stuff
4 four or five years from now, then maybe we develop
5 a criteria that says you've got to come on this
6 field and this is -- this is what you've got to
7 support to stay here.

8 You know, we have all seen the services to
9 our small airplanes erode. It's gone away. And,
10 Mike, nothing, you know, personal, but, you know,
11 any company, mine, is profit based and we're going
12 to chase the money. And the money is typically
13 with the larger airplanes pumping more fuel and
14 stuff like that.

15 But I would hope that this board would
16 establish some kind of criteria that we've got to
17 take care of the little guy.

18 CHAIRMAN GREEN: If -- mechanics is part of
19 that with --

20 MR. GEORGE: Hmm?

21 CHAIRMAN GREEN: Servicing the airplane,

22 mechanics is part of that.

23 MR. GEORGE: Yes. Right. Yeah.

24 CHAIRMAN GREEN: Because that's what I've

25 heard that we're lacking.

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1 MR. GEORGE: Yeah. I -- I don't have an
2 answer. I thought that, you know, anything to
3 propose. But just would like to do two things.
4 One, welcome Mr. Burnett to the meeting.

5 MR. BURNETT: Thank you. I apologize for
6 being late. I'll explain it during the regular
7 meeting.

8 MR. GEORGE: You know, just start the open
9 discussion of how do we do that if that's -- well,
10 first of all, is that what we want to do? Or, do
11 we want another -- a second FBO that is in
12 competition with Galaxy and is -- has their
13 business patterned after Galaxy? I personally do
14 not.

15 MS. BARRERA: I think that at the previous
16 board members -- at the previous board meetings,
17 that we've pretty much made it clear that we feel
18 like that there's a niche that's been identified
19 that has the potential to be taken care of with

20 the second FBO. And that is a -- more of a

21 general aviation niche.

22 MR. GEORGE: Okay.

23 MS. BARRERA: I -- I think that the idea was

24 to have some organic growth with the second FBO

25 and not to siphon the growth or siphon the

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1 business that's already on the field.

2 MR. GEORGE: Okay. I'm sorry I missed those
3 meetings.

4 MS. BARRERA: That's all right. No, I just
5 think that --

6 MR. GEORGE: Yeah. Right.

7 MS. BARRERA: -- it does need to be
8 reiterated that that's our goal --

9 MR. GEORGE: Yeah.

10 MS. BARRERA: -- as a board, is -- is to look
11 at that avenue of what organic growth, a second
12 FBO can bring, and how it's going to support the
13 general aviation here on the field as a -- as a
14 market niche versus what you're saying, the
15 bleeding of --

16 MR. GEORGE: So, it sounds like what you're
17 saying is that the RFP should be oriented toward
18 those objectives and how do you plan to support
19 that --

20 MS. BARRERA: Agreed.

21 MR. GEORGE: -- and what kind of controls do
22 we have that you are in fact supporting that.

23 And it would be easy for me to come in and
24 say I'm going to put an FBO here and I'm going to
25 do this for general aviation, but all of a sudden,

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1 single-engine business jets start showing up
2 where, you know, small recipes used to be, you
3 know?

4 MS. BARRERA: Uh-huh.

5 CHAIRMAN GREEN: Randy?

6 MR. BRUNSON: Well, I want to keep an open
7 mind. And I think I agree with Buzz on what the
8 second FBO needs to aim towards. But I think
9 there's going to be a tremendous overlapping
10 between Galaxy and the second FBO, and that's what
11 this workshop and moving forward will determine.
12 And -- because somebody from one FBO probably is
13 more interested in gas sales and -- and maybe not
14 chartered flights, and some other FBO might want
15 to be more interested in servicing and having
16 mechanics and these kind of things.

17 So, that's what we've got to find out. And
18 then us, as a board, with the help of staff,
19 decide which is the best for this -- this airport.

20 And we do want to keep in mind the excellent
21 tenants we have here and how they are not
22 affected, but the second FBO enhances their
23 operations, also.

24 CHAIRMAN GREEN: Ed, in your expertise and
25 seeing other general aviation airports that get

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1 two or more, how do they normally divvy it up, or
2 just it's all over the board?

3 MR. WUELLNER: It -- it's not as formal as
4 you're -- I think you're trying to make it or --
5 or think it is, but it can be.

6 CHAIRMAN GREEN: Uh-huh.

7 MR. WUELLNER: I think in most cases, it just
8 evolves, you know, almost naturally without a lot
9 of input and tweaking from the -- from an airport
10 authority or the -- or the airport owner. But
11 it's -- what I think you've got at this point is
12 an opportunity to perhaps uniquely shape,
13 vis-a-vis your selection process, as well as the
14 formality of a lease at some point, what it is
15 you -- you feel is important on the airport at
16 this point.

17 Now, keep in mind that whatever you come up
18 with, you know, you need to maintain a degree of
19 flexibility in how you move that forward, because

20 just as all of Florida has changed dramatically in
21 the last 20 years, you're -- you're looking at a
22 long-term lease arrangement in which the
23 environment of aviation is likely to change
24 dramatically over the next 20 or 30 years, just as
25 it has every 20- or 30-year cycle prior.

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1 So, while you're inputting, and concerning
2 developing and -- and -- and creating the best
3 match for what you see is the needs and they see
4 as being able to meet those needs, keep in mind,
5 it's a -- it's a relationship that you develop
6 long term and develop and -- and maintain over
7 years, and it's subject to a great deal of
8 flexibility and quid pro quo over time over --
9 over how you get there and continue to meet the
10 needs of the airport.

11 So, I -- if I could make a suggestion, I -- I
12 think you might right now have your time best
13 spent on the first, because we've only got a
14 limited amount of time in this part of the -- or
15 this workshop part, is to perhaps get on the table
16 what you think, what -- what you've come -- and I
17 think you just kind of touched on it just a second
18 ago, but what do -- what do you see as either the
19 deficiencies or the things that need to be

20 enhanced, even if it's not a direct deficiency.
21 What do you see collectively defined as the second
22 FBO? Is it just placing a business and letting
23 them determine where they best make their money
24 and benefit the airport and kind of a hands-off
25 approach?

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1 You seem to be really interested in -- in
2 perhaps managing that into something that fits
3 what you perceive to be the needs, which is
4 certainly appropriate.

5 But if you're going to do that, you need --
6 you know, that's going to -- it's going to create
7 its own playing field, and it may be distinctly
8 different from the existing FBO at the end of the
9 day.

10 And whatever you come up with can certainly
11 then be put out there and -- and you can solicit
12 proposals or -- or whatever you want to, to see
13 who's going to best fit what you identify as a
14 need. That's an -- an appropriate way to go.

15 The other is a much more vanilla, and you
16 just kind of take your lumps with whoever you get,
17 and you get what you get. And, unfortunately,
18 when you're dealing with the first FBO, that's
19 probably the way it happened. And it's -- it's

20 typical. It's not a mistake. It's just the way

21 it happened.

22 You -- you can't -- you know, you're usually

23 not in a position, 30 years ago, 40 years ago

24 when -- when -- when Jim Moser started it, you

25 know, there was no one here. I mean, it -- it

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1 kind of started and became what it is over the
2 years without benefit of competition. Great.
3 And -- and was entirely sensitive to where
4 St. Augustine was.

5 Now you're wrestling with does that one
6 entity still meet all the needs on the airport?
7 And if it does, then maybe you're looking for a --
8 not a duplicate, but a -- you know, a
9 multiplication of the same kind of facility.

10 If you're -- if you're sensing that what
11 Galaxy's providing or bringing to the airport is
12 not meeting those needs or is neglecting a segment
13 of aviation or whatever your perceptions are,
14 then -- and those are the areas you want to
15 enhance with your solicitation, then you need to
16 build that into the -- the RFP, you know, process.

17 CHAIRMAN GREEN: With that -- having that --
18 and the only thing I have heard from pilots and
19 our tenants deals with the mechanics to the plane,

20 that people had to take their planes other places

21 to get some service on it.

22 MR. BRUNSON: General aviation.

23 CHAIRMAN GREEN: Yes, it's general aviation.

24 It's not -- but what I'd like to do, if it's okay

25 with the board, is maybe hear from Mike or some of

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1 our public to see what -- from the Pilots
2 Association, what they feel some of their needs
3 are that --

4 MR. BRUNSON: You have Mike, I think, wants
5 to say something.

6 CHAIRMAN GREEN: Sure.

7 MR. WUELLNER: Even -- even, you know, in
8 fairness, that situation somewhat evolved, you
9 know, over the last what, year?

10 CHAIRMAN GREEN: Oh, yeah. I'm just saying
11 that's the only thing I've really --

12 MR. WUELLNER: I mean, they've gone from one
13 maintenance option on the property to three.

14 CHAIRMAN GREEN: Yeah.

15 MR. WUELLNER: You know, I don't know whether
16 that's still an issue and we'll -- we'll let
17 them --

18 CHAIRMAN GREEN: That's what I wanted to find
19 out.

20 MR. WUELLNER: -- kind of pick it out, but it
21 is different than it was even a year ago.

22 CHAIRMAN GREEN: Mike from Dominion?

23 MR. MICKEL: Yeah. I certainly don't want to
24 step back. I just have a question. I'm a little
25 confused.

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1 MR. GEORGE: For the record, Mike, tell who
2 you are.

3 MR. MICKEL: I'm Mike Mickel with Dominion
4 Aviation.

5 In the fall of last year, we -- I received a
6 letter of -- a letter inquiring -- a letter of
7 interest to -- for a second FBO. I'm 400 miles
8 away. I know this was going on. I'm a little --
9 it's odd that people here wouldn't know that. And
10 a lot of people in the industry knew that, from
11 what I understand.

12 Then I get a letter back thanking me for that
13 and asking for a more detailed proposal which had
14 specific outlines, which I submitted by the due
15 date on that. And now it appears that we're going
16 out on a whole bid again. I just want to know
17 what the process, what that was going to be.

18 MR. WUELLNER: That's more of what's being
19 defined today, also, Mike.

20 MR. MICKEL: Okay.

21 MR. THOMPSON: Oh, goodness gracious. Got a
22 bum leg here. Sorry.

23 MR. HOLIDAY: Jump-start it. Is he drunk?

24 MR. THOMPSON: I must be. My leg absolutely
25 doesn't want to function. Probably something to

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1 do with advancing years.

2 I'm Mike Thompson. I'm the airport liaison
3 member from the St. Augustine Airport Pilots
4 Association and -- and local pilot, and have an
5 airplane based here on the airport.

6 You know, obviously, I think we're using the
7 term "general aviation" here maybe not as it's
8 universally applied. General aviation applies to
9 everything that's not airlines and not military.

10 I think we're more talking about owner-flown,
11 owner-operated light, small aircraft, okay?
12 Certainly not King Airs. Maybe Barons and down.

13 And I'm a little uncomfortable -- and I'm a
14 retired businessman. I'm a little uncomfortable
15 with saying the airport wants to establish ground
16 rules about any of these folks or whoever should
17 come forth and -- and make the investment, to say
18 to them, you can only service aircraft that weigh
19 6,800 pounds or less or -- you know.

20 You've got to make money. And they may come
21 down here. And folks, even though Mr. Wuellner
22 made a very good timing decision on the last avgas
23 purchase here, you know, the fact is, the gas
24 prices are going up. Owner-flown aircraft are
25 being flown less. Maintenance is a huge issue.

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1 And I don't think there's anybody who keeps an
2 airplane on the field or has an airplane anywhere
3 around that doesn't have a constant antenna up
4 for -- for service, you know, maintenance options.
5 I think that part is very important.

6 I'm just not entirely comfortable saying that
7 the board wants to dictate to a business person
8 how they're going to -- how they're going to take
9 it.

10 Looking at the whole spectrum of -- of the
11 folks that are here and the folks that may be
12 interested, I think that one of the criteria that
13 you should use in making a decision, once you
14 establish the vision for where this business is
15 going to go, is to say, you know, what -- what are
16 you doing if you're at another airport now? What
17 are you doing there? Who are you servicing there?
18 Where does your expertise exist that you've been
19 able to make a go of your business? And, you

20 know, how is that going to bring an enhancement to

21 all of us here?

22 Because I don't think there's anybody in our

23 organization that doesn't want the very best thing

24 for this airport to happen. And, you know, for

25 our point of view, nobody has -- I've been

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1 surprised; nobody's objected to the airliner
2 coming here. Within the airport fence, now, I'm
3 talking about. I know we've had a protester out
4 here with a sign on occasion.

5 But I'm not sure that -- that anybody in
6 SAAPA thinks that that's a bad thing. And that
7 maybe surprised me a little. Because somebody
8 almost always objects to the sun coming up. You
9 know, that's -- that's the kind of thing that
10 worries me.

11 But, you know, let's -- let's keep that in
12 mind that we're -- we want somebody that -- that
13 is going to be as interested in the little
14 airplanes and -- and maybe having a dealership to
15 sell Cessnas or new Piper or whatever's around,
16 and to provide service, and reasonable service, to
17 the -- to the people here, as well as people at
18 surrounding airports. It's always nice -- we get
19 people stopping for fuel from all over the

20 country. You know, it's just -- I very seldom put
21 fuel in the airplane that I don't run into
22 somebody who is not local. "I heard about your
23 fuel prices. We're going from Key West to New
24 York." And -- you know. So, those kind of things
25 get around within the community. Thank you.

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1 CHAIRMAN GREEN: Buzz? Yeah, go ahead.

2 MR. GEORGE: Mike, I have a comment on -- on
3 your interpretation of what was said here, okay?
4 One extreme is exactly what you said. FAA has
5 requirements that you must adhere to to become an
6 FBO.

7 We have a problem right now in that the
8 majority of our tenants -- I'm not talking about
9 dollar revenue per tenant, but the majority of our
10 tenants are suffering because of Galaxy's
11 orientation toward jets that started two, three
12 years ago when it was, "By the way, guys, we're
13 going up a buck ten on the gas if we have to
14 deliver it on the other side of the field." Fine.

15 The other piece that's causing the problem is
16 Southeast Aero has got their hands full. They've
17 got a great business going over there, but they do
18 not have time for the majority of the tenants on
19 this base.

20 What I was saying, and I'm one of five, is
21 that I would like to see something -- maybe it's a
22 local addition to the FAA requirements -- that
23 says you must provide reciprocating engine
24 maintenance.

25 MR. THOMPSON: Well, that's -- that's why I

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1 said take a look at what -- what their history is.

2 MR. GEORGE: Okay. But I just want to make
3 sure you --

4 MR. THOMPSON: -- as opposed to -- yeah. Oh,
5 no. I'm just -- I'm just not totally comfortable
6 with telling any business what you can and can't
7 do.

8 MR. GEORGE: Right.

9 MR. THOMPSON: But I think if you look at the
10 history and if, you know, Joe Smokatelli
11 (phonetic) wanders in and he's been head to head
12 with Signature or flight support somewhere for
13 years and says, "I got to get out of there; I can
14 come down here and service jets better," you know,
15 maybe that's not the guy you want to give a lot to
16 weight to --

17 MR. GEORGE: Well, right.

18 MR. THOMPSON: -- is what I'm saying. I
19 think -- I think that the past is prologue when

20 you're talking about an FBO.

21 MR. GEORGE: Okay.

22 MR. BRUNSON: Madam Chair?

23 CHAIRMAN GREEN: Yes, sir.

24 MR. BRUNSON: I'd like to hear -- I think the

25 main thing is to -- and I agree with you, that

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1 once we decide that we want a second FBO, and
2 giving them guidelines, then the proposals will
3 come in to us and we'll best pick what we think is
4 good for this airport.

5 But I would like to hear if anyone can help
6 me to decide if we want a second FBO. I wonder if
7 we have anybody in the audience that is opposed to
8 a second FBO and the reasons they're opposed to
9 it.

10 But, Dan, if you have some comments, go ahead
11 and --

12 MR. THOMPSON: You're walking all right.

13 MR. HOLIDAY: Yeah, I'm not limping. I'm
14 older than him. Good evening. Dan Holiday,
15 pilot.

16 Soon after Aero Sport changed hands, not to
17 Galaxy, there was a letter written, "To whom it
18 may concern. You no longer have credit at Aero
19 Sport." And it was kind of interesting. Then

20 some time ago, Mr. Upchurch got ahold of me -- and

21 I've been on this airport for 30 some-odd years --

22 and said, "You have to go elsewhere because we

23 just don't have the time or the space to service

24 your Bellanca."

25 It was about two weeks before my annual.

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1 Elliott Cross said, "Dan, let's get it down to

2 Bartow, let Harry Singer look at it."

3 Bartow's a long way from here. That's where

4 the plane's been annualled for the last five or six

5 years. And it's -- it's a pain in the butt. This

6 year, I'm going -- going to the new -- well, the

7 not so new local guy, but the guy -- Gene.

8 What I'm trying to say is, the emphasis for

9 not only Galaxy, but Aero Sport, has been the guys

10 that buy all the fuel. I stated this before. You

11 buy fuel, that's what you're interested in. It's

12 money. It's good -- good income.

13 But there is a list of people on this

14 airport, and a list of people who would like to be

15 on this airport that are elsewhere, for hangars.

16 And I've been here before. This is an old road.

17 We need more hangars for the people that are

18 literally citizens of St. Johns County.

19 And out of that list, I got their addresses

20 and started looking at it, and a full one-third of
21 that list or better were residents of St. Johns
22 County wanting to rent a hangar here. And some of
23 them, not just T-hangars. They wanted larger
24 hangars because they were corporate people that
25 were elsewhere.

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1 So, what we need in St. Augustine is not only
2 maintenance for little guy -- and the little guy
3 is single-engine aircraft and twins, either
4 individually owned or corporate owned. And a
5 feeling of being welcome here.

6 And I'll regress for a second. I flew a
7 corporate pilot to West Palm Beach as a favor for
8 another friend, and landed in West Palm Beach and
9 pulled up in front of a very familiar sign. And I
10 was the only single aircraft on the ramp that day.
11 All the rest of them were from 727s to Grumman
12 Gulfstreams. And I wasn't asked to leave, but I
13 certainly wasn't made welcome. It was that
14 simple. I got out of there because there was
15 somebody right behind me pulling up for a red --
16 red carpet to be rolled out.

17 This is the kind of things that are going on.
18 Yes, fuel is getting more expensive, but we're
19 paying more fuel for car -- you know, those days

20 are gone for 35 cents a gallon when I first
21 started flying. That's what it cost for a car.
22 But we need on this airport right now desperately
23 to focus more on the residents of St. Johns County
24 who are the aviation community.
25 We build boat ramps for fishermen with small

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1 boats. Why don't we have -- you know, have more
2 of a focus? And I really feel very strongly about
3 this, and I'm going to fight these guys to the
4 bitter end. We need something for the average
5 pilot in maintenance, in hangars, and a spirit
6 around here of serving everybody, not just the big
7 guy. I know more and more people are flying these
8 corporate jets, but we're being left in the dust.
9 Thank you.

10 CHAIRMAN GREEN: Buzz?

11 MR. GEORGE: Back to what Mike said about
12 putting limitations on -- in contracts, there's
13 not a general aviation pilot that doesn't echo
14 Dan's, you know, feelings. But Mike was also
15 saying, take a look at their background and see
16 what they do.

17 What most private enterprise does is they go
18 where the bucks are. So, what they did in
19 Chesterfield County, you know, or Peoria,

20 Illinois, is not necessarily what's going to
21 happen here. And maybe what this board needs to
22 do is, we need to divide out the FBO with the
23 understanding that they're going to go where the
24 money is, because eventually they are. But also,
25 come up with another way that's not called an FBO

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1 that provides better facilities so someone can
2 take care of general aviation.

3 We took a big step toward that of getting
4 Wind Dancer, you know, their hanger. You know,
5 we're in the process of building hangars back
6 here. We came up with a -- my sparring partner,
7 Mr. Gorman, is not here, so I don't remember the
8 name of the term, but it was the developing
9 business --

10 MR. WUELLNER: Incubator.

11 MR. GEORGE: -- helping, you know, emerging
12 businesses.

13 MR. WUELLNER: Incubator.

14 MR. GEORGE: Maybe that's the type of thing
15 that -- that needs to happen, you know, back in
16 the southern development area for general
17 aviation. And maybe 15 years from now, if we move
18 across the street, you know, we can put some.

19 But there's one other way of doing it.

20 Ft. Myers, Florida runs the FBO, the Airport
21 Authority. Therefore, the directors of the
22 Airport Authority can decide where they're going
23 to put the emphasis for their local residents.
24 And, Ed, correct me if I'm -- I'm wrong, they do
25 one heck of a job.

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1 MR. WUELLNER: They do down there.

2 CHAIRMAN GREEN: Is it Lee County, Charlotte?

3 MR. WUELLNER: Lee.

4 CHAIRMAN GREEN: Lee? That's what I thought.

5 MR. WUELLNER: Yeah, Lee County.

6 MR. GEORGE: Is it Lee?

7 MR. WUELLNER: Yes.

8 MR. GEORGE: It's -- what's the field that's

9 in Ft. Myers?

10 MR. WUELLNER: It's Page Field.

11 MR. GEORGE: Page?

12 MR. WUELLNER: Page Field.

13 MR. GEORGE: Yeah. Page Field. The Airport

14 Authority runs the FBO at Page Field. Now, do

15 they have a lot of services contracted out? Yeah,

16 they do. But they're in charge of it. So

17 therefore, the Airport Authority, be them elected

18 or appointed, I don't know; they have

19 responsibility for answering the questions when

20 somebody's not supporting it -- supported.

21 So, I just throw that out as that's another

22 option we could come up with.

23 MR. EDWARDS: Are you saying you would --

24 CHAIRMAN GREEN: Go ahead, Mr. Edwards.

25 MR. EDWARDS: May I?

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1 CHAIRMAN GREEN: Yes.

2 MR. GEORGE: Yes, please.

3 CHAIRMAN GREEN: Absolutely.

4 MR. SPENCE EDWARDS: Thank you. I'm Spence

5 Edwards. And I'm another fixed base operator in

6 Jacksonville and also in Melbourne, Florida. My

7 question was, are you suggesting that -- you've

8 already got a private operator here. What would

9 happen to the Galaxy --

10 MR. GEORGE: No, I was not suggesting that

11 the Airport Authority take over the existing FBO.

12 I was thinking that that is an option, as we are

13 going through the objective of this meeting, and

14 that is, decide what we want for a second FBO.

15 Maybe the answer is we take a second FBO, we

16 give him some of the prime space, and then we're

17 talking about a third FBO, which takes care of

18 general aviation, and that's run by this board. I

19 don't know. Just thought -- that was my -- what

20 was behind the comment.

21 MR. SPENCE EDWARDS: As long as I'm up here,

22 if I may suggest, I would think that perhaps your

23 initial approach might be to determine whether or

24 not a second FBO would -- if the bleed would be

25 such that your initial -- your -- your original

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1 FBO, Galaxy in this case, would -- would be so
2 adversely impacted that it -- it might just make a
3 situation that would be difficult for -- for both
4 FBOs to succeed.

5 And I think you could do that by simply
6 surveying various airports in a given area,
7 whether it's the State of Florida or the southeast
8 or everywhere, and determining -- usually you can
9 determine that by the amount of gallonage being --
10 being sold by the FBOs.

11 And I can't even give you a number, but
12 certainly it becomes obvious that after an FBO is
13 in the 7-, 8-, 900,000 gallon range a year, that
14 FBO should be reasonably successful regardless of
15 its ancillary services --

16 MR. GEORGE: Yeah.

17 MR. SPENCE EDWARDS: -- whether it's doing
18 anything else or not. That would be the start.

19 And then, obviously you would want to also try to

20 determine from -- from that point -- it's -- it's
21 difficult to restrict an FBO. Obviously all FBO
22 operators are going to go for the big -- the big
23 aircraft. They have to.
24 But -- but nevertheless, most -- most single
25 FBO operations do service -- I know we try to

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1 service the -- the entire spectrum of -- of
2 airplanes, whether they be small operators. We
3 have 27 hangars, for example, at Craig Field that
4 you can't even put an airplane built after 1959
5 in, because they are that small. And yet, they're
6 full with a waiting list. So --

7 But the first -- the first thing, if I may
8 suggest, is to determine whether or not you think
9 that the field can support two FBOs, not from the
10 standpoint of services perhaps not provided by the
11 initial FBO, but can -- can the initial FBO or the
12 original FBO financially exist with another FBO
13 operation there. And then go forward from there.

14 MR. GEORGE: One -- one of the things we did
15 last, I want to say October time frame, is we
16 discussed paying some company to do a survey. And
17 I think the conclusion was, why don't we open it
18 up and listen to people that, you know, are
19 interested. They're not interested in coming here

20 if they can't make any money.

21 MR. SPENCE EDWARDS: Right.

22 MR. GEORGE: So, if you look at the cover

23 letter of how, you know, this whole thing evolved,

24 you know, the next step is, okay, if you were

25 selected, what would you do initially? What's

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1 your growth plans, and this, that, and the other?

2 And that way, we would find out from the people
3 that have to be responsible for their own bottom
4 line whether that demand is there.

5 And -- and maybe the answer is, I'd put
6 something real small up and then two years from
7 now be able to go this, and three years from
8 now -- I don't know. That's what we were -- we
9 were fishing.

10 MR. SPENCE EDWARDS: Well, sure. And I think
11 that's the right thing to do and -- but that also
12 begs the question, how do you intend to develop
13 this property? Are you going to build the FBO and
14 lease it to the selected individual, or do you
15 want someone to come in and do that development, a
16 private entity? And that would make a substantial
17 difference, I would think, to some of the people
18 who have applied for this -- for this second FBO.

19 MR. GEORGE: I think that the original

20 comments last October, September, whatever it was,
21 was who's going to build it? Let's open it up
22 both ways. Because rest assured, if we're going
23 to build it, the rent's going to reflect it.

24 MR. SPENCE EDWARDS: Sure.

25 MR. GEORGE: So, maybe it would be better to

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1 find some company that wants to come in and they
2 want to bring their money in, and we wind up with
3 a X number of year land lease.

4 MR. SPENCE EDWARDS: Right.

5 MR. GEORGE: So, it's a function of what
6 that -- what the FBO participants, what kind of
7 plans they come up with.

8 CHAIRMAN GREEN: I think Buzz is right. I
9 remember from our board meeting, that's kind of
10 where we were. It depends on what proposals we
11 have, what looks best financially for us. And we
12 can go both ways. It really just depends on what
13 we do.

14 MR. SPENCE EDWARDS: And you can go both
15 ways, because at some federally funded airports,
16 they require like services and like facilities and
17 like treatment for similar operations. In other
18 words, if you developed a property for one FBO,
19 you might very well be required to develop that

20 property --

21 CHAIRMAN GREEN: I did not --

22 MR. SPENCE EDWARDS: -- for another FBO.

23 CHAIRMAN GREEN: I did not recall that. Ed?

24 Yeah, I didn't think so. I don't recall that.

25 MR. SPENCE EDWARDS: Anyway --

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1 CHAIRMAN GREEN: Obviously, we'd comply

2 with --

3 MR. SPENCE EDWARDS: -- food for thought.

4 CHAIRMAN GREEN: -- whatever --

5 MR. SPENCE EDWARDS: Sure.

6 CHAIRMAN GREEN: -- had to be done. But from

7 what we know at this point in time, I don't think

8 we're closed to anything.

9 MR. SPENCE EDWARDS: Thank you.

10 CHAIRMAN GREEN: Yeah.

11 MR. BURNETT: Madam Chair?

12 CHAIRMAN GREEN: Greg (sic)? Yeah. Sure.

13 MR. BURNETT: Let -- I don't think -- Madam

14 Chair, if I could just weigh in on this. There's

15 a little nuance there. I don't know that we need

16 to get into that discussion for the purpose of

17 today. We can talk about it in a future meeting,

18 for what that's worth. There -- there's some

19 issue there. There's an issue in fact related to

20 Galaxy's lease that relates to the types of

21 services that will be provided.

22 To some extent, the -- the intent is, you

23 don't necessarily want -- and from a Galaxy

24 standpoint, from an airport's standpoint, you

25 don't want someone to come in and purport to be an

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1 FBO who's sort of working out of their truck that
2 undercuts everything that's going on at the FBO.
3 You know, there's a quality issue that relates to
4 not just protecting your existing FBO but also
5 protecting the airport. There's some nuances not
6 just in -- from -- from a legal standpoint,
7 possibly from a legal standpoint, from what's in
8 our existing FBO lease document. So...

9 MR. POWERS: Good afternoon. Gene Powers,
10 Wind Dancer Aviation.

11 As it happens, I've been talking to some
12 people at the airport, and they gave me a fairly
13 long list of questions I probably should ask. But
14 I've kind of distilled them into this.

15 If -- as Randy wanted to know, what's a good
16 process to follow to decide what you're going to
17 do with the FBO? And I think you probably should
18 ask yourself three questions: One, does the
19 volume of business at this -- at this airport

20 support a second FBO? Two, can it do it without
21 impacting on all the businesses on the airport,
22 the flight school, the maintenance shop, the
23 charter companies? And three, can it do it in
24 such a manner that it doesn't double the cost of
25 services on the airport? Because if all you end

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1 up doing splitting -- is splitting the market,
2 you're going to pay for two FBOs and you're going
3 to make it cost twice as much for all the services
4 that they provide.

5 This is a very common situation. All of my
6 customers complain about things going on at Craig
7 Field and the fact that even though there is
8 competition there, prices are twice as high as
9 they are here. And in fact, I have customers that
10 regularly fly here to buy gas from Craig Field.

11 And I think if you answer those three
12 questions, you'll probably have a good idea of
13 what you want for an FBO. Thank you.

14 CHAIRMAN GREEN: Thanks, Gene.

15 MS. BARRERA: I feel like those questions, at
16 least for the most part, have already been
17 answered in what we sent out to the different --
18 as a second follow-up question to the different
19 people who expressed an interest.

20 I think they have answered those questions
21 for us as far as the market analysis, the forecast
22 projections, and their expected market lead and
23 any other relevant information they want to
24 provide us. That's -- that's -- that's my opinion
25 on that.

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1 MR. GEORGE: Yeah.

2 MS. BARRERA: I feel like --

3 CHAIRMAN GREEN: That's kind of why we sent
4 out that second --

5 MS. BARRERA: Right.

6 CHAIRMAN GREEN: -- questionnaire saying --

7 MS. BARRERA: Tell us --

8 CHAIRMAN GREEN: -- what do you feel? Right.

9 MS. BARRERA: I feel like those questions
10 have been answered. I think now we're at the
11 point, though, where we want to start looking at,
12 are we going to build a second FBO? Are we going
13 to land -- are we going to do a land lease? Are
14 we going to do a facility lease? What is our next
15 step? Because I feel like the market analysis has
16 already been done for us.

17 MR. BRUNSON: I still would like to hear from
18 Galaxy, if they -- if Michael would give me your
19 thoughts on a second FBO. You -- you're the FBO.

20 You will be affected more than anyone. And even
21 though we've had discussions, things change
22 yearly.

23 MR. SLINGLUFF: I think that, Buzz, you put
24 it eloquently. You know, I'm a custodian of -- of
25 a business, and Galaxy is a business. We are

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1 serving a -- a good portion of the public out
2 there that is arriving on -- on the corporate
3 jets.

4 If there is a need and it's a profitable
5 venture to -- to service that need on -- on the
6 general aviation side, I'm not opposed to it; I've
7 got -- I've got to say. I mean, I've got a 1939
8 Taylorcraft. I'm -- I'm a -- you know, I'm a --
9 I'm a GA guy. I don't fly jets. I'm not
10 interested in doing that stuff. But I do run a
11 business. And we -- we do provide a -- a -- you
12 know, a service here that is important
13 economically to the county. And if -- if there is
14 a need for a -- you know, an expanded, you know,
15 smaller service group or something like that, I'm
16 not opposed to it.

17 You know, I can't say -- I cannot stand here
18 and say, "Hey, I'm opposed to it." Do I want to
19 have another jet center staring me in the face?

20 Obviously not. Thank you.

21 CHAIRMAN GREEN: Thanks.

22 MR. BRUNSON: Thank you.

23 CHAIRMAN GREEN: Yeah. I mean, that's what

24 we're coming down to.

25 MR. GEORGE: Yeah.

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1 CHAIRMAN GREEN: Again, now we're getting
2 into describing services again; okay, but this,
3 but not that.

4 MR. BRUNSON: Well, I think that over the
5 past year, we've talked about it, and I think we
6 should go forward with a second FBO. And if -- if
7 you have created some literature to send to
8 people, and you want us to -- to narrow that down
9 to -- of what we expect them to provide, is that
10 what you -- the input you need from us?

11 MR. WUELLNER: Yeah. I think you -- you have
12 the opportunity now. You won't have the
13 opportunity later. You have the opportunity now
14 to define what it is you want and go out and ask
15 who's willing to provide that and on what terms,
16 and then make that informed decision based on what
17 your request was.

18 Now, is that business going to evolve over
19 time? I hope so. I mean, that's -- if you don't

20 do that in business, you're dead anyway. But you
21 have -- you have the opportunity now. It doesn't
22 have to be a duplication of the existing FBO. It
23 can be anything you ask for it to be.

24 But if you don't do that now and -- and cage
25 it in a more generic fashion, you're going to get

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1 whatever your -- whatever you get. Your -- your
2 lease is going to reflect a much more vague or
3 much more generalized term and, you know, you're
4 going to be in somewhat of a difficult position to
5 stop it from becoming something you didn't want it
6 to be.

7 CHAIRMAN GREEN: In our lease, Ed, can we put
8 something like priority one is to service
9 smaller -- you know, because I don't like to
10 restrict market business, either. I mean, it's a
11 marketplace that should be competitive, and that's
12 how you survive.

13 MR. WUELLNER: I -- you know, in a lease, you
14 can certainly make -- I mean, you know this as
15 well as I do. I mean, you can make general
16 requests, general statements about what your
17 expectation is. But if you're not going to create
18 some sort of metric-based standard, something
19 that's easily reviewed and they're held

20 accountable to within the context of the lease,
21 then you're going to be hard-pressed -- you're
22 going -- you're basically going to force a judge
23 or somebody else to make a determination whether
24 the spirit of the lease is -- you know, is being
25 met, usually never in any one, you know,

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1 particular favor.

2 But, if your solicitation was based on
3 specific parameters, specific details, and that's
4 what you've asked somebody to respond to, then
5 I -- then I think you can -- you can reasonably
6 expect that -- you know, they can expect that
7 that's what you're -- you know, you want to
8 happen.

9 MS. BARRERA: You've set the tone --

10 MR. WUELLNER: Exactly.

11 MS. BARRERA: -- for what you're looking for.

12 MR. BRUNSON: Well, I think we've heard from
13 the pilots and some people from other airports and
14 things here that seems, in my personal opinion,
15 that we do have some little holes in helping the
16 small pilot get his plane serviced and treated as
17 equally as -- as the corporate jets.

18 And I think we should let who we are asking
19 to give us a proposal on the second FBO, make it

20 be known that that would lean heavy. But I
21 certainly wouldn't want to restrict any FBO from
22 having charters and selling fuel and -- and doing
23 the normal things that an FBO does to -- to make
24 it profitable.

25 CHAIRMAN GREEN: And in that respect, I --

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1 what Mr. Edwards said, if we're going to treat
2 one, we've got to treat them equally. But we may
3 not -- but we may ask different services from
4 different --

5 MR. WUELLNER: That's exactly right.

6 CHAIRMAN GREEN: Right.

7 MR. WUELLNER: You can develop this request
8 to be anything you want. It doesn't have to be in
9 the context of a second FBO. It can be a whole
10 other animal that you create and ask people to
11 respond -- ask others to respond to in the forms
12 of a proposal. It does not have to be as broad
13 as -- as the current FBO. It can be much -- you
14 know, obviously it can be much more limited. It
15 can -- you can focus it to wherever you want.

16 But if you don't do that and you just simply
17 go out and ask for proposals for second FBO,
18 you're going to get second FBOs that may or may
19 not respond to what you've identified as needs.

20 CHAIRMAN GREEN: Well, I think what we've
21 heard consistently is we need services to the
22 smaller aircraft, mechanics for the smaller
23 aircraft.

24 MR. WUELLNER: Maybe it's another tier of an
25 FBO? You know, its, you know, primary business

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1 focus on light general aviation. You can cage it
2 however you want in the language.

3 If -- if that's truly what you're after, then
4 I think we need to somehow package that into what
5 it is you're asking them to do, what our level of
6 investment in this facility is, if any, and where
7 it's to happen and when you expect it to happen
8 and what their investment is in this, if any.

9 Again, you define those terms.

10 Then go out and let's find -- let's solicit
11 the marriages. Who -- who out there does this?
12 Who has a -- you know, a demonstrated history
13 of -- of this kind of an operation or -- and go
14 after it.

15 Certainly there are competitors out there
16 of -- of a Galaxy caliber, that is, with a large
17 aircraft -- I don't want to use the term "focus"
18 because I don't want to unfairly paint their
19 business -- but, you know, FBOs that are -- that

20 are chain FBOs that -- and do a great job in that
21 environment.

22 But the sense I'm getting is you're not
23 looking for, you know, another chain FBO on the
24 airport that -- that may or may not be interested
25 in light GA. You're -- you're kind of looking for

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1 a light general aviation FBO.

2 Now, it's up to those responding businesses
3 to determine whether there's enough business for
4 that and how they make that work. But you have
5 all those on the table.

6 CHAIRMAN GREEN: Tony? We've got about one
7 minute. Sorry.

8 MR. KACZOR: Hi. My name is Anthony Kaczor.
9 I'm a relative newcomer to St. Augustine. Only
10 been here ten years, and I've seen a big change in
11 this airport. And by the way, I'm speaking right
12 now as a private pilot and a member of SAAPA.

13 I saw this airport grow from a very, very
14 friendly general aviation-based community. Why?
15 Because it was a local FBO, local ownership.
16 Let's take a look at what happened to that FBO and
17 how it's evolved to where it is today. And does
18 it fit the needs of the St. Augustine pilots?

19 Determine what you want to see in a new FBO.

- 20 Make sure that it has minimum impact on existing
21 businesses on the field. Give preference to local
22 St. Johns County ownership. Our tax dollars made
23 this airport what it is. Consider them first.
24 Give a priority to them. Evaluate them from a
25 financial standpoint. Evaluate them from an

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1 aviation friendly standpoint.

2 I remember when fuel prices were three to
3 four cents a gallon higher than self-serve. Today
4 I'm looking at fuel prices that are a dollar
5 twenty a gallon higher than self-serve.

6 Is this serving general aviation? Is this
7 serving the needs of the St. Johns-St. Augustine
8 Airport? Those are the questions you have to
9 answer -- ask yourself, and those are the
10 questions you want answered in any proposal from a
11 future FBO.

12 But again, please, consider where the airport
13 is located, consider the history of FBOs, and
14 consider the importance of local ownership. Thank
15 you.

16 CHAIRMAN GREEN: Thanks, sir. All right.

17 Buzz, I'm going to have to --

18 MR. GEORGE: I was going to attempt to --

19 CHAIRMAN GREEN: Go ahead.

20 MR. GEORGE: -- checkpoint, summarize, and
21 make a recommendation.

22 CHAIRMAN GREEN: Absolutely.

23 MR. GEORGE: Everybody's interest -- this is
24 a workshop. No decisions can be made here. It's
25 not a regular board meeting.

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1 I would suggest that we leave this with an
2 action item on each of us to better understand
3 what's going on here. But at least two weeks
4 prior to the next meeting, Mr. Wuellner, if you
5 could take all of the steps, you know, functions
6 that an FBO performs and break them out into
7 separate little entities, we can then start
8 looking at -- at a priority of, okay, what does
9 the field need at the present time?

10 I also would like for you to look at the
11 availability of funds for us to construct --

12 CHAIRMAN GREEN: Lease or -- right.

13 MR. GEORGE: Yeah. The facilities. And then
14 bring it to the next meeting, you know, where we
15 can make a decision and come out with a, here's
16 where we're going to go with this.

17 MS. BARRERA: And a time frame.

18 MR. GEORGE: That whole thing would have to
19 make sure that we get a better distribution of

20 notifying people that -- you know, that we're

21 looking for this type of thing.

22 MR. BURNETT: And if I might, it -- it may be

23 that those -- those factors that you're

24 identifying are the things that are put in the

25 request for proposals as to what will be favorably

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1 viewed or the things that you're looking for.

2 CHAIRMAN GREEN: What our focus points are.

3 MR. BURNETT: Yeah. Yeah.

4 MR. GEORGE: All I was basically saying is --

5 MR. BURNETT: And there may be someone who
6 offers something beyond that.

7 MR. GEORGE: -- give me the shopping list of
8 everything that Galaxy does or everything that a
9 typical FBO, and then we can come in and say, you
10 know, right now, in our growth, we need number two
11 and number seven. So, maybe that's the direction.
12 Don't know. I'm only one member of five. But
13 maybe that's the direction.

14 MR. BRUNSON: Also, can you tell us if --
15 if -- because Galaxy is leasing, if -- if we have
16 available land leases to the second FBO?

17 MR. WUELLNER: Uh-huh.

18 MR. BRUNSON: Legally.

19 MR. WUELLNER: Can you?

20 MR. BRUNSON: Yeah.

21 MR. WUELLNER: Yeah, sure.

22 MR. BRUNSON: We can land lease?

23 MR. WUELLNER: Sure.

24 MR. BRUNSON: Okay.

25 CHAIRMAN GREEN: And just, Mr. Gorman had

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1 sent us some information. He just wanted to make
2 sure that any potential second FBO understands
3 that we have a border along the water's edge as an
4 observational aviation for the citizens of St.
5 Johns County, and any potential FBO needs to
6 understand back in that south development back
7 there, we intend to keep that. So, that was just
8 a concern he had.

9 All right, Ed, I think we need to -- it's 4
10 o'clock, after 4:00. Need to close this out and
11 start the next meeting. So, we'll close out the
12 workshop. Stretch your legs for about 30 seconds
13 and we'll start.

14 (Workshop concluded at 4:05 p.m.)

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1 REPORTER'S CERTIFICATE

2

3 STATE OF FLORIDA)

4 COUNTY OF ST. JOHNS)

5

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

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 24th day of July, 2007.

13

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

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