

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, May 11, 2015

from 4:07 p.m. to 5:34 p.m.

* * * * *

BOARD MEMBERS PRESENT:

- SUZANNE GREEN, Chairman
- ROBERT COX, Treasurer
- RANDY BRUNSON
- BRUCE MAGUIRE

BOARD MEMBERS PRESENT:

- 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
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	I N D E X	
		PAGE
1		
2		
3	PLEDGE OF ALLEGIANCE	3
4	MEETING MINUTES & FINANCIAL REPORT	3
5	AGENDA APPROVAL	3
6	EXECUTIVE DIRECTOR'S REPORT	4
7	BUSINESS PARTNERS UPDATE	10
8	BUSINESS ITEMS	
9	A. FAA Action - MALSR & Runway Remarkings	18
	B. Resolution 2015-01 FIND Grant	24
10	C. Land Acquisition - Westside US 1	29
	D. Airline Terminal Replacement	45
11	E. Potential Qualified Bank Borrow	59
	F. Authority FBO Operational Analysis	68
12		
	PUBLIC COMMENT - GENERAL	76
13		
	AUTHORITY MEMBER COMMENTS AND REPORTS	84
14		
	ADJOURNMENT	86
15		
	REPORTER'S CERTIFICATE	87
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		

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

2 CHAIRMAN GREEN: All right. We'll call to
3 order the meeting of the St. Augustine Airport.
4 Pledge of Allegiance, please.

5 (Pledge of Allegiance.)

6 MEETING MINUTES & FINANCIAL REPORT

7 CHAIRMAN GREEN: Okay. Did everyone get a
8 copy I guess of the minutes from last? Any there
9 any objections or exceptions to the minutes?

10 MR. BRUNSON: I have none.

11 MR. COX: None.

12 CHAIRMAN GREEN: None? They are approved
13 then. Okay. They're approved as read. Financial
14 report?

15 MR. COX: No objections.

16 CHAIRMAN GREEN: No?

17 MR. COX: No changes.

18 CHAIRMAN GREEN: No changes?

19 MR. WUELLNER: I'm good.

20 CHAIRMAN GREEN: Okay.

21 MR. WUELLNER: I don't have a vote.

22 CHAIRMAN GREEN: Okay. Then approve the
23 financial report as reported.

24 AGENDA APPROVAL

25 CHAIRMAN GREEN: The agenda is before you.

1 Does anybody have any additional or subtraction
2 items?

3 MR. COX: I have none. I have none.

4 MR. BRUNSON: I have none.

5 CHAIRMAN GREEN: Okay. Then the agenda's
6 going to be approved as reported. Mr. Wuellner?

7 EXECUTIVE DIRECTOR'S REPORT

8 MR. WUELLNER: Sure. Let me bring you up to
9 speed on a few events.

10 Family Fun Day was hosted here back on
11 April 11th where we -- that's our annual host to
12 the St. Augustine Aerospace Academy at
13 St. Augustine High School.

14 By all accounts we had nearly 300 people here
15 for that event this time. Our thanks as always to
16 SAAPA and I guess EAA. I'm not sure how that line
17 gets blurred at that -- in that event, but we were
18 very grateful for their help in helping us put that
19 together. I think everybody had a great time.

20 The North Florida Corvette Club, I may have
21 the name wrong, came out and about every five years
22 they come out and ask to use the area to take a
23 picture with their members, so it was kind of an
24 interesting intermingling between young
25 Aerospace Academy families and owners of

1 collectible Corvettes in Northeast Florida. So it
2 was a good time I think had by all in that. Again,
3 thanks to all who helped with this.

4 You probably saw in the paper or on local news
5 that we hosted the NOAA's hurricane hunter aircraft
6 here last Thursday, had both their G-5 and their
7 C-130 aircraft here. An event open to the public
8 largely. It was also open to a lot of school tours
9 where kids came down by school bus and were able to
10 speak with the pilots and various emergency
11 response entities within Northeast Florida.

12 A lot of great participation by emergency
13 response entities. Our thanks to St. Johns County
14 Emergency Management Office. They did just an
15 absolute superb job of gathering that talent up and
16 getting it out here so everybody could see how the
17 community would likely respond in the event of a
18 hurricane in this vicinity.

19 Let's see. We are the recipient it appears
20 this year as the air traffic control tower of the
21 year. Super -- super news, and it's equally sad on
22 the other side that we've gotten word that our air
23 traffic control tower manager will be retiring at
24 the beginning of September or the last day of
25 August.

1 Mark Napier's been at the helm for quite a
2 while and does an absolutely fantastic job of
3 keeping it all sorted out and bridging that gap
4 between users and -- and the ATC system. He's
5 sorely going to be missed here and I'm sure we'll
6 do more on that later.

7 Last let me bring you up to date on just --
8 just general metrics that are out there. Last
9 several months on self-fuel we've done
10 approximately 40,000 gallons in two months of avgas
11 self-fuel. That's about a hundred -- or, excuse
12 me, 222,000 gallons round numbers of jet fuel sold
13 by the FBO and another looks like about 30- --
14 maybe 32-, 33,000 gallons of avgas sold at the FBO
15 also.

16 Give you an idea of parking revenues and in
17 this case rental car revenues, we did 1,799
18 enplanements, that's those just those getting on
19 the airplane, during the month of April, and our
20 revenue stream continues to exceed \$11 per outbound
21 passenger. So that's incredibly high by industry
22 standards. Most airports struggle to get 7. We
23 are north of 11 and have been. That is a year's
24 worth of data now.

25 I'm happy to report we have -- we just punched

1 through the one-year mark with Frontier, and during
2 that period of time Frontier alone explained just a
3 smidge over 26,000 in -- passengers during that
4 time. So when you factor the inbound, you put, you
5 know, well over 50,000 people through the airline
6 terminal for the past year.

7 We sit currently at 100 percent occupancy in
8 all our hangars and last month's and the months
9 before, we had 10,828 operations in March and
10 11,634 operations for the month of April. So good
11 solid months. We're on just about I think it's 160
12 total operations difference between last year and
13 this year at this pace. So good solid numbers.
14 That should land us in the low 140s -- that's for
15 total takeoffs and landings, 140,000 takeoffs and
16 landings at this facility if the current pace keeps
17 up, which at this point I have no reason to believe
18 it wouldn't.

19 CHAIRMAN GREEN: Were we really crowded for
20 last week?

21 MR. WUELLNER: Last week was an extremely
22 busy -- you know, we have to -- internally, we kind
23 of mused on the fact that when we were asked to
24 host the hurricane hunter, we really hadn't
25 connected the dots that that was TPC week when we

1 said yeah, because we said that way back in
2 November and just hadn't kind of made that
3 connection.

4 So it made an extremely busy Thursday --
5 Wednesday, Thursday out here. And, you know,
6 honestly Atlantic stepped up and did a great job,
7 as some of those airplanes had to be moved multiple
8 times just to keep the place moving with limited --
9 especially with limited apron infrastructure across
10 the property. And keeping -- of course Thursday
11 was also two flights, two airline flights that day.
12 So it just -- it was -- it was a long day for
13 everybody here for that.

14 But thankfully everything worked out great.
15 And I think everyone walked away pleased from a
16 user standpoint, whether they were public visiting
17 NOAA or airline passengers or users of our FBO and
18 general aviation facility. So I think it ended up
19 being just a great week for everybody.

20 We -- you know, I'll touch -- may touch on
21 this a little bit later, but we had invited and
22 successfully got the folks at ViaAir, the ones that
23 fly our Charlotte service to come down and spend
24 the weekend with us as a part of TPC activities and
25 the like. Just blew them away with the community.

1 I've got to thank Richard Goldman and the guys
2 at the Visitors and Convention Bureau. These guys
3 just went over the top taking good care of our
4 airline customers in the community. Took care of
5 very -- almost every need they possibly could have.
6 Entertained them at TPC. I'd suffice it to say I
7 think there are some really good things coming with
8 these guys.

9 Not to spill all their beans, but I think
10 they -- they have -- I know they have just
11 purchased and signed a deal for 11 RJs, regional
12 jets, to augment the 120s that they have. They
13 are -- they are working very hard to get their full
14 Part 121 certificate. And for those of you who
15 don't necessarily speak the FAR language, means
16 that they would be a full-blown scheduled airline
17 carrier at that point, free to enter and leave
18 markets as they choose for the most part.

19 That means good things for us, because the RJ
20 extends their range and their reach into -- into
21 St. Augustine, and they're very excited about
22 connecting us to some -- some nice markets, and
23 that may very well be a great airplane for that in
24 terms of size and being able to make sure that it's
25 full and making money for them.

1 MR. BRUNSON: That's good news.

2 CHAIRMAN GREEN: Yeah.

3 MR. WUELLNER: Yeah. And then coupled with,
4 you know, some things we've heard -- and nothing
5 solidified, but things we hear from Frontier about
6 continued growth plans here, I think we're going to
7 be in just an absolutely fabulous place by -- by
8 this time next year. I think everybody's just
9 going to be sitting very happy with where we are.

10 MR. BRUNSON: Ed, I might have to leave early
11 so I want to make a comment about the ViaAir.

12 I flew it from here last Thursday and came in
13 on Sunday, and I'll tell you for that short flight,
14 they made you feel like you were -- they give you a
15 snack and a soft drink and it's just so courteous,
16 and it was just an excellent flight up and back.

17 CHAIRMAN GREEN: Excellent.

18 MR. WUELLNER: So glad to hear that. Thank
19 you. That concludes my report unless somebody has
20 some specific questions or has some --

21 CHAIRMAN GREEN: No, I was going to ask you
22 later about our terminal status.

23 MR. WUELLNER: Okay. Very good.

24 BUSINESS PARTNER UPDATES

25 CHAIRMAN GREEN: Okay. I don't see

1 Ms. Bennett. Is anyone from the commission?

2 MR. WUELLNER: I don't see anyone.

3 CHAIRMAN GREEN: All right. Seeing nobody,
4 Michelle, Atlantic? Oh, I'm sorry.

5 MR. SHERBERT: That's all right. Tony
6 Sherbert, area manager with Atlantic. Thanks,
7 Michelle, for letting me offer a quick update.

8 I appreciate your time. I don't plan to take
9 up a lot of it here. I just wanted to say a couple
10 of quick things, and I wanted to start by thanking
11 the airport and Ed and his team for all of the
12 support through TPC. It did end up being a -- a
13 great week for the airport and for the FBO, as Ed
14 touched on.

15 And just to sort of quantify things, we did
16 have a 17 percent increase in volume for the week,
17 so we were pleased with that. And that's certainly
18 in keeping with the trend as developed through the
19 first four months of the year, which is about a 15
20 percent year-over-year growth between the first
21 same prior year. So we're certainly pleased with
22 that. And of course that translates to more
23 flowage fees to the airport. So we're pleased with
24 the way 2015 has started.

25 We're -- May 1st marked our one-year

1 anniversary. So wanted to thank Michelle and her
2 team for the great job that they've done over the
3 past year and the great job during TPC, by the way.

4 And the last time I was up here, I spoke to
5 the board about our commitment to the airport and
6 our desire to be a good business partner and a good
7 community partner. And now that a year's passed,
8 looking back on what we've done, there's been a lot
9 of changes, too many for me to list standing up
10 but, you know, we have invested about \$500,000 and
11 deployed about \$500,000 in capital between new
12 equipment and facility upgrades.

13 Hopefully you've seen some improvements. I
14 don't know if anybody's had a chance to go by the
15 FBO lately, but hopefully you've seen some
16 improvements. If you've been to the terminal,
17 you've certainly seen some changes.

18 We're in the final stages of approval for
19 another hundred thousand dollars for some upgrades
20 to another facility at the airport that's going to
21 allow a group to come in and purchase some fuel,
22 the Customs and Border protection group, which also
23 is going to generate some substantial fees back to
24 the airport. So we're excited about that.

25 There's some good stuff on the horizon. We're

1 excited about the past year. We appreciate all the
2 support that we've received and we're looking
3 forward to another successful 12 months. So,
4 appreciate it.

5 CHAIRMAN GREEN: Thank you, very much. SAAPA?

6 MR. COX: Can go right there.

7 CHAIRMAN GREEN: You can go right here.

8 MR. GRUNDY: Oh, right here?

9 MR. COX: There's a mic there.

10 MR. GRUNDY: I was going to use the podium,
11 but that's okay.

12 MR. COX: You can walk over there.

13 MR. WUELLNER: It's your choice.

14 CHAIRMAN GREEN: Got to hold his paper --

15 MR. GRUNDY: Did all of you get the letter
16 from Lynn concerning the port-a-ports and the
17 T-hangars? I think -- I was going to summarize.

18 We're concerned about the waiting list. The
19 waiting list today is 125. Ed and Cindy both state
20 that 70 percent of those are probably repeat
21 people, that if they call them, they'll just ask to
22 be put on the list again. But that means that then
23 most likely there's 30 to 40 people that really
24 need hangars. And we think that some action should
25 be taken.

1 So if you look at the 2005 master plan, which
2 is the current master plan, and you go to the
3 South GA development area, there are three
4 proposals, A, B, C, and then there's a preferred
5 South GA development. So there's really four.

6 In -- of the four, three of them call for
7 eliminating the port-a-ports and putting in
8 T-hangars. And we can see that some of the
9 port-a-ports have been eliminated and we would like
10 that to be sped up, get rid of the port-a-ports,
11 put in T-hangars to better serve the GA customers.

12 I called Flagler. They currently have a
13 waiting list of 22 and they said that waiting list
14 is growing. I called Keystone, and they have a
15 waiting list of nine and they said they always have
16 a waiting list. I happen to have my plane at
17 Palatka. They broke ground last week for 10 new
18 T-hangars and they currently have a waiting list of
19 16. So we'd like to see that port-a-port
20 demolishment T-hangar build to be put up high on
21 the priority list.

22 MR. COX: Okay.

23 CHAIRMAN GREEN: Got it. Appreciate it.

24 Thank you.

25 MS. LUDLOW: Can I? I have a report on the

1 educational foundation that's kind of SAAPA --

2 CHAIRMAN GREEN: Okay. That's fine.

3 MS. LUDLOW: -- too. Is that --

4 CHAIRMAN GREEN: If it's SAAPA related, let's
5 go ahead.

6 MS. LUDLOW: It's a SAAPA adjunct.

7 MR. COX: Only because it's you, Reba.

8 MS. LUDLOW: Reba Ludlow, 46 Village Walk
9 Drive.

10 And I did want to -- it is still part of
11 SAAPA, but it is the educational foundation. We
12 gave four scholarships away at a May 9th meeting,
13 so we gave three \$1000 scholarships to the
14 St. Augustine High School Aerospace Academy kids,
15 three from there.

16 And then the Wayne Buzz George Memorial
17 Scholarship, which is still included -- they
18 collect their own money, but they are still
19 included in the educational foundation, Inc. And
20 so Lynn George came out and gave \$2000 to a repeat,
21 and it was Cheyenne we all know.

22 So she gave a thousand dollars last year and
23 she gave \$2000 this year. And she's just really
24 happy -- we don't have a hard rule about not
25 considering repeats. We do consider them if we --

1 if we did not have enough qualified students to
2 give first times, then we would consider the
3 repeat. So we only had one applicant that -- and
4 he was -- it was a repeat, and only one person
5 didn't get anything. So we're just really happy
6 with that.

7 The -- we're going to have a Young Eagle
8 flight day on May 16th in conjunction with 4H kids
9 with Gene Melton. He has six or eight kids. And
10 Ruth Christ (phonetic) is in charge of that because
11 I will be out of town. And if you have any
12 questions about the educational foundation, let me
13 know.

14 CHAIRMAN GREEN: Thanks, Reba.

15 MS. LUDLOW: Or -- or if you want to
16 contribute.

17 CHAIRMAN GREEN: Okay. Mr. Burnett, anything
18 on the legal side?

19 MR. COX: Mr. Nehring?

20 CHAIRMAN GREEN: Oh, I'm sorry. It's nor --
21 oh, yes, you are. You're behind Mr. Burnett.

22 MR. NEHRING: Dan Nehring, Northrop Grumman.
23 We are starting to move into the new building.

24 CHAIRMAN GREEN: Yay.

25 MR. NEHRING: It will be a graduated move-in

1 starting this month and we'll go -- unfortunately,
2 Kevin, it will go the big parts on the other side
3 almost till October, so...

4 And I wanted to just thank Kevin and Ed. They
5 helped us out with our ARFF vehicle. Our young
6 crew took it out and destroyed the engine. It took
7 a few weeks for us to get another truck and they
8 graciously let me use the -- have access to have
9 the truck available for support, which really
10 resulted in no disruption to our test operation,
11 which was fantastic to us.

12 And also, Kevin -- actually we had some
13 oddball mechanical issues with airplanes that
14 required them to be towed across that not once, not
15 twice, but three times. So he was absolutely
16 stellar in his response in getting us access, and
17 that airplane will leave this Friday. So thank
18 you, very much.

19 CHAIRMAN GREEN: Excellent. Thank you. Okay,
20 Mr. Burnett. I'm sorry. He was right behind you
21 there.

22 MR. BURNETT: It's been a busy month, but
23 surprisingly nothing to report today, so...

24 MR. COX: That is funny.

25 CHAIRMAN GREEN: Okay. Then we'll go to our

1 first agenda item.

2 FAA PROJECT ACTION - MALSR & RUNWAY RE-MARKING

3 MR. WUELLNER: The first item, this is
4 slightly modified in terms of the content from the
5 first day -- or from the draft we sent out to you
6 late last week.

7 We did bid two -- these two projects. It's
8 the approach lighting system, which is the MALSR,
9 and the Runway 13/31 remarking. Both the projects
10 were bundled together for purposes of bidding.
11 However, we fully expected that we probably
12 wouldn't blend contractors in this and would
13 make -- they'll be two distinct awards at some
14 point related to this contract. They're both --
15 they are stand-alone grants for each project under
16 FAA and Florida DOT, so other than the convenience
17 of bidding them at the same time, we really never
18 intended for the two projects to become joined.

19 As a result, we -- we opened bids on these two
20 projects on Friday. We had four bids in total
21 received, one for the approach lighting system.
22 The balance of bids were for the runway marking.
23 We eliminated -- after conversation and review of
24 the bids and a conversation with FAA this morning,
25 we have effectively decided to repackage and rebid

1 the approach lighting. We are not happy with the
2 numbers we got. And in fact, they're -- they seem
3 to be quite excessive over what we were expecting.
4 As a result, we're just going to take a quick look
5 at the specs again and make sure there's nothing
6 that's an anomaly in there.

7 We've spoken to other contractors who held the
8 plans for this job but did not submit a bid. We
9 only had one bid as you remember. Many indicating
10 they just simply ran out of their own time to
11 respond and -- and had intended to. So we think
12 there really are at least three viable bidders out
13 there.

14 By putting it back on the street hopefully the
15 financial benefit of that will be borne out and
16 we'll -- it's not going to delay anything with FAA
17 in the sense because this still had to get an FAA
18 grant in place. So we're just going to take the
19 month here.

20 We're a little ahead of FAA I think on
21 bidding. So it was going to sit there anyway
22 languishing for -- waiting for FAA to take action
23 on the grant. So no harm, no foul. We'll get it
24 back out there bid and then it will be back, it
25 will show up as agenda item in the future.

1 CHAIRMAN GREEN: Who did bid? Who was the
2 one?

3 MR. WUELLNER: The one bid is Pruitt Electric.
4 They do -- they did actually the preliminary work
5 on our -- this project back in the runway rehab
6 days. It also -- they also did the relighting of
7 Runway 13/31 recently.

8 I mean, they're a really good company and if
9 we could pick the company, that's the one we'd
10 want. It's just unfortunate they didn't spend any
11 time sharpening the pencil before submitting a bid.
12 Hopefully with the addition of other bidders we can
13 get the pencil a little sharper and have them still
14 perhaps a low bidder.

15 With that being said, we're only really
16 awarding or asking to award one contract tonight or
17 one bid. And that's for the runway marking. And
18 that would be to Highlight Airfield Services in the
19 amount of \$135,920. That -- our recommendation
20 would be contingent of course upon FAA reviewing
21 those bids and having no issues and issuing a grant
22 for it. But at this point they appear to be the
23 apparent low bidder, and we would recommend that
24 they be awarded the contract.

25 Both these projects as I mentioned are FAA and
AIRPORT AUTHORITY REGULAR MEETING - MAY 11, 2015

1 FDOT eligible, making the Authority share when
2 combined about 5 percent of the total job. So the
3 airport's share is quite small when it comes down
4 to remarking.

5 The remarking this runway, just for -- real
6 quickly, requirement came out of FAR Part 139
7 airport certification. There's been a recent
8 change in how run -- what runway marking standards
9 are being applied to runways. As a result, a
10 significant portion of our brandnew runway
11 markings that are only a couple of years old now
12 need to be replaced and brought to the new
13 standards. So that's why this is out there being
14 done so quickly. Because we just did a rehab four
15 years ago, something like that.

16 So -- but it's got to be redone to bring it up
17 to standards and that will hopefully take care of
18 us a long time. Apparently the world has changed
19 over to an IATA, International Air Traffic
20 Association standard -- or, I'm sorry, ICAO,
21 International Civil Aeronautics (sic) Organization
22 standard for international runway markings. So
23 that resulted in some small changes, but they've
24 got to be accomplished.

25 So it's our recommendation at this point you

1 award to Highlight or tentatively award --
2 conditionally award, let me get it out, to
3 Highlight Airfield Services at \$135,920, accept the
4 FAA grants when they become available, and then
5 authorize executive director's signature to those
6 grants and related documents to make sure that this
7 project gets -- gets awarded on time.

8 CHAIRMAN GREEN: Okay. Any board comment?
9 Mr. Cox?

10 MR. COX: So, Ed, so what we're going to be
11 voting on right now or the -- you know, considering
12 is just for the runway marking, not the MALSR
13 system.

14 MR. WUELLNER: That's correct.

15 MR. COX: Okay. Got it. And then --

16 MR. WUELLNER: We'll bring that one back to
17 you when we open bids on that.

18 MR. COX: What's the split again, 50/50?

19 MR. WUELLNER: No. The split is 90 -- 90
20 percent federal --

21 MR. COX: Oh --

22 MR. WUELLNER: -- 5 percent of state.

23 MR. COX: -- okay. And then we --

24 MR. WUELLNER: So the Authority has 5 percent.

25 MR. COX: -- have 5 percent. Okay.

1 MR. BRUNSON: And this would be contingent on
2 getting those grants.

3 MR. WUELLNER: That's correct, yes, sir.

4 MR. COX: Do we have a time limit that we have
5 to --

6 MR. WUELLNER: We're already --

7 MR. COX: -- have these markings on --

8 MR. WUELLNER: We have till the complete --
9 the completion of the grant cycle. So we're hoping
10 by the end of the summer it's got to be done.

11 MR. COX: Yeah. Right.

12 MR. WUELLNER: 139 is starting to get a little
13 wacky on -- we'll start getting written up, if you
14 will, on having to respond --

15 CHAIRMAN GREEN: That's why I was wondering
16 would happen if --

17 MR. WUELLNER: Yeah. We've already -- they
18 noted at your inspection which was done in --
19 refresh my memory. Was it March? He walked out,
20 Kevin did.

21 February, March was our annual FAA 139
22 inspection. It was noted then. So it's
23 technically already listed as a discrepancy. But
24 you have a period of time to cure that. With there
25 being money in the grant side to do this, they for

1 the most part automatically extend it until which
2 time as that can be accomplished. So we're in
3 borrowed time, but it's not critical critical yet.

4 CHAIRMAN GREEN: Okay. Any other board
5 comment?

6 (None.)

7 CHAIRMAN GREEN: Public comment?

8 (None.)

9 CHAIRMAN GREEN: All right. Hearing no public
10 comment. Do I have a motion?

11 MR. COX: I'll move to accept staff's
12 recommendation to move forward with the runway
13 marking as stated.

14 MR. BRUNSON: I second.

15 CHAIRMAN GREEN: First and a second. No other
16 comment?

17 (None.)

18 CHAIRMAN GREEN: All in favor?

19 MR. BRUNSON: Aye.

20 MR. COX: Aye.

21 CHAIRMAN GREEN: Aye. Motion passes.

22 MR. WUELLNER: Thank you.

23 RESOLUTION 2015 - FIND GRANT

24 MR. WUELLNER: Next item, you recall we have
25 an ongoing project list of relatively small

1 projects that are with the Florida Inland
2 Navigation District.

3 This particular project pertains to the
4 seaplane basin area and would be to make some
5 repairs and structural improvements to the seaplane
6 loading area to be used --

7 (Mr. Maguire enters the room.)

8 MR. WUELLNER: -- for loading and unloading of
9 barge-related activity in that spot. The grant
10 source is that of Florida Inland Navigation
11 District, which only grants for nautical kinds of
12 uses. So it's not an aviation grant. This is a
13 separate entity.

14 We have previously had I believe about five
15 grants that we've used over the years to include
16 dredging the seaplane basin in a number of phases
17 and some additional design work in that area. This
18 is the next phase of that.

19 In order to facilitate that application, which
20 is already in, we need to provide them with this
21 attachment E-6 which is a resolution from the
22 Airport Authority. Much like a JPA, it's just
23 committing to put your half into the -- into the
24 kitty should you get a grant.

25 Grant notification, that is whether we get an

1 award or not, won't be until September of this
2 year. So this is a part of the application, not a
3 part of the actual construction. So assuming you
4 get a grant, you're saying, yeah, we're prepared to
5 match it. And it would be our recommendation you
6 go ahead and adopt. This would be your
7 Resolution Number 2015-1.

8 CHAIRMAN GREEN: Any board comment? I don't
9 know if you've seen the attachment.

10 MR. COX: I haven't yet.

11 CHAIRMAN GREEN: It was just handed to me.

12 MR. COX: So define the split again, Ed.

13 MR. WUELLNER: It was attached to your e-mail.
14 If you didn't open it separately, you may not have
15 seen it.

16 MR. COX: Total investment 370.

17 MR. WUELLNER: Yeah.

18 CHAIRMAN GREEN: Right. So 185.

19 MR. COX: Right.

20 MR. WUELLNER: Yeah, 185 each. That's
21 assuming we get the grant. We're, I mean, saying
22 that it's not an immediate commitment.

23 You did a design for this component -- just so
24 you know, you did a design component about a year
25 ago on this. In order to get reimbursed,

1 conditions of those grants for design are that you
2 have to go to construction to get your design
3 money. So they don't want you out there designing
4 projects and never doing the work.

5 CHAIRMAN GREEN: And the response to that,
6 we'd have to give it back?

7 MR. WUELLNER: We would not be able to get
8 reimbursed for our half. They are -- it was not a
9 big grant. This is not hundreds of thousands of
10 dollars or anything.

11 MR. BRUNSON: The 2015-01, it says \$185,000
12 construction repairs.

13 MR. WUELLNER: Uh-huh.

14 MR. BRUNSON: And at this --

15 MR. WUELLNER: Each. Each.

16 MR. BRUNSON: Oh.

17 MR. COX: That's the split, our split.

18 MR. BRUNSON: Okay.

19 CHAIRMAN GREEN: 370 is the total.

20 MR. BRUNSON: Okay.

21 MR. WUELLNER: I could have stated that better
22 on the slide. I'm sorry.

23 MR. BRUNSON: All right.

24 CHAIRMAN GREEN: Any other board comment?

25 MR. MAGUIRE: No.

1 CHAIRMAN GREEN: Public comment? Ms. Ludlow?

2 MS. LUDLOW: Thank you. Reba Ludlow, 46
3 Village Walk Drive.

4 I'm not sure, Ed, if I'm out of line here, but
5 the seaplane ramp that we have right now, are we
6 ever going to get fuel out there? Do we have water
7 out there?

8 MR. WUELLNER: Yes, you've had water for five
9 years.

10 MS. LUDLOW: Okay. We do water.

11 MR. WUELLNER: Uh-huh.

12 MS. LUDLOW: I just had forgotten because
13 we've only had the one seaplane fly in, which was
14 very successful. But they all want -- a lot of
15 people would like to have fuel out there because
16 now it has to be trucked out there, right?

17 MR. WUELLNER: Yeah. We will probably never
18 put permanent facilities. There's just simply
19 never going to be the volume out there to support
20 that capital investment.

21 MS. LUDLOW: Okay. That I wondered. Thank
22 you.

23 MR. WUELLNER: Yeah.

24 CHAIRMAN GREEN: Any other public comment?
25 Mr. Martinelli?

1 MR. MARTINELLI: No.

2 CHAIRMAN GREEN: Okay. No public comment. Is
3 there a motion from the board?

4 MR. BRUNSON: I make a motion that we approve
5 2015-1 as presented.

6 CHAIRMAN GREEN: Is there a second?

7 MR. COX: Second.

8 CHAIRMAN GREEN: Any further comment,
9 discussion?

10 (None.)

11 CHAIRMAN GREEN: All in favor of accepting the
12 resolution of staff's recommendation?

13 MR. COX: Aye.

14 MR. BRUNSON: Aye.

15 MR. MAGUIRE: Aye.

16 CHAIRMAN GREEN: Aye. Okay.

17 LAND ACQUISITION - WESTSIDE US HIGHWAY 1

18 MR. WUELLNER: Let me walk you through a
19 potential land acquisition here.

20 For those -- this has been a -- I'll just say
21 up front it's been a project of great interest to
22 Carl in a multimodal context, just so you know. So
23 Carl is -- has historically been very plugged into
24 the general project.

25 But back in approximately 2010, maybe '11,

1 Flagler Development was acquired as well as
2 Florida East Coast Railroad were acquired by
3 Fortress, which is a large basically hedge fund in
4 New York that now owns those companies. That
5 ownership changed their -- their way of doing
6 business dramatically, as there's usually a fairly
7 high rate of return required in hedge fund
8 operations.

9 As a result, the Flagler Development division
10 of the company has been trying to divest itself of
11 excess landholdings up and down the railroad for
12 quite a while. These involve significant chunks of
13 land. We've seen several projects come and go in
14 St. Johns County where -- where property's been
15 offered.

16 When you conjoin that, if you will, with
17 previously approved DRI for Cordova Palms, which is
18 west side of U.S. 1, picks up from the industrial
19 park property that was sitting there and goes up to
20 approximately -- well, just north of where
21 Eagle Creek connects to U.S. 1 just north of the
22 airport, and then also connected to a project
23 called Lemberg South, a tract that was rezoned by
24 the county at their request into an industrial
25 zoning classification about the same time

1 Cordova Palms came out as a DRI.

2 That DRI is a little onerous, but they were in
3 a very big hurry to get it done and agreed to some
4 very interesting terms. It's their DRI, their
5 problem. But it involved constructing the at-grade
6 crossing and a significant contribution toward the
7 eventual construction of State Road 313.

8 All right. Fast forward. We -- we've had the
9 opportunity -- they placed two 500-acre parcels to
10 include all of Cordova Palms and all of
11 Lemberg South on the market in 2010. The property
12 has basic --

13 MR. BRUNSON: Wait. Are you saying that this
14 is Lemberg?

15 MR. WUELLNER: No.

16 MR. BRUNSON: Okay. Where is --

17 MR. BURNETT: Lemberg's not shown. It's
18 further south of the orange. If you look beneath
19 the orange, you see where the racetrack used to be.

20 MR. BRUNSON: Yes.

21 MR. BURNETT: And it's beneath -- it's south
22 of there.

23 MR. BRUNSON: I've got it.

24 MR. WUELLNER: Yeah. And that property is not
25 really in our discussion today, that particular

1 tract, so I -- it didn't get mapped.

2 MR. BRUNSON: Okay.

3 MR. WUELLNER: It might be on the one slide.

4 I'm not sure if it shows a little bit on the
5 bottom. Yeah, it really doesn't show very well.

6 But where -- where it's showing Heritage at the
7 very bottom of the map that we -- that's on your
8 slide -- slide, Randy.

9 MR. BRUNSON: Okay.

10 MR. WUELLNER: Where it was on the slide at
11 the bottom, if you look just left of that, you'll
12 see some lines that represent a tract of land.

13 That would be the northern boundary of Lemberg --

14 MR. BRUNSON: Okay.

15 MR. WUELLNER: -- if that helps.

16 All right. Anyway, these have been on the
17 market for almost four or five years at this point.
18 They've had no success in selling them due in part
19 I think largely to the onerous nature of the DRI on
20 Cordova and the fact that the Lemberg parcels are
21 sort of landlocked back there and very hard to
22 open -- especially without 313 being constructed at
23 this point.

24 As a result, they got creative, "they" being
25 Flagler Development, and have gone and worked with

1 the county. They are now working with the state.
2 They seem to be in belief that they are going to be
3 able to put together a deal with the state to
4 effectively trade a parcel that's up very close to
5 us, which would be -- I'm going to get up if you
6 don't mind and point, I think it will be easier --
7 but this property that sits right along here. It's
8 currently shown mostly in orange. But that
9 property is currently Water Management District
10 property, and -- this will help, too, Randy. That
11 is -- Lemberg's down this way.

12 MR. BRUNSON: Uh-huh.

13 MR. WUELLNER: They were looking to trade, the
14 Water Management District, that Lemberg property
15 for this property and this little sliver over here.
16 Those are Water Management District.

17 If that -- if that does come about, then what
18 they would like to do is package that with their
19 property ownership, which is the rest of the orange
20 and the other piece down here. That accumulates to
21 a total of about 500 acres should it all come
22 together.

23 But the nice part for the airport in this is
24 it ends up a very contiguous useful piece of
25 property instead of it being kind of fragmented and

1 disjointed through this area.

2 So what it does is when you combine it, this
3 hashed orange property is property the
4 Airport Authority already owns. So when you put
5 that together, you can see you end up with a pretty
6 nice contiguous piece of property there that's --
7 could be developed and actually at some point in
8 any way you wanted to pursue it. But ownership
9 would be critical at that point.

10 The northern piece, the yellow piece of
11 Cordova would remain with Flagler Development,
12 would go to single family residential instead of
13 multi family. I -- I threw on this slide that's on
14 the screen, the airport -- or the runway
15 centerline, so you get a feel of how much of that
16 what used to be able to be residential and multi
17 family now but would belong to the airport and you
18 now only have a small portion of that area that
19 would in any way be affected by overflight. And
20 that distance is well over a mile off the end of
21 the runway at that point.

22 So, that certainly greatly improves the rights
23 they have there now. And I want to say, too, we
24 were assured and I have no reason to believe that
25 the easement that sits over there now -- Doug

1 works, and in fact you were on the board and I
2 think you were on the board at the time and you may
3 have, too, to be honest, we took great lengths to
4 get an avigation easement placed over that entire
5 development. That remains in place. It would go
6 away in a sense we would own it. But that which is
7 not ours, the easement would remain. So all the
8 yellow area there would remain with an avigation
9 easement or right of flight over it, right to make
10 noise, those kind of things. So all that would
11 remain in place.

12 So it definitely improves -- the purchase of
13 that would definitely improve the Authority's
14 position from a potential development standpoint
15 and certainly goes a long way to mitigating
16 long-term risk to the Authority for noise and
17 things of that that could go under that closer in
18 than this would allow.

19 Preliminary estimates of the value of the
20 property is going to sit at about -- this is 500
21 acres -- would sit about \$3 million. That would be
22 subject to appraisal. There would be a bunch of
23 appraisals done in this. This it not -- we're not
24 requesting to buy anything today, just move the
25 concept forward. Essentially you would allow us to

1 develop the business terms related to this
2 purchase.

3 I'm very optimistic in my conversations with
4 them we'll be allowed to do a multiyear purchase
5 where we buy it all at once but can pay for it as
6 we are able to put together the Florida DOT
7 matching funds, which is already in place, it's
8 just earmarking it for that purpose as we go
9 forward.

10 So it looks like for \$3 million, 1 point --
11 approximately 1.5 of which would be the
12 Airport Authority's commitment in this, the balance
13 would be Florida DOT, we would pick up 500 usable
14 acres of property west of U.S. 1. So, we would
15 like to -- generally, you know, we're putting that
16 idea out and hoping to move it forward with some --
17 some negotiation of the business terms related to
18 this.

19 CHAIRMAN GREEN: Board comment?

20 MR. BRUNSON: Ed --

21 CHAIRMAN GREEN: Mr. Brunson?

22 MR. BRUNSON: Thank you. Give me some of your
23 long range ideas of what this property -- it's on
24 the wrong side of the road --

25 MR. WUELLNER: For aviation use.

1 MR. BRUNSON: -- for aviation.

2 MR. WUELLNER: Uh-huh.

3 MR. BRUNSON: And we'll never be able to build
4 hangars there.

5 MR. WUELLNER: That's correct.

6 MR. BRUNSON: And so -- but you think that
7 this is something that the airport needs in the way
8 of land for businesses on that side and maybe
9 possibly the railroad and --

10 MR. WUELLNER: Right. One of the -- the items
11 that's been kind of openly discussed is how to
12 develop industrial-related rail-dependent kinds of
13 uses west of U.S. 1 in this area.

14 We've had a number of great conversations with
15 Florida East Coast Railroad as to potential
16 projects. They're looking for sites that would
17 give them immediate rail access customers. They're
18 willing to help us over time find some of those
19 customers who are looking for development potential
20 or development into that potential area.

21 We believe it's entirely consistent with the
22 Airport Authority's charter of multimodal kinds of
23 projects in development. It provides a diversified
24 revenue potentially, additional revenue base for
25 the Airport Authority that's not solely dependent

1 in one area or the other, thereby in a sense
2 strengthening the financial position of the
3 Authority long term. We do -- we believe it's just
4 generally a good move for -- for the
5 Airport Authority.

6 MR. BRUNSON: Who owns Flagler Development?

7 MR. WUELLNER: It's a hedge fund in New York
8 called Fortress.

9 MR. BRUNSON: Okay. Doug, why does the name
10 Fletcher pop out at me? Did he own the
11 Flagler Development at one time? Do you know who
12 I'm talking about?

13 MR. BURNETT: You mean Paul Fletcher's the
14 land developer that did Marsh Landing --

15 MR. BRUNSON: Yeah.

16 MR. BURNETT: -- and those kinds of projects,
17 Serenata?

18 MR. BRUNSON: He has no relation to this as
19 far as you know?

20 MR. BURNETT: Flagler Development was created
21 by FEC --

22 MR. BRUNSON: Okay.

23 MR. BURNETT: -- as a development name or
24 entity that they would do projects under. And it
25 wasn't just this Cordova Palms project, it was all

1 of their land development projects at the time.
2 And they've got some other names as well that they
3 use now. Parallel Infrastructure is one of their
4 subsidiaries. That deals with things along the
5 lines.

6 MR. BRUNSON: And when we say this 313 is
7 built by the developer --

8 MR. WUELLNER: That would be
9 Flagler Development.

10 MR. BRUNSON: Flagler Development.

11 MR. WUELLNER: Who was a sister company to
12 Flagler railroad --

13 MR. BRUNSON: Okay.

14 MR. WUELLNER: -- so...

15 MR. BURNETT: It's part of their DRI
16 requirement --

17 MR. BRUNSON: Okay.

18 MR. BURNETT: -- and they transferred
19 residential units from the Lemberg South tract to
20 the Cordova Palms tract. And as part of getting
21 that DRI approval, they committed to doing the
22 at-grade crossing. And they only build a portion
23 of 313.

24 Now, you obviously right now have -- this --
25 this connection of 313 goes all the way down

1 through -- down through 16 past down along para --
2 4 Mile Road and connects to 207 where currently 312
3 dead ends.

4 MR. BRUNSON: Uh-huh.

5 MR. BURNETT: So this loop road will go all
6 the way around the county to the north part. The
7 FDOT is currently exercising powers of eminent
8 domain to get the remaining parcels that it doesn't
9 have to build 313 between State Road 16 and 207.
10 So that part's fully underway. They've got I guess
11 construction plans almost done on that portion.

12 MR. WUELLNER: Construction dollars allocated.

13 MR. BURNETT: Yeah. So that's that -- now
14 this 313 between -- it says Woodlawn here, but it's
15 really between State Road 16 North --

16 MR. BRUNSON: It's coming back to me now.

17 MR. BURNETT: This takes -- is a longer --

18 MR. BRUNSON: The MPO gave a good presentation
19 of this several years ago --

20 MR. WUELLNER: Correct.

21 MR. BRUNSON: -- and -- okay.

22 MR. WUELLNER: They're facilitating the
23 funding, if you will, through DOT for the -- for
24 the road --

25 MR. BRUNSON: Okay.

1 MR. WUELLNER: -- not this project.

2 CHAIRMAN GREEN: Mr. Maguire?

3 MR. MAGUIRE: I know that when Water
4 Management negotiates to liquidate or sell
5 property, it's common to keep some type of
6 development restrictions on the property. Have you
7 gotten any indication what that might be?

8 MR. WUELLNER: We're not that far. That
9 would -- that's certainly on our radar screen to
10 make sure that comes clean.

11 MR. MAGUIRE: Yeah.

12 MR. WUELLNER: If it can't be done clean, then
13 it's -- would make no sense to move forward,
14 obviously.

15 MR. MAGUIRE: Okay.

16 MR. WUELLNER: We're not that far into this.
17 And I think later this month we're set up, or
18 tentatively set up anyway, on the -- I think it's
19 the 20th to sit down with some of those folks and
20 see what's -- you know, get a clean understanding
21 of what those parties -- we're not a party until
22 after that.

23 MR. MAGUIRE: Correct.

24 MR. WUELLNER: So it's important to make that
25 distinction. We're not a negotiating party in that

1 agreement between the developer and the
2 Water Management District. But we would -- are a
3 likely beneficiary if it's done properly.

4 MR. MAGUIRE: Okay.

5 MR. BRUNSON: Do you know if anybody has been
6 offered to possibly quote on this and go forward
7 with it besides the airport?

8 MR. WUELLNER: No. This property's been on
9 the market for four years --

10 MR. BRUNSON: Okay.

11 MR. WUELLNER: -- more than four years at this
12 point.

13 CHAIRMAN GREEN: And at this point, it's
14 really no cost to us --

15 MR. WUELLNER: No.

16 CHAIRMAN GREEN: -- it's just an investigatory
17 type of situation --

18 MR. WUELLNER: Exactly.

19 CHAIRMAN GREEN: -- right?

20 MR. WUELLNER: We would -- we would bring
21 business terms back to y'all, all of that kind of
22 stuff at an appropriate time.

23 MR. MAGUIRE: Okay.

24 MR. WUELLNER: We do have -- just -- just in
25 terms of funding, I will make mention that we are

1 sitting on an existing Florida DOT land grant or a
2 grant we can match which would put approximately
3 one-third of the funding in place if we matched it.

4 So the first \$1 million is arguably taken care
5 of from a match grant standpoint. There is a time
6 limit running on that grant, though, at the end of
7 September. So the -- I told them that this needs
8 to -- the first piece of this needs to get taken
9 care of by then, because we're already on a
10 one-year extension of that grant money and I don't
11 want to see us lose that in this -- this hubbub,
12 so...

13 MR. MAGUIRE: Okay.

14 CHAIRMAN GREEN: How long do you think you're
15 going to need to investigate it and get it back to
16 us if we're on a September time frame?

17 MR. WUELLNER: They seem sort of motivated
18 here, so I -- I'm hoping June or July should be
19 conclusion of business terms and we'll let this
20 kind of fall into the details of a contract at that
21 point.

22 CHAIRMAN GREEN: And other than the grant, I
23 know -- have you looked at -- well, maybe I should
24 ask Mr. Cox this -- about financing the balance of
25 it?

1 airline terminal structure.

2 As we got into this even deeper following that
3 meeting, we quickly figured out that we were -- we
4 were going to be putting money into at a much
5 higher rate with very little long-term benefit to
6 the Airport Authority in this structure.

7 The structure has deficiencies. I'm talking
8 the metal part of the structure here. We knew we
9 needed to replace the exterior skin. We knew that
10 would be a recurring replacement item when it was
11 first built. We are coming up on the time the
12 first reskin needed to be done. There were -- I
13 think we alluded to them at the last meeting --
14 some issues with the company that originally built
15 it as perhaps not meeting their own standards for
16 the building and now we've got some -- some other
17 issues with the -- with the super structure.

18 So what I asked was that we ask our design --
19 our engineering team to take a look at was how
20 could we -- within the existing budgets, within the
21 existing grant framework, the DOT had out there
22 available funds for us, how could we fix this
23 problem and come up with a long-term solution here
24 instead of continuing to pour money on a problem.

25 As such, they came up with some concepts of --

1 that I've continued to and staff has continued to
2 work with them, sort of -- sort of beating the
3 property into submission, if you will, to get us a
4 better end result. As a result, we've come up with
5 a floor plan -- let me do this.

6 One of the instructions in looking at that
7 replacement of the structure for us was that to the
8 highest degree possible, we'd be able to reutilize
9 the existing structure. That being said, we've --
10 we've kind of forced our engineer and design team
11 to take a look at is there a way to build the
12 building around the building we have thereby
13 eliminating the need for a complete rebuild of the
14 inside of the building?

15 Simply in a sense using something like tilt
16 wall construction, come around the exterior of that
17 building, put those footers and the like in place,
18 pour the walls, and lift them up into place, and
19 then at that point and only at that point would you
20 lift the old building basically out of place, lay
21 the roof over the top, and we'd be in a sense back
22 in business very quickly. Looks like all of that
23 is feasible.

24 We are still -- I say we meaning them, are
25 still digesting numbers, getting input to continue

1 to make sure that this is going to be available --
2 or we're going to be able to do this project within
3 the budget outlined.

4 But I wanted to share the concepts with you,
5 ask that we be able to keep moving forward with the
6 design, that's the ultimate request, and that we
7 go -- be able to go ahead and develop or negotiate
8 the design-build contract to do this project. Now
9 this is not sign the contract, just simply get to
10 the point where it comes backs to the authority for
11 approval. And of course all that's subject to the
12 budget at that point.

13 But I wanted to share with you where we are
14 with design real quickly. If you'd pop up, this is
15 a version -- I think there's still some tweaking to
16 be done with all this, so please don't walk out of
17 here today going, oh, this is final design, blah,
18 blah, blah. These are conceptual drawings as much
19 as they are anything else. They're looks,
20 wholesale looks at space and use and flow and
21 things of that nature versus that's exactly what
22 it's going to look like. So please don't get
23 caught up in that.

24 But anyway, the site plan there shows parking
25 position available for three airplanes. The one on

1 the left side of the screen is currently shown as
2 an RJ -- I think it's actually showing an ER-120
3 sitting there, which is the ViaAir size airplane
4 that's being flown now. The RJ footprint isn't
5 terribly much larger than that. It is bigger, but
6 not dramatically bigger. And then there are two
7 parking positions for the 319s, the Airbus 319s.

8 You may recall back over the summer, last
9 summer and early fall, we had two airplanes on the
10 ground at any one time making movement of anything
11 in that area a complete challenge. This uses
12 angled in, so it would require us to push back.

13 The beauty of this is using mobile boarding
14 ramp technology that's out there now, we can -- in
15 a walkway, just simply a covered walkway, we can
16 give you basically the jetway experience without
17 the expensive jetways. Jetways, if you don't know
18 anything about them, they're about a million
19 dollars apiece. That's way beyond what we're
20 trying to do here.

21 So we're trying to enhance the customer
22 experience -- I think that's been a goal for many
23 months around here -- but at the same point not
24 break the bank in doing it. So I think this
25 provides a basic for that on a site plan. And this

1 kind of illustrates it can be done over there.

2 All right. Next -- next drawing, which would
3 be the interior of the building. The interior of
4 the building, we currently have about a 9000 square
5 foot interior footprint on the terminal. By
6 building the building around it and the like, that
7 footprint increases -- the good part is because
8 it's around the perimeter, that increases to about
9 13,400 and some-odd square feet. So it's a nearly
10 one-third larger interior footprint at the end of
11 the day. Almost all of that space goes into public
12 kind of space, the ticket -- the ticket counter
13 waiting lobby, if you will, and then secondarily
14 the passenger holding areas on the other side of
15 TSA.

16 The goal here is to get the equivalent of
17 seating availability for two full 139s -- or excuse
18 me, one -- three 319 -- two 319s. I can get this
19 out. Two 319s. So we're looking to get about 230
20 to 260 seats available in the passenger hold area,
21 which is -- that's like optimal for us. That would
22 be a great number for us.

23 It improves the restrooms. It would add
24 additional stalls in the ladies' rooms in
25 particular. As you can imagine, that tends to back

1 up much faster than on the men's side. It includes
2 some improvements in the TSA bag inspection area
3 that -- so some tweaking back there would allow.
4 If the volume comes up enough, TSA might want to
5 put the trace detection equipment back there.
6 That's the automated system where they can just
7 simply move the bag through much like you
8 experience with your carry-ons at the airport.

9 Currently checked bags are being hand
10 inspected, which is a very tedious slow process.
11 Especially if there are multiple flights going on,
12 it really backs up. And in fact was the single
13 source of delay we had over the summer with two
14 airplanes on the ground. It was just waiting on
15 the bags to clear TSA.

16 So those improvements set the stage very well
17 for future. This also includes an area -- a
18 covered area -- these are not enclosed air
19 conditioned space areas -- but a replacement of the
20 bag claim area with a real structure instead of the
21 tent.

22 And then on the other side of the building
23 where we bring bags out of TSA and they're loaded
24 into bag carts and stored until the flight actually
25 arrives, has a covered area where right now there

1 is no cover at all in that. So it's a way of
2 affording extra protection to the -- not only our
3 equipment, but certainly every passenger bag that
4 flows through there, too, would be effectively
5 sheltered at that point.

6 That's the nutshell of the improvements we're
7 looking at. The elevations of the building are
8 kind of -- it's kind of interesting. When you
9 remember how our building sits on the lot now, this
10 would rotate that kind of profile about 90 degrees.
11 So instead of having a rounded piece with the doors
12 on it, it will be the side of it.

13 It does -- it picks up the old -- one of the
14 directions was maybe we'd pick up the flavor of an
15 old Quonset hut in terms of the rounded bow string
16 roof idea. It has a sheltered canopy area out
17 front for passenger dropoffs. Includes an area on
18 the back for loading and unloading of passengers in
19 a sheltered manner. I think in general provides an
20 overall improved experience. Provides some
21 windows.

22 You know, it's a very dark building in terms
23 of natural light as it sits now just by the nature
24 of its construction. This provides some windows,
25 takes advantage -- for the most part we're hoping

1 to replace the interior lighting, which is a high
2 pressure sodium light, with that of LEDs and work
3 on the energy piece of this, too, while we're at
4 it.

5 I think -- I think it's going to be an
6 absolutely nice building. It -- this is -- because
7 we're using the existing building underneath it,
8 all the interior, we're not looking at an upgrade
9 of the amenities or, you know, we're not spending
10 money on carpets and tiles and stuff like that.
11 That stuff, you know, there's nothing wrong with
12 what we have and it remain -- would remain intact,
13 including the TSA screening area. It just adds
14 more space for the passengers on both sides of
15 that.

16 So that's the -- the general concept. And
17 as -- as I mentioned at first, what we're really
18 trying to do is just kind of get consent to move
19 forward with the design, you know, putting the --
20 putting the pen on paper, if you will, getting the
21 details ironed out.

22 That will include some iteration with the
23 contractors that would be involved in this to make
24 sure that the budget will remain intact on it. And
25 then secondarily eventually that would lead to the

1 negotiation of a design-build contract. That
2 contract of course would to come back to the
3 Airport Authority for approval at an appropriate
4 time.

5 Our goal, just to tell you how ambitious we
6 are with this, we're -- we've kind of tasked them
7 with an end result of this to be done by the end of
8 January, because we would like this headache out of
9 our way before the likely launch of additional
10 service over there, rather than be working through
11 it.

12 There's about a 60-day window here as a
13 heads-up that we're -- we will probably have TSA in
14 a rented office trailer or something to that effect
15 to simply do the screenings through there. But
16 that's -- it's actually how some airports do
17 business in the north and midwest where you have a
18 single flight. So it's not something that can't be
19 done, but it's a temporary position for us.

20 CHAIRMAN GREEN: So there's no downtime, it's
21 just inconvenience.

22 MR. WUELLNER: That's correct, it's
23 inconvenience during construction. And we think
24 that's going about to be about 60 days total. But,
25 you know, that will flesh out as we get more design

1 detail on it.

2 CHAIRMAN GREEN: I think I had asked you
3 before, but the company that built the structure
4 now you've said is --

5 MR. WUELLNER: Completely defunct and gone.

6 CHAIRMAN GREEN: -- bankrupt, defunct, and
7 there's no action that we can take against them.

8 MR. WUELLNER: No recourse.

9 CHAIRMAN GREEN: Okay.

10 MR. WUELLNER: I wish there were because they
11 did it to a lot of people.

12 CHAIRMAN GREEN: Board discussion, anybody?

13 MR. COX: I'm all for it. I think we should
14 move forward with it.

15 CHAIRMAN GREEN: Mr. Brunson?

16 MR. BRUNSON: The -- Ed, we're talking about a
17 lot of things, and -- and luckily we've got land
18 grants and we've got --

19 MR. WUELLNER: Uh-huh.

20 MR. BRUNSON: -- budget to put buildings and
21 everything. But you don't foresee us having to dip
22 into reserves to --

23 MR. WUELLNER: No. That's one of the
24 things -- the next item deals with how we think the
25 Authority would best move forward funding this

1 project.

2 If we choose that method, if that's the
3 direction we all -- you agree to today, then it
4 would not compromise our reserves at all. We may
5 use reserves as we always do in capital projects,
6 some reserves to cash flow between grant payments
7 and things of that nature --

8 MR. BRUNSON: Right.

9 MR. WUELLNER: -- but that's -- it always ends
10 up at the reserve level that we're expecting.

11 MR. BRUNSON: Okay. That's all I have.

12 CHAIRMAN GREEN: Okay. Mr. Maguire?

13 MR. MAGUIRE: Nothing.

14 CHAIRMAN GREEN: I'm kind of with Mr. Cox on
15 this. I spent some good time talking to Ed about
16 it. I mean, it's almost we have to. I mean, the
17 skin has to be repaired, the structure is failing,
18 there's no other avenue against the contractor. So
19 I'm -- I like the fact we gain some square
20 footage --

21 MR. WUELLNER: Yes, I do, too.

22 CHAIRMAN GREEN: -- as well. It flows better
23 and gain square footage. Obviously our concern
24 always is that we keep the flights -- keep the
25 airlines.

1 MR. WUELLNER: Of course.

2 CHAIRMAN GREEN: Okay.

3 MR. WUELLNER: Well, the nice thing, too, is,
4 you know, I alluded that there's some other stuff
5 that they're telling us they're planning. Of
6 course there's a lot of time between now and
7 starting something there. We'll continue to keep
8 our -- our finger on that and continue to see that
9 that is developing.

10 We have the opportunity all the way down to
11 the last minute of course not to do something or to
12 even regroup it again and just bring it back down
13 again if there -- if something dramatic were to
14 happen there.

15 I'm very encouraged. We've gotten to the
16 one-year mark here. I can tell you the loads on at
17 least the Frontier side and now even the Via side,
18 we're basically full everyday in and out. So that
19 bodes very well for future flight consideration
20 anyway.

21 CHAIRMAN GREEN: Are either of those or any
22 other airlines hemming and hawing or saying "You
23 have to do this in order for us to continue"?

24 MR. WUELLNER: No. I -- I'm not feeling any
25 direct pressure from a carrier that an improvement

1 needs to be made before they'd consider it. But,
2 you know, certainly having a facility that's
3 completely functional and capable is at the heart
4 of any airline decision.

5 CHAIRMAN GREEN: Okay.

6 MR. BRUNSON: And I tell you when you make
7 these trips, this is a good talking point at
8 least --

9 MR. WUELLNER: Sure it is.

10 MR. BRUNSON: -- and that's great.

11 MR. WUELLNER: Absolutely.

12 CHAIRMAN GREEN: Okay. Public comment?

13 MR. MARTINELLI: Go for it.

14 CHAIRMAN GREEN: Mr. Martinelli said go for
15 it.

16 MS. LUDLOW: No comment.

17 CHAIRMAN GREEN: Anybody else?

18 (None.)

19 CHAIRMAN GREEN: Okay. Go back to the board.
20 Really you just need a consensus on this as well,
21 correct --

22 MR. WUELLNER: Yes.

23 CHAIRMAN GREEN: -- to investigate? I think
24 it's a good idea.

25 MR. MAGUIRE: Good idea.

1 CHAIRMAN GREEN: Guys?

2 MR. COX: Good.

3 CHAIRMAN GREEN: Okay. You have authority.

4 MR. WUELLNER: Thank you. Sorry.

5 CHAIRMAN GREEN: No, that's fine.

6 MR. WUELLNER: Catch it somehow. It drifted
7 off here.

8 POTENTIAL QUALIFIED BANK BORROW

9 MR. WUELLNER: All right. I just want to be
10 sure. I think it is the discussion about the
11 flight. Okay. Thank you.

12 Again today, all -- this is -- this is not --
13 I want to talk to you about the potential of
14 borrowing some money to move forward with the land
15 acquisition in a timely manner and the improvements
16 to the terminal.

17 Now, this would be a -- what we're talking
18 about is a bank qualified issue, which means it's
19 not publicly held bonds or something of that
20 nature. It's simply a borrow from a bank. It
21 would be a qualified borrow, meaning it meets the
22 IRS standards for the type of lending it is.

23 So it's a qualified public institution that's
24 borrowing money thereby -- and it's capital
25 related, thereby bringing in the advantages of the

1 tax code to the bank itself that lends the money,
2 thereby reducing the interest rate expected. We
3 think the interest rate at the end of the day on
4 this is somewhere in the vicinity of 3 percent. So
5 it's not -- you know, it's not expensive money in
6 the scheme of things.

7 I believe that as we get further into this,
8 not only knowing the final costs here but also on
9 the construction side, but on the land acquisition
10 side of this money, too, that there's going to be
11 even better ways to phase this that won't
12 necessarily involve us needing to borrow even
13 this -- even the 2.5 that's allocated here. I
14 think we're looking at probably significantly less
15 than that. But I'm not that far yet, so I can't
16 sit up here today and go it's absolutely that's the
17 answer.

18 We -- we looked at the repayment. All that
19 looks like it's well within the normal budget
20 constraints of the Authority. This does not
21 require -- for the record, this does not require
22 any kind of referendum or anything else. These are
23 basically revenue-based kinds of financing. So
24 it's not -- it's not guaranteed by tax money at
25 this point.

1 All we're asking to do is generally say, yeah,
2 we would consider borrowing the money at this
3 point. That's it. It will be subject to a bid
4 among banks relative to rate. We'll get more --
5 more meat on the bone, for lack of better words, as
6 to how this would likely cash flow out so that we
7 know what our actual borrow expectations would be
8 as -- as we go through the next couple of months.
9 Certainly by the time we're into budgeting, all of
10 this should be well vetted and everybody has the
11 same -- same big picture as to how we move forward.

12 The alternative of course was -- as
13 Mr. Brunson brought up earlier, was to dip into
14 reserves and do that. But that's -- you know, my
15 opinion that's a -- that's a nonstarter. We need
16 to maintain a nice margin there.

17 That's actually a plus for borrowing, too, is
18 having, you know, the ability to pay it back with a
19 check if that was exactly what had to happen at
20 some point. We don't anticipate that, of course,
21 but that -- you know, having that kind of financial
22 depth in the bank is certainly a good thing to
23 have.

24 So we believe it makes sense to explore this
25 to a logical conclusion. We'll bring back the

1 details of both the potential financing as --
2 and -- as well as the project phasing and cash flow
3 that's appropriate.

4 MR. COX: Why do you feel like there's a
5 motion needed on this as opposed to consensus?

6 MR. WUELLNER: I don't know. I would defer to
7 Doug as to why. We're not adopting anything --

8 MR. BURNETT: True.

9 MR. WUELLNER: -- in terms of resolution, it's
10 just --

11 MR. BURNETT: Yeah. I guess we -- consensus
12 is sufficient unless there's some dissent in --
13 amongst the board, and then I would say let's get a
14 vote before we move forward. I will say for what
15 it's worth, the airport did this about, I want to
16 say ten years ago --

17 CHAIRMAN GREEN: Uh-huh.

18 MR. COX: Right.

19 MR. BURNETT: -- and so we went through a very
20 similar process in what we'll go through this
21 go-round. And --

22 MR. WUELLNER: In fact, the last time we
23 didn't even actually borrow the money.

24 MR. BURNETT: Yeah.

25 MR. WUELLNER: We went through the motions.

1 MR. COX: This is the point I'd like to --
2 excuse me.

3 CHAIRMAN GREEN: No, that's fine. I was on
4 the board, too.

5 MR. COX: This is the point. You're -- this
6 is an exploratory --

7 MR. WUELLNER: Step.

8 MR. COX: -- item right now to say, "Hey,
9 guys, we agree with you. You can go explore
10 getting this amount of money up to that amount."
11 And it may be not -- may not even take it. So it's
12 just right now you're going to go out and talk with
13 people to see what is going to be the best deal as
14 far as that.

15 MR. WUELLNER: Correct. And -- and, you know,
16 you're not really borrowing money until you borrow
17 money --

18 MR. COX: Right.

19 MR. WUELLNER: -- at that point.

20 MR. COX: Which, for everybody's benefit, you
21 would bring back to the board --

22 MR. WUELLNER: Absolutely.

23 MR. COX: -- and say, "Here's what we want you
24 guys to sign --"

25 MR. WUELLNER: Right. I do not have that

1 singular authority.

2 MR. COX: I know. I understand that. I'm
3 saying that for the benefit of --

4 MR. WUELLNER: Understood.

5 MR. COX: I guess I'm used to another board,
6 that's why.

7 MR. BURNETT: And if I could just --

8 MR. WUELLNER: Fair enough.

9 MR. BURNETT: Well, and just to add to that --

10 MR. BRUNSON: If I may?

11 CHAIRMAN GREEN: Go ahead.

12 MR. BRUNSON: What I like what you said is
13 that if we can keep this in the restraints of the
14 budget and bringing it back, because I really
15 believe if we start dipping into reserves, that
16 we're fringing on maybe going back on the tax roll.

17 MR. WUELLNER: Agreed. I mean, I think it
18 sends a terrible message.

19 MR. BRUNSON: I do, too. So if we can make
20 good business decisions with capital expenditures,
21 that what we need to do.

22 MR. WUELLNER: Absolutely.

23 CHAIRMAN GREEN: Ed also -- when you're
24 exploring, I'd also ask you to look at how
25 dependent we are on the commercial service. If we

1 lost some --

2 MR. WUELLNER: Correct.

3 CHAIRMAN GREEN: -- gain some, obviously
4 that's on the plus side. But if we lost some, what
5 impact that has on what we're looking at here.

6 MR. WUELLNER: And in fact that is a big
7 component of how we're trying to structure this, is
8 I don't -- I don't want to have it relying on
9 commercial service as the -- the payment vessel for
10 this.

11 If anything, it's the other way around; the
12 more success in commercial service we have to a
13 point -- I mean, we're not trying to be huge
14 airport, but to a point, that puts so much more
15 general revenues at our disposal that literally
16 this could be a very short.

17 And -- and the way we're trying to structure
18 this as we go forward is that we can prepay or
19 pay -- prepay any time we want, just as long as
20 it's on the payment schedule, but we can pay at any
21 available point there and get the debt off the
22 shoulder. So it's not something we have to stretch
23 out or we're going to be required to stretch out
24 over ten or however many years.

25 CHAIRMAN GREEN: And I understand that part.

1 That sounds great, prepaying and getting it out of
2 the way.

3 MR. WUELLNER: Yeah.

4 CHAIRMAN GREEN: My concern is if we lose
5 Frontier or something --

6 MR. WUELLNER: Sure.

7 CHAIRMAN GREEN: -- you know, how far does
8 that put us behind or not? Maybe the way we
9 structure it, we're okay. So when you come back, I
10 would kind of --

11 MR. WUELLNER: Very good.

12 CHAIRMAN GREEN: -- like to know what that is.

13 MR. WUELLNER: Good question.

14 CHAIRMAN GREEN: Any other board discussion?

15 (None.)

16 MR. MARTINELLI: Yes.

17 CHAIRMAN GREEN: I knew it. Mr. Martinelli,
18 public discussion.

19 MR. MAGUIRE: Why don't you just give him a
20 microphone over there.

21 MR. MARTINELLI: Okay. Well, back in the day.

22 MR. BRUNSON: Oh, here we go.

23 MR. WUELLNER: Oh, boy.

24 MR. MAGUIRE: Forget the microphone.

25 MR. MARTINELLI: One of the -- one of the

1 things that I was always involved with when I
2 was -- back in the day when I was working was
3 revolving credit agreements.

4 And revolving credit agreements have an
5 advantage in that right up front you spec out each
6 year what your interest rate's going to be,
7 generally tied to LIBOR, which is London Interbank
8 Offering Rate, or prime rate. And at the end of
9 whatever term you decide not to revolve this thing,
10 you term it out at a percentage rate -- interest
11 rate. So it kind of gives you a sense of certainty
12 as you go forward as to where you're going to sit
13 interest rate-wise and ultimately debt-wise. So I
14 was just wondering if you considered that.

15 MR. WUELLNER: Yes. I -- it's my
16 understanding that revolving is very difficult and
17 not generally done on the government side of
18 things. We're -- we're struggling with finding
19 lenders who are interested in that -- that general
20 idea. So they get creative with the terminology
21 more often than not, and we get sort of the
22 benefits of revolving but it's not revolving.

23 By putting a number out there, we can borrow
24 any or all of it and then that attaches to a rate
25 at the point we do that for the specified terms.

1 like to just move forward exploring the idea of the
2 Airport Authority jumping the last step or so into
3 full-blown FBO operations here.

4 You know, we're in the fuel business. We do
5 many of the same things. We're insured very much
6 the same way now that we're handling Frontier from
7 an insurance standpoint. So there really aren't
8 too many things left that we're not doing as a --
9 as an FBO. And we'd like to look at those things
10 and then build a business plan and see if it still
11 makes any sense.

12 So it's really more saying, hey, we'd like to
13 just go through the process, see what it is.
14 Ultimately it's a -- you know, it's a board
15 decision as to whether we do it or don't, and I
16 would hope that of course is going to be governed
17 by whether it makes sense from a business point of
18 view. So much like we'd anything else around here.

19 CHAIRMAN GREEN: Board discussion?
20 Mr. Maguire?

21 MR. MAGUIRE: A couple of issues here.

22 The ideas he's throwing out all revolve around
23 one issue, you know, and that's trying to develop a
24 more consistent efficient method of operation. And
25 the strategies involved, is what he's really

1 asking, is his -- the strategy of moving forward to
2 evaluate the proper strategy. And I think it is.
3 So -- so I applaud you for coming in with these new
4 ideas. I don't know if an FBO operation is good or
5 bad --

6 MR. WUELLNER: I don't, either.

7 MR. MAGUIRE: -- but I'm not -- but I'm not
8 going to say no obviously because I don't know the
9 answer, and the only way you're going to find out
10 is to do it. So I applaud you for bringing these
11 concepts forward and I think we ought to go ahead
12 and pursue any op -- any potential operation that
13 will make us more efficient, more effective, and
14 more productive.

15 MR. WUELLNER: Thank you.

16 CHAIRMAN GREEN: Any other board discussion?

17 MR. BRUNSON: My only comment is that when I
18 was based in the Gwinnett County -- what was the
19 name of -- Gwinnett Airport, wasn't it, Ed -- and
20 they brought another FBO in there and I said, my
21 God, it will never make it and both of them started
22 flourishing.

23 So, having said that, as long as we're just
24 keeping an open mind because -- then certainly we
25 should explore it. But it -- I would need more --

1 MR. WUELLNER: Sure.

2 MR. BRUNSON: -- more knowledge on it.

3 CHAIRMAN GREEN: Mr. Cox?

4 MR. COX: I've had lengthy discussions with Ed
5 on it. I'm in support of discussions to move
6 forward with it, yeah.

7 CHAIRMAN GREEN: I've had lengthy discussions,
8 also. And also I think I should -- I've been
9 approached and called by the Atlantic Aviation, I
10 don't know his title, Mr. Gross, but -- and he's
11 e-mailed me a couple of times as well. Just to
12 make sure. And I reported everything to Ed and
13 directed him to mostly speak with Ed, not
14 necessarily the board members.

15 I'm all for competition, kind of like what
16 Mr. Brunson was saying. Long before we were
17 approached by Mike Michaels out of Virginia, I
18 believe --

19 MR. WUELLNER: Uh-huh.

20 CHAIRMAN GREEN: -- for looking for
21 competition. So I'm sure you'll keep that into
22 consideration rather than just one accumulating an
23 FBO.

24 Ed, what is our current contract status with
25 Atlantic right now? Is there one? I mean --

1 MR. WUELLNER: Well, they're -- they assumed a
2 lease from --

3 CHAIRMAN GREEN: Right.

4 MR. WUELLNER: -- Galaxy.

5 CHAIRMAN GREEN: From Galaxy.

6 MR. WUELLNER: That lease has, don't hold me
7 to the exact numbers, but approximately 10 years
8 left on the base term and has a 10-year option on
9 it. So you're looking at somewhere in the 19- to
10 20-year time line of total available lease under
11 the existing.

12 CHAIRMAN GREEN: Okay. I guess, again, this
13 is exploratory. We -- I'd need a lot more
14 information of buyouts, numbers, competition,
15 et cetera.

16 MR. WUELLNER: Sure.

17 CHAIRMAN GREEN: Whether it's in our best
18 interest.

19 MR. WUELLNER: Well, I was going to say I
20 think the issue of buyout at least at this point is
21 completely off the table. They've indicated --

22 CHAIRMAN GREEN: Okay.

23 MR. WUELLNER: -- they're not interested in
24 that. So that's -- and that's fine.

25 CHAIRMAN GREEN: Sure.

1 MR. WUELLNER: That's their prerogative.

2 CHAIRMAN GREEN: Okay. Public comment?

3 Reba's rolling her eyes. Are you commenting?

4 Because I know I have --

5 MS. LUDLOW: Yeah. Yes, I am.

6 I am very interested in this, as you can
7 imagine. I'm very interested in how it will affect
8 general aviation, you know, since we're talking we
9 would like to have more hangars to increase
10 revenue -- to increase revenue, to keep us off the
11 tax rolls. Well, I just would like -- I'm very
12 interested and curious and will watch it closely on
13 how this will affect general aviation.

14 MR. WUELLNER: Very good.

15 CHAIRMAN GREEN: Thank you. Yes, sir?

16 MR. SHERBERT: Yeah, I just had a question
17 about namely the first bullet point up there,
18 because it seems that the biggest assumption and
19 what this conversation is predicated on is the idea
20 that the Airport Authority is effectively an FBO
21 now.

22 And that kind of gives me pause because I just
23 wonder how the minimum standards as currently
24 written factor into your concept that the
25 Authority's effectively an FBO now and how you

1 would approach the minimum standards as you explore
2 this.

3 MR. WUELLNER: Well, of course the minimum --
4 minimum operating standards at this point are the
5 governing document for an FBO operation regardless
6 of who has it.

7 I don't see the board or us proposing any
8 changes to the minimum operating standards. So
9 what I would see is finding a way within the
10 business plan development, if that's the direction
11 it goes, to -- to function within our -- our own
12 operating standards and, you know, fully in that
13 capacity.

14 MR. SHERBERT: So I guess based upon my
15 question would then be, how do you come to the
16 point that you're effectively an FBO now when there
17 are so many minimum standards items that you don't
18 come anywhere near compliance with?

19 MR. WUELLNER: Actually, you're --

20 MR. SHERBERT: I'm just curious -- I'm just
21 curious how we got to the Airport Authority's
22 effectively an FBO now.

23 MR. WUELLNER: Well, actually the
24 Airport Authority complies with more of them than
25 you do under your lease currently.

1 CHAIRMAN GREEN: All right. Back to the
2 board. Again, I believe this is a consensus
3 situation.

4 MR. COX: Consent.

5 CHAIRMAN GREEN: Consent from the board?

6 MR. MAGUIRE: Yeah.

7 CHAIRMAN GREEN: Okay. Give you authority to
8 explore.

9 MR. WUELLNER: Thank you. That concludes my
10 items for you at this point. Be happy to deal with
11 general questions --

12 CHAIRMAN GREEN: Yeah.

13 MR. WUELLNER: -- or anything else you might
14 have.

15 PUBLIC COMMENT - GENERAL

16 CHAIRMAN GREEN: All right. Public comment in
17 general? Mr. Martinelli, anything?

18 MR. MARTINELLI: No, not at this point.

19 CHAIRMAN GREEN: Whew. Got that one done.
20 Reba, Ms. Ludlow?

21 MS. LUDLOW: Yes.

22 Bruce, I'm sorry you were late because Jim
23 Grundy did bring up something about SAAPA would
24 like to move forward on building new hangars,
25 things like that. So I want to bring that to your

1 attention. If you have any questions, you know,
2 please let us know.

3 MR. MAGUIRE: Okay. Thank you.

4 CHAIRMAN GREEN: Tony?

5 MR. SHERBERT: Oh, I --

6 CHAIRMAN GREEN: You're set?

7 MR. SHERBERT: Yeah, thank you.

8 CHAIRMAN GREEN: I just have your
9 documentation. And Elliott?

10 MR. MINTZER: Yes. I'd like to thank the
11 Authority for letting me speak for a few minutes.

12 A few months back I came up here and we
13 chatted a little bit about insurance requirements.
14 And I know that the board was going to go back and
15 take a look at them and I haven't seen anything
16 come out of that meeting.

17 One of them being the requirement specifically
18 for other operators than charter. And one of the
19 examples I'd like to put forth to the board, I'm
20 sure you're all aware and have seen the spreadsheet
21 regarding the minimum requirements for insurance.

22 What I am having the hardest time grasping is
23 I take off -- Boomerang Air Charter, who is a
24 charter operator not based here anymore, we take
25 off once and land once a day. The flight school

1 has an operation that lands 50 times and take off
2 50 times a day. The biplane operator conducts
3 multiple biplane rides, but yet those operations
4 are only required to carry a million dollars worth
5 of insurance coverage. The risk as we see it in
6 our world is much greater than it is for an
7 operator that's taking off once and landing once a
8 day.

9 So with that said and the fact that we've
10 grown and expanded, unfortunately we've had to make
11 some changes. And thus we have changed our
12 principal place of operation not to be
13 St. Augustine anymore. It's now officially
14 recorded with the FAA out of Orlando Executive.
15 Which brings up my next point, the harassment that
16 I'm receiving from basically the Airport Authority.

17 I'd like to know if y'all want charter here or
18 not. If you do, great, let's all work together.
19 If not, then let's say we had a great run and part
20 ways. I have done everything that y'all have asked
21 me to do.

22 You asked me to sign an operating agreement.
23 I did that. Then you changed the insurance
24 requirements. I can't afford them. It's three
25 times what I pay now. So I was told if your

1 principal place of operation is not here, you'll
2 operate just like any other charter operator that
3 comes into the FBO. Now I'm being harassed once
4 again that if I do not sign an operating agreement
5 again or if any of the aircraft that I have here
6 are not removed from the field, I will be banned
7 from the airport.

8 Now, according to your definition of base, it
9 refers to aircraft owners. Boomerang Air Charter
10 does not own any aircraft. So I would like the
11 board -- and I'm more than happy to -- Mr. Cox has
12 a copy of the document. I just need to know where
13 y'all stand cause I'd like to continue to do
14 business.

15 Just to give you some fuel numbers. Over the
16 past 12 months, Boomerang Air Charters generated
17 over a hundred thousand dollars in fuel sales.
18 We've done \$65,000 in avgas, over 10,000 gallons.
19 We're more than happy to move. But we just want to
20 know if you want us to stay. If we do, let's work
21 together. Thank you.

22 CHAIRMAN GREEN: Okay. Thank you. Do you
23 want to comment, Ed, or --

24 MR. WUELLNER: Well, I -- first of all,
25 this -- this matter relative to insurance was --

1 CHAIRMAN GREEN: Right.

2 MR. WUELLNER: -- brought back -- just so we
3 clear the first point up, was brought back in
4 December, if my memory's correct, was vetted again
5 by the Authority, and those original insurance --
6 our underwriter recommendations were adopted by
7 this board. So those are -- those have the effect
8 of the policy with which or in which staff's
9 required to operate.

10 So that being said, the Authority prior to
11 that meeting -- and I think you were just on the
12 board --

13 CHAIRMAN GREEN: I was just present, I
14 hadn't --

15 MR. WUELLNER: -- or you weren't even there
16 yet. Elliott approached us about, you know,
17 waiving that entirely. The Authority agreed to
18 allow him to execute an operating agreement at that
19 time that had the at the time existing insurance
20 issues -- or limits there of \$1 million, pending
21 evaluation by risk management and reporting back
22 and the Authority's action that happened again in
23 December.

24 All right. So that being said, the current
25 adopted insurance minimums for his type of

1 activity, that being charter, is \$5 million of
2 liability insurance.

3 The balance of the arguments being made
4 surround the issue of whether an airplane is based
5 here or simply accessing the property in a normal,
6 you know, aviation mentality.

7 The airplane is not here and not operated
8 based here, the airplane simply arrives from
9 somewhere else in the country, drops off a
10 passenger, or is chartered from somewhere else,
11 comes here, picks up a passenger and leaves, but at
12 no time is the airplane based at this airport, in
13 that arrangement, which most charter access this
14 property in that manner, there's no operating
15 required. We are not -- we are not in a sense
16 hanging our shingle open -- or hanging a shingle
17 out and becoming open to the public as a business,
18 a going enterprise on this airport.

19 I think the issue that's been struggled with
20 not internally so much, but externally is how to
21 provide those charter services with airplanes based
22 here and basically sidestep the insurance
23 requirement of \$5 million, and so have both things
24 occur. And frankly, under existing policy, I don't
25 see how you can do that.

1 So, I can understand the frustration. It's --
2 it's not a simple -- a simple thing to understand.
3 In many respects there's some distinctions in
4 moving -- not so much moving parts, but certainly
5 an understanding of what constitutes a based
6 airplane for purposes of his business.

7 So, you know, airplanes that are used in the
8 charter business that are based here are considered
9 a part of their based aircraft. As such, that
10 triggers an operating requirement -- operating
11 agreement requirement with this airport.

12 If the airplanes as Mr -- Elliott has -- has
13 said here, that his certificate and all of that is
14 moved off property, that's certainly his choice.
15 If the airplanes go with him and he operates like
16 anybody else in the charter business can access
17 here freely and without need of an operating
18 agreement, that's his -- that's his prerogative.

19 But if he's here, he's going to comply with
20 the minimum operating standards that the Authority
21 has in place unless you as a board decide to waiver
22 those in some form or fashion. And I'm not aware
23 of any specific request to waive those, but perhaps
24 that's why he flies here --

25 MR. MINTZER: If I may interject, Ed, you're

1 not --

2 CHAIRMAN GREEN: Just briefly --

3 MR. MINTZER: I'm sorry?

4 CHAIRMAN GREEN: Just briefly, sir, because
5 we've had open public comment already.

6 MR. MINTZER: Okay. You're not applying the
7 policies consistent.

8 You have Delta Private Jets that has two jets
9 on the field that are according to your term based
10 here. You have ASI Aviation that has a King Air
11 that's on charter that's based here. Where are
12 their operating agreements? And what about the
13 helicopter operator that's a 135 operator in the
14 lobby at Atlantic that's based here?

15 MR. WUELLNER: He has a lease and an operating
16 agreement with us, the helicopter does. And
17 there's a distinction between the other operators
18 that you bring forward. And the distinction is
19 this: They are not in business on the airport as
20 charter operators. They are based aircraft here
21 that are operated exclusively out of here under
22 Part 91, not Part 135 such as you are.

23 CHAIRMAN GREEN: Okay. I think we've had the
24 public comment, everybody. I'm going to move it
25 now to board comments. Mr. Maguire? Not on -- not

1 on any issue. This is just closing, so...

2 MR. MAGUIRE: Oh, closing?

3 CHAIRMAN GREEN: Yeah.

4 MEMBER COMMENTS & REPORTS

5 MR. MAGUIRE: Thanks for the telephone call.

6 I completely overlooked the time factor --

7 CHAIRMAN GREEN: Thank Cindy.

8 MR. MAGUIRE: -- so thank you very much for
9 calling.

10 MR. WUELLNER: Cindy.

11 MR. MAGUIRE: I had my frustrations with
12 county bureaucracy trying to get some permits. I'm
13 glad we don't operate that way. So I wish the
14 chairman of the county commission were here to hear
15 that. So -- but thank you for the phone call.

16 I would like, though -- the -- the way we do
17 meetings is messing me up. I'm just as -- as busy
18 as everybody here, but to me a more structured
19 meeting schedule is easier for me to follow than
20 calling up and saying, "Are you available? We're
21 not going to meet this month, let's meet next
22 month." I would like to see a structured meeting
23 schedule that I can plug in and make myself adhere
24 to.

25 MR. COX: We usually have that.

1 CHAIRMAN GREEN: Yeah. This has been unusual.

2 MR. MAGUIRE: All right.

3 CHAIRMAN GREEN: Yeah.

4 MR. MAGUIRE: That's all.

5 CHAIRMAN GREEN: Okay. Mr. Youman's not here.

6 Mr. Brunson?

7 MR. BRUNSON: I have nothing else.

8 CHAIRMAN GREEN: Okay. Mr. Cox?

9 MR. COX: No comment.

10 CHAIRMAN GREEN: I would just like to find
11 out, I'm not on a -- maybe there's not an e-mail or
12 whatever for the Aerospace Academy. I'm kind of
13 reiterating what Mr. Maguire, but I kind of need to
14 know when their meetings are. So if we have that
15 or if I just need to call down to St. Augustine or
16 maybe --

17 MR. WUELLNER: Yeah, that's not our mailing
18 list, but we can make sure you get on it.

19 CHAIRMAN GREEN: Okay. I just to make sure so
20 I get mark it. Okay. Next meeting.

21 MR. COX: December.

22 MR. MAGUIRE: That's structured.

23 CHAIRMAN GREEN: It's currently slated for
24 June 15th at 4:00. Mr. Wuellner, do we need
25 something in May or -- I mean, end of May -- I mean

1 something before June 15?

2 MR. WUELLNER: No. June 15 should be
3 sufficient for our purposes.

4 MR. COX: Yeah, really. We just did like 18
5 consensus items. We don't need a meeting at the
6 end of May.

7 CHAIRMAN GREEN: Just checking. So then we'll
8 stick to our schedule.

9 MR. MAGUIRE: Okay.

10 CHAIRMAN GREEN: And it's Monday, June 15th at
11 4 p.m. Right?

12 MR. BRUNSON: That's the third --

13 MR. WUELLNER: Yes.

14 CHAIRMAN GREEN: Third, uh-huh.

15 MR. BRUNSON: That's perfect. I've got to go
16 now to one now.

17 CHAIRMAN GREEN: Well, I think that's the end
18 of business, so we'll adjourn.

19 (Meeting adjourned at 5:34 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 18th day of May, 2015.

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

\$	3	Academy [4] 4/12 4/25 15/14 85/12
\$1 [2] 43/4 80/20	30 [2] 6/13 13/23	accept [2] 22/3 24/11
\$1000 [1] 15/13	300 [1] 4/14	accepting [1] 29/11
\$11 [1] 6/20	31 [2] 18/9 20/7	access [5] 17/8 17/16 37/17 81/13 82/16
\$135,920 [2] 20/19 22/3	312 [1] 40/2	accessing [1] 81/5
\$185,000 [1] 27/11	313 [7] 31/7 32/22 39/6 39/23 39/25 40/9	accomplished [2] 21/24 24/2
\$2000 [2] 15/20 15/23	40/14	according [2] 79/8 83/9
\$3 [2] 35/21 36/10	319 [1] 50/18	accounts [1] 4/14
\$5 [2] 81/1 81/23	319s [4] 49/7 49/7 50/18 50/19	accumulates [1] 33/20
\$500,000 [2] 12/10 12/11	32 [1] 6/14	accumulating [1] 71/22
\$65,000 [1] 79/18	32080 [1] 1/17	acquired [2] 30/1 30/2
	32084 [1] 1/23	acquiring [1] 68/23
	33,000 [1] 6/14	acquisition [5] 2/10 29/17 29/19 59/15 60/9
'11 [1] 29/25	370 [2] 26/16 27/19	acre [1] 31/9
0	4	acres [3] 33/21 35/21 36/14
01 [2] 2/9 27/11	40 [1] 13/23	across [2] 8/9 17/14
0570 [1] 1/24	40,000 [1] 6/10	action [6] 2/9 13/24 18/2 19/22 55/7 80/22
1	45 [1] 2/10	activities [1] 8/24
1,799 [1] 6/17	46 [2] 15/8 28/2	activity [2] 25/9 81/1
1.5 [1] 36/11	4730 [1] 1/4	actual [2] 26/3 61/7
10 [3] 2/7 14/17 72/7	4:00 [1] 85/24	actually [10] 17/12 20/4 34/7 49/2 51/24
10,000 [1] 79/18	4:07 [1] 1/7	54/16 61/17 62/23 74/19 74/23
10,828 [1] 7/9	4H [1] 16/8	add [2] 50/23 64/9
10-year [1] 72/8	5	addition [1] 20/12
100 [1] 7/7	50 [3] 22/18 78/1 78/2	additional [5] 4/1 25/17 37/24 50/24 54/9
11 [3] 1/6 6/23 9/11	50,000 [1] 7/5	adds [1] 53/13
11,634 [1] 7/10	50/50 [1] 22/18	adhere [1] 84/23
11th [1] 4/11	500 [3] 33/21 35/20 36/13	adjourn [1] 86/18
12 [2] 13/3 79/16	500-acre [1] 31/9	adjourned [1] 86/19
120 [1] 49/2	509 [1] 1/17	ADJOURNMENT [1] 2/14
120s [1] 9/12	59 [1] 2/11	adjunct [1] 15/6
121 [1] 9/14	5:34 [2] 1/7 86/19	adopt [1] 26/6 adopted
125 [1] 13/19	6	[2] 80/6 80/25
13,400 [1] 50/9	60 [1] 54/24	adopting [1] 62/7
13/31 [2] 18/9 20/7	60-day [1] 54/12	advantage [2] 52/25 67/5
130 [1] 5/7	68 [1] 2/11	advantages [1] 59/25
135 [2] 83/13 83/22	7	Aeronautics [1] 21/21
139 [3] 21/6 23/12 23/21	70 [1] 13/20	Aerospace [4] 4/12 4/25 15/14 85/12
139s [1] 50/17	76 [1] 2/12	Aerospace Academy [4] 4/12 4/25 15/14
140,000 [1] 7/15	8	85/12
140s [1] 7/14	825-0570 [1] 1/24	affect [2] 73/7 73/13
15 [3] 11/19 86/1 86/2	84 [1] 2/13	affected [1] 34/19
1510 [1] 1/23	86 [1] 2/14	afford [1] 78/24
15th [2] 85/24 86/10	87 [1] 2/15	affording [1] 52/2
16 [4] 14/19 40/1 40/9 40/15	9	after [2] 18/23 41/22
160 [1] 7/11	90 [3] 22/19 22/19 52/10	again [14] 5/2 13/22 19/5 22/18 26/12 57/12
16th [1] 16/8	9000 [1] 50/4	57/13 59/12 72/12 76/2 79/4 79/5 80/4 80/22
17 [1] 11/16	904 [1] 1/24	against [2] 55/7 56/18
18 [2] 2/9 86/4	91 [1] 83/22	agenda [6] 2/5 3/24 3/25 18/1 19/25 44/1
185 [2] 26/18 26/20	9th [1] 15/12	agenda's [1] 4/5
18th [1] 87/10	A	ago [5] 21/15 26/25 40/19 45/23 62/16
19 [1] 72/9	A.A.E [1] 1/18	agree [3] 56/3 63/9 68/11
1st [1] 11/25	ability [1] 61/18	agreed [4] 31/3 64/17 75/14 80/17
2	able [11] 5/9 9/24 27/7 33/3 34/16 36/6 37/3	agreement [7] 42/1 78/22 79/4 80/18 82/11
2.5 [1] 60/13	47/8 48/2 48/5 48/7	82/18 83/16
20-year [1] 72/10	about [50] 4/21 6/11 6/13 7/11 9/21 10/5	agreements [3] 67/3 67/4 83/12
2005 [1] 14/1	10/11 10/22 11/19 12/5 12/10 12/11 12/24	ahead [6] 15/5 19/20 26/6 48/7 64/11 70/11
2010 [2] 29/25 31/11	13/1 13/18 15/24 16/12 21/2 25/14 26/24	air [8] 5/20 5/22 21/19 51/18 77/23 79/9
2015 [4] 1/6 11/24 24/23 87/10	30/25 33/17 33/21 35/20 35/21 38/12 43/24	79/16 83/10
2015-01 [2] 2/9 27/11	44/13 45/23 49/18 49/18 50/4 50/8 50/19	Airbus [1] 49/7
2015-1 [2] 26/7 29/5	52/10 54/12 54/24 54/24 55/16 56/15 59/10	aircraft [7] 5/5 5/7 79/5 79/9 79/10 82/9
207 [2] 40/2 40/9	59/13 59/18 62/15 68/22 73/17 76/23 77/13	83/20
20th [1] 41/19	80/16 83/12	Airfield [2] 20/18 22/3
22 [1] 14/13	absolute [1] 5/15	airline [9] 2/10 7/5 8/11 8/17 9/4 9/16 45/20
222,000 [1] 6/12	absolutely [8] 6/2 10/7 17/15 53/6 58/11	46/1 58/4
230 [1] 50/19	60/16 63/22 64/22	airlines [2] 56/25 57/22
24 [1] 2/9		airplane [9] 6/19 9/23 17/17 49/3 81/4 81/7
26,000 [1] 7/3		81/8 81/12 82/6
260 [1] 50/20		airplanes [9] 8/7 17/13 48/25 49/9 51/14
29 [1] 2/10		81/21 82/7 82/12 82/15
		airport [43] 1/1 1/17 3/3 11/11 11/13 11/23
		12/5 12/20 12/24 21/7 25/22 30/22 33/23
		34/4 34/14 34/17 36/12 37/7 37/22 37/25

<p>A</p> <p>airport... [23] 38/5 42/7 44/16 44/16 44/18 44/22 46/6 51/8 54/3 62/15 65/14 68/24 69/2 70/19 73/20 74/21 74/24 78/16 79/7 81/12 81/18 82/11 83/19</p> <p>Airport Authority [11] 25/22 37/25 44/16 44/18 44/22 46/6 54/3 69/2 73/20 74/24 78/16</p> <p>Airport Authority's [3] 36/12 37/22 74/21</p> <p>airport's [1] 21/3</p> <p>airports [2] 6/22 54/16</p> <p>all [63] 3/2 4/14 5/2 5/3 6/3 7/8 9/9 11/3 11/5 11/11 13/1 13/15 15/21 24/9 24/18 27/23 28/14 29/11 31/8 31/10 31/10 32/16 33/21 35/7 35/10 36/5 38/25 39/25 40/5 42/21 44/19 44/20 45/4 45/21 47/22 48/11 48/16 50/2 50/11 52/1 53/8 55/13 56/3 56/4 56/11 57/10 59/9 59/12 60/18 61/1 61/9 67/24 69/22 71/15 76/1 76/16 77/20 78/18 79/24 80/24 82/13 85/2 85/4</p> <p>ALLEGIANCE [3] 2/3 3/4 3/5</p> <p>allocated [2] 40/12 60/13</p> <p>allow [5] 12/21 35/18 35/25 51/3 80/18</p> <p>allowed [1] 36/4</p> <p>alluded [2] 46/13 57/4</p> <p>almost [6] 9/5 17/3 32/17 40/11 50/11 56/16</p> <p>alone [2] 7/2 18/15</p> <p>along [3] 33/7 39/4 40/1</p> <p>already [11] 23/6 23/17 23/23 25/20 34/4 36/7 43/9 75/1 75/2 75/3 83/5</p> <p>also [17] 1/15 5/8 6/15 8/11 12/22 17/12 20/6 20/6 30/22 44/23 51/17 60/8 64/23 64/24 68/2 71/8 71/8</p> <p>alternative [1] 61/12</p> <p>always [6] 4/15 14/15 56/5 56/9 56/24 67/1</p> <p>am [3] 73/5 73/6 77/22</p> <p>ambitious [1] 54/5</p> <p>amenities [1] 53/9</p> <p>among [1] 61/4</p> <p>amongst [1] 62/13</p> <p>amount [3] 20/19 63/10 63/10</p> <p>Analysis [2] 2/11 68/18</p> <p>Anastasia [1] 1/17</p> <p>angled [1] 49/12</p> <p>anniversary [1] 12/1</p> <p>annual [2] 4/11 23/21</p> <p>anomaly [1] 19/6</p> <p>another [7] 6/13 12/19 12/20 13/3 17/7 64/5 70/20</p> <p>answer [2] 60/17 70/9</p> <p>anticipate [1] 61/20</p> <p>any [40] 3/8 3/9 4/1 16/11 20/10 22/8 24/4 26/8 27/24 28/24 29/8 34/8 34/19 41/7 44/6 45/1 49/10 57/21 57/24 58/4 60/22 65/19 65/20 66/14 67/24 68/6 68/24 69/11 70/12 70/12 70/16 74/7 75/6 75/23 77/1 79/2 79/5 79/10 82/23 84/1</p> <p>anybody [5] 4/1 42/5 55/12 58/1782/16</p> <p>anybody's [1] 12/14</p> <p>anymore [2] 77/24 78/13</p> <p>anyone [2] 11/1 11/2</p> <p>anything [15] 16/5 16/17 19/16 27/10 35/24 48/19 49/10 49/18 60/22 62/7 65/11 69/18 76/13 76/17 77/15</p> <p>anyway [5] 19/21 32/16 41/18 48/24 57/20</p> <p>anywhere [1] 74/18</p> <p>apiece [1] 49/19</p> <p>apparent [1] 20/23</p> <p>Apparently [1] 21/18</p> <p>appear [1] 20/22</p> <p>appears [1] 5/19</p> <p>applaud [2] 70/3 70/10</p>	<p>applicant [1] 16/3</p> <p>application [2] 25/19 26/2</p> <p>applied [1] 21/9</p> <p>applying [1] 83/6</p> <p>appraisal [1] 35/22</p> <p>appraisals [1] 35/23</p> <p>appreciate [5] 11/8 13/1 13/4 14/23 75/15</p> <p>approach [5] 18/8 18/21 19/1 74/1 75/16</p> <p>approached [4] 68/22 71/9 71/17 80/16</p> <p>appropriate [3] 42/22 54/3 62/3</p> <p>approval [6] 2/5 3/24 12/18 39/21 48/11 54/3</p> <p>approve [2] 3/22 29/4</p> <p>approved [5] 3/12 3/13 4/6 30/17 45/24</p> <p>approximately [6] 6/10 29/25 30/20 36/11 43/2 72/7</p> <p>April [3] 4/11 6/19 7/10</p> <p>apron [1] 8/9</p> <p>are [69] 3/12 5/19 6/8 6/23 9/7 9/13 9/13 10/9 13/20 14/3 15/18 16/21 16/23 18/15 19/1 19/12 20/25 21/9 21/11 25/1 27/1 27/8 28/5 31/13 32/20 33/1 33/2 33/16 36/6 37/19 42/2 42/25 46/11 47/24 47/24 48/13 48/18 48/19 49/6 51/9 51/11 51/18 52/7 54/6 57/21 60/22 64/25 67/19 73/3 74/4 74/17 75/6 75/13 78/4 79/6 80/7 81/15 81/15 82/7 82/8 82/8 83/9 83/11 83/19 83/20 83/21 83/22 84/20 85/14</p> <p>area [23] 4/22 11/6 14/3 25/4 25/6 25/17 34/1 34/18 35/8 37/13 37/20 38/1 44/15 49/11 50/20 51/2 51/17 51/18 51/20 51/25 52/16 52/17 53/13</p> <p>areas [2] 50/14 51/19</p> <p>aren't [1] 69/7</p> <p>ARFF [1] 17/5</p> <p>arguably [1] 43/4</p> <p>arguments [1] 81/3</p> <p>around [9] 40/6 47/12 47/16 49/23 50/6 50/8 65/11 69/18 69/22</p> <p>arrangement [1] 81/13</p> <p>arrives [2] 51/25 81/8</p> <p>as [91]</p> <p>ASI [1] 83/10</p> <p>ask [7] 4/22 10/21 13/21 43/24 46/18 48/5 64/24</p> <p>asked [5] 7/23 46/18 55/2 78/20 78/22</p> <p>asking [3] 20/16 61/1 70/1</p> <p>Association [1] 21/20</p> <p>assumed [1] 72/1</p> <p>assuming [2] 26/3 26/21</p> <p>assumption [1] 73/18</p> <p>assured [1] 34/24</p> <p>at-grade [2] 31/5 39/22</p> <p>ATC [1] 6/4</p> <p>Atlantic [6] 8/6 11/4 11/6 71/9 71/25 83/14</p> <p>attached [1] 26/13</p> <p>attaches [1] 67/24</p> <p>attachment [2] 25/21 26/9</p> <p>attention [1] 77/1</p> <p>Attorney [1] 1/17</p> <p>augment [1] 9/12</p> <p>August [1] 5/25</p> <p>AUGUSTINE [12] 1/1 1/5 1/17 1/22 1/23 3/3 4/12 4/13 9/21 15/14 78/13 85/15</p> <p>authority [35] 1/1 1/17 2/11 2/13 2/1 22/24 25/22 34/4 35/16 37/25 38/3 38/5 44/16 44/18 44/22 45/18 45/24 46/6 48/10 54/3 55/25 59/3 60/20 64/1 68/18 69/2 73/20 74/24 76/7 77/11 78/16 80/5 80/10 80/17 82/20</p> <p>Authority's [6] 35/13 36/12 37/22 73/25 74/21 80/22</p> <p>authorize [1] 22/5</p> <p>authorized [1] 87/7</p>	<p>automated [1] 51/6</p> <p>automatically [1] 24/1</p> <p>availability [1] 50/17</p> <p>available [9] 17/9 22/4 46/22 48/1 48/25 50/20 65/21 72/10 84/20</p> <p>avenue [1] 56/18</p> <p>avgas [3] 6/10 6/14 79/18</p> <p>aviation [9] 8/18 25/12 36/25 37/1 71/9 73/8 73/13 81/6 83/10</p> <p>avigation [2] 35/4 35/8</p> <p>award [5] 20/16 22/1 22/1 22/2 26/1</p> <p>awarded [2] 20/24 22/7</p> <p>awarding [1] 20/16</p> <p>awards [1] 18/13</p> <p>aware [2] 77/20 82/22</p> <p>away [4] 8/15 8/25 15/12 35/6</p> <p>Aye [7] 24/19 24/20 24/21 29/13 29/14 29/15 29/16</p> <p>B</p> <p>back [41] 4/10 8/1 10/16 12/8 12/23 19/14 19/24 19/24 20/5 22/16 27/6 29/25 32/21 40/16 42/21 43/15 47/21 49/8 49/12 50/25 51/3 51/5 52/18 54/2 57/12 58/19 61/18 61/25 63/21 64/14 64/16 66/9 66/21 67/2 68/8 76/1 77/12 77/14 80/2 80/3 80/21</p> <p>backs [2] 48/10 51/12</p> <p>bad [1] 70/5</p> <p>bag [5] 51/2 51/7 51/20 51/24 52/3</p> <p>bags [3] 51/9 51/15 51/23</p> <p>balance [4] 18/22 36/12 43/24 81/3</p> <p>bank [7] 2/11 49/24 59/8 59/18 59/20 60/1 61/22</p> <p>bankrupt [1] 55/6</p> <p>banks [1] 61/4</p> <p>banned [1] 79/6</p> <p>barge [1] 25/9</p> <p>barge-related [1] 25/9</p> <p>base [4] 37/24 72/8 75/4 79/8</p> <p>based [15] 60/23 70/18 74/14 77/24 81/4 81/8 81/12 81/21 82/5 82/8 82/9 83/9 83/11 83/14 83/20</p> <p>basic [2] 31/12 49/25</p> <p>basically [7] 30/3 47/20 49/16 57/18 60/23 78/16 81/22</p> <p>basin [2] 25/4 25/16</p> <p>be [107]</p> <p>beans [1] 9/9</p> <p>BEASON [3] 1/22 87/6 87/12</p> <p>beating [1] 47/2</p> <p>beauty [1] 49/13</p> <p>because [23] 8/1 9/19 15/7 16/10 19/17 21/14 28/12 28/15 43/9 44/14 44/24 50/7 53/6 54/8 55/10 64/14 70/8 70/24 73/4 73/18 73/22 76/22 83/4</p> <p>become [2] 18/18 22/4</p> <p>becoming [1] 81/17</p> <p>been [21] 6/1 6/23 12/8 12/16 14/9 17/22 21/7 29/20 29/21 29/23 30/10 30/14 32/16 37/11 42/5 42/8 49/22 71/8 75/9 81/19 85/1</p> <p>before [9] 3/25 7/9 20/11 54/9 55/3 58/1 62/14 71/16 86/1</p> <p>beginning [1] 5/24</p> <p>behind [3] 16/21 17/20 66/8</p> <p>being [19] 8/19 9/24 11/12 20/15 21/9 21/13 23/25 32/22 32/24 33/25 47/9 49/4 51/9 77/17 79/3 80/10 80/24 81/1 81/3</p> <p>belief [1] 33/2</p> <p>believe [10] 7/17 25/14 34/24 37/21 38/3 60/7 61/24 64/15 71/18 76/2</p> <p>belong [1] 34/17</p> <p>beneath [2] 31/18 31/21</p> <p>beneficiary [1] 42/3</p>
---	---	--

<p>B</p> <p>benefit [6] 19/15 44/22 46/5 63/20 64/3 68/3</p> <p>benefits [1] 67/22</p> <p>Bennett [1] 11/1</p> <p>besides [1] 42/7</p> <p>best [3] 55/25 63/13 72/17</p> <p>better [6] 14/11 27/21 47/4 56/22 60/11 61/5</p> <p>between [12] 4/24 6/4 7/12 11/20 12/11 40/9 40/14 40/15 42/1 56/6 57/6 83/17</p> <p>beyond [1] 49/19</p> <p>bid [9] 18/7 19/8 19/9 19/24 20/1 20/3 20/11 20/17 61/3</p> <p>bidder [2] 20/14 20/23</p> <p>bidders [2] 19/12 20/12</p> <p>bidding [3] 18/10 18/17 19/21</p> <p>bids [6] 18/19 18/20 18/22 18/24 20/21 22/17</p> <p>big [5] 17/2 27/9 31/3 61/11 65/6</p> <p>bigger [2] 49/5 49/6</p> <p>biggest [1] 73/18</p> <p>biplane [2] 78/2 78/3</p> <p>bit [3] 8/21 32/4 77/13</p> <p>blah [3] 48/17 48/18 48/18</p> <p>blend [1] 18/12</p> <p>blew [1] 8/25</p> <p>blown [2] 9/16 69/3</p> <p>blurred [1] 4/17</p> <p>board [37] 1/9 1/12 12/5 22/8 24/4 26/8 27/24 29/3 35/1 35/2 36/19 44/6 45/4 45/14 55/12 58/19 62/13 63/4 63/21 64/5 66/14 68/9 68/14 69/14 69/19 70/16 71/14 74/7 76/2 76/5 77/14 77/19 79/11 80/7 80/12 82/21 83/25</p> <p>boarding [1] 49/13</p> <p>bodes [1] 57/19</p> <p>bonds [1] 59/19</p> <p>bone [1] 61/5</p> <p>Boomerang [3] 77/23 79/9 79/16</p> <p>Border [1] 12/22</p> <p>borne [1] 19/15</p> <p>borrow [9] 2/11 59/8 59/20 59/21 60/12 61/7 62/23 63/16 67/23</p> <p>borrowed [1] 24/3</p> <p>borrowing [5] 59/14 59/24 61/2 61/17 63/16</p> <p>both [9] 5/6 13/19 18/9 18/14 20/25 53/14 62/1 70/21 81/23</p> <p>bottom [3] 32/5 32/7 32/11</p> <p>Boulevard [2] 1/17 1/23</p> <p>boundary [1] 32/13</p> <p>bow [1] 52/15</p> <p>boy [1] 66/23</p> <p>brand [1] 21/10</p> <p>break [1] 49/24</p> <p>bridging [1] 6/3</p> <p>briefly [2] 83/2 83/4</p> <p>bring [12] 4/8 6/7 21/16 22/16 42/20 51/23 57/12 61/25 63/21 76/23 76/25 83/18</p> <p>bringing [3] 59/25 64/14 70/10</p> <p>brings [1] 78/15</p> <p>broke [1] 14/17</p> <p>brought [5] 21/12 61/13 70/20 80/2 80/3</p> <p>BRUCE [2] 1/11 76/22</p> <p>BRUNSON [6] 1/11 36/21 55/15 61/13 71/16 85/6</p> <p>budget [6] 48/3 48/12 53/24 55/20 60/19 64/14</p> <p>budgeting [1] 61/9</p> <p>budgets [1] 46/20</p> <p>build [8] 14/20 37/3 39/22 40/9 47/11 48/8 54/1 69/10</p> <p>building [19] 16/23 46/16 47/12 47/12 47/14 47/17 47/20 50/3 50/4 50/6 50/6 51/22 52/7 52/9 52/22 53/6 53/7 75/19 76/24</p>	<p>buildings [1] 55/20</p> <p>built [4] 39/7 46/11 46/14 55/3</p> <p>bullet [1] 73/17</p> <p>bunch [1] 35/22</p> <p>bundled [1] 18/10</p> <p>Bureau [1] 9/2</p> <p>bureaucracy [1] 84/12</p> <p>BURNETT [4] 1/16 16/17 16/21 17/20</p> <p>bus [1] 5/9</p> <p>business [23] 2/7 2/8 10/24 12/6 30/6 36/1 36/17 42/21 43/19 47/22 54/17 64/20 69/4 69/10 69/17 74/10 79/14 81/17 82/6 82/8 82/16 83/19 86/18</p> <p>businesses [1] 37/8</p> <p>busy [4] 7/22 8/4 17/22 84/17</p> <p>buy [2] 35/24 36/5</p> <p>buyout [1] 72/20</p> <p>buyouts [1] 72/14</p> <p>Buzz [1] 15/16</p>	<p>83/20</p> <p>chartered [1] 81/10</p> <p>Charters [1] 79/16</p> <p>chatted [1] 77/13</p> <p>check [1] 61/19</p> <p>checked [1] 51/9</p> <p>checking [1] 86/7</p> <p>Cheyenne [1] 15/21</p> <p>choice [2] 13/13 82/14</p> <p>choose [2] 9/18 56/2</p> <p>Christ [1] 16/10</p> <p>chunks [1] 30/12</p> <p>Cindy [3] 13/19 84/7 84/10</p> <p>Civil [1] 21/21</p> <p>claim [1] 51/20</p> <p>classification [1] 30/25</p> <p>clean [3] 41/10 41/12 41/20</p> <p>clear [2] 51/15 80/3</p> <p>close [1] 33/4</p> <p>closely [1] 73/12</p> <p>closer [1] 35/17</p> <p>closing [2] 84/1 84/2</p> <p>Club [1] 4/20</p> <p>Coast [2] 30/2 37/15</p> <p>code [1] 60/1</p> <p>Cola [1] 1/4</p> <p>collect [1] 15/18</p> <p>collectible [1] 5/1</p> <p>combine [1] 34/2</p> <p>combined [1] 21/2</p> <p>come [14] 4/22 8/23 12/21 30/13 33/17 33/21 46/23 47/4 47/16 54/2 66/9 74/15 74/18 77/16</p> <p>comes [6] 21/3 41/10 48/10 51/4 79/3 81/11</p> <p>coming [4] 9/7 40/16 46/11 70/3</p> <p>comment [30] 2/12 10/11 22/8 24/5 24/7 24/10 24/16 26/8 27/24 28/1 28/24 29/2 29/8 36/19 44/7 44/9 44/10 45/2 58/12 58/16 68/6 70/17 73/2 75/24 76/15 76/16 79/23 83/5 83/24 85/9</p> <p>commenting [1] 73/3</p> <p>comments [3] 2/13 83/25 84/4</p> <p>commercial [3] 64/25 65/9 65/12</p> <p>commission [2] 11/1 84/14</p> <p>commitment [3] 12/5 26/22 36/12</p> <p>committed [1] 39/21</p> <p>committing [1] 25/23</p> <p>common [1] 41/5</p> <p>community [4] 5/17 8/25 9/4 12/7</p> <p>companies [1] 30/4</p> <p>company [6] 20/8 20/9 30/10 39/11 46/14 55/3</p> <p>competition [3] 71/15 71/21 72/14</p> <p>complete [3] 23/8 47/13 49/11</p> <p>completely [4] 55/5 58/3 72/21 84/6</p> <p>completion [1] 23/9</p> <p>compliance [1] 74/18</p> <p>complies [1] 74/24</p> <p>comply [2] 75/19 82/19</p> <p>component [3] 26/23 26/24 65/7</p> <p>compromise [1] 56/4</p> <p>concept [3] 35/25 53/16 73/24</p> <p>concepts [3] 46/25 48/4 70/11</p> <p>conceptual [1] 48/18</p> <p>concern [2] 56/23 66/4</p> <p>concerned [2] 13/18 68/10</p> <p>concerning [1] 13/16</p> <p>concludes [2] 10/19 76/9</p> <p>conclusion [2] 43/19 61/25</p> <p>conditionally [1] 22/2</p> <p>conditioned [1] 51/19</p> <p>conditions [1] 27/1</p> <p>conducts [1] 78/2</p>
	<p>C</p> <p>C-130 [1] 5/7</p> <p>call [6] 3/2 13/21 14/6 84/5 84/15 85/15</p> <p>called [5] 14/12 14/14 30/23 38/8 71/9</p> <p>calling [2] 84/9 84/20</p> <p>came [8] 4/21 5/9 10/12 15/20 21/6 31/1 46/25 77/12</p> <p>can [32] 13/6 13/7 13/12 14/8 14/25 20/12 24/2 34/5 36/5 43/2 44/14 44/23 49/14 49/15 50/1 50/18 50/25 51/6 55/7 57/16 63/9 64/13 64/19 65/18 65/20 67/23 73/6 81/25 82/1 82/16 84/23 85/18</p> <p>can't [4] 41/12 54/18 60/15 78/24</p> <p>canopy [1] 52/16</p> <p>capable [1] 58/3</p> <p>capacity [1] 74/13</p> <p>capital [5] 12/11 28/20 56/5 59/24 64/20</p> <p>car [1] 6/17</p> <p>care [5] 9/3 9/4 21/17 43/4 43/9</p> <p>CARL [3] 1/13 29/22 29/23</p> <p>carpets [1] 53/10</p> <p>carrier [2] 9/17 57/25</p> <p>carry [2] 51/8 78/4</p> <p>carry-ons [1] 51/8</p> <p>carts [1] 51/24</p> <p>Casa [1] 1/4</p> <p>case [1] 6/17</p> <p>cash [3] 56/6 61/6 62/2</p> <p>Catch [1] 59/6</p> <p>categorically [1] 75/18</p> <p>caught [1] 48/23</p> <p>cause [1] 79/13</p> <p>Center [1] 1/3</p> <p>centerline [1] 34/15</p> <p>certainly [13] 11/17 11/21 12/17 34/22 35/15 41/9 52/3 58/2 61/9 61/22 70/24 82/4 82/14</p> <p>certainty [1] 67/11</p> <p>certificate [4] 2/15 9/14 82/13 87/1</p> <p>certification [1] 21/7</p> <p>certify [1] 87/6</p> <p>cetera [1] 72/15</p> <p>chairman [2] 1/10 84/14</p> <p>challenge [1] 49/11</p> <p>chance [1] 12/14</p> <p>change [1] 21/8</p> <p>changed [4] 21/18 30/5 78/11 78/23</p> <p>changes [7] 3/17 3/18 12/9 12/17 21/23 74/8 78/11</p> <p>characteristics [2] 68/1 68/2</p> <p>charge [1] 16/10</p> <p>Charlotte [1] 8/23</p> <p>charter [14] 37/22 77/18 77/23 77/24 78/17 79/2 79/9 81/1 81/13 81/21 82/8 82/16 83/11</p>	

<p>C</p> <p>Conference [1] 1/3 conjoin [1] 30/16 conjunction [1] 16/8 connected [2] 7/25 30/22 connecting [1] 9/22 connection [2] 8/3 39/25 connects [2] 30/21 40/2 consensus [8] 45/9 45/13 58/20 62/5 62/11 68/9 76/2 86/5 consent [5] 45/10 53/18 68/19 76/4 76/5 consent-type [1] 68/19 consider [4] 15/25 16/2 58/1 61/2 consideration [2] 57/19 71/22 considered [2] 67/14 82/8 considering [2] 15/25 22/11 consistent [3] 37/21 69/24 83/7 constitutes [1] 82/5 constraints [1] 60/20 constructed [1] 32/22 constructing [1] 31/5 construction [10] 26/3 27/2 27/12 31/7 40/11 40/12 47/16 52/24 54/23 60/9 content [1] 18/4 context [1] 29/22 contiguous [2] 33/24 34/6 contingent [2] 20/20 23/1 continue [5] 47/25 57/7 57/8 57/23 79/13 continued [3] 10/6 47/1 47/1 continues [1] 6/20 continuing [1] 46/24 contract [9] 18/14 20/16 20/24 43/20 48/8 48/9 54/1 54/2 71/24 contractor [1] 56/18 contractors [3] 18/12 19/7 53/23 contribute [1] 16/16 contribution [1] 31/6 control [2] 5/20 5/23 convenience [1] 18/16 Convention [1] 9/2 conversation [5] 18/23 18/24 73/19 75/12 75/14 conversations [2] 36/3 37/14 copy [2] 3/8 79/12 Cordova [7] 30/17 31/1 31/10 32/20 34/11 38/25 39/20 Cordova Palms [1] 31/1 corporate [1] 75/10 correct [10] 22/14 23/3 37/5 40/20 41/23 54/22 58/21 63/15 65/2 80/4 Corvette [1] 4/20 Corvettes [1] 5/1 cost [1] 42/14 costs [1] 60/8 could [10] 5/16 9/5 20/9 27/21 34/7 35/17 46/20 46/22 64/7 65/16 counter [1] 50/12 country [1] 81/9 county [10] 1/1 5/13 30/14 30/24 33/1 40/6 70/18 84/12 84/14 87/4 couple [6] 11/9 21/11 45/22 61/8 69/21 71/11 coupled [1] 10/3 course [12] 8/10 11/22 20/20 48/11 54/2 57/1 57/6 57/11 61/12 61/20 69/16 74/3 Court [1] 1/22 courteous [1] 10/15 cover [1] 52/1 coverage [1] 78/5 covered [3] 49/15 51/18 51/25 COX [7] 1/10 22/9 43/24 56/14 71/3 79/11 85/8 CP [2] 87/6 87/12</p>	<p>created [1] 38/20 creative [2] 32/24 67/20 credit [2] 67/3 67/4 Creek [1] 30/21 crew [1] 17/6 critical [3] 24/3 24/3 34/9 crossing [2] 31/6 39/22 crowded [1] 7/19 CRR [3] 1/22 87/6 87/12 cure [1] 23/24 curious [4] 73/12 74/20 74/21 75/16 current [6] 7/16 14/2 44/5 68/22 71/24 80/24 currently [14] 7/7 14/12 14/18 33/8 33/9 40/2 40/7 49/1 50/4 51/9 73/23 74/25 75/7 85/23 customer [2] 49/21 75/4 customers [4] 9/4 14/11 37/17 37/19 Customs [1] 12/22 cycle [1] 23/9</p>	<p>38/11 38/20 38/23 39/1 39/9 39/10 41/6 44/20 74/10 did [26] 3/7 5/14 6/17 8/6 11/12 11/15 13/15 15/10 16/1 18/7 19/8 20/1 20/4 20/6 21/14 23/20 26/23 26/24 38/10 38/14 55/11 62/15 76/23 78/23 86/4 87/7 didn't [5] 16/5 20/10 26/14 32/1 62/23 difference [1] 7/12 different [2] 75/12 75/14 difficult [1] 67/16 digesting [1] 47/25 dip [2] 55/21 61/13 dipping [1] 64/15 direct [1] 57/25 directed [1] 71/13 direction [2] 56/3 74/10 directions [1] 52/14 Director [1] 1/18 director's [3] 2/6 4/7 22/5 discrepancy [1] 23/23 discussed [1] 37/11 discussion [9] 29/9 31/25 55/12 59/10 66/14 66/18 69/19 70/16 75/9 discussions [3] 71/4 71/5 71/7 disjointed [1] 34/1 disposal [1] 65/15 disruption [1] 17/10 dissent [1] 62/12 distance [1] 34/20 distinct [1] 18/13 distinction [3] 41/25 83/17 83/18 distinctions [1] 82/3 District [6] 25/2 25/11 33/9 33/14 33/16 42/2 diversified [1] 37/23 divest [1] 30/10 division [1] 30/9 do [50] 6/6 15/25 20/4 23/4 23/25 24/10 28/6 28/10 33/18 36/4 38/3 38/11 38/24 42/5 42/24 43/14 45/7 45/25 47/5 48/2 48/8 49/20 53/18 54/15 54/16 56/5 56/21 57/11 57/23 61/1 61/14 62/4 63/25 64/19 64/21 67/25 69/4 69/15 70/10 74/15 74/25 78/18 78/21 79/4 79/13 79/20 79/22 81/25 84/16 85/24 document [2] 74/5 79/12 documentation [2] 44/21 77/9 documents [1] 22/6 does [12] 4/1 6/2 33/17 34/2 38/9 52/13 60/20 60/21 66/7 68/13 79/10 83/16 doesn't [2] 32/5 40/8 doing [7] 27/4 30/5 39/21 44/18 49/24 69/8 75/7 dollars [7] 12/19 15/22 27/10 40/12 49/19 78/4 79/17 domain [1] 40/8 don't [31] 3/21 9/15 10/25 11/2 11/8 12/14 15/24 26/8 27/3 33/6 43/10 48/16 48/22 49/17 55/21 61/20 62/6 65/8 65/8 66/19 69/15 70/4 70/6 70/8 71/10 72/6 74/7 74/17 81/24 84/13 86/5 done [20] 6/9 12/2 12/8 21/14 23/10 23/18 31/3 35/23 40/11 41/12 42/3 46/12 48/16 50/1 54/7 54/19 67/17 76/19 78/20 79/18 doors [1] 52/11 DOT [6] 18/16 36/6 36/13 40/23 43/1 46/21 dots [1] 7/25 doubt [1] 44/13 Doug [3] 34/25 38/9 62/7 DOUGLAS [1] 1/16 down [14] 5/9 8/23 21/3 30/11 33/11 33/20 39/25 40/1 40/1 41/19 44/24 57/10 57/12 85/15 downtime [1] 54/20 draft [1] 18/5</p>
	<p>D</p> <p>Dan [1] 16/22 dark [1] 52/22 data [1] 6/24 date [1] 6/7 Dated [1] 87/10 day [15] 4/10 5/24 8/11 8/12 16/8 18/5 50/11 54/12 60/3 66/21 67/2 77/25 78/2 78/8 87/10 days [2] 20/6 54/24 de [1] 1/23 dead [1] 40/3 deal [5] 9/11 33/3 44/4 63/13 76/10 deals [2] 39/4 55/24 debt [2] 65/21 67/13 debt-wise [1] 67/13 December [3] 80/4 80/23 85/21 decide [2] 67/9 82/21 decided [1] 18/25 decision [2] 58/4 69/15 decisions [1] 64/20 declined [1] 68/24 deeper [1] 46/2 defer [1] 62/6 deficiencies [1] 46/7 define [1] 26/12 definitely [2] 35/12 35/13 definition [1] 79/8 defunct [2] 55/5 55/6 degree [1] 47/8 degrees [1] 52/10 delay [2] 19/16 51/13 Delta [1] 83/8 demolishment [1] 14/20 dependent [3] 37/12 37/25 64/25 deployed [1] 12/11 depth [1] 61/22 describe [1] 68/20 design [14] 25/17 26/23 26/24 27/1 27/2 46/18 47/10 48/6 48/8 48/14 48/17 53/19 54/1 54/25 design-build [2] 48/8 54/1 designing [1] 27/3 desire [1] 12/6 destroyed [1] 17/6 detail [1] 55/1 details [3] 43/20 53/21 62/1 detection [1] 51/5 develop [4] 36/1 37/12 48/7 69/23 developed [2] 11/18 34/7 developer [3] 38/14 39/7 42/1 developing [1] 57/9 development [21] 14/3 14/5 30/1 30/9 32/25 34/11 35/5 35/14 37/19 37/20 37/23 38/6</p>	

<p>D</p> <p>dramatic [1] 57/13 dramatically [2] 30/6 49/6 drawing [1] 50/2 drawings [1] 48/18 dredging [1] 25/16 DRI [7] 30/17 31/1 31/2 31/4 32/19 39/15 39/21 drifted [1] 59/6 drink [1] 10/15 Drive [2] 15/9 28/3 dropoffs [1] 52/17 drops [1] 81/9 due [1] 32/18 during [5] 6/19 7/1 7/3 12/3 54/23</p>	<p>entity [2] 37/21 80/17 entities [2] 5/11 5/13 entity [2] 25/13 38/24 envision [1] 44/14 equally [1] 5/21 equipment [3] 12/12 51/5 52/3 equivalent [1] 50/16 ER [1] 49/2 ER-120 [1] 49/2 especially [3] 8/9 32/22 51/11 Esquire [1] 1/16 Essentially [1] 35/25 estimates [1] 35/19 et [1] 72/15 et cetera [1] 72/15 evaluate [1] 70/2 evaluation [1] 80/21 even [9] 46/2 57/12 57/17 60/11 60/12 60/13 62/23 63/11 80/15 event [4] 4/15 4/17 5/7 5/17 events [1] 4/9 eventual [1] 31/7 eventually [1] 53/25 ever [1] 28/6 every [3] 4/21 9/5 52/3 everybody [8] 4/19 5/16 8/13 8/19 61/10 68/16 83/24 84/18 everybody's [2] 10/8 63/20 everyday [1] 57/18 everyone [3] 3/7 8/15 45/14 everything [4] 8/14 55/21 71/12 78/20 exact [1] 72/7 exactly [3] 42/18 48/21 61/19 examples [1] 77/19 exceed [1] 6/20 excellent [3] 10/16 10/17 17/19 exceptions [1] 3/9 excess [1] 30/11 excessive [1] 19/3 excited [3] 9/21 12/24 13/1 exclusively [1] 83/21 excuse [3] 6/11 50/17 63/2 execute [1] 80/18 executive [5] 1/18 2/6 4/7 22/5 78/14 exercising [1] 40/7 existing [9] 43/1 45/25 46/20 46/21 47/9 53/7 72/11 80/19 81/24 expanded [1] 78/10 expectations [1] 61/7 expected [2] 18/11 60/2 expecting [2] 19/3 56/10 expenditures [1] 64/20 expensive [2] 49/17 60/5 experience [4] 49/16 49/22 51/8 52/20 exploratory [2] 63/672/13 explore [6] 61/24 63/9 68/17 70/25 74/1 76/8 exploring [2] 64/24 69/1 extend [1] 24/1 extends [1] 9/20 extension [1] 43/10 exterior [2] 46/9 47/16 externally [1] 81/20 extra [1] 52/2 extremely [2] 7/21 8/4 eyes [1] 73/3</p>	<p>facility [5] 7/16 8/18 12/12 12/20 58/2 fact [9] 7/23 19/2 32/20 35/1 51/12 56/19 62/22 65/6 78/9 factor [3] 7/4 73/24 84/6 failing [1] 56/17 Fair [1] 64/8 fairly [1] 30/6 fall [2] 43/20 49/9 families [1] 4/25 family [4] 4/10 34/12 34/13 34/17 fantastic [2] 6/2 17/11 far [10] 9/15 21/6 38/19 41/8 41/16 44/17 60/15 63/14 66/7 68/9 far-reaching [1] 44/17 fashion [1] 82/22 Fast [1] 31/8 faster [1] 51/1 favor [2] 24/18 29/11 FBO [19] 2/11 6/13 6/14 8/17 11/13 12/15 68/18 68/22 69/3 69/9 70/4 70/20 71/23 73/20 73/25 74/5 74/16 74/22 79/3 FDOT [2] 21/1 40/7 feasible [1] 47/23 February [1] 23/21 FEC [1] 38/21 federal [1] 22/20 feel [3] 10/14 34/15 62/4 feeling [1] 57/24 fees [2] 11/23 12/23 feet [1] 50/9 few [4] 4/9 17/7 77/11 77/12 field [2] 79/6 83/9 figured [1] 46/3 final [3] 12/18 48/17 60/8 financial [7] 2/4 3/6 3/13 3/23 19/15 38/2 61/21 financing [3] 43/24 60/23 62/1 find [5] 2/9 24/23 37/18 70/9 85/10 finding [2] 67/18 74/9 fine [4] 15/2 59/5 63/3 72/24 finger [1] 57/8 first [15] 11/19 11/20 16/2 18/1 18/3 18/5 24/15 43/4 43/8 46/11 46/12 53/17 73/17 79/24 80/3 five [4] 4/21 25/14 28/8 32/17 fix [1] 46/22 FL [2] 1/17 1/23 Flagler [11] 14/12 30/1 30/9 32/25 34/11 38/6 38/11 38/20 39/9 39/10 39/12 Flagler Development [6] 32/25 34/11 38/6 38/11 38/20 39/9 flavor [1] 52/14 flesh [1] 54/25 Fletcher [1] 38/10 Fletcher's [1] 38/13 flew [1] 10/12 flies [1] 82/24 flight [10] 10/13 10/16 16/8 35/9 51/24 54/18 57/19 59/11 75/1 77/25 flights [4] 8/11 8/11 51/11 56/24 floor [1] 47/5 Florida [13] 1/5 4/20 5/1 5/11 18/16 25/1 25/10 30/2 36/6 36/13 37/15 43/1 87/3 flourishing [1] 70/22 flow [4] 48/20 56/6 61/6 62/2 flowage [1] 11/23 flown [1] 49/4 flows [2] 52/4 56/22 fly [2] 8/23 28/13 folks [2] 8/22 41/19 follow [1] 84/19 following [1] 46/2 foot [1] 50/5</p>
<p>E</p> <p>E-6 [1] 25/21 e-mail [2] 26/13 85/11 e-mailed [1] 71/11 EAA [1] 4/16 each [5] 18/15 26/20 27/15 27/15 67/5 Eagle [2] 16/7 30/21 Eagle Creek [1] 30/21 earlier [1] 61/13 early [2] 10/10 49/9 earmarking [1] 36/8 easement [4] 34/25 35/4 35/7 35/9 easier [2] 33/6 84/19 East [2] 30/2 37/15 Ed [20] 10/10 11/11 11/13 13/19 17/4 22/10 26/12 28/4 36/20 45/4 55/16 56/15 64/23 70/19 71/4 71/12 71/13 71/24 79/23 82/25 educational [4] 15/1 15/11 15/19 16/12 EDWARD [1] 1/18 effect [2] 54/14 80/7 effective [1] 70/13 effectively [7] 18/25 33/4 52/4 73/20 73/25 74/16 74/22 efficient [2] 69/24 70/13 eight [1] 16/9 either [2] 57/21 70/6 Electric [1] 20/3 elevations [1] 52/7 eligible [1] 21/1 eliminated [2] 14/9 18/23 eliminating [2] 14/7 47/13 Elliott [3] 77/9 80/16 82/12 else [9] 48/19 58/17 60/22 69/18 76/13 81/9 81/10 82/16 85/7 emergency [3] 5/10 5/12 5/14 eminent [1] 40/7 enable [1] 44/21 enclosed [1] 51/18 encouraged [1] 57/15 end [14] 11/12 23/10 34/5 34/20 43/6 47/4 50/10 54/7 54/7 60/3 67/8 85/25 86/6 86/17 ended [1] 8/18 ends [3] 33/24 40/3 56/9 energy [1] 53/3 engine [1] 17/6 engineer [1] 47/10 engineering [1] 46/19 enhance [1] 49/21 enough [3] 16/1 51/4 64/8 enplaned [1] 7/2 enplanements [1] 6/18 enter [1] 9/17 enterprise [1] 81/18 enters [1] 25/7 Entertained [1] 9/6 entire [1] 35/4</p>	<p>F</p> <p>FAA [13] 2/9 18/2 18/16 18/24 19/16 19/17 19/20 19/22 20/20 20/25 22/4 23/21 78/14 fabulous [1] 10/7 facilitate [2] 25/19 75/1 facilitating [1] 40/22 facilities [2] 28/18 44/20</p>	<p></p>

<p>F</p> <p>footage [2] 56/20 56/23</p> <p>footers [1] 47/17</p> <p>footprint [4] 49/4 50/5 50/7 50/10</p> <p>forced [1] 47/10</p> <p>foregoing [1] 87/8</p> <p>foresee [1] 55/21</p> <p>Forget [1] 66/24</p> <p>forgotten [1] 28/12</p> <p>form [1] 82/22</p> <p>forth [1] 77/19</p> <p>Fortress [2] 30/3 38/8</p> <p>forward [27] 13/3 24/12 31/8 35/25 36/9 36/16 41/13 42/6 45/5 45/11 45/14 48/5 53/19 55/14 55/25 59/14 61/11 62/14 65/18 67/12 68/17 69/1 70/1 70/11 71/6 76/24 83/18</p> <p>foul [1] 19/23</p> <p>foundation [4] 15/1 15/11 15/19 16/12</p> <p>four [9] 11/19 14/5 14/6 15/12 18/20 21/14 32/17 42/9 42/11</p> <p>fragmented [1] 33/25</p> <p>frame [1] 43/16</p> <p>framework [1] 46/21</p> <p>frankly [1] 81/24</p> <p>free [1] 9/17</p> <p>freely [1] 82/17 Friday [2] 17/17 18/20</p> <p>fringing [1] 64/16</p> <p>front [3] 29/21 52/17 67/5</p> <p>Frontier [6] 7/1 7/2 10/5 57/17 66/5 69/6</p> <p>frustration [1] 82/1</p> <p>frustrations [1] 84/11</p> <p>fuel [10] 6/9 6/11 6/12 12/21 28/6 28/15 69/4 75/4 79/15 79/17</p> <p>full [6] 9/13 9/16 9/25 50/17 57/18 69/3</p> <p>full-blown [2] 9/16 69/3</p> <p>fully [3] 18/11 40/10 74/12</p> <p>Fun [1] 4/10</p> <p>function [1] 74/11</p> <p>functional [1] 58/3</p> <p>fund [3] 30/3 30/7 38/7</p> <p>funding [5] 40/23 42/25 43/3 44/5 55/25</p> <p>funds [2] 36/7 46/22</p> <p>funny [1] 17/24</p> <p>further [3] 29/8 31/18 60/7</p> <p>future [5] 19/25 44/4 44/13 51/17 57/19</p>	<p>gets [3] 4/17 22/27</p> <p>getting [10] 5/16 6/18 17/16 23/2 23/13 39/20 47/25 53/20 63/10 66/1</p> <p>give [10] 6/16 10/14 16/2 27/6 36/22 37/17 49/16 66/19 76/7 79/15</p> <p>gives [2] 67/11 73/22</p> <p>glad [2] 10/18 84/13</p> <p>go [40] 12/14 13/6 13/7 14/2 15/5 17/1 17/2 17/25 26/6 27/2 30/13 34/12 35/5 35/17 36/8 40/5 42/6 44/24 45/5 48/7 48/7 58/13 58/14 58/19 60/16 61/8 62/20 62/21 63/9 63/12 64/11 65/18 66/22 67/12 68/17 69/13 70/11 77/14 82/15 86/15</p> <p>go-round [1] 62/21</p> <p>goal [3] 49/22 50/16 54/5</p> <p>God [1] 70/21</p> <p>goes [5] 30/19 35/15 39/25 50/11 74/11</p> <p>going [47] 4/6 6/5 10/6 10/9 10/21 12/20 12/23 13/10 13/17 16/7 19/4 19/16 19/18 19/21 22/10 28/6 28/19 33/2 33/5 35/20 43/15 44/14 44/15 46/4 48/1 48/2 48/17 48/22 51/11 53/5 54/24 60/10 63/12 63/13 64/16 65/23 67/6 67/12 69/16 70/8 70/9 72/19 77/14 81/18 82/19 83/24 84/21</p> <p>Goldman [1] 9/1</p> <p>gone [2] 32/25 55/5</p> <p>good [30] 3/19 5/2 7/10 7/13 9/3 9/7 9/19 10/1 10/23 12/6 12/6 12/25 20/8 38/4 40/18 50/7 56/15 58/7 58/24 58/25 59/2 61/22 64/20 66/11 66/13 68/12 68/13 68/15 70/4 73/14</p> <p>got [23] 8/22 9/1 13/14 14/23 19/2 21/16 21/24 22/15 23/10 31/23 32/24 39/2 40/10 45/17 46/2 46/16 55/17 55/18 68/1 68/2 74/21 76/19 86/15</p> <p>gotten [3] 5/22 41/7 57/15</p> <p>governed [1] 69/16</p> <p>governing [2] 44/17 74/5</p> <p>government [1] 67/17</p> <p>graciously [1] 17/8</p> <p>grade [2] 31/5 39/22</p> <p>graduated [1] 16/25</p> <p>grant [22] 2/9 19/18 19/23 20/21 23/9 23/25 24/23 25/9 25/12 25/24 25/25 26/4 26/21 27/9 43/1 43/2 43/5 43/6 43/10 43/22 46/21 56/6</p> <p>grants [8] 18/15 22/4 22/6 23/2 25/11 25/15 27/1 55/18</p> <p>grasping [1] 77/22</p> <p>grateful [1] 4/18</p> <p>great [17] 4/19 5/12 8/6 8/14 8/19 9/23 11/13 12/2 12/3 29/21 35/3 37/14 50/22 58/10 66/1 78/18 78/19</p> <p>greater [1] 78/6</p> <p>greatly [1] 34/22</p> <p>GREEN [1] 1/10</p> <p>Gross [1] 71/10</p> <p>ground [3] 14/17 49/10 51/14</p> <p>group [3] 1/16 12/21 12/22</p> <p>growing [1] 14/14</p> <p>grown [1] 78/10</p> <p>growth [2] 10/6 11/20</p> <p>Grumman [1] 16/22</p> <p>Grundy [1] 76/23</p> <p>guaranteed [1] 60/24</p> <p>guess [7] 3/8 4/16 40/10 62/11 64/5 72/12 74/14</p> <p>guys [6] 9/1 9/2 9/8 59/1 63/9 63/24</p> <p>Gwinnett [2] 70/18 70/19</p>	<p>28/8 28/12 28/13 31/8 32/18 37/14 46/21 49/9 51/13 55/2 61/19 71/4 71/7 73/16 78/10 78/19 80/19 83/5 83/23 84/11</p> <p>hadn't [3] 7/24 8/2 80/14</p> <p>half [2] 25/23 27/8</p> <p>hand [1] 51/9</p> <p>handed [1] 26/11</p> <p>handling [1] 69/6</p> <p>hangar [1] 14/20</p> <p>hangars [10] 7/8 13/17 13/24 14/8 14/11 14/18 37/4 73/9 75/3 76/24</p> <p>hanging [2] 81/16 81/16</p> <p>happen [7] 14/16 23/16 44/14 44/15 44/24 57/14 61/19</p> <p>happened [1] 80/22</p> <p>happy [8] 6/25 10/9 15/24 16/5 19/1 76/10 79/11 79/19</p> <p>harassed [1] 79/3</p> <p>harassment [1] 78/15</p> <p>hard [3] 9/13 15/24 32/21</p> <p>hardest [1] 77/22</p> <p>harm [1] 19/23</p> <p>has [32] 10/19 10/20 11/24 16/9 21/18 22/24 28/16 29/20 29/23 30/10 31/12 38/18 42/5 46/7 47/1 51/25 52/16 56/17 61/10 65/5 72/6 72/8 74/6 78/1 79/11 82/12 82/12 82/21 83/8 83/10 83/15 85/1</p> <p>hashed [1] 34/3</p> <p>have [96]</p> <p>haven't [2] 26/10 77/15</p> <p>having [10] 20/21 23/14 52/11 55/21 58/2 61/18 61/21 68/25 70/23 77/22</p> <p>hawing [1] 57/22</p> <p>he [10] 16/4 16/9 17/15 17/20 23/19 38/10 38/18 82/15 82/24 83/15</p> <p>he's [7] 6/4 45/9 69/22 69/25 71/10 82/19 82/19</p> <p>headache [1] 54/8</p> <p>heads [1] 54/13</p> <p>heads-up [1] 54/13</p> <p>hear [3] 10/5 10/18 84/14</p> <p>heard [1] 10/4</p> <p>Hearing [1] 24/9</p> <p>heart [1] 58/3</p> <p>hedge [3] 30/3 30/7 38/7</p> <p>held [3] 1/3 19/7 59/19</p> <p>helicopter [2] 83/13 83/16</p> <p>helm [1] 6/1</p> <p>help [3] 4/18 33/10 37/18</p> <p>helped [2] 5/3 17/5</p> <p>helping [1] 4/18</p> <p>helps [1] 32/15</p> <p>hemming [1] 57/22</p> <p>her [2] 12/1 73/3</p> <p>here [64] 4/10 4/14 5/6 5/7 5/16 6/5 8/5 8/13 10/6 10/12 11/9 12/4 13/7 13/8 19/19 28/4 29/19 33/7 33/15 33/20 40/14 43/18 45/22 46/8 46/23 48/17 49/20 49/23 50/16 54/12 57/16 59/7 60/8 60/13 60/16 65/5 66/22 68/23 69/3 69/18 69/21 77/12 77/24 78/17 79/1 79/5 81/5 81/7 81/8 81/11 81/22 82/8 82/13 82/17 82/19 82/24 83/10 83/11 83/14 83/20 83/21 84/14 84/18 85/5</p> <p>Here's [1] 63/23</p> <p>Heritage [1] 32/6</p> <p>hey [2] 63/8 69/12</p> <p>high [6] 4/13 6/21 14/20 15/14 30/7 53/1</p> <p>higher [1] 46/5</p> <p>highest [1] 47/8</p> <p>Highlight [3] 20/18 22/1 22/3</p> <p>HIGHWAY [1] 29/17</p> <p>him [4] 66/19 71/13 80/18 82/15</p> <p>his [11] 11/11 13/14 17/16 70/1 71/10 80/25</p>
<p>G</p> <p>G-5 [1] 5/6</p> <p>GA [3] 14/3 14/5 14/11</p> <p>gain [3] 56/19 56/23 65/3</p> <p>Galaxy [2] 72/4 72/5</p> <p>gallons [4] 6/10 6/12 6/14 79/18</p> <p>gap [1] 6/3</p> <p>gathering [1] 5/15</p> <p>gave [6] 15/12 15/13 15/20 15/22 15/23 40/18</p> <p>Gene [1] 16/9</p> <p>general [13] 2/12 6/8 8/18 29/24 52/19 53/16 65/15 67/19 73/8 73/13 76/11 76/15 76/17</p> <p>generally [5] 36/15 38/4 61/1 67/7 67/17</p> <p>generate [1] 12/23</p> <p>generated [1] 79/16</p> <p>George [2] 15/16 15/20</p> <p>get [46] 3/7 6/22 9/13 13/15 14/10 16/5 17/7 19/17 19/23 20/13 22/2 23/12 25/24 25/25 26/4 26/21 26/25 27/2 27/7 28/6 31/3 32/1 33/5 34/15 35/4 40/8 41/20 43/8 43/15 47/3 48/9 48/22 50/16 50/18 50/19 53/18 54/25 60/7 61/4 62/13 65/21 67/20 67/21 84/12 85/18 85/20</p>	<p>H</p> <p>had [35] 4/14 4/19 5/2 5/6 7/9 8/7 8/21 12/14 16/3 17/12 18/20 19/9 19/11 19/17 25/14</p>	

<p>H</p> <p>his... [5] 82/6 82/13 82/14 82/18 82/18</p> <p>historically [1] 29/23</p> <p>hold [3] 13/14 50/20 72/6</p> <p>holding [1] 50/14</p> <p>honest [1] 35/3</p> <p>honestly [1] 8/6</p> <p>hope [1] 69/16</p> <p>hopefully [5] 12/13 12/15 19/14 20/12 21/17</p> <p>hoping [4] 23/9 36/16 43/18 52/25</p> <p>horizon [1] 12/25</p> <p>host [2] 4/11 7/24</p> <p>hosted [2] 4/10 5/5</p> <p>how [25] 4/16 5/16 21/8 34/15 37/11 43/14 46/19 46/22 52/9 54/5 54/16 55/24 61/6 61/11 64/24 65/7 66/7 73/7 73/13 73/23 73/25 74/15 74/21 81/20 81/25</p> <p>however [3] 18/11 65/24 68/20</p> <p>hubbub [1] 43/11</p> <p>huge [1] 65/13</p> <p>huh [11] 27/13 28/11 33/12 37/2 40/4 55/19 62/17 68/5 71/19 75/22 86/14</p> <p>hundred [3] 6/11 12/19 79/17</p> <p>hundreds [1] 27/9</p> <p>hunter [2] 5/5 7/24</p> <p>hurricane [3] 5/5 5/18 7/24</p> <p>hurry [1] 31/3</p> <p>hut [1] 52/15</p>	<p>industrial [4] 30/18 30/24 37/12 44/19</p> <p>industrial-related [1] 37/12</p> <p>industry [1] 6/21</p> <p>information [1] 72/14</p> <p>infrastructure [2] 8/9 39/3</p> <p>Inland [2] 25/1 25/10</p> <p>input [1] 47/25</p> <p>inside [1] 47/14</p> <p>inspected [1] 51/10</p> <p>inspection [3] 23/18 23/22 51/2</p> <p>instead [5] 33/25 34/12 46/24 51/20 52/11</p> <p>institution [1] 59/23</p> <p>instructions [1] 47/6</p> <p>insurance [11] 69/7 77/13 77/21 78/5 78/23 79/25 80/5 80/19 80/25 81/2 81/22</p> <p>insured [1] 69/5</p> <p>intact [2] 53/12 53/24</p> <p>intended [2] 18/18 19/11</p> <p>intent [1] 75/19</p> <p>Interbank [1] 67/7</p> <p>interest [8] 29/21 60/2 60/3 67/6 67/10 67/13 68/25 72/18</p> <p>interested [5] 67/19 72/23 73/6 73/7 73/12</p> <p>interesting [3] 4/24 31/4 52/8</p> <p>interior [6] 50/3 50/3 50/5 50/10 53/1 53/8</p> <p>interject [1] 82/25</p> <p>intermingling [1] 4/24</p> <p>internally [2] 7/22 81/20</p> <p>international [3] 21/19 21/21 21/22</p> <p>invested [1] 12/10</p> <p>investigate [2] 43/15 58/23</p> <p>investigating [1] 45/15</p> <p>investigatory [1] 42/16</p> <p>investment [2] 26/16 28/20</p> <p>invited [1] 8/21</p> <p>involve [2] 30/12 60/12</p> <p>involved [4] 31/5 53/23 67/1 69/25</p> <p>ironed [1] 53/21</p> <p>IRS [1] 59/22</p> <p>is [144]</p> <p>isn't [1] 49/4</p> <p>issue [6] 59/18 69/23 72/20 81/4 81/19 84/1</p> <p>issues [6] 17/13 20/21 46/14 46/17 69/21 80/20</p> <p>issuing [1] 20/21</p> <p>it [181]</p> <p>it's [91]</p> <p>item [9] 18/1 18/3 19/25 24/24 45/21 46/10 55/24 63/8 68/20</p> <p>items [6] 2/8 4/2 37/10 74/17 76/10 86/5</p> <p>iteration [1] 53/22</p> <p>its [1] 52/24</p> <p>itself [2] 30/10 60/1</p>	<p>64/13 71/21 73/10</p> <p>keeping [4] 6/3 8/10 11/18 70/24</p> <p>keeps [1] 7/16</p> <p>Kevin [4] 17/2 17/4 17/12 23/20</p> <p>Keystone [1] 14/14</p> <p>kids [4] 5/9 15/14 16/8 16/9</p> <p>kind [27] 4/23 7/22 8/2 15/1 33/25 35/10 37/11 42/21 43/20 47/10 50/1 50/12 52/8 52/8 52/10 53/18 54/6 56/14 60/22 61/21 66/10 67/11 71/15 73/22 75/16 85/12 85/13</p> <p>kinds [7] 25/11 37/12 37/22 38/16 44/19 44/20 60/23</p> <p>King [1] 83/10</p> <p>kitty [1] 25/24</p> <p>knew [3] 46/8 46/9 66/17</p> <p>know [60] 7/5 7/22 8/5 8/20 9/10 10/4 12/10 12/14 15/21 16/13 22/11 26/9 26/24 29/22 36/15 38/11 38/19 41/3 41/20 42/5 43/23 45/22 49/17 52/22 53/9 53/11 53/19 54/25 57/4 58/2 60/5 61/7 61/14 61/18 61/21 62/6 63/15 64/2 66/7 66/12 68/22 69/4 69/14 69/23 70/4 70/8 71/10 73/4 73/8 74/12 77/1 77/2 77/14 78/17 79/12 79/20 80/16 81/6 82/7 85/14</p> <p>knowing [1] 60/8</p> <p>knowledge [1] 71/2</p>
<p>I</p> <p>I'd [8] 9/6 63/1 64/24 72/13 77/10 77/19 78/17 79/13</p> <p>I'll [6] 8/20 10/13 24/11 29/20 44/17 44/20</p> <p>I'm [47] 3/19 4/16 6/5 6/25 11/4 16/20 17/20 21/20 27/22 28/4 28/4 32/4 33/5 36/3 38/12 43/18 46/7 55/13 56/14 56/19 57/15 57/24 60/15 64/2 64/5 68/9 70/7 70/7 71/5 71/15 71/21 73/7 73/11 74/20 74/20 76/22 77/19 78/16 79/3 79/11 82/22 83/3 83/24 84/12 84/17 85/11 85/12</p> <p>I've [7] 9/1 31/23 47/1 71/4 71/7 71/8 86/15</p> <p>IATA [1] 21/19</p> <p>ICAO [1] 21/20</p> <p>idea [8] 6/16 36/16 52/16 58/24 58/25 67/20 69/1 73/19</p> <p>ideas [3] 36/23 69/22 70/4</p> <p>illustrates [1] 50/1</p> <p>imagine [2] 50/25 73/7</p> <p>immediate [2] 26/22 37/17</p> <p>imminent [1] 44/25</p> <p>impact [1] 65/5</p> <p>important [1] 41/24</p> <p>improve [1] 35/13</p> <p>improved [1] 52/20</p> <p>improvement [1] 57/25</p> <p>improvements [7] 12/13 12/16 25/5 51/2 51/16 52/6 59/15</p> <p>improves [3] 34/22 35/12 50/23</p> <p>inbound [1] 7/4</p> <p>Inc [1] 15/19</p> <p>include [3] 25/15 31/10 53/22</p> <p>included [2] 15/17 15/19</p> <p>includes [3] 51/1 51/17 52/17</p> <p>including [1] 53/13</p> <p>inconvenience [2] 54/21 54/23</p> <p>increase [3] 11/16 73/9 73/10</p> <p>increases [2] 50/7 50/8</p> <p>incredibly [1] 6/21</p> <p>indeed [1] 45/23</p> <p>indicated [1] 72/21</p> <p>indicating [1] 19/9</p> <p>indication [1] 41/7</p>	<p>J</p> <p>JANET [3] 1/22 87/6 87/12</p> <p>January [1] 54/8</p> <p>jet [1] 6/12</p> <p>jets [3] 9/12 83/8 83/8</p> <p>jetway [1] 49/16</p> <p>jetways [2] 49/17 49/17</p> <p>Jim [1] 76/22</p> <p>job [7] 5/15 6/2 8/6 12/2 12/3 19/8 21/2</p> <p>JOHNS [5] 1/1 1/16 5/13 30/14 87/4</p> <p>joined [1] 18/18</p> <p>JPA [1] 25/22</p> <p>July [1] 43/18</p> <p>jumping [1] 69/2</p> <p>June [5] 43/18 85/24 86/1 86/2 86/10</p> <p>just [98]</p> <p>K</p> <p>keep [9] 8/8 41/5 48/5 56/24 56/24 57/7</p>	<p>L</p> <p>lack [1] 61/5</p> <p>ladies' [1] 50/24</p> <p>land [15] 2/10 7/14 29/17 29/19 30/13 32/12 37/8 38/14 39/1 43/1 44/23 55/17 59/14 60/9 77/25</p> <p>landholdings [1] 30/11</p> <p>landing [2] 38/14 78/7</p> <p>landings [2] 7/15 7/16</p> <p>landlocked [1] 32/21</p> <p>lands [1] 78/1</p> <p>language [1] 9/15</p> <p>languishing [1] 19/22</p> <p>large [1] 30/3</p> <p>largely [2] 5/8 32/19</p> <p>larger [2] 49/5 50/10</p> <p>last [19] 3/8 5/6 5/24 6/7 6/8 7/8 7/12 7/20 7/21 10/12 12/4 14/17 15/22 18/6 46/13 49/8 57/11 62/22 69/2</p> <p>late [2] 18/6 76/22</p> <p>lately [1] 12/15</p> <p>later [5] 6/6 8/21 10/22 41/17 44/2</p> <p>launch [1] 54/9</p> <p>Law [1] 1/16</p> <p>lay [1] 47/20</p> <p>lead [1] 53/25</p> <p>lease [5] 72/2 72/6 72/10 74/25 83/15</p> <p>leases [1] 44/23</p> <p>least [4] 19/12 57/17 58/8 72/20</p> <p>leave [3] 9/17 10/10 17/17</p> <p>leaves [1] 81/11</p> <p>LEDs [1] 53/2</p> <p>left [4] 32/11 49/1 69/8 72/8</p> <p>legal [1] 16/18</p> <p>Lemberg [7] 30/23 31/11 31/14 32/13 32/20 33/14 39/19</p> <p>Lemberg South [2] 31/11 39/19</p> <p>Lemberg's [2] 31/17 33/11</p> <p>lenders [1] 67/19</p> <p>lending [1] 59/22</p> <p>lends [1] 60/1</p> <p>lengths [1] 35/3</p> <p>lengthy [2] 71/4 71/7</p> <p>Leon [1] 1/23</p> <p>less [1] 60/14</p> <p>let [9] 4/8 6/7 16/12 17/8 22/2 29/18 43/19</p>

L	<p>makes [5] 44/13 44/25 61/24 69/11 69/17 making [3] 9/25 21/1 49/10 MALS [4] 2/9 18/2 18/8 22/12 management [7] 5/14 33/9 33/14 33/16 41/4 42/2 80/21 manager [2] 5/23 11/6 manner [3] 52/19 59/15 81/14 many [8] 12/9 19/9 49/22 65/24 69/5 69/8 74/17 82/3 map [1] 32/7 mapped [1] 32/1 March [3] 7/9 23/19 23/21 margin [1] 61/16 mark [4] 6/1 7/1 57/16 85/20 marked [1] 11/25 market [3] 31/11 32/17 42/9 markets [2] 9/18 9/22 marking [6] 18/2 18/22 20/17 21/8 22/12 24/13 markings [3] 21/11 21/22 23/7 Marsh [1] 38/14 Marsh Landing [1] 38/14 Martinelli [5] 28/25 44/11 58/14 66/17 76/17 master [2] 14/1 14/2 match [3] 26/5 43/2 43/5 matched [1] 43/3 matching [1] 36/7 matter [1] 79/25 may [19] 1/6 4/20 8/20 9/23 11/25 15/12 16/8 26/14 35/2 49/8 56/4 63/11 63/11 64/10 82/25 85/25 85/25 86/6 87/10 maybe [9] 6/14 29/25 37/8 43/23 52/14 64/16 66/8 85/11 85/16 me [26] 4/8 6/7 6/12 11/7 12/9 16/12 17/8 22/2 26/11 29/18 36/22 38/10 40/16 47/5 50/18 63/2 68/15 71/11 72/6 73/22 77/11 78/21 78/22 84/17 84/18 84/19 mean [11] 20/8 26/21 38/13 56/16 56/16 64/17 65/13 71/25 75/1 85/25 85/25 meaning [2] 47/24 59/21 means [4] 9/15 9/19 13/22 59/18 meat [1] 61/5 mechanical [1] 17/13 meet [2] 84/21 84/21 meeting [16] 1/2 1/3 2/4 3/3 3/6 15/12 46/3 46/13 46/15 77/16 80/11 84/19 84/22 85/20 86/5 86/19 meetings [2] 84/17 85/14 meets [1] 59/21 Melton [1] 16/9 MEMBER [2] 2/13 84/4 members [4] 1/9 1/12 4/23 71/14 Memorial [1] 15/16 memory [1] 23/19 memory's [1] 80/4 men's [1] 51/1 mentality [1] 81/6 mention [1] 42/25 mentioned [2] 20/25 53/17 message [1] 64/18 messaging [1] 84/17 metal [1] 46/8 method [2] 56/2 69/24 metrics [1] 6/8 mic [1] 13/9 Michaels [1] 71/17 Michelle [3] 11/4 11/7 12/1 microphone [2] 66/20 66/24 midwest [1] 54/17 might [5] 10/10 32/3 41/7 51/4 76/13 Mike [1] 71/17 mile [2] 34/20 40/2 million [8] 35/21 36/10 43/4 49/18 78/4</p>	<p>80/20 81/1 81/23 mind [2] 33/6 70/24 minimum [9] 73/23 74/1 74/3 74/4 74/8 74/17 75/16 77/21 82/20 minimums [1] 80/25 minute [1] 57/11 minutes [5] 2/4 3/6 3/8 3/9 77/11 missed [1] 6/5 mitigating [1] 35/15 mobile [1] 49/13 modified [1] 18/4 Monday [2] 1/6 86/10 money [19] 9/25 15/18 23/25 27/3 43/10 46/4 46/24 53/10 59/14 59/24 60/1 60/5 60/10 60/24 61/2 62/23 63/10 63/16 63/17 month [8] 6/19 7/10 17/1 17/22 19/19 41/17 84/21 84/22 month's [1] 7/8 months [11] 6/9 6/10 7/8 7/11 11/19 13/3 45/23 49/23 61/8 77/12 79/16 more [26] 6/6 11/22 42/11 44/22 53/14 54/25 61/4 61/5 65/12 65/14 67/21 68/3 68/19 69/12 69/24 70/13 70/13 70/14 70/25 71/2 72/13 73/9 74/24 79/11 79/19 84/18 morning [1] 18/24 most [6] 6/22 9/18 13/23 24/1 52/25 81/13 mostly [2] 33/8 71/13 motion [7] 24/10 24/21 29/3 29/4 45/7 45/12 62/5 motions [1] 62/25 motivated [1] 43/17 move [22] 16/23 16/25 24/11 24/12 35/24 36/16 38/4 41/13 45/10 45/14 51/7 53/18 55/14 55/25 59/14 61/11 62/14 69/1 71/5 76/24 79/19 83/24 move-in [1] 16/25 moved [2] 8/7 82/14 movement [1] 49/10 moving [5] 8/8 48/5 70/1 82/4 82/4 MPO [1] 40/18 Mr [3] 16/21 25/7 82/12 Mr. [28] 4/6 16/17 16/19 17/20 22/9 28/25 36/21 41/2 43/24 44/11 55/15 56/12 56/14 58/14 61/13 66/17 69/20 71/3 71/10 71/16 76/17 79/11 83/25 85/5 85/6 85/8 85/13 85/24 Mr. Brunson [5] 36/21 55/15 61/13 71/16 85/6 Mr. Burnett [2] 16/17 17/20 Mr. Cox [6] 22/9 43/24 56/14 71/3 79/11 85/8 Mr. Gross [1] 71/10 Mr. Maguire [5] 41/2 56/12 69/20 83/25 85/13 Mr. Martinelli [5] 28/25 44/11 58/14 66/17 76/17 Mr. Nehring [1] 16/19 Mr. Wuellner [2] 4/6 85/24 Mr. Youman's [1] 85/5 Ms. [3] 11/1 28/1 76/20 Ms. Bennett [1] 11/1 Ms. Ludlow [2] 28/1 76/20 much [17] 13/5 17/18 25/22 34/15 46/4 48/18 49/5 51/1 51/7 65/14 68/21 69/5 69/18 78/6 81/20 82/4 84/8 multi [2] 34/13 34/16 multimodal [2] 29/22 37/22 multiple [3] 8/7 51/11 78/3 multiyear [1] 36/4 mused [1] 7/23 my [15] 10/19 14/16 23/19 36/3 61/14 66/4 67/15 70/17 70/20 74/14 76/9 78/15 80/4 84/11 87/9</p>
M	<p>made [5] 8/2 8/4 10/14 58/1 81/3 MAGUIRE [7] 1/11 25/7 41/2 56/12 69/20 83/25 85/13 mail [2] 26/13 85/11 mailed [1] 71/11 mailing [1] 85/17 maintain [1] 61/16 make [24] 9/24 10/11 18/13 19/5 22/6 25/4 29/4 35/9 41/10 41/13 41/24 42/25 45/12 48/1 53/23 58/6 64/19 70/13 70/21 71/12 78/10 84/23 85/18 85/19</p>	

M	O	Organization [1] 21/21
myself [1] 84/23	objections [2] 3/9 3/15	original [1] 80/5
N	obviously [5] 39/24 41/14 56/23 65/3 70/8	originally [1] 46/14
name [4] 4/21 38/9 38/23 70/19	occupancy [1] 7/7	Orlando [1] 78/14
namely [1] 73/17	occur [1] 81/24	other [29] 5/22 17/2 18/16 19/7 20/12 24/4 24/15 27/24 28/24 33/20 38/1 39/2 43/22 44/6 45/1 46/16 50/14 51/22 56/18 57/4 57/22 65/11 66/14 68/6 70/16 75/23 77/18 79/2 83/17
names [1] 39/2	October [1] 17/3	ought [1] 70/11
Napier's [1] 6/1	odd [1] 50/9	our [55] 4/11 4/15 5/13 5/22 6/19 7/8 8/17 8/23 9/3 10/22 11/25 12/5 12/6 17/5 17/5 17/10 17/25 20/5 20/19 21/10 21/25 23/21 26/5 27/8 27/17 31/25 41/9 45/5 46/18 46/19 47/10 52/2 52/9 54/5 54/9 56/4 56/23 57/8 57/8 61/7 65/15 71/24 72/17 74/11 74/11 75/2 75/18 75/20 78/6 78/11 80/6 81/16 85/17 86/3 86/8
natural [1] 52/23	oddball [1] 17/13	ours [1] 35/7
nature [5] 32/19 48/21 52/23 56/7 59/20	off [11] 34/20 59/7 65/21 72/21 73/10 77/23 77/25 78/1 78/7 81/9 82/14	out [59] 4/21 4/22 5/16 6/3 6/8 8/5 8/14 15/20 16/11 17/5 17/6 18/5 19/10 19/12 19/15 19/24 21/6 21/13 22/2 23/19 27/3 28/4 28/6 28/7 28/15 28/16 28/19 31/1 36/16 38/10 46/3 46/21 47/20 48/16 49/14 50/19 51/23 52/16 53/21 54/8 54/25 57/18 61/6 63/12 65/23 65/23 66/1 67/5 67/10 67/23 69/22 70/9 71/17 75/9 77/16 78/14 81/17 83/21 85/11
nautical [1] 25/11	offer [1] 11/7	outbound [1] 6/20
Navigation [2] 25/2 25/10	offered [2] 30/15 42/6	outlined [1] 48/3
near [1] 74/18	Offering [1] 67/8	over [25] 7/3 7/5 9/3 11/20 12/2 13/12 19/3 21/19 25/15 33/15 34/20 34/25 35/4 35/9 37/18 47/21 49/8 50/1 51/13 54/10 65/24 66/20 79/15 79/17 79/18
nearly [2] 4/14 50/9	office [2] 5/14 54/14	overall [1] 52/20
necessarily [3] 9/15 60/12 71/14	officially [1] 78/13	overflight [1] 34/19
need [20] 9/5 13/24 21/12 25/20 43/15 45/5 45/7 47/13 58/20 61/15 64/21 68/9 70/25 72/13 79/12 82/17 85/13 85/15 85/24 86/5	often [1] 67/21	overlooked [1] 84/6
needed [3] 46/9 46/12 62/5	oh [11] 11/4 13/8 16/20 16/21 22/21 27/16 48/17 66/22 66/23 77/5 84/2	own [9] 15/18 19/10 35/6 38/10 46/15 74/11 75/2 75/20 79/10
needing [1] 60/12	okay [71] 3/7 3/13 3/20 3/22 4/5 10/23 10/25 13/11 14/22 15/2 16/17 17/19 17/25 22/8 22/15 22/23 22/25 24/4 27/18 27/20 28/10 28/21 29/2 29/16 31/16 32/2 32/9 32/14 38/9 38/22 39/13 39/17 40/21 40/25 41/15 42/4 42/10 42/23 43/13 44/3 44/6 45/5 45/17 55/9 56/11 56/12 57/2 58/5 58/12 58/19 59/3 59/11 66/9 66/21 68/8 68/16 68/19 72/12 72/22 73/2 75/21 76/7 77/3 79/22 83/6 83/23 85/5 85/8 85/19 85/20 86/9	owners [3] 4/25 68/22 79/9
needs [4] 37/7 43/7 43/8 58/1	old [4] 21/11 47/20 52/13 52/15	ownership [3] 30/5 33/19 34/8
negotiate [1] 48/7	once [7] 17/14 36/5 77/25 77/25 78/7 78/7 79/3	owns [3] 30/4 34/4 38/6
negotiates [1] 41/4	one [38] 7/1 11/25 16/3 16/4 18/21 19/9 20/2 20/3 20/9 20/16 20/17 22/16 28/13 32/3 37/10 38/1 38/11 39/3 43/3 43/10 47/6 48/25 49/10 50/10 50/18 52/13 55/23 57/16 66/25 66/25 68/19 69/23 71/22 71/25 76/19 77/17 77/18 86/16	P
negotiating [1] 41/25	one-third [2] 43/3 50/10	p.m [4] 1/7 1/7 86/11 86/19
negotiation [2] 36/17 54/1	one-year [4] 7/1 11/25 43/10 57/16	pace [2] 7/13 7/16
Nehring [2] 16/19 16/22	onerous [2] 31/2 32/19	package [1] 33/18
never [6] 18/17 27/4 28/17 28/19 37/3 70/21	ones [1] 8/22	PAGE [1] 2/2
new [9] 12/11 14/17 16/23 21/10 21/12 30/4 38/7 70/3 76/24	ongoing [1] 24/25	Palatka [1] 14/17
New York [2] 30/4 38/7	only [16] 15/7 16/3 16/4 19/9 20/15 21/11 25/11 28/13 34/18 39/22 47/19 52/2 60/8 70/9 70/17 78/4	Palms [5] 30/17 31/1 31/10 38/25 39/20
news [3] 5/4 5/21 10/1	one [38] 7/1 11/25 16/3 16/4 18/21 19/9 20/2 20/3 20/9 20/16 20/17 22/16 28/13 32/3 37/10 38/1 38/11 39/3 43/3 43/10 47/6 48/25 49/10 50/10 50/18 52/13 55/23 57/16 66/25 66/25 68/19 69/23 71/22 71/25 76/19 77/17 77/18 86/16	paper [3] 5/4 13/14 53/20
next [11] 10/8 24/24 25/18 45/21 50/2 50/2 55/24 61/8 78/15 84/21 85/20	one-third [2] 43/3 50/10	para [1] 40/1
nice [6] 9/22 33/23 34/6 53/6 57/3 61/16	one-year [4] 7/1 11/25 43/10 57/16	Parallel [1] 39/3
nine [1] 14/15	onerous [2] 31/2 32/19	parcel [1] 33/4
no [43] 3/15 3/16 3/17 3/18 7/17 10/21 17/10 19/23 19/23 20/21 22/19 24/9 24/15 27/25 29/1 29/2 31/15 32/18 34/24 38/18 41/13 42/8 42/14 42/15 44/10 44/13 45/9 52/1 54/20 55/7 55/8 55/23 56/18 57/24 58/16 59/5 63/3 70/8 76/18 81/12 81/14 85/9 86/2	ones [1] 8/22	parcels [3] 31/9 32/20 40/8
NOAA [1] 8/17	ongoing [1] 24/25	park [2] 30/19 44/19
NOAA's [1] 5/5	only [16] 15/7 16/3 16/4 19/9 20/15 21/11 25/11 28/13 34/18 39/22 47/19 52/2 60/8 70/9 70/17 78/4	parking [3] 6/16 48/24 49/7
nobody [1] 11/3	ons [1] 51/8	part [21] 8/24 9/14 9/18 15/10 21/6 24/1 26/2 26/3 32/18 33/23 39/15 39/20 40/6 46/8 50/7 52/25 65/25 78/19 82/9 83/22 83/22
noise [2] 35/10 35/16	op [1] 70/12	part's [1] 40/10
none [16] 3/10 3/11 3/12 4/3 4/3 4/4 24/6 24/8 24/17 29/10 44/8 45/3 58/18 66/15 68/7 75/25	open [9] 5/7 5/8 22/17 26/14 32/22 70/24 81/16 81/17 83/5	participation [5] 5/12 44/23
nonstarter [1] 61/15	opened [1] 18/19	particular [3] 25/3 31/25 50/25
normal [2] 60/19 81/5	openly [1] 37/11	parties [1] 41/21
north [7] 4/20 6/23 30/20 30/21 40/6 40/15 54/17	operate [3] 79/2 80/9 84/13	partner [3] 10/24 12/6 12/7
Northeast [2] 5/1 5/11	operated [2] 81/7 83/21	PARTNERS [1] 2/7
northern [2] 32/13 34/10	operates [1] 82/15	parts [2] 17/2 82/4
Northrop [1] 16/22	operating [14] 68/24 74/4 74/8 74/12 78/22 79/4 80/18 81/14 82/10 82/10 82/17 82/20 83/12 83/15	party [2] 41/21 41/25
not [101]	operation [9] 17/10 68/23 69/24 70/4 70/12 74/5 78/1 78/12 79/1	passed [1] 12/7
noted [2] 23/18 23/22	Operational [2] 2/11 68/18	passenger [7] 6/21 50/14 50/20 52/3 52/17 81/10 81/11
notes [1] 87/9	operations [6] 7/9 7/10 7/12 30/8 69/3 78/3	passengers [4] 7/3 8/17 52/18 53/14
nothing [6] 10/4 17/23 19/5 53/11 56/13 85/7	operator [6] 77/24 78/2 78/7 79/2 83/13 83/13	passes [1] 24/21
notification [1] 25/25	operators [3] 77/18 83/17 83/20	
November [1] 8/2	opinion [1] 61/15	
now [43] 6/24 12/7 21/11 22/11 28/5 28/16 30/4 33/1 34/17 34/18 34/23 34/25 39/3 39/24 39/24 40/13 40/16 46/16 48/8 49/4 49/14 51/25 52/9 52/23 55/4 57/6 57/17 59/17 63/8 63/12 69/6 71/25 73/21 73/25 74/16 74/22 78/13 78/25 79/3 79/8 83/25 86/16 86/16	opportunity [2] 31/9 57/10	
number [5] 25/16 26/7 37/14 50/22 67/23	opposed [1] 62/5	
numbers [7] 6/12 7/13 19/2 47/25 72/7 72/14 79/15	optimal [1] 50/21	
nutshell [1] 52/6	optimistic [1] 36/3	
	option [1] 72/8	
	orange [5] 31/18 31/19 33/8 33/19 34/3	
	order [4] 3/3 25/19 26/25 57/23	

P
past [5] 7/6 12/3 13/1 40/1 79/16
Paul [1] 38/13
pause [1] 73/22
pay [5] 36/5 61/18 65/19 65/20 78/25
payment [2] 65/9 65/20
payments [1] 56/6
pen [1] 53/20
pencil [2] 20/11 20/13
pending [1] 80/20
people [7] 4/14 7/5 13/21 13/23 28/15 55/11 63/13
per [1] 6/20
percent [10] 7/7 11/16 11/20 13/20 21/2 22/20 22/22 22/24 22/25 60/4
percentage [1] 67/10
perfect [1] 86/15
perhaps [3] 20/14 46/15 82/23
perimeter [1] 50/8
period [2] 7/2 23/24
permanent [1] 28/18
permits [1] 84/12
person [1] 16/4
pertains [1] 25/3
phase [3] 25/18 45/24 60/11
phases [1] 25/16
phasing [1] 62/2
phone [1] 84/15
phonetic [1] 16/10
pick [3] 20/9 36/13 52/14
picks [3] 30/18 52/13 81/11
picture [2] 4/23 61/11
piece [8] 33/20 33/24 34/6 34/10 34/10 43/8 52/11 53/3
pilots [1] 5/10
place [13] 8/8 10/7 19/18 35/5 35/11 36/7 43/3 47/17 47/18 47/20 78/12 79/1 82/21
placed [2] 31/9 35/4
plan [9] 11/8 14/1 14/2 47/5 48/24 49/25 69/10 74/10 75/19
plane [1] 14/16
planning [1] 57/5
plans [3] 10/6 19/8 40/11
please [4] 3/4 48/16 48/22 77/2
pleased [4] 8/15 11/17 11/21 11/23
PLEDGE [3] 2/3 3/4 3/5
plug [1] 84/23
plugged [1] 29/23
plus [2] 61/17 65/4
podium [1] 13/10
point [43] 7/17 9/17 18/14 20/22 21/25 32/17 32/23 33/6 34/7 34/9 34/21 36/10 42/12 42/13 43/21 44/18 47/19 47/19 48/10 48/12 49/23 52/5 58/7 60/25 61/3 61/20 63/1 63/5 63/19 65/13 65/14 65/21 67/25 69/17 72/20 73/17 74/4 74/16 75/5 76/10 76/18 78/15 80/3
policies [1] 83/7
policy [2] 80/8 81/24
Ponce [1] 1/23
pop [2] 38/10 48/14
port [6] 13/16 14/7 14/9 14/10 14/19 14/19
port-a-port [1] 14/19
port-a-ports [4] 13/16 14/7 14/9 14/10
portion [4] 21/10 34/18 39/22 40/11
ports [4] 13/16 14/7 14/9 14/10
position [4] 35/14 38/2 48/25 54/19
positions [1] 49/7
possible [1] 47/8
possibly [4] 9/5 37/9 42/6 68/23
potential [10] 2/11 29/19 35/14 37/15 37/19 37/20 59/8 59/13 62/1 70/12

potentially [1] 37/24
pour [2] 46/24 47/18
powers [1] 40/7
predicated [1] 73/19
preferred [1] 14/4
preliminary [2] 20/4 35/19
prepared [1] 26/4
prepay [2] 65/18 65/19
prepaying [1] 66/1
prerogative [2] 73/1 82/18
present [4] 1/9 1/12 1/15 80/13
presentation [1] 40/18
presented [1] 29/5
pressure [2] 53/2 57/25
pretty [1] 34/5
previously [2] 25/14 30/17
prime [1] 67/8
principal [2] 78/12 79/1
prior [2] 11/21 80/10
priority [1] 14/21
Private [1] 83/8
probably [7] 5/4 13/20 18/11 28/17 54/13 60/14 75/11
problem [3] 31/5 46/23 46/24
proceedings [1] 87/8
process [3] 51/10 62/20 69/13
productive [1] 70/14
profile [1] 52/10
project [15] 18/2 18/15 20/5 22/7 24/25 25/3 29/21 29/24 30/22 38/25 41/1 48/2 48/8 56/1 62/2
projects [14] 18/7 18/9 18/18 18/20 20/25 25/1 27/4 30/13 37/16 37/23 38/16 38/24 39/1 56/5
proper [1] 70/2
properly [1] 42/3
property [24] 8/10 30/19 31/11 31/24 33/7 33/9 33/10 33/14 33/15 33/19 33/25 34/3 34/3 34/6 35/20 36/14 36/23 41/5 41/6 47/3 75/2 81/5 81/14 82/14
property's [2] 30/14 42/8
proposals [1] 14/4
proposing [1] 74/7
protection [2] 12/22 52/2
provide [3] 25/20 75/4 81/21
provides [5] 37/23 49/25 52/19 52/20 52/24
Pruitt [1] 20/3
public [22] 2/12 5/7 8/16 24/7 24/9 28/1 28/24 29/2 44/9 45/1 50/11 58/12 59/23 66/18 68/6 73/2 75/23 76/15 76/16 81/17 83/5 83/24
publicly [1] 59/19
punched [1] 6/25
purchase [4] 12/21 35/12 36/2 36/4
purchased [1] 9/11
purpose [1] 36/8
purposes [3] 18/10 82/6 86/3
pursue [2] 34/8 70/12
push [1] 49/12
put [16] 4/18 7/4 13/22 14/11 14/20 25/23 28/18 33/3 34/4 36/6 43/2 47/17 51/5 55/20 66/8 77/19
puts [1] 65/14
putting [7] 14/7 19/14 36/15 46/4 53/19 53/20 67/23

Q
qualified [6] 2/11 16/1 59/8 59/18 59/21 59/23
quantify [1] 11/15
question [3] 66/13 73/16 74/15
questions [4] 10/20 16/12 76/11 77/1
quick [3] 11/7 11/10 19/4

quickly [5] 21/6 21/14 46/3 47/22 48/14
quite [4] 6/1 19/3 21/3 30/12
Quonset [1] 52/15
quote [1] 42/6

R
racetrack [1] 31/19
radar [1] 41/9
rail [2] 37/12 37/17
rail-dependent [1] 37/12
railroad [5] 30/2 30/11 37/9 37/15 39/12
ramp [2] 28/5 49/14
ran [1] 19/10
RANDY [3] 1/11 32/8 33/10
range [2] 9/20 36/23
rate [11] 30/7 46/5 60/2 60/3 61/4 67/8 67/8 67/10 67/11 67/13 67/24
rate's [1] 67/6
rate-wise [1] 67/13
rather [2] 54/10 71/22
RE [1] 18/2
RE-MARKING [1] 18/2
reach [1] 9/20
reaching [1] 44/17
read [1] 3/13
real [3] 21/5 48/14 51/20
really [25] 7/19 7/24 9/7 13/23 14/5 15/23 16/5 17/9 18/17 19/12 20/8 20/15 31/25 32/5 40/15 42/14 51/12 53/17 58/20 63/16 64/14 69/7 69/12 69/25 86/4
reason [2] 7/17 34/24
Reba [5] 15/7 15/8 16/14 28/2 76/20
Reba's [1] 73/3
rebid [1] 18/25
rebuild [1] 47/13
recall [2] 24/24 49/8
received [2] 13/2 18/21
receiving [1] 78/16
recent [1] 21/7
recently [1] 20/7
recipient [1] 5/19
recommend [1] 20/23
recommendation [5] 20/19 21/25 24/12 26/5 29/12
recommendations [1] 80/6
record [2] 60/21 87/9
recorded [1] 78/14
recourse [1] 55/8
recurring [1] 46/10
redevelopment [1] 45/25
redone [1] 21/16
reducing [1] 60/2
referendum [1] 60/22
refers [1] 79/9
refresh [1] 23/19
regarding [1] 77/21
regardless [1] 74/5
regional [1] 9/11
regroup [1] 57/12
Regular [1] 1/2
rehab [2] 20/5 21/14
reimbursed [2] 26/25 27/8
reiterating [1] 85/13
related [8] 15/4 18/14 22/6 25/9 36/1 36/17 37/12 59/25
relation [1] 38/18
relative [2] 61/4 79/25
relatively [1] 24/25
relighting [1] 20/6
relying [1] 65/8
remain [7] 34/11 35/7 35/8 35/11 53/12 53/12 53/24
remaining [1] 40/8

R	RJ [3] 35/16 78/5 80/21 RJs [1] 9/11 RMR [3] 1/22 87/6 87/12 road [8] 31/7 36/24 40/2 40/5 40/9 40/15 40/24 44/24 ROBERT [1] 1/10 roll [1] 64/16 rolling [1] 73/3 rolls [1] 73/11 roof [2] 47/21 52/16 room [2] 1/3 25/7 rooms [1] 50/24 rotate [1] 52/10 round [2] 6/12 62/21 rounded [2] 52/11 52/15 RPR [3] 1/22 87/6 87/12 RPR-CP [2] 87/6 87/12 rule [1] 15/24 run [2] 21/8 78/19 running [1] 43/6 runway [15] 2/9 18/2 18/9 18/22 20/5 20/7 20/17 21/5 21/8 21/10 21/22 22/12 24/12 34/14 34/21 runways [1] 21/9 Ruth [1] 16/10	47/15 47/21 61/24 67/11 69/11 69/17 81/15 sent [1] 18/5 separate [1] 25/13 separately [1] 26/14 September [4] 5/24 26/1 43/7 43/16 Serenata [1] 38/17 serve [1] 14/11 service [5] 8/23 54/10 64/25 65/9 65/12 services [3] 20/18 22/3 81/21 set [4] 41/17 41/18 51/16 77/6 several [4] 6/9 30/13 40/19 75/8 share [4] 21/1 21/3 48/4 48/13 sharpening [1] 20/11 sharper [1] 20/13 she [2] 15/22 15/23 she's [1] 15/23 sheltered [3] 52/5 52/16 52/19 Sherbert [1] 11/6 shingle [2] 81/16 81/16 short [2] 10/13 65/16 should [11] 7/14 13/24 25/24 33/21 43/18 43/23 55/13 61/10 70/25 71/8 86/2 shoulder [1] 65/22 show [2] 19/25 32/5 showing [2] 32/6 49/2 shown [3] 31/17 33/8 49/1 shows [2] 32/4 48/24 sic [1] 21/21 side [18] 5/22 16/18 17/2 23/25 30/18 36/24 37/8 49/1 50/14 51/1 51/22 52/12 57/17 57/17 60/9 60/10 65/4 67/17 sides [1] 53/14 sidestep [1] 81/22 sign [4] 48/9 63/24 78/22 79/4 signature [1] 22/5 signed [1] 9/11 significant [3] 21/10 30/12 31/6 significantly [1] 60/14 similar [1] 62/20 simple [2] 82/2 82/2 simply [10] 19/10 28/18 47/15 48/9 49/15 51/7 54/15 59/20 81/5 81/8 since [1] 73/8 single [3] 34/12 51/12 54/18 singular [1] 64/1 sir [3] 23/3 73/15 83/4 sister [1] 39/11 sit [7] 7/7 19/21 35/20 35/21 41/19 60/16 67/12 site [2] 48/24 49/25 sites [1] 37/16 sits [4] 33/7 34/25 52/9 52/23 sitting [4] 10/9 30/19 43/1 49/3 situation [2] 42/17 76/3 six [1] 16/9 size [2] 9/24 49/3 skin [2] 46/9 56/17 slated [1] 85/23 slide [6] 27/22 32/3 32/8 32/8 32/10 34/13 slightly [1] 18/4 sliver [1] 33/15 slow [1] 51/10 small [4] 21/3 21/23 24/25 34/18 smidge [1] 7/3 snack [1] 10/15 so [150] sodium [1] 53/2 soft [1] 10/15 sold [2] 6/12 6/14 solely [1] 37/25 solid [2] 7/11 7/13 solidified [1] 10/5 solution [1] 46/23
	S	
	SAAPA [7] 4/16 13/5 15/1 15/4 15/6 15/11 76/23 sad [1] 5/21 said [17] 8/1 8/1 14/13 14/15 20/15 45/14 47/9 55/4 58/14 64/12 68/25 70/20 70/23 78/9 80/10 80/24 82/13 sales [1] 79/17 same [8] 11/21 18/17 30/25 49/23 61/11 61/11 69/5 69/6 saw [1] 5/4 say [19] 9/6 11/9 29/20 34/23 39/6 44/20 44/24 47/24 61/1 62/13 62/14 62/16 63/8 63/23 68/17 70/8 72/19 75/18 78/19 saying [8] 26/4 26/21 31/13 57/22 64/3 69/12 71/16 84/20 says [2] 27/11 40/14 schedule [4] 65/20 84/19 84/23 86/8 scheduled [1] 9/16 scheme [1] 60/6 Scholarship [1] 15/17 scholarships [2] 15/12 15/13 school [5] 4/13 5/8 5/9 15/14 77/25 schools [1] 75/2 screen [3] 34/14 41/9 49/1 screening [1] 53/13 screenings [1] 54/15 seaplane [5] 25/4 25/5 25/16 28/5 28/13 seating [1] 50/17 seats [1] 50/20 second [4] 24/14 24/15 29/6 29/7 secondarily [2] 50/13 53/25 see [20] 5/16 5/19 10/25 11/2 14/8 14/19 31/19 32/12 34/5 41/20 43/11 57/8 63/13 69/10 69/13 74/7 74/9 78/5 81/25 84/22 Seeing [1] 11/3 seem [3] 19/2 33/2 43/17 seems [1] 73/18 seen [8] 12/13 12/15 12/17 26/9 26/15 30/13 77/15 77/20 self [2] 6/9 6/11 self-fuel [2] 6/9 6/11 sell [1] 41/4 selling [1] 32/18 sends [1] 64/18 sense [13] 19/17 35/6 38/1 41/13 44/13 44/25	

<p>S</p> <p>some [61] 8/7 9/7 9/22 9/22 10/4 10/20 10/20 12/13 12/15 12/17 12/19 12/21 12/23 12/25 13/24 14/8 17/12 18/13 21/23 25/4 25/17 31/3 32/12 34/7 36/16 36/17 36/22 37/18 39/2 41/5 41/19 45/25 46/14 46/16 46/16 46/25 48/15 50/9 51/2 51/3 52/20 52/24 53/22 54/16 56/6 56/15 56/19 57/4 59/14 61/20 62/12 65/1 65/3 65/4 68/1 68/1 78/11 79/15 82/3 82/22 84/12</p> <p>some-odd [1] 50/9</p> <p>somebody [1] 10/19</p> <p>somehow [1] 59/6</p> <p>something [14] 21/15 37/7 47/15 54/14 54/18 57/7 57/11 57/13 59/19 65/22 66/5 76/23 85/25 86/1</p> <p>somewhere [4] 60/4 72/9 81/9 81/10</p> <p>sorely [1] 6/5</p> <p>sorry [8] 11/4 16/20 17/20 21/20 27/22 59/4 76/22 83/3</p> <p>sort [6] 11/15 32/21 43/17 47/2 47/2 67/21</p> <p>sorted [1] 6/3</p> <p>sound [1] 68/13</p> <p>sounds [1] 66/1</p> <p>source [2] 25/10 51/13</p> <p>south [7] 14/3 14/5 30/23 31/11 31/18 31/21 39/19</p> <p>space [5] 48/20 50/11 50/12 51/19 53/14</p> <p>speak [4] 5/10 9/15 71/13 77/11</p> <p>spec [1] 67/5</p> <p>specific [2] 10/20 82/23</p> <p>specifically [1] 77/17</p> <p>specified [1] 67/25</p> <p>specs [1] 19/5</p> <p>sped [1] 14/10</p> <p>speed [1] 4/9</p> <p>spend [2] 8/23 20/10</p> <p>spending [1] 53/9</p> <p>spent [1] 56/15</p> <p>spill [1] 9/9</p> <p>split [5] 22/18 22/19 26/12 27/17 27/17</p> <p>spoke [1] 12/4</p> <p>spoken [1] 19/7</p> <p>spot [1] 25/9</p> <p>spreadsheet [1] 77/20</p> <p>square [4] 50/4 50/9 56/19 56/23</p> <p>ST [8] 1/1 1/1 1/5 1/16 1/17 1/22 1/23 87/4</p> <p>St. [9] 3/3 4/12 4/13 5/13 9/21 15/14 30/14 78/13 85/15</p> <p>St. Augustine [5] 3/3 4/12 9/21 78/13 85/15</p> <p>St. Augustine High School [2] 4/13 15/14</p> <p>St. Johns County [2] 5/13 30/14</p> <p>staff [1] 47/1</p> <p>staff's [3] 24/11 29/12 80/8</p> <p>stage [1] 51/16</p> <p>stages [1] 12/18</p> <p>stalls [1] 50/24</p> <p>stand [2] 18/15 79/13</p> <p>stand-alone [1] 18/15</p> <p>standard [2] 21/20 21/22</p> <p>standards [15] 6/22 21/8 21/13 21/17 46/15 59/22 73/23 74/1 74/4 74/8 74/12 74/17 75/17 75/20 82/20</p> <p>standing [1] 12/9</p> <p>standpoint [4] 8/16 35/14 43/5 69/7</p> <p>start [3] 11/10 23/13 64/15</p> <p>started [2] 11/24 70/21</p> <p>starting [4] 16/23 17/1 23/12 57/7</p> <p>state [8] 13/19 22/22 31/7 33/1 33/3 40/9 40/15 87/3</p> <p>State Road 16 [2] 40/9 40/15</p> <p>stated [2] 24/13 27/21</p>	<p>status [2] 10/22 71/24</p> <p>stay [1] 79/20</p> <p>stellar [1] 17/16</p> <p>stenographic [1] 87/9</p> <p>stenographically [1] 87/7</p> <p>step [2] 63/7 69/2 stepped [1] 8/6</p> <p>stick [1] 86/8</p> <p>still [9] 15/10 15/17 15/18 19/17 20/13 47/24 47/25 48/15 69/10</p> <p>storage [1] 75/3</p> <p>stored [1] 51/24</p> <p>strategies [1] 69/25</p> <p>strategy [2] 70/1 70/2</p> <p>stream [1] 6/20</p> <p>street [1] 19/14</p> <p>strengthening [1] 38/2</p> <p>stretch [2] 65/22 65/23</p> <p>string [1] 52/15</p> <p>structural [1] 25/5</p> <p>structure [13] 46/1 46/6 46/7 46/8 46/17 47/7 47/9 51/20 55/3 56/17 65/7 65/17 66/9</p> <p>structured [3] 84/18 84/22 85/22</p> <p>struggle [1] 6/22</p> <p>struggled [1] 81/19</p> <p>struggling [1] 67/18</p> <p>students [1] 16/1</p> <p>stuff [5] 12/25 42/22 53/10 53/11 57/4</p> <p>subject [3] 35/22 48/11 61/3</p> <p>submission [1] 47/3</p> <p>submit [1] 19/8</p> <p>submitting [1] 20/11</p> <p>subsidiaries [1] 39/4</p> <p>substantial [1] 12/23</p> <p>subtraction [1] 4/1</p> <p>success [2] 32/18 65/12</p> <p>successful [2] 13/3 28/14</p> <p>successfully [1] 8/22</p> <p>such [3] 46/25 82/9 83/22</p> <p>suffice [1] 9/6</p> <p>sufficient [2] 62/12 86/3</p> <p>summarize [1] 13/17</p> <p>summer [4] 23/10 49/8 49/9 51/13</p> <p>Sunday [1] 10/13</p> <p>super [3] 5/21 5/21 46/17</p> <p>superb [1] 5/15</p> <p>support [5] 11/12 13/2 17/9 28/19 71/5</p> <p>sure [22] 4/8 4/16 6/5 9/24 19/5 22/6 28/4 32/4 41/10 48/1 53/24 58/9 59/10 66/6 71/1 71/12 71/21 72/16 72/25 77/20 85/18 85/19</p> <p>surprisingly [1] 17/23</p> <p>surround [1] 81/4</p> <p>SUZANNE [1] 1/10</p> <p>system [5] 6/4 18/8 18/21 22/13 51/6</p>	<p>technology [1] 23/23</p> <p>technology [1] 49/14</p> <p>tedious [1] 51/10</p> <p>telephone [1] 84/5</p> <p>tell [4] 10/13 54/5 57/16 58/6</p> <p>telling [1] 57/5</p> <p>temporary [1] 54/19</p> <p>ten [2] 62/16 65/24</p> <p>tends [1] 50/25</p> <p>tent [1] 51/21</p> <p>tentatively [2] 22/1 41/18</p> <p>term [10] 35/16 38/3 44/17 46/5 46/23 67/9 67/10 68/3 72/8 83/9</p> <p>terminal [9] 2/10 7/6 10/22 12/16 45/20 45/24 46/1 50/5 59/16</p> <p>terminology [1] 67/20</p> <p>terms [12] 9/24 18/4 31/4 36/1 36/17 42/21 42/25 43/19 52/15 52/22 62/9 67/25</p> <p>terrible [1] 64/18</p> <p>terribly [1] 49/5</p> <p>test [1] 17/10</p> <p>than [17] 18/16 35/18 42/11 43/22 44/22 49/5 51/1 54/10 60/15 67/21 71/22 74/24 77/18 78/6 79/11 79/19 84/19</p> <p>thank [30] 9/1 10/18 12/1 13/5 14/24 17/4 17/17 17/19 24/22 28/2 28/21 36/22 45/1 45/19 59/4 59/11 68/4 70/15 73/15 75/21 75/23 76/9 77/3 77/7 77/10 79/21 79/22 84/7 84/8 84/15</p> <p>thankfully [1] 8/14</p> <p>thanking [1] 11/10</p> <p>thanks [6] 4/15 5/3 5/13 11/6 16/14 84/5</p> <p>that [341]</p> <p>that's [86] 4/11 6/11 6/18 6/21 7/14 10/1 11/5 11/17 12/20 13/11 15/1 15/2 19/6 20/9 20/17 21/13 22/14 23/3 23/15 26/20 27/17 32/7 33/4 34/6 34/13 37/5 37/11 37/25 40/13 41/9 48/6 48/11 48/21 49/4 49/14 49/19 49/22 50/21 51/6 52/6 53/16 54/16 54/22 54/24 55/23 56/2 56/9 56/11 58/2 58/10 59/5 59/23 60/13 60/16 61/3 61/14 61/15 61/15 61/17 62/3 63/3 64/6 65/4 69/23 72/24 72/24 73/1 74/10 75/11 75/11 78/7 81/19 82/14 82/18 82/18 82/24 83/11 83/11 83/13 83/14 85/4 85/17 85/22 86/12 86/15 86/17</p> <p>their [24] 4/18 4/23 5/6 5/6 9/9 9/13 9/20 9/20 15/18 19/10 30/5 30/5 30/24 31/4 31/4 33/18 39/1 39/3 39/15 46/15 73/1 82/9 83/12 85/14</p> <p>them [26] 8/25 9/6 9/25 13/21 14/6 15/25 17/14 18/17 20/13 25/20 32/18 36/4 37/17 43/7 46/13 47/2 47/18 47/24 49/18 54/6 55/7 70/21 74/24 77/15 77/17 78/24</p> <p>then [34] 3/13 3/22 4/5 10/3 13/22 14/4 15/16 16/2 17/25 19/24 22/4 22/15 22/23 23/22 30/22 33/17 41/12 43/9 47/19 49/6 50/13 51/22 53/25 56/3 62/13 67/24 68/8 68/16 69/10 70/24 74/15 78/19 78/23 86/7</p> <p>there [66] 3/8 6/8 9/7 13/6 13/9 13/12 14/3 15/15 17/21 19/6 19/12 19/13 19/21 19/24 21/13 23/24 27/3 28/6 28/7 28/15 28/16 28/19 29/3 29/6 30/19 31/22 32/21 34/6 34/23 34/25 35/8 35/22 37/4 43/5 46/12 46/21 47/11 48/24 49/3 49/6 49/14 50/1 51/3 51/5 51/11 51/25 52/4 54/10 54/15 55/10 57/7 57/13 57/14 61/16 65/21 66/20 67/23 69/7 70/20 71/25 73/17 74/16 75/6 75/9 80/15 80/20</p> <p>there's [26] 12/8 12/25 13/9 13/23 14/4 14/5 19/5 21/7 28/18 30/6 48/15 53/11 54/12 54/20 55/7 56/18 57/4 57/6 60/10 62/4 62/12 75/8 81/14 82/3 83/17 85/11</p> <p>thereby [5] 38/1 47/12 59/24 59/25 60/2</p>
	<p>T</p> <p>T-hangar [1] 14/20</p> <p>T-hangars [4] 13/17 14/8 14/11 14/18</p> <p>table [1] 72/21</p> <p>take [14] 4/22 11/8 19/4 19/18 19/22 21/17 46/19 47/11 55/7 63/11 77/15 77/23 77/24 78/1</p> <p>taken [3] 13/25 43/4 43/8</p> <p>takeoffs [2] 7/15 7/15</p> <p>takes [2] 40/17 52/25</p> <p>taking [2] 9/3 78/7</p> <p>talent [1] 5/15</p> <p>talk [2] 59/13 63/12</p> <p>talking [8] 38/12 45/23 46/7 55/16 56/15 58/7 59/17 73/8</p> <p>tasked [1] 54/6</p> <p>tax [4] 60/1 60/24 64/16 73/11</p> <p>team [4] 11/11 12/2 46/19 47/10</p>	

<p>T</p> <p>these [14] 9/2 9/8 18/7 18/19 20/25 23/7 30/12 32/16 48/18 51/18 58/7 60/22 70/3 70/10</p> <p>they [68] 3/12 4/22 5/14 8/16 9/5 9/10 9/10 9/10 9/12 9/12 9/13 9/16 9/18 10/14 10/14 13/21 14/12 14/13 14/14 14/15 14/15 14/17 14/18 15/17 15/18 17/4 17/7 18/15 19/2 19/10 20/4 20/4 20/6 20/10 20/22 20/24 22/4 23/17 23/25 27/3 27/8 28/14 31/2 31/9 32/24 32/24 33/1 33/2 33/2 33/13 33/18 34/23 38/24 39/2 39/18 39/21 39/22 43/17 46/25 48/19 51/6 55/10 67/20 68/24 70/20 72/1 83/19 83/20</p> <p>they'd [1] 58/1</p> <p>they'll [2] 13/21 18/13</p> <p>they're [15] 3/13 9/21 18/14 19/2 20/8 37/16 37/17 40/22 48/19 49/18 51/23 57/5 57/5 72/1 72/23</p> <p>they've [7] 12/2 21/23 32/18 39/2 40/10 72/21 75/8</p> <p>thing [4] 57/3 61/22 67/9 82/2</p> <p>things [21] 9/7 9/19 10/4 10/5 11/10 11/15 35/10 35/17 39/4 48/21 55/17 55/24 56/7 60/6 67/1 67/18 69/5 69/8 69/9 76/25 81/23</p> <p>think [46] 4/19 5/2 7/11 8/15 8/18 9/7 9/9 10/6 10/8 13/17 13/24 19/11 19/20 32/19 33/6 35/2 37/6 41/17 41/18 43/14 46/13 48/15 49/2 49/22 49/24 52/19 53/5 53/5 54/23 55/2 55/13 55/24 58/23 59/10 60/3 60/14 64/17 68/8 70/2 70/11 71/8 72/20 80/11 81/19 83/23 86/17</p> <p>third [4] 43/3 50/10 86/12 86/14</p> <p>this [168]</p> <p>those [30] 6/18 6/18 8/7 9/14 13/20 20/21 22/5 23/2 27/1 29/20 30/4 33/16 35/10 37/18 38/16 41/19 41/21 47/17 51/16 57/21 69/9 75/6 75/13 78/3 80/5 80/7 80/7 81/21 82/22 82/23</p> <p>though [2] 43/6 84/16</p> <p>thousand [3] 12/19 15/22 79/17</p> <p>thousands [1] 27/9</p> <p>three [9] 14/3 14/6 15/13 15/15 17/15 19/12 48/25 50/18 78/24</p> <p>threw [1] 34/13</p> <p>through [18] 7/1 7/5 11/12 11/18 29/18 34/1 40/1 40/1 40/23 51/7 52/4 54/10 54/15 61/8 62/19 62/20 62/25 69/13</p> <p>throwing [1] 69/22</p> <p>Thursday [5] 5/6 8/4 8/5 8/10 10/12</p> <p>thus [1] 78/11</p> <p>ticket [2] 50/12 50/12</p> <p>tied [1] 67/7</p> <p>tiles [1] 53/10</p> <p>till [2] 17/3 23/8</p> <p>tilt [1] 47/15</p> <p>time [41] 4/15 4/19 5/2 7/2 7/4 10/8 11/8 12/4 18/17 19/10 20/11 21/18 22/7 23/4 23/24 24/2 24/3 30/25 35/2 37/18 38/11 39/1 42/22 43/5 43/16 44/19 46/11 49/10 54/4 56/15 57/6 61/9 62/22 65/19 72/10 75/9 77/22 80/19 80/19 81/12 84/6</p> <p>timely [1] 59/15</p> <p>times [7] 8/8 16/2 17/15 71/11 78/1 78/2 78/25</p> <p>title [1] 71/10</p> <p>today [8] 13/19 17/23 31/25 35/24 48/17 56/3 59/12 60/16</p> <p>together [8] 4/19 18/10 33/3 33/22 34/5 36/6 78/18 79/21</p> <p>told [2] 43/7 78/25</p> <p>tonight [1] 20/16</p>	<p>Tony [2] 11/5 77/4</p> <p>too [14] 12/9 15/3 33/10 34/23 35/3 52/4 53/3 56/21 57/3 60/10 61/17 63/4 64/19 69/8</p> <p>took [4] 9/4 17/6 17/6 35/3</p> <p>top [2] 9/3 47/21</p> <p>total [9] 7/12 7/15 18/20 21/2 26/16 27/19 33/21 54/24 72/10</p> <p>touch [2] 8/20 8/20</p> <p>touched [1] 11/14</p> <p>tours [1] 5/8</p> <p>toward [1] 31/6</p> <p>towed [1] 17/14</p> <p>tower [2] 5/20 5/23</p> <p>town [1] 16/11</p> <p>TPC [5] 7/25 8/24 9/6 11/12 12/3</p> <p>trace [1] 51/5</p> <p>tract [5] 30/23 32/1 32/12 39/19 39/20</p> <p>trade [2] 33/4 33/13</p> <p>traffic [3] 5/20 5/23 21/19</p> <p>trailer [1] 54/14</p> <p>transcript [1] 87/8</p> <p>transferred [1] 39/18</p> <p>translates [1] 11/22</p> <p>Treasurer [1] 1/10</p> <p>trend [1] 11/18</p> <p>triggers [1] 82/10</p> <p>trips [1] 58/7</p> <p>truck [2] 17/7 17/9</p> <p>trucked [1] 28/16</p> <p>true [2] 62/8 87/8</p> <p>trying [9] 30/10 49/20 49/21 53/18 65/7 65/13 65/17 69/23 84/12</p> <p>TSA [7] 50/15 51/2 51/4 51/15 51/23 53/13 54/13</p> <p>tweeting [2] 48/15 51/3</p> <p>twice [1] 17/15</p> <p>two [16] 6/10 8/11 8/11 18/7 18/7 18/13 18/18 18/19 31/9 49/6 49/9 50/17 50/18 50/19 51/13 83/8</p> <p>type [5] 41/5 42/17 59/22 68/19 80/25</p> <p>U</p> <p>U.S. [4] 30/18 30/21 36/14 37/13</p> <p>U.S. 1 [4] 30/18 30/21 36/14 37/13</p> <p>uh [11] 27/13 28/11 33/12 37/2 40/4 55/19 62/17 68/5 71/19 75/22 86/14</p> <p>uh-huh [11] 27/13 28/11 33/12 37/2 40/4 55/19 62/17 68/5 71/19 75/22 86/14</p> <p>ultimate [1] 48/6</p> <p>ultimately [2] 67/13 69/14</p> <p>unanimously [1] 68/17</p> <p>under [7] 18/15 35/17 38/24 72/10 74/25 81/24 83/21</p> <p>underneath [1] 53/7</p> <p>understand [4] 64/2 65/25 82/1 82/2</p> <p>understanding [3] 41/20 67/16 82/5</p> <p>Understood [1] 64/4</p> <p>underway [1] 40/10</p> <p>underwriter [1] 80/6</p> <p>unfortunate [1] 20/10</p> <p>unfortunately [2] 17/1 78/10</p> <p>units [1] 39/19</p> <p>unless [3] 10/19 62/12 82/21</p> <p>unloading [2] 25/8 52/18</p> <p>until [5] 24/1 26/1 41/21 51/24 63/16</p> <p>unusual [1] 85/1</p> <p>up [53] 4/8 5/15 6/7 7/17 8/6 8/18 10/16 11/9 11/12 12/4 12/9 14/10 14/20 19/25 21/16 23/13 29/21 30/11 30/18 30/19 33/4 33/5 33/24 34/5 36/13 41/17 41/18 46/11 46/23 46/25 47/4 47/18 48/14 48/23 51/1 51/4 51/12 52/13 52/14 54/13 56/10 60/16 61/13 63/10 67/5 73/17 76/23 77/12 78/15 80/3</p>	<p>81/11 84/17 84/20</p> <p>update [2] 2/7 11/7</p> <p>UPDATES [1] 10/24</p> <p>upgrade [1] 53/8</p> <p>upgrades [2] 12/12 12/19</p> <p>upon [2] 20/20 74/14</p> <p>us [37] 2/10 4/18 7/14 8/24 9/19 9/22 17/5 17/7 17/11 17/16 21/18 29/17 33/5 35/25 37/18 42/14 43/11 43/16 46/22 47/3 47/7 49/12 50/21 50/22 54/19 55/21 57/5 57/23 60/12 66/8 70/13 73/10 74/7 77/2 79/20 80/16 83/16</p> <p>usable [1] 36/13</p> <p>use [8] 4/22 13/10 17/8 36/25 39/3 44/17 48/20 56/5</p> <p>used [6] 25/6 25/15 31/19 34/16 64/5 82/7</p> <p>useful [1] 33/24</p> <p>user [1] 8/16</p> <p>users [2] 6/4 8/17</p> <p>uses [3] 25/12 37/13 49/11</p> <p>using [3] 47/15 49/13 53/7</p> <p>usually [2] 30/6 84/25</p> <p>V</p> <p>value [1] 35/19</p> <p>various [1] 5/10</p> <p>vehicle [1] 17/5</p> <p>version [1] 48/15</p> <p>versus [1] 48/21</p> <p>very [37] 4/18 9/5 9/13 9/21 9/23 10/9 10/23 13/5 17/18 28/14 29/23 31/3 31/4 32/5 32/7 32/21 33/4 33/24 36/3 46/5 47/22 51/10 51/16 52/22 57/15 57/19 62/19 65/16 66/11 67/16 68/21 69/5 73/6 73/7 73/11 73/14 84/8</p> <p>vessel [1] 65/9</p> <p>vetted [2] 61/10 80/4</p> <p>Via [1] 57/17</p> <p>ViaAir [3] 8/22 10/11 49/3</p> <p>viable [1] 19/12</p> <p>vicinity [2] 5/18 60/4</p> <p>view [1] 69/18</p> <p>Village [2] 15/8 28/3</p> <p>Virginia [1] 71/17</p> <p>visiting [1] 8/16</p> <p>Visitors [1] 9/2</p> <p>volume [3] 11/16 28/19 51/4</p> <p>vote [2] 3/21 62/14</p> <p>voting [1] 22/11</p> <p>W</p> <p>wacky [1] 23/13</p> <p>Wait [1] 31/13</p> <p>waiting [10] 13/18 13/19 14/13 14/13 14/15 14/16 14/18 19/22 50/13 51/14</p> <p>waive [1] 82/23</p> <p>waiver [1] 82/21</p> <p>waiving [1] 80/17</p> <p>walk [5] 13/12 15/8 28/3 29/18 48/16</p> <p>walked [2] 8/15 23/19</p> <p>walkway [2] 49/15 49/15</p> <p>wall [1] 47/16</p> <p>walls [1] 47/18</p> <p>want [21] 10/11 15/10 16/15 20/10 27/3 28/14 34/23 43/11 51/4 59/9 59/13 62/15 63/23 65/8 65/19 68/20 76/25 78/17 79/19 79/20 79/23</p> <p>wanted [7] 11/9 11/10 12/1 17/4 34/8 48/4 48/13</p> <p>was [66] 4/10 4/23 5/2 5/8 7/21 7/25 8/11 8/12 8/12 10/16 10/21 12/4 13/10 13/17 15/21 16/4 16/4 17/11 17/15 17/20 19/21 20/1 23/15 23/18 23/19 23/21 23/22 26/11 26/13 27/8 28/13 30/1 30/19 30/23 32/10</p>
--	--	--

W
was... [31] 38/20 38/25 39/11 46/10 46/18 46/19 47/7 51/12 51/14 52/14 61/12 61/13 61/19 63/3 67/1 67/2 67/2 67/2 67/14 70/18 70/18 71/16 72/19 75/15 77/14 78/25 79/25 80/3 80/4 80/13 87/7
wasn't [2] 38/25 70/19
watch [1] 73/12
water [8] 28/6 28/8 28/10 33/9 33/14 33/16 41/3 42/2
way [27] 1/4 8/1 11/24 12/3 30/5 33/11 34/8 34/19 35/15 37/7 39/25 40/6 44/12 47/11 49/19 52/1 54/9 57/10 65/11 65/17 66/2 66/8 69/6 70/9 74/9 84/13 84/16
Wayne [1] 15/16
ways [2] 60/11 78/20
we [209]
we'd [10] 14/19 20/9 27/6 47/8 47/21 52/14 68/21 69/9 69/12 69/18
we'll [17] 3/2 6/5 17/1 17/25 19/16 19/23 22/16 23/13 36/4 37/3 43/19 57/7 61/4 61/25 62/20 86/7 86/18
we're [70] 7/11 10/6 11/21 11/23 11/25 12/18 12/24 12/25 13/2 13/18 16/5 16/7 19/4 19/18 19/20 20/15 22/10 23/6 23/9 24/2 26/4 26/21 35/23 36/15 41/8 41/16 41/17 41/21 41/25 43/9 43/16 48/2 49/19 49/21 50/19 52/6 52/25 53/3 53/7 53/8 53/9 53/17 54/6 54/13 55/16 56/10 57/18 59/17 60/14 61/1 61/9 62/7 64/16 65/5 65/7 65/13 65/17 65/23 66/9 67/18 67/18 69/4 69/5 69/6 69/8 70/23 73/8 75/7 79/19 84/20
we've [25] 5/22 6/9 10/4 12/8 13/2 19/7 23/17 25/15 28/13 30/13 31/8 37/14 46/16 47/4 47/9 47/10 54/6 55/17 55/18 57/15 78/9 78/10 79/18 83/5 83/23
Wednesday [1] 8/5
week [8] 7/20 7/21 7/25 8/19 11/13 11/16 14/17 18/6
weekend [1] 8/24
weeks [1] 17/7
well [28] 7/5 9/23 30/1 30/20 32/5 34/20 39/2 43/23 45/13 51/16 56/22 57/3 57/19 58/20 60/19 61/10 62/2 64/9 66/21 71/11 72/1 72/19 73/11 74/3 74/23 75/11 79/24 86/17
went [3] 9/3 62/19 62/25
were [27] 4/17 5/9 7/19 7/23 8/16 10/14 11/17 18/10 18/22 19/3 30/2 31/2 33/13 34/24 35/1 35/2 45/22 46/3 46/4 46/12 55/10 57/13 71/16 76/22 80/6 80/11 84/14
weren't [1] 80/15
west [3] 30/18 36/14 37/13
Westside [2] 2/10 29/17
what [42] 12/8 19/3 21/8 22/10 33/17 34/2 34/16 36/23 41/7 41/21 46/18 48/21 49/19 53/12 53/17 59/17 61/7 61/19 62/14 62/20 63/13 63/23 64/12 64/12 64/21 65/4 65/5 66/12 67/6 69/13 69/25 70/18 71/15 71/24 73/19 74/9 75/16 77/22 78/25 82/5 83/12 85/13
what's [4] 22/18 41/20 44/14 44/15
whatever [2] 67/9 85/12
when [22] 7/4 7/23 7/25 21/1 21/3 22/4 22/17 30/16 34/2 34/4 39/6 41/3 46/10 52/8 58/6 64/23 66/9 67/1 67/2 70/17 74/16 85/14
where [22] 4/11 5/9 10/9 30/14 30/14 30/20 31/16 31/19 32/6 32/6 32/10 36/5 40/2 48/10 48/13 51/6 51/23 51/25 54/17 67/12 79/12 83/11
whether [6] 8/16 25/25 69/15 69/17 72/17 81/4
Whew [1] 76/19

which [34] 7/17 11/19 12/22 14/1 15/17 17/9 17/11 18/8 23/18 24/1 25/11 25/19 25/21 28/13 30/3 30/17 33/5 33/19 35/6 36/7 36/11 43/2 49/3 50/2 50/21 51/10 53/1 59/18 63/20 67/7 78/15 80/8 80/8 81/13
while [3] 6/2 30/12 53/3
who [12] 5/3 9/14 19/7 20/1 20/1 37/19 38/6 38/11 39/11 67/19 74/6 77/23
whole [1] 44/15
wholesale [1] 48/20
why [8] 21/13 23/15 38/9 62/4 62/7 64/6 66/19 82/24
will [35] 5/23 16/11 16/25 17/2 17/17 19/15 19/24 19/25 21/17 23/14 28/17 30/16 33/6 33/10 40/5 40/23 42/25 44/18 44/21 47/3 50/13 52/12 53/20 53/22 53/24 54/13 54/25 61/3 62/14 70/13 70/21 73/7 73/12 73/13 79/6
willing [1] 37/18
window [1] 54/12
windows [2] 52/21 52/24
wise [2] 67/13 67/13
wish [2] 55/10 84/13
within [7] 5/11 46/20 46/20 48/2 60/19 74/9 74/11
without [3] 32/22 49/16 82/17
won't [2] 26/1 60/11
wonder [1] 73/23
wondered [1] 28/21
wondering [2] 23/15 67/14
Woodlawn [1] 40/14
word [1] 5/22
words [1] 61/5
work [8] 20/4 25/17 27/4 45/25 47/2 53/2 78/18 79/20
worked [2] 8/14 32/25
working [4] 9/13 33/1 54/10 67/2
works [1] 35/1
world [2] 21/18 78/6
worth [3] 6/24 62/15 78/4
would [90]
wouldn't [2] 7/18 18/12
written [2] 23/13 73/24
wrong [3] 4/21 36/24 53/11
WUELLNER [3] 1/18 4/6 85/24

Y
y'all [4] 42/21 78/17 78/20 79/13
Yay [1] 16/24
yeah [33] 8/1 10/2 10/3 23/11 23/17 26/4 26/17 26/20 28/17 28/23 31/24 32/5 38/15 40/13 41/11 45/10 61/1 62/11 62/24 66/3 68/11 71/6 73/5 73/16 75/8 76/6 76/12 77/7 84/3 85/1 85/3 85/17 86/4
year [24] 5/20 5/21 7/1 7/6 7/12 7/13 10/8 11/19 11/20 11/20 11/21 11/25 12/3 13/1 15/22 15/23 26/2 26/24 43/10 44/5 57/16 67/6 72/8 72/10
year's [2] 6/23 12/7
year-over-year [1] 11/20
years [12] 4/21 21/11 21/15 25/15 28/9 32/17 40/19 42/9 42/11 62/16 65/24 72/7
years' [1] 44/5
yellow [2] 34/10 35/8
yes [16] 16/21 23/3 28/8 31/20 45/6 45/14 45/16 56/21 58/22 66/16 67/15 73/5 73/15 76/21 77/10 86/13
yet [5] 24/3 26/10 60/15 78/3 80/16
York [2] 30/4 38/7
you [204]
you'd [1] 48/14
you'll [3] 32/11 71/21 79/1
you're [16] 16/21 26/4 43/14 63/5 63/12

63/16 64/23 67/12 70/9 72/9 74/16 74/19 77/6 77/20 82/25 83/6
you've [8] 12/13 12/15 12/16 12/17 26/9 28/8 45/17 55/4
YOUMAN [1] 1/13
Youman's [1] 85/5
young [3] 4/24 16/7 17/5
your [20] 11/8 13/13 23/18 25/23 26/6 26/13 27/2 32/7 36/22 45/17 51/8 67/6 73/24 74/25 75/10 76/25 77/8 78/25 79/8 83/9

Z

zoning [1] 30/25