

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, February 3, 2014

from 4:00 p.m. to 5:44 p.m.

* * * * *

BOARD MEMBERS PRESENT:

- CARL YOUMAN
- ROBERT COX, Chairman
- KELLY BARRERA
- JOSEPH CIRIELLO

* * * * *

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.

* * * * *

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

2 CHAIRMAN COX: The Airport Authority meeting
3 is called to order. Let's say the Pledge of
4 Allegiance.

5 (Pledge of Allegiance.)

6 MEETING MINUTES & FINANCIAL REPORT

7 CHAIRMAN COX: Okay. All right. If
8 there's -- we'll go into meeting minutes and
9 financial report. Any corrections or amendments to
10 the meeting minutes of last meeting?

11 MS. BARRERA: None.

12 CHAIRMAN COX: None? Then those are approved
13 as distributed. Financial report?

14 MS. BARRERA: It's been reviewed and it's
15 approved as distributed.

16 CHAIRMAN COX: It's accepted. Very good.

17 AGENDA APPROVAL

18 CHAIRMAN COX: Meeting agenda approval. Has
19 everybody gone over the agenda? Any corrections or
20 amendments to the meeting agenda?

21 (None.)

22 CHAIRMAN COX: All right. It's approved.

23 EXECUTIVE DIRECTOR'S REPORT

24 CHAIRMAN COX: Executive director's report.

25 MR. WUELLNER: There are a few things to go

1 over. Start with the -- turning the mic on. Let's
2 start with that.

3 CHAIRMAN COX: Is that your fault, too?

4 MR. HARVEY: Probably.

5 MR. WUELLNER: But it will be. No. Runway --
6 or excuse me, Taxiway Delta 3 project is making
7 good progress at this point. They are at the point
8 where there will be -- they're putting a fabric
9 material down between the subbase and base levels
10 this week and will begin lime rocking, which is a
11 good sign, meaning we're already building up the --
12 the location.

13 I would expect within the next two weeks or
14 thereabouts that they'll begin paving the -- the
15 first layer anyway of the new Delta 3. And then
16 that will follow up shortly thereafter with the
17 remaining milling work to be done on Runway 2/20,
18 primarily the northeast end of that runway. And
19 then right after it, because we're not -- we're not
20 prepared to have that closed for very long, they
21 will come right behind it with paving and putting
22 the overlay on at 6/24.

23 (Mr. Burnett enters the room.)

24 MR. WUELLNER: So it will be a quick project
25 there.

1 The ditch -- ditch enclosure component of this
2 project is proceeding also. I would say
3 three-fourths of that job is already complete.
4 They have put the pipe in the ground and backfilled
5 in all but one area, and that area they'll be
6 placing the large structure in place this week.
7 The crane is due to be on-site, I forgot what Kevin
8 told me, but in the next couple of days. That'll
9 signify the last big structure to go in the ground
10 and they'll begin backfilling that and that will
11 complete that component of the -- of the job also.

12 A couple -- couple of operational updates for
13 you. This month, we saw -- or for January, we saw
14 10,626 takeoffs and landings. That's a phenomenal
15 number when you consider eight days of this month
16 were almost completely lost to weather-related days
17 and another four at least partially compromised.

18 If you took those eight days and divided it
19 into the 23 days we actually did significant
20 flying, you'd average at 462 takeoffs and landings
21 a day, which would have put a monthly number closer
22 to 14,300 for the month, should it have been a
23 normal -- normal weather kind of month.

24 If you were to annualize that number just --
25 just for giggles, you'd be out nearly 170,000

1 takeoffs and landings. So it gives you an idea.
2 It is extremely busy when the weather allows it to
3 be.

4 Sold approximately 15,000 gallons of avgas
5 last month for us. That's down just slightly, but
6 considering again eight days of weather, it's
7 actually a very strong number for us. And I'm
8 still pleased to report we're at 100 percent
9 occupancy still on all hangar-related things.

10 I do not have January kind of numbers yet from
11 Galaxy, it's a little early in the month for that,
12 but by all appearance, it looks to be a good month
13 in general. They actually, in terms of operations
14 that did get through, probably supported business
15 jet aircraft versus light training aircraft this
16 month. On those weather days, anyway.

17 I did want to just make sure you -- I know
18 you're aware, but I just want to make sure that
19 from a public perspective, that we did receive the
20 resignation of Matt Mercer from the Airport
21 Authority board. He notified our office and
22 notified the Supervisor of Elections' office of his
23 resignation approximately -- ten days ago? 17th
24 was it? Thank you. On January 17th.

25 The Governor's office was notified by my

1 office at the request of the Supervisor of
2 Elections' office the following week. So the -- if
3 I do my math, that's what, 20 -- still can't do it,
4 23rd, 22nd the Governor received the notice.

5 So they will be -- begin their process of
6 soliciting interest and then eventually appointing
7 someone to -- to sit for the balance of
8 Mr. Mercer's term. Since that was a -- pretty much
9 a one-year into a four-year term, my suspicion is
10 that appointment will be for a full three years or
11 approximately three years to fill the balance of
12 the term.

13 I did want to make mention, you know, in terms
14 of upcoming items of interest that at this point,
15 we're entirely focused on -- not entirely focused,
16 but certainly significantly focused on reaching
17 federalization as it equates to TSA ahead of the
18 air service that's been announced and we'll touch
19 on the rest of that earlier.

20 But that, doing final updates if necessary to
21 our certification manual with the FAA, it's opened
22 up the doors for a couple of -- a couple of capital
23 projects that could be FAA funded should they come
24 to pass in the next year or two. Not the least of
25 which would hopefully end up being a final --

1 actually be construction of the approach lighting
2 of Runway 31, should it -- should it all come to
3 pass. But that's still I will tell you ten months
4 to a year from being built.

5 I think that's it in terms of my report back
6 to you. I thought we had a great media event last
7 Wednesday. I appreciate everybody making time to
8 come out for that. Certainly want to make mention
9 of the broad support that was there at the meeting.
10 The Board of County Commissioners. We had the City
11 of St. Augustine and the City of St. Augustine
12 Beach folks here supporting that.

13 Our economic development office. The
14 St. Johns -- or the Chamber's Economic Development
15 Council was represented. So was the Tourism
16 Development. So it was a nice cross-section of
17 those who -- who recognize the value of returning
18 air service into this county. So we're grateful
19 for their participation in that. I think that
20 concludes my comments, anyway.

21 CHAIRMAN COX: Your update? Thanks.

22 BUSINESS PARTNER UPDATES

23 CHAIRMAN COX: Business partner updates.

24 Mr. Sanchez, county commissioner?

25 COMMISSIONER SANCHEZ: Thank you, Mr. Chair.

1 CHAIRMAN COX: You're quite welcome.

2 COMMISSIONER SANCHEZ: It looks kind of scarce
3 there. You are legal, though. I remember that.

4 First I want to congratulate you on Frontier
5 Airlines coming in. I -- I think that's a
6 fantastic thing. You know, we're all team members
7 and we're all doing the job of making our county
8 better, and that's certainly a big move there.

9 And we meet tomorrow. There's a bunch of
10 major modifications on line. People are coming in
11 and wanting to change their -- their developments
12 that they bought or had earlier. They realize it's
13 not working or won't work in our current market.
14 So we're getting a lot of that. And then there's a
15 lot of other just housekeeping stuff and all that.

16 But we're going to be there having fun. If
17 any of you have nothing at all to do, you know, if
18 you -- your soap operas might be a rerun, so you
19 can drop on in and watch the meeting. And I told
20 you there would be a distinguished gentleman
21 showing up soon, and Norm Gregory just walked in,
22 so that took care of that promise.

23 But anyway, if anyone's got any questions,
24 I'll be glad to answer them. Everything seems to
25 be going real well. It's nothing but positive in

1 the county.

2 There's been some word out about all this
3 stuff that we have to do over the next 20 years.
4 Well, yeah, that's true. And there's some we'll
5 have to take care of in the next five years. Don't
6 have a lot of concerns. We will get it done
7 because look what we accomplished in the bad times:
8 Two fire stations, a new health center.

9 And the airport, look what they accomplished.
10 I mean, so -- so things are moving out. We've done
11 a lot of things. So I have no regrets about
12 anything and we're moving on. Any questions, I'll
13 be glad to answer them.

14 CHAIRMAN COX: None seen.

15 COMMISSIONER SANCHEZ: Seeing none, I will sit
16 down before someone asks me about the Denver
17 Broncos. I don't want to get into that.

18 CHAIRMAN COX: Thanks, Ron. Appreciate it.

19 COMMISSIONER SANCHEZ: Yeah.

20 CHAIRMAN COX: Galaxy Aviation, Josh?

21 MR. GALLOWAY: No comment.

22 CHAIRMAN COX: Steve?

23 MR. SMITH: Briefly. I just want to tell the
24 Airport Authority thank you for all your assistance
25 with UCAS that was back through here for the last

1 couple of months. They decided they needed to do
2 some more testing and they came back in for a week
3 and a half here, and I just want to say thanks to
4 everybody with the Airport Authority for making
5 that happen, utilizing Hangar 11. Appreciate it.
6 Thank you.

7 CHAIRMAN COX: Thanks for your thought.
8 Appreciate it. SAAPA, Mr. Martinelli? Can I cross
9 off any of these things because you get up now?

10 MR. MARTINELLI: We shall see.

11 CHAIRMAN COX: I'm only kidding.

12 MR. MARTINELLI: Well, first of all, let me
13 just say that the election of officers was pretty
14 much the way Reba had explained it at the previous
15 meeting. The president is Reba. Vice president,
16 Bob Hahnemann. Secretary-treasurer, Len Tucker.
17 I'm sorry -- treasurer. Secretary is Mike
18 Thompson. And yours truly is liaison. Those are
19 the five voting officers of SAAPA. Then there are
20 a whole bunch of committee members which I don't
21 think we need to go into here that take care of the
22 various committee functions of SAAPA.

23 I guess you might say there is a new leaf
24 turned over by an old bunch of people, a
25 revitalization if you will of SAAPA. That's what's

1 in order, and Reba is carrying the mail on that and
2 doing a fine job. She's kind of disciplined all of
3 us at this point with manuals and a bunch of other
4 things that she wants us to do --

5 MS. LUDLOW: Office manual.

6 MR. MARTINELLI: -- and I think for posterity
7 it will really help.

8 The role of liaison is something that is not
9 very clearly defined in the bylaws of SAAPA, but
10 let me just say that I believe it's a two-way
11 street: That we come to you with problems and you
12 come to us with problems and we mutually help each
13 other. And that's the kind of spirit that I would
14 like to see going forward with my job here.

15 So, feel free, if you have any problems or any
16 ideas about SAAPA that you'd like to get across to
17 the membership, contact me. I will do the same in
18 the other way as ideas come from SAAPA members. So
19 with that, we're off to a bang-up year and --

20 CHAIRMAN COX: That's not a good term to use.

21 MR. MARTINELLI: I guess not. In any event --

22 CHAIRMAN COX: You're off to a great year.

23 MR. MARTINELLI: A great year, yes.

24 CHAIRMAN COX: There you go.

25 MR. MARTINELLI: Thank you.

1 CHAIRMAN COX: Thanks, Vic. Any questions
2 from the board?

3 (None.)

4 CHAIRMAN COX: Mr. Nehring? I don't think
5 he's here. Norm Gregory? Oh, there you are.

6 MR. GREGORY: Good afternoon. Thank you for
7 letting me speak. First, let me say thank you for
8 including us in on the Frontier announcement. That
9 was excellent. Took -- takes seven years, is that
10 right, Ed? Is that how long it takes?

11 MR. WUELLNER: Six.

12 MR. GREGORY: Six? But it was a really
13 pleasant thing to happen in our community. It has
14 been well-received from everyone I've spoken to.
15 And I think it only pretends or portends future
16 opportunities for us. So I think it's wonderful.

17 Also, while Channel 4 was down here filming
18 this, they also went to NGC and filmed there for
19 something, I'm not quite sure what but I guess
20 that's coming up soon. And then also I met them
21 yesterday down at St. Augustine for a photo shoot
22 for the aquarium that's going to go in on the end
23 of Riberia point, the farthest southern point of
24 the city.

25 The EDC has been working with you for a couple

1 of years and really having a wonderful time. This
2 is really good -- a good relationship. We're also
3 working with the city well, we're working with the
4 county well, and all of our partners and we really
5 appreciate this community coming together to bring
6 economic development opportunities here for folks.

7 We had our breakfast last Thursday.
8 Education, an economic development issue of the
9 21st century was well-received. I was a little bit
10 concerned because most people don't think of
11 education as an economic development issue and it
12 absolutely is. For every dollar you spend in early
13 childhood education, you save \$17 in the future for
14 incarceration and food stamps and all the other
15 things that go along with a poorly educated
16 population. Also, it keeps us at the top of the
17 educational ladder in Florida.

18 Having the number one school system in
19 Florida, I've talked to Dr. Joyner several times
20 about this, what we're trying to do is prepare kids
21 to reach their full potential when they go to
22 school, and that is recognizing the issues that are
23 keeping them -- holding them back from doing
24 wonderful things in education so that we can have
25 an educated workforce and continue the thrust.

1 in tan here, there's two, there's the two in
2 orange, and then there's 12 more lots that the
3 Airport Authority does not own yet that potentially
4 could be acquired the same as the other lots have
5 been acquired over the years and rezoned later. Of
6 those, it depends on how you count it, but 15 or 16
7 lots, you're really talking about seven ownership
8 interest because a lot of them are two lots owned
9 by one person.

10 So anyway, we -- that's -- so you have an idea
11 visually of what we were talking about for the
12 rezoning. Again, it was approved unanimously by
13 the Board of County Commissioners, so --

14 CHAIRMAN COX: Rezoned to what?

15 MR. BURNETT: Airport District.

16 CHAIRMAN COX: Okay.

17 MR. BURNETT: So from prior use, one was the
18 old Daddle Pepper's, for example.

19 CHAIRMAN COX: Right.

20 MR. BURNETT: And one was the old Kangaroo
21 location.

22 So a mixture of prior Commercial, prior
23 Residential being zoned to Airport District, which
24 under the County's Land Development Code really
25 opens it up for all of the potential uses that you

1 may have at the airport, the gamut of things that
2 we have from office to retail to actual hangar use
3 and the like. So really great for a future use of
4 the Airport Authority. With that, that's all I've
5 got to report.

6 CHAIRMAN COX: Thanks for that update. Air
7 service update and ratification.

8 AIR SERVICE UPDATE & RATIFICATION

9 MR. WUELLNER: As you're all now very aware,
10 we were contacted a few weeks ago by -- is this --
11 yeah -- contacted by Frontier Airlines seeking to
12 update their information about us and -- and the
13 market ahead of a decision that they were
14 apparently all ready to make pertaining to
15 beginning service into our market into the
16 Northeast Florida Regional Airport up to Trenton,
17 New Jersey, which sits -- if you're not
18 geographically inclined, sits between Philadelphia
19 and New York City.

20 I wanted to give you a couple of updates
21 relative to what our expectations are relative to
22 the service at this point, not only financially
23 but -- but otherwise. The board had directed me --
24 approximately six years ago, we had a specific
25 agenda item when we began to go outward and market

1 this community and specifically this airport to air
2 carriers for service into the community.

3 We had a -- a set of marching orders, for lack
4 of better words, that were given to staff or agreed
5 upon by the board and given to staff and -- and
6 that's how we have proceeded really up to this
7 date. So I don't believe anything that we'll
8 present to you today should be a surprise in the
9 scheme things. It's all consistent with direction
10 we were given back then, and -- and what we're
11 seeking today is to just kind of ratify if you will
12 the framework of how we move forward with getting
13 this air service operational at the -- at the
14 beginning of May this year.

15 So anyway, air service is really about access
16 to our community and about opportunities for our
17 region to access the transportation network without
18 having to drive more than an hour to begin that --
19 that start. I will say up front it's not
20 necessarily and really about directly benefiting
21 local pilots, although they certainly are welcome
22 to get on these airplanes and go other places, as
23 anyone else would be.

24 Beyond the point that this service does
25 ultimately end up benefiting the airport as a

1 whole, not only from an uptick in general revenues,
2 but it also qualifies the airport for the
3 significant long term -- as long as we can sustain
4 service, long-term minimum kind of grant scenario
5 that the airport can use for capital-related
6 projects. That's certainly a good thing.

7 At this point, coming above the 10,000
8 enplanements metric that's used would guarantee the
9 airport a minimum of \$1 million each year in
10 federal grant monies that can be used for projects
11 that qualify under the Airport Improvement Program
12 that the FAA administers.

13 That's a -- that's a very nice reliable source
14 of funding for us. It can, just as future
15 reference, be combined with multiple years to
16 create larger projects, should that be something we
17 need to do later on. It does run -- just so you're
18 clear, it does run a full year behind the numbers.
19 So eligibility into that program is typically 15
20 months or more behind when service starts by the
21 time it actually begins to pay the million dollars
22 out in that respect.

23 Suffice it to say that we make -- the reason
24 we offer the kind of business model we do, and I'll
25 review the general idea behind it here in a second,

1 is because we very much look at air service as
2 overall beneficial to the community and as long as
3 it more than pays its own way at the airport, it's
4 a net benefit to the community.

5 We -- we make our money more from what I refer
6 to just from an analogy standpoint as the air
7 carrier is the goose and the golden eggs are what
8 we make our money off of. So it makes no sense to
9 me to go out and charge the goose to lay the eggs
10 here at the airport. And those eggs are
11 significant to the airport's general revenue
12 stream. And again, as long as those -- those eggs
13 generate more money than it costs us to sustain
14 that service in our community, it makes a lot of
15 sense to continue to have here.

16 I do want to make a point because someone
17 asked me this, well, adding airline service in
18 our -- at our airport is -- is certainly negative
19 to air -- airport users as they are today. I want
20 to frame that for you because that comment, I don't
21 think it's very well understood.

22 The reality is in the current level of service
23 prepared -- proposed by Frontier, which is a
24 three -- three flights a week, so that's the
25 equivalent of six operations per week, when you

1 extrapolate that out for a month, an average month,
2 that's approximately 26 operations a month.

3 When you put that in the scheme of the numbers
4 I read earlier in the meeting related to total
5 operations being in excess of 12,000 a month,
6 you're looking at the actual impact on air
7 carrier -- operations at this airport at being less
8 than two-tenths of one percent of the total
9 takeoffs and landings accomplished every month
10 here. So I don't know how anyone could argue it's
11 a significant impact on operations. Certainly
12 there is a little accommodation for separations of
13 these airplanes, but there would be at any location
14 air carriers serve.

15 We use a -- let me get into the business model
16 just slightly here. We use a business model again
17 that focuses on little or no direct revenue from
18 the air carrier. And the reason being is our
19 business model has proven with our Skybus
20 experience that as long as we don't go do something
21 crazy like spend tens of millions of dollars in
22 capital improvements to facilitate air service at
23 the airport, and obviously that burden would have
24 to be borne if you will by the air carrier side,
25 but having been able to avoid that at this point,

1 we can be focused on what is the operating side
2 since we don't need to assess funds to pay for
3 capital programs. As a result, our money, revenue
4 stream typically comes from two primary sources and
5 several smaller sources. The two primary sources
6 being parking and rental car commissions paid to
7 the airport.

8 Our history with Skybus shows that in a
9 destination-driven market -- which has yet to be
10 completely confirmed here and we'll know that after
11 they start and as we go through a few months, we'll
12 be able to distinguish whether we're talking about
13 or what percentage of the total enplanements here
14 are a result of what they all O & D or origin and
15 destination kind -- people that live in this
16 community in general flying outbound to go up to
17 New York versus those who are flying from in this
18 case the Trenton area down to this part as a
19 destination of some sort, some sort of a vacation
20 or tourism destination as the like. That greatly
21 influences our revenue sources. That's why I
22 bring -- why I'm detailing that.

23 If we're more an O & D market, that origin and
24 destination -- in other words, if it's a local
25 outbound market that we're mostly serving, then we

1 would expect to generate significantly higher
2 numbers from parking of vehicles. If it's more a
3 tourism-driven market, then we would expect to
4 derive a lot more money toward the rental car side
5 of the experience here.

6 So as a result, what we've done is kind of
7 plug in our experience, our historical experience
8 from the short eight-month period we had from
9 Skybus and use those kinds of numbers. That may
10 or -- that will definitely shift as we go into
11 service and begin to dissect that data. We'll be
12 able to make adjustments. We'll even be able to
13 pull historical data once it starts and see exactly
14 what the percentages are. So be aware there'll be
15 adjustments in that revenue stream. What we are
16 using is an estimate based on our Skybus experience
17 tempered a little bit, a little bit more toward
18 O & D. So that we were conservative in our
19 estimates.

20 We believe it's a sound business model. There
21 are other revenue streams that come with it,
22 although they're quite small when you look at the
23 percentages, things such as in-terminal
24 advertising, concessions, even -- even charges for
25 commercial vehicle use at the airport such as taxis

1 and the like. Yes, we do -- we do get a cut of
2 that, and in most cases it's just a license fee to
3 come to the airport in the case of commercial
4 vehicles.

5 Now, the way this service is scheduled on the
6 front end here, it does not require us, at least
7 immediately because of the time of day and the --
8 the limited three-day-a-week service occurring
9 during the week, we can accommodate this service
10 without any additional staff and without any really
11 undue burdens at this point.

12 Now I can't promise that into perpetuity. It
13 really is a function of time of day and the
14 schedule and days of the week kind of thing. But
15 at least as it's starting, it can be accomplished
16 during our normal work day here, which means we
17 don't need to look to additional staff to in any
18 way work against us on a revenue side.

19 We do have to pay for things like, primarily
20 in this case it would be law enforcement-related
21 services. We do pay an hourly rate for deputy
22 presence at the checkpoints. If -- if we're
23 successful in getting the facility federalized,
24 which is -- looks like that will happen, that means
25 all of the costs related to security checkpoint

1 kind of security will be covered under the TSA
2 budget on the federal side. So that is not a cash
3 item for us, it's a service-related item.

4 We have a lot of work to do to get
5 refederalized between now and May, but we are
6 already working very -- I will say very efficiently
7 and very hand-in-glove with TSA already to get
8 that -- get that up and running and get that
9 approved.

10 Very little uptick in almost anything else.
11 We -- we're looking at a more routine use of even
12 the air-conditioning and the normal utilities, but
13 those are minor in terms of financials when you
14 look at it over the year, right now using what we
15 estimate to be about \$7.19, again that's
16 historical, as being the average earnings per
17 passenger outbound. So we expect to make \$7.19
18 gross revenue per outbound passenger, and that's
19 from things like parking, rental cars, and the
20 like. That's the -- if you're looking at that
21 spreadsheet, that's the \$109,000 revenue number
22 that's listed there.

23 Now, I do want to point out that the aircraft
24 has a -- has a seating capacity of 138 seats. We
25 are at this point -- and we hope we're conservative

1 in using a 70 percent load factor, meaning we're
2 going to reduce the 138 seats from an outbound
3 perspective to just under a hundred, it would be 98
4 seats outbound each -- each flight.

5 I would hope those numbers will be actually
6 north of 80 percent on an average, considering a
7 three-day-a-week service. They should be able to
8 be well more than 80 percent. All that does is
9 generate additional revenue into the equation, not
10 additional expense at this point. But using those,
11 you're going to have about 15,000 enplanements. So
12 you're looking at being able to recover that
13 million dollars in federal grant by exceeding the
14 10,000 number.

15 Anyway, from an operations standpoints, you're
16 looking at about \$51,000 as the net revenue we
17 would expect from three flights a day on an
18 annualized basis. That's roughly the equivalent --
19 a little bit more than the equivalent of adding
20 another corporate hangar rental here without the
21 capital expenditure.

22 So it's a significant up -- uptick in revenue,
23 but we think as additional flight opportunities
24 come to us either in frequency or additional cities
25 into the mix, that number gets better and better.

1 And I just sketched in the million dollar
2 entitlement into the mix so you get an idea of what
3 the financial input -- impact is to the airport.

4 Now, later on in the future as -- as we --
5 this solidifies, perhaps it will be appropriate to
6 entertain a conversation related to reintroducing
7 the concept of passenger facility charges or
8 something along that line on the federal side.

9 But at the startup, frankly I can't even -- I
10 can't even envision enough -- first of all, there
11 aren't enough passengers to really drive a number
12 that would be meaningful right now. But as that
13 enplanement number climbs, so does the potential
14 for revenue on a PFC side. So one of the reasons
15 we're not even entertaining the idea is that.

16 The second reason is the past five years or
17 really since we lost air service, we -- we did some
18 unbelievable things partnering with our FAA and
19 Florida DOT in regards to capital projects around
20 here, and as a result many if not all of the
21 projects that were originally included in our
22 thought process in the PFC have already been
23 accomplished. So we really need to refocus on
24 future projects and even to come up with a list of
25 projects.

1 Because if you remember the PFC, you may not
2 remember this, but PFC revenues have to be targeted
3 to air carrier-related projects. So they're not
4 generalized grant funds that can be used for
5 projects that benefit the whole airport; they have
6 to be targeted toward air carrier. And frankly we
7 don't know what those projects would be, so it's a
8 little premature having a PFC discussion right now,
9 but it's still on the table for -- for future.

10 We provided a draft or a copy of a draft
11 operating agreement. There are a lot of empties,
12 if you will, or blanks that haven't been filled and
13 those will fill in over the next few weeks. The
14 announcement of service did not include anything
15 with us as to length of time under this contract.

16 I think they really hope the service does well
17 down here and we get in quickly to a point where an
18 aircraft is needed overnight here. That's --
19 that's a positive thing for us. So that -- that
20 really forces a whole new agreement and it opens
21 the door to consider the costs of that overnight
22 operation, because there are additional expenses
23 that go with keeping an airplane here overnight,
24 because it has to be secured and the like and --
25 when it's here overnight. It's a much simpler

1 operation for us when it arrives here and 45
2 minutes later it's somewhere else. It's a -- it's
3 a much simpler idea.

4 So where I'm going with that is you'll see
5 these blanks fill in. But the fundamentals of this
6 agreement, which I will tell you 85 percent of this
7 agreement aren't really going to change. That is,
8 the business model is we're not charging landing
9 fees in the terminal. We don't lease anybody
10 anything.

11 Everything we do in the terminal as a reminder
12 is common use, meaning it can be shared by multiple
13 airlines in the terminal at the same time. So that
14 avoids the -- hopefully avoids the extreme problem
15 of having to overbuild and hope you can keep it
16 filled with airlines who are willing to lease
17 space. But this is the ideal scenario for an
18 airport this size and we'll keep a close eye on it
19 and make sure it's performing in that respect.
20 With that, questions about anything?

21 CHAIRMAN COX: Yes.

22 MR. WUELLNER: Sure.

23 CHAIRMAN COX: Very quickly, and I don't know
24 if it's so much a question as a comment, but we
25 don't take into account any of the inbound revenue

1 that we will realize from folks coming from the
2 northeast into -- into the area.

3 MR. WUELLNER: Well --

4 CHAIRMAN COX: And I know you probably do,
5 because we're at --

6 MS. BARRERA: It's the rental cars.

7 CHAIRMAN COX: It's the rental, yeah, okay.

8 MR. WUELLNER: The way -- it's really -- in
9 order to keep the metrics --

10 CHAIRMAN COX: Yeah.

11 MR. WUELLNER: -- here consistent with the
12 industry, pretty much everything an airport does is
13 defined on outbound.

14 CHAIRMAN COX: Understood. No --

15 MR. WUELLNER: It doesn't mean there isn't
16 money coming in.

17 CHAIRMAN COX: Do we have something maybe from
18 Norm's side, is there somebody coming in to say --

19 MR. WUELLNER: Oh, economic impact.

20 CHAIRMAN COX: Yeah. What -- what per -- per
21 person that might be to -- and I know it's
22 difficult to say that, but the point being is we
23 could easily see that double or triple --

24 MR. WUELLNER: Absolutely.

25 CHAIRMAN COX: -- as an economic impact.

1 MR. WUELLNER: Well, I think it's an important
2 metric because one of the comments made even at the
3 media event by our tourist development leader
4 Richard Goldman was that the State of Florida's
5 tourism office estimates that, you know, single
6 airbus-type aircraft service in a community like
7 the service we're proposing here is the equivalent
8 of \$10 million in local economic impact per flight.
9 Now, how they dissect that number, I don't know. I
10 haven't seen --

11 CHAIRMAN COX: Sounds high, but --

12 MR. WUELLNER: -- the backup, but that's the
13 number that was quoted at the media event by him.
14 And we can certainly circle back around and see
15 what -- what it was and how he got it and that kind
16 of stuff, but --

17 CHAIRMAN COX: Kelly, do you have a question?

18 MS. BARRERA: No. I just remember when this
19 came up back when we had Skybus, that they were
20 able to generate an average length of stay, how
21 much occupancy rates went up, and they were able to
22 get a feel for the economic impact based on that
23 from the inbound. But that was also a different --

24 CHAIRMAN COX: Yeah, that's true --

25 MR. WUELLNER: A different kind of service.

1 MS. BARRERA: And it was a different economy.

2 MR. WUELLNER: We -- the beauty of this kind
3 of service, less than daily, is it tends to --
4 tends to have airplanes that are fuller, which is a
5 good thing.

6 Secondly, it does tend to increase length
7 of stay in a community. Because you simply can't
8 come in and leave the same day and you usually are
9 prepared to do in the next day. So this typically
10 generates a four-day kind of stay versus the
11 average stay of less than three right now.

12 CHAIRMAN COX: Mr. Youman?

13 MR. YOUMAN: I have three questions. Will the
14 lights at the end of the runway be a PFC project?

15 MR. WUELLNER: Could it be?

16 MR. YOUMAN: Yeah. I mean, that's typical of
17 what you're talking about?

18 MR. WUELLNER: Potentially, yes.

19 MR. YOUMAN: Okay.

20 MR. WUELLNER: We're hoping that it will get
21 funded sooner using --

22 MR. YOUMAN: That's a PFC?

23 MR. WUELLNER: No.

24 MS. BARRERA: Would you be able to get
25 reimbursement?

1 MR. WUELLNER: It would be -- it would likely
2 be either an entitlement project or what's called a
3 discretionary project. We believe it will be a
4 discretionary project, meaning it doesn't impact
5 any of the monies generated here.

6 MR. YOUMAN: Could you describe something
7 that's a PFC then?

8 MR. WUELLNER: We haven't had any. We haven't
9 had any. But projects such as building air carrier
10 ramp, some common areas of terminal projects --

11 MR. YOUMAN: Okay.

12 MR. WUELLNER: -- strengthening of a runway to
13 accommodate the service you have or taxiway-related
14 projects to support that. It's got to be primarily
15 driven by the air carrier operation. It doesn't
16 mean it can't be used by general aviation; it just
17 has to be driven.

18 So I couldn't go, as an example, and build
19 more general aviation 172 aircraft parking ramp
20 under a PFC. It would not -- it wouldn't be usable
21 for that.

22 MR. YOUMAN: Okay. Thank you. That clears
23 that up for me. One -- one other. Is the
24 agreement that we're going to sign today similar to
25 or a copy of the Skybus agreement? Or how close is

1 it to Skybus?

2 MR. WUELLNER: It is 99 percent the same
3 agreement.

4 MR. YOUMAN: And Doug of course has reviewed
5 it and he probably put it together, correct?

6 MR. WUELLNER: He will before we sign it.

7 MR. BURNETT: Yeah, I -- I had a big hand in
8 it originally when it was Skybus. We have to
9 change this.

10 MR. WUELLNER: Yeah.

11 MR. YOUMAN: That's all I have right now.
12 Thank you.

13 CHAIRMAN COX: Joe, any questions?

14 MR. WUELLNER: I already have it noted.

15 (Mr. Ciriello shakes head.)

16 MR. YOUMAN: Oh, I have one comment.

17 CHAIRMAN COX: Yes, sir.

18 MR. YOUMAN: Yes, I'm sorry. There was one
19 comment. I would -- you made a comment about the
20 general aviation community.

21 MR. WUELLNER: Uh-huh.

22 MR. YOUMAN: In my perspective, I would think
23 they'd be happy to have the service, particularly
24 if it's profitable and keeps us off -- helps to
25 keep us off the tax rolls, because then it keeps

1 the taxpayers off the backs of the general aviation
2 people.

3 MR. WUELLNER: I did note --

4 MR. YOUMAN: I think they should be very very
5 happy.

6 MR. WUELLNER: I did note that it should
7 serve -- as more successful as this becomes, it
8 should keep the pressure off of things like hangar
9 rents or -- and costs of other services, because
10 there's additional revenue there.

11 MR. YOUMAN: Correct.

12 CHAIRMAN COX: I think SAAPA's liaison now has
13 some marching orders to take back to his next club
14 meeting.

15 MR. YOUMAN: Thank you. I agree.

16 CHAIRMAN COX: Everybody on the board, are we
17 done for discussion? Any questions -- more
18 questions from the board?

19 MR. YOUMAN: No, not from me.

20 CHAIRMAN COX: I'll open it up for public
21 comment. Public comment on --

22 MR. GREGORY: Can I ask a question?

23 CHAIRMAN COX: -- the airline?

24 MR. WUELLNER: At the mic, you can.

25 MR. GREGORY: Sorry. We don't sell fuel to

1 this airline?

2 MR. WUELLNER: We do.

3 MR. GREGORY: So we'll make money from that.

4 MR. WUELLNER: Well, no.

5 MR. GREGORY: No? It's sold through Galaxy.

6 MR. WUELLNER: Well, even -- even so, the way
7 airline fuel business works is we -- frankly, we
8 store their fuel and put their fuel in the
9 aircraft. And we charge them to essentially store
10 it and put it in their airplane for them as a
11 service. It's not a profit item in the sense that
12 we mark up fuel and make money on fuel.

13 MR. GREGORY: Gotcha. Thanks.

14 CHAIRMAN COX: No other public comment?

15 MR. MARTINELLI: Yes.

16 CHAIRMAN COX: Oh, sorry. I didn't see you
17 guys get up. Go ahead, Mr. Martinelli.

18 MR. MARTINELLI: Carl, right on the heels of
19 what you said, we are waiting for the manna to come
20 down from heaven to -- to actually not only take
21 the pressure off, but maybe even reduce hangar
22 rents.

23 CHAIRMAN COX: I knew that was coming.

24 MR. MARTINELLI: And seriously, though, what
25 I've asked Ed, if he would probably at our March

1 meeting outline the history of how the airline got
2 here and all the planning that went into it going
3 way back almost 20 years now, setting up this
4 airport so that there would be a harmonious
5 relationship between general aviation and
6 commercial, which is demonstrated -- was
7 demonstrated by Skybus and will be demonstrated
8 when Frontier comes here.

9 Also, the economics of it, the business model
10 that he talked about, no charge to the airline,
11 which is a very attractive thing to bring an
12 airline in. Also the fact that over the years even
13 getting off the tax rolls, this airport never
14 encumbered itself with any investment or bond issue
15 or bond debt or any debt that had to be redeemed
16 over the years. So that coupled with the business
17 model that we're able to put out is very attractive
18 to airlines.

19 One other point, and I don't know how true
20 this is because it was hearsay to me by one of my
21 brethren out on the field today, he tried to get
22 tickets on Frontier and was only able to get
23 tickets in December. They are sold out from
24 May 2nd through December for every outbound flight
25 out of here.

1 CHAIRMAN COX: Wow.

2 MR. MARTINELLI: And so if there's some doubt
3 in some people's minds as to whether or not this is
4 going to stay or is going to be a good model for
5 the airlines, that is an initial indicator that
6 it's going to be a very profitable thing for
7 Frontier.

8 MR. YOUMAN: Just one comment.

9 MR. MARTINELLI: Okay.

10 MR. YOUMAN: The only reason I made the
11 comment was because Ed made the comment, and I
12 agree with what you say, that I believe the general
13 aviation community is in full support of this.

14 MR. MARTINELLI: Yes.

15 MR. YOUMAN: And I believe in this model
16 because the Skybus model has already worked, so why
17 shouldn't it work again?

18 MR. MARTINELLI: Absolutely.

19 MR. YOUMAN: And also, my son who's in a
20 beauty shop in Jacksonville Beach, he came home and
21 he said, "What are you guys doing at the airport?"
22 I said "Why?" He said, "They told me that Frontier
23 is opening up and they've already called for
24 tickets." And I said, "You've got to be kidding
25 me." He said, "No, it's the topic of discussion

1 all day."

2 MR. MARTINELLI: Uh-huh. Yeah.

3 CHAIRMAN COX: Thank you, Mr. Martinelli.

4 Reba?

5 MS. LUDLOW: Hi. Reba Ludlow. And maybe I
6 just didn't understand this. So, Ed, how long do
7 we get money from Skybus?

8 CHAIRMAN COX: You mean Frontier?

9 MS. LUDLOW: No, I mean Skybus.

10 MR. WUELLNER: We are --

11 MS. LUDLOW: And getting -- getting money --
12 getting that money from Skybus, is there any
13 conflict with getting it from Frontier also? I
14 realize that you get grants, but then do they work
15 side by side or --

16 MR. WUELLNER: I may have --

17 MS. LUDLOW: Maybe I misunderstood.

18 MR. WUELLNER: -- either you misunderstood or
19 I misstated it. It could go either way here. We
20 end up qualifying for additional federal money
21 under a separate set-aside from FAA with commercial
22 service.

23 MS. LUDLOW: Okay.

24 MR. WUELLNER: It's money we don't qualify for
25 normally as just a general aviation airport. So

1 it's a -- an additional minimum level of grant
2 funds that are available each year with at least
3 10,000 enplanements outbound passengers.

4 MS. LUDLOW: Okay. So that's what it is.
5 10,000 --

6 MR. WUELLNER: Is the -- is the minimum number
7 to qualify for a minimum of \$1 million.

8 MS. LUDLOW: Okay. 10,000 outbound
9 passengers. Okay.

10 MR. WUELLNER: Now, to answer the first part
11 of your question, we -- we are still -- just by a
12 quirk in the way they rewrote the authorization
13 legislation, we are still receiving \$1 million a
14 year from Skybus who ceased operations in 2008
15 here. Now, remember me saying it was delayed in
16 starting --

17 MS. LUDLOW: Yeah.

18 MR. WUELLNER: -- because it had the data put
19 into the system, which means we received a -- and
20 importantly to us, Skybus generated -- they use a
21 calendar year in this. So Skybus generated more
22 than 10,000 enplanements in the year 2007 and more
23 than 10,000 in the year 2008. So we qualified for
24 two years or \$2 million over two years, right?

25 MS. LUDLOW: Right.

1 MR. WUELLNER: Well, somewhere in that mix
2 when they reauthorized the legislation, a senator
3 or house member inserted language that said if you
4 had service in 2007 or 2008, you're entitled to
5 additional years at \$1 million as though you had
6 air service. So if you lost air service in 2008 or
7 '9 somehow --

8 MS. LUDLOW: As a --

9 MR. WUELLNER: -- so we're still receiving --

10 MS. LUDLOW: But we don't know how long? Just
11 until they say, darn, you don't have 10,000 --

12 MR. WUELLNER: Personally I -- as soon as they
13 figure it out, that will be my personal --

14 COMMISSIONER SANCHEZ: I wouldn't ask any
15 questions about it.

16 MR. WUELLNER: That's exactly right. I
17 don't --

18 MS. LUDLOW: I just wanted -- okay.

19 MR. WUELLNER: Yes. This would legitimize it,
20 for lack of better words.

21 MS. LUDLOW: Gotcha. Okay. That was
22 everything then, thank you. And also is that I'd
23 like to have a diagram of the zone -- the lots that
24 got approved and the ones that are in the works.

25 MR. BURNETT: Let me I guess say that there

1 are none in the works for zoning. We just rezoned
2 the outstanding ones.

3 MS. LUDLOW: Okay.

4 MR. BURNETT: And so otherwise, though, I can
5 get you a map of the ones that were just rezoned.

6 MS. LUDLOW: Okay.

7 CHAIRMAN COX: Mr. Youman?

8 MR. YOUMAN: Is there any chance that you
9 could call Bob at Frontier to qualify that there is
10 bookings all the way from May to December?

11 MR. WUELLNER: They are due to provide us with
12 an initial report this week.

13 MR. YOUMAN: Thank you.

14 MR. WUELLNER: They promised one this week. I
15 have not gotten it yet.

16 MS. BARRERA: I just checked the internet.
17 There's flights available of theirs.

18 MR. BURNETT: It looked like the only --

19 MR. MARTINELLI: So much for my hearsay.

20 MR. BURNETT: -- time was in June.

21 CHAIRMAN COX: It's a long stay in Trenton.

22 MS. BARRERA: It didn't look at the special
23 rate. It was not a special rate. But there were
24 flights from \$149.

25 CHAIRMAN COX: So staff is looking for

1 direction here? Do you -- do you need a motion for
2 anything?

3 MR. WUELLNER: Just --

4 CHAIRMAN COX: Consensus?

5 MR. WUELLNER: Con -- confirming general
6 direction we are right now. You know, I think
7 everything else is -- it's pretty straightforward.

8 As I said, it's exactly what I think at least
9 from my interpretation of what I was directed to do
10 a number of years back and we're finally at that
11 point, but it does need to, for purposes of the
12 meeting, to get it out --

13 CHAIRMAN COX: Obviously I'm certainly a
14 hundred percent in favor, 110 percent in favor of
15 it.

16 MR. YOUMAN: I'd like to make a motion in
17 support of Ed Wuellner's presentation on Frontier
18 and have him proceed accordingly.

19 MS. BARRERA: Second.

20 CHAIRMAN COX: There's a motion on the table
21 that's been seconded. Any discussion?

22 (None.)

23 CHAIRMAN COX: All in favor?

24 MR. CIRIELLO: Aye.

25 MS. BARRERA: Aye.

1 MR. YOUMAN: Aye.

2 CHAIRMAN COX: Aye. Motion passes unanimously
3 and proceed forward.

4 MR. WUELLNER: Super.

5 MEETING ROOM NAMING

6 CHAIRMAN COX: So the next item on the agenda
7 is the naming or potential naming of a meeting
8 room.

9 MR. WUELLNER: Or something else.

10 CHAIRMAN COX: Or something else.

11 MR. WUELLNER: We -- it -- I ended up putting
12 it in as room naming, but that -- because that was
13 a part of the discussion, but I think anything's
14 up -- really it's more Mr. Ciriello driven just in
15 terms of interest. I would certainly support it
16 whether we do a meeting room, do something in the
17 park, you know, whatever the board would like to
18 consider.

19 CHAIRMAN COX: Mr. Ciriello, would you have
20 any language toward a resolution in that direction?

21 MR. CIRIELLO: Well, when I had mentioned the
22 meeting room, I didn't mean just this little
23 section. I was meaning this whole top floor. I
24 don't know what else is here besides this and the
25 area over there where you can eat and everything.

1 I don't know if there's any offices or anything up
2 here that's leased out.

3 MR. WUELLNER: Yes.

4 MR. CIRIELLO: There is?

5 MR. WUELLNER: Four offices on the other side
6 of that wall.

7 MR. CIRIELLO: Is there any way that we can
8 make this name like say for the meeting room -- for
9 the meeting room, to just include everything but
10 those leased-out offices?

11 MR. WUELLNER: Sure. We designate currently I
12 think it's A and B upstairs. So we still need to
13 kind of make a distinction, if that's all right,
14 Cooper 1, Cooper 2 kind of mentality, or A and B,
15 something like that, to distinguish because we
16 don't always use or lease both sides. So it's just
17 helpful in meeting planning. But other than that,
18 whatever you collectively want to do.

19 MR. YOUMAN: Right now, it's just called a
20 meeting room?

21 MR. WUELLNER: Yes, it's just Meeting Room A,
22 Meeting Room B. I got the right letters, right?
23 Yeah.

24 CHAIRMAN COX: Go ahead.

25 MS. BARRERA: I had spoken to you, Ed, before

1 about having a part of the park named after Bryan,
2 "Cooper's Corner," maybe a corner of the park, and
3 I thought that had -- he was very passionate about
4 that. I would be more open to something that you
5 could remember him by, that he was passionate and
6 cared a lot about as opposed to the meeting room,
7 would be my thoughts on that.

8 CHAIRMAN COX: It was kind of his baby, the
9 nature preserve.

10 MS. BARRERA: Uh-huh.

11 MR. CIRIELLO: Yeah, but this meeting room
12 gets more exposure than that park. I haven't heard
13 anything about that park except a couple of
14 meetings ago, I asked Reba about getting that 3D
15 project out there and they -- since I found out
16 that SAAPA was going to take over fixing that, and
17 I haven't heard a word about it one way or another
18 period. But this room gets a lot of publicity for
19 the -- oh, that organization I used to attend,
20 the --

21 MR. WUELLNER: Civic Round Table?

22 MR. CIRIELLO: Yeah, the round table, and
23 different functions, and it's always in the paper
24 being mentioned. You never hear anything about
25 that thing out there. And I think Bryan deserves

1 more recognition than that little park.

2 CHAIRMAN COX: So if we could -- because
3 these -- there is a partition here and it is
4 typically separated a lot of the time, what if we
5 did J. Bryan Cooper room here and Meeting Room B,
6 or -- you know, I don't know how you'd --

7 MR. CIRIELLO: Well, I was thinking it could
8 all be considered one unit, not just -- because
9 it's got a partition there that's separate. To me,
10 the conference level or conference facility is all
11 of this.

12 CHAIRMAN COX: But then when somebody leases
13 that half of the room, they don't know which room
14 to go to.

15 MR. CIRIELLO: Well, don't you guys come up
16 here and guide them? Whenever somebody rents it
17 out for a party, doesn't Kevin and his people come
18 up and set it up for them or something?

19 CHAIRMAN COX: I -- I can go either way that
20 anybody wants to go. I'd look for direction from
21 staff on how it's going to affect all of the stuff
22 administratively. Kick in here. You're the one
23 that books it.

24 MR. YOUMAN: Would -- you know, I'm for
25 recognizing Bryan because he was such a dynamic

1 influence on this airport. I'm just curious. The
2 J. Bryan Cooper either 1 or 2 or just J. Bryan
3 Cooper, is that a long name for a room to be able
4 to handle for the public or working with it?

5 CHAIRMAN COX: I've seen room names longer
6 than that.

7 MR. YOUMAN: Okay. I'm just asking, that's
8 all.

9 CHAIRMAN COX: Yeah.

10 MR. YOUMAN: But I do believe it should be
11 1 and 2 for specific identification.

12 CHAIRMAN COX: Ron?

13 COMMISSIONER SANCHEZ: Mr. Chairman, you can
14 still use A and B. Just call it somewhere J. Bryan
15 Cooper Room A and Room B. That's not a big change.

16 CHAIRMAN COX: Good point.

17 MS. BARRERA: I would like to bring up that we
18 did -- we've talked about naming buildings and
19 we've talked about naming things in the past and
20 there's been a lot of resistance to that. There
21 was talk about naming some things after Mr. Moser.
22 We had Bill Rose on the board. We just lost Buzz
23 George.

24 CHAIRMAN COX: Right. That's true.

25 MS. BARRERA: I -- if we did some type of

1 name, to me it really needs to tie to the person.
2 And Bryan Cooper won the environmental award
3 with -- with Passero and the rest of the Airport
4 Authority twice, and if there was something, I
5 would want it to be more in line with what he spent
6 his time doing. And that park was something that
7 he gave a ton of time and energy to, and he was
8 very proud of that park, he worked with kids to
9 develop that park, and that would be -- I would be
10 more comfortable with that than I would with
11 buildings or rooms.

12 MR. YOUMAN: As I remember Bryan, he was
13 always green focused. I think -- I believe that he
14 was one of the drivers of keeping the trees and
15 building the hangars around the trees and keeping
16 the preserve and then developing the preserve and
17 remediating the island out there. Everything that
18 Bryan did was green orientated.

19 CHAIRMAN COX: Maybe as a consolation, Joe, if
20 we had a really nice sign out on the front as you
21 turn into the -- to the area here as opposed to
22 just at the -- the nature preserve trailhead there,
23 if we had a nice sign in front that said "J. Bryan
24 Cooper" whatever we call it "Nature Preserve" or
25 something like that, it would be -- it would get

1 the same importance then as anybody seeing it
2 everyday when they walk in here. Actually more.

3 MR. CIRIELLO: Yeah, with a sign out there
4 like that that would be permanent and exposed, I
5 could go with that.

6 MR. YOUMAN: And -- and I believe from some of
7 your remarks about recognition, that as time goes
8 on and we have the park finished and The Record
9 promotes the park with us and publicize it, then we
10 call it the J. Bryan Cooper, however it's going to
11 be termed, he will get greater recognition and the
12 type of recognition that he preserves.

13 MR. CIRIELLO: How long has that parked been
14 talked about? How many years?

15 MR. YOUMAN: Well, it's been step by step.
16 That's -- that was the idea --

17 MR. WUELLNER: Saw people out there when I
18 drive in there, walking around and --

19 MR. CIRIELLO: All these years and really
20 nobody knows -- I've never even been back there
21 yet. All I know is that it's on the books.

22 CHAIRMAN COX: One -- one of the things I have
23 to caution here is we can't call it a park on the
24 airport. So we've got to -- we can't use the word
25 "park."

1 MR. CIRIELLO: Well --

2 CHAIRMAN COX: But, I mean, whatever we want
3 to call it after --

4 MR. CIRIELLO: I like your idea with a sign
5 that's --

6 CHAIRMAN COX: J. Bryan Cooper Nature Preserve
7 or --

8 MR. WUELLNER: Why don't we -- if you don't
9 mind, maybe it would be helpful to get just an
10 update on where SAAPA is with kind --

11 CHAIRMAN COX: Go ahead.

12 MR. WUELLNER: -- of the park. That would be
13 helpful, get some comfort level --

14 MS. LUDLOW: I really appreciate that -- you
15 know, that Joe is interested in this and I really
16 really like it that he would like to name something
17 for Bryan Cooper. I mean, he was just one of my
18 favorite people.

19 We have been in touch -- we haven't done very
20 much right now. I'm not in charge of that, but I'm
21 telling you what I intend to have input on. I've
22 been in touch with the lady that designed and
23 coordinated the arboretum up on Fort Caroline Road.

24 There's one lady that's going to come down and
25 help us determine oak trees and shrubberies and

1 things you should keep and things that will --
2 evergreens and give us a real -- I will make sure
3 that you're involved in that -- give us an idea of,
4 you know, what you can take down, what you should
5 put here. You know, do you want your path to go --
6 do we take down this tree for the path? Do we do
7 this? Do we do that? That's one.

8 The other thing is Roger O'Steen, you know,
9 who built Nocatee, behind Nocatee, behind the
10 building of Nocatee, they have a fabulous greenway
11 in there. And so he has already been approached to
12 come in and either fund a big deal for our --
13 our -- can't call it a park thing, or -- or loan us
14 one of his people to help design it. I looked at
15 your paper today on the kiosk of, you know, a 3D
16 kiosk thing that you wanted for the center. I
17 think that's fabulous.

18 The -- I do like the idea of having -- having
19 it called, you know, J. Bryan Cooper's whatever
20 environmental place or something. It takes time,
21 and the weather hasn't been conducive to anybody
22 going out there to do anything. Just like it has
23 been against our flying, it's definitely been
24 against us being out there.

25 So, come spring or as it -- we have been

1 working on it behind the scenes, it just isn't
2 showing right now. So we do have things in the
3 works. People are going to come out here and start
4 it. It will be done.

5 I am on an -- a 12-month exit plan, is what I
6 call it. So you will see a significant -- well,
7 improvement for sure. You will see a significant
8 portion of things being done before the end of this
9 year and I can guarantee that.

10 Now, if you want to name that, you know, your
11 3D center thing, we could name that J. Bryan Cooper
12 if everybody agrees. I like the idea of the big
13 sign out front. And on another thing, I -- we were
14 on -- we had committed to name this building way
15 back, you know, and we came up with all kinds of
16 names and things like -- thank you.

17 CHAIRMAN COX: Let's stick to J. Bryan Cooper.

18 MS. LUDLOW: All kind of names -- I know.
19 Well, no, I am. Then it is -- if you wanted to
20 name it the J. Bryan Cooper Conference Center or
21 the J. Bryan Cooper Center, I mean, you could just
22 name the whole facility that. You could either
23 name the whole facility something for J. Bryan
24 Cooper or, you know, you can, you know, put him on
25 the park. I do agree he was more environmental.

1 CHAIRMAN COX: Thanks. All righty. Board
2 discussion?

3 MS. BARRERA: The only other question I have
4 ed, is there not a walkway around the -- the pond
5 area and over there in this corner?

6 MR. WUELLNER: Yes.

7 MS. BARRERA: And -- because I believe I've
8 seen people walking in that area.

9 MR. WUELLNER: There's a -- there's a very
10 rough trail beyond that point even back toward the
11 back here. It's just not improved as much as we
12 had hoped. That's part of what they're going to be
13 helping us with.

14 MS. BARRERA: So that would be a reasonable
15 place to place the sign.

16 MR. WUELLNER: Absolutely.

17 CHAIRMAN COX: What do you think, Joe?

18 MR. CIRIELLO: Oh, I like the idea that you're
19 suggesting of the sign. It just come to mind from
20 what Reba was saying about how long is it going to
21 take to do this and do we have to wait until the
22 park is finished or could we put the sign up say
23 immediately? I don't mean today, but --

24 MR. WUELLNER: We can't do it immediately.
25 Not tomorrow, either. But...

1 MR. CIRIELLO: I'll go along with that.

2 CHAIRMAN COX: Anyone? Anything else?

3 Because I'm going to have to open this up for --
4 just ask for formal public discussion, but I didn't
5 see anybody else. Is there any other public
6 discussion on this particular agenda item?

7 (None.)

8 CHAIRMAN COX: So are we pretty much in
9 consensus on the sign or --

10 MR. YOUMAN: Should there be a motion? It's
11 your -- it's your --

12 MR. CIRIELLO: Go ahead.

13 MR. YOUMAN: No, it's your motion.

14 CHAIRMAN COX: Did you want to say something?

15 MR. CIRIELLO: I make a motion that we have a
16 sign put out naming this Cooper area, however you
17 guys want to --

18 CHAIRMAN COX: Word it?

19 MR. CIRIELLO: -- word it for the green thing.
20 I'll go along with that. I'll motion for that.

21 MR. YOUMAN: I'll second it.

22 CHAIRMAN COX: Second. We've got a motion on
23 the table. It's been seconded. Further
24 discussion?

25 (None.)

1 CHAIRMAN COX: All in favor?

2 MR. CIRIELLO: Aye.

3 MS. BARRERA: Aye.

4 MR. YOUMAN: Aye.

5 CHAIRMAN COX: Aye. Motion passes
6 unanimately. So the sign will be out there
7 tomorrow?

8 MR. YOUMAN: Supposed to be immediately now
9 don't forget.

10 CHAIRMAN COX: All right. Next agenda item.
11 Charter amendment.

12 CHARTER AMENDMENTS

13 MR. WUELLNER: Let me -- if you don't mind,
14 let me sort of --

15 CHAIRMAN COX: Start --

16 MR. WUELLNER: -- kind of cage it for you.
17 Several -- several things.

18 You probably remember, I believe it was 2011
19 we were in discussions with a tenant here about a
20 major -- major expansion they were looking at
21 doing. We believed at the time based on -- it was
22 right -- I'm sorry. I don't want to make this any
23 more complicated than it has to be, but the -- it
24 was believed that our charter was covered under
25 Florida Statutes as it -- as it pertained to

1 protection of inquiries for a period of time as an
2 economic development agency.

3 Specific legislation that legislative year
4 ahead of that had provided that airports in -- in
5 particular were considered economic entities by the
6 state. When that bill passed by both houses got to
7 incoming Governor Scott at the time, the bill was
8 ultimately vetoed because the advice he had gotten
9 was that all public entities were automatically
10 covered as economic development agencies and that
11 the -- airports in general were sufficiently
12 covered in that -- in that regard.

13 It became apparent shortly thereafter that was
14 not the case and further inquiries directly to the
15 Attorney General of the state indeed confirmed
16 their opinion that it was not, that the Airport
17 Authority in our case was not covered by
18 Florida Statutes with regard to economic
19 development agencies.

20 So we brought that to the attention of this
21 board for the -- the idea of do you -- would you
22 like us to pursue the process of getting language
23 specifically included in our charter, because by
24 adding it to our charter, it would become an
25 economic development agency assuming it passed.

1 That prompted a discussion about naming of the
2 Airport Authority and perhaps constricting that
3 large St. Augustine-St. Johns County Airport
4 Authority name down into something a little more
5 manageable.

6 Both items were agreed upon by the Authority.
7 We were very, very, very late to the game in terms
8 of getting a state representative or senator from
9 St. Johns County to take that matter up as a local
10 bill to amend the charter, and as a result we could
11 not get a bill sponsored because of the lateness
12 and the matter dropped in terms of legislative
13 agenda.

14 Since that time, the need for that economic
15 development protection in the short term moved out
16 into the public and ultimately St. Johns County,
17 the economic development office as well as our
18 Economic Development Council, assumed that project
19 and worked it to a conclusion, which I'm happy to
20 say did result or is resulting in a large
21 investment in our community.

22 We are now at a point where it makes sense to
23 go ahead -- we're early in the year. We can -- we
24 can deal with this matter over today, the coming
25 months, whatever -- whatever you see fit. We have

1 time to gather a sponsor, a local legislator to
2 sponsor such a charter amendment and move it into
3 the normal process where -- wherein sometime late
4 this fall the St. Johns delegation would meet and
5 consider -- hold a public hearing and consider the
6 merits of that proposed amendment, and then
7 assuming it was satisfactory, they'd -- they'd take
8 it into the legislative session next year. So this
9 is at least 15 or more months away from any
10 meaningful action on a legislative level.

11 Now, since the time of that initial interest
12 and now, some interest has been expressed by board
13 members that now that we're off the tax rolls and,
14 you know, are there -- is this the time, since
15 we're going in and looking at the charter, to
16 perhaps consider some sort of stipend or something
17 to -- to remunerate the board at some level,
18 probably at some minimal level -- that would really
19 be up to you guys to try and cage.

20 That -- that remuneration opens the door then
21 for potential participation into Florida Retirement
22 System. But absent any reimbursement or -- or not
23 reimbursement, any remuneration, it -- there's no
24 entry into -- into the Florida Retirement System
25 also. There are special provisions related to

1 elected officials. It's just unfortunate, the way
2 the charter language is, there's -- there's no
3 ability to do it today.

4 So, we put those items out there today for you
5 guys to start the conversation, because it's really
6 ultimately a board decision as to whether you want
7 to move any or all of these forward over the next
8 coming months to the point where we would engage
9 our local legislator.

10 Now, keep in mind our legislators are not
11 really interested in this conversation today until
12 the legislative session adjourns probably in May,
13 April or May, at which point we'll be able to begin
14 discussions for next year. They're not at all
15 interested in having a conversation about any topic
16 that isn't in this year's legislative session
17 that's just about to begin.

18 MR. BURNETT: Mr. Chair, if I might --

19 CHAIRMAN COX: Yes, sir.

20 MR. BURNETT: -- I've got two points. If you
21 look at the name change of the Authority, you've
22 got a couple of things I think from a political
23 standpoint. The -- not just coming off the tax
24 rolls, but also the excitement of having commercial
25 service, maybe now is the time to make that change,

1 so -- on the name change issue.

2 The second one, the economic development
3 language, it's a function of fairness. Most
4 airport authorities are connected to a municipality
5 or a county, and so they automatically get that
6 protection. We're the unusual case of an airport
7 authority that's independent, and so we don't get
8 the protection even though an airport authority
9 doing the same function that's a subdivision of the
10 county gets the protection. So there's -- there's
11 good argument really for it.

12 CHAIRMAN COX: Changing?

13 MR. BURNETT: Yeah.

14 CHAIRMAN COX: Okay. And I want to break this
15 down into three different parts as we see them on
16 the board or on the screen here, but you would be
17 able to create the language -- the economic
18 development language which would forward to
19 legislators at some point if we decide --

20 MR. BURNETT: Yeah. And essentially we
21 would -- we've really got it. It doesn't take much
22 to change what --

23 CHAIRMAN COX: Oh, okay. All right.

24 MR. BURNETT: -- where they left us out. We
25 made a good argument to the Attorney General

1 saying, hey, here's why we think it -- why we're
2 already covered.

3 CHAIRMAN COX: Right.

4 MR. BURNETT: And the Attorney General, I can
5 tell you it didn't just go to the staff lawyer that
6 had it assigned to them to review. It went to
7 their manager and it went to their manager above
8 that, which was the Deputy Attorney General, the
9 number two person under Pam Bondi, to look at.

10 And there was a lot of discussion in that
11 office. And ultimately it came back to the safe
12 decision is to say the airport wasn't covered. And
13 so the little bit of language change, it doesn't
14 take much to -- to put it in either our charter or
15 to make a legislative change.

16 CHAIRMAN COX: Well, let's tackle this first
17 part of the proposed change, which would be the
18 name change.

19 I've thought about this after conversations
20 with Mr. Wuellner earlier this afternoon, and in
21 moving forward with that idea, a -- maybe a name
22 change for the Authority -- now everybody
23 understand this is the board authority name, not
24 the airport name, this is the board authority -- to
25 either just St. Johns County Airport Authority or

1 Northeast Florida Regional Airport Authority. I'm
2 opening it up for discussion.

3 MR. WUELLNER: Or something else you might
4 suggest.

5 CHAIRMAN COX: Yeah, or something else. Not
6 just those two names that are out there. Those are
7 just my ideas.

8 MR. WUELLNER: I didn't mention, just so you
9 know. The sheet of paper I handed you was the
10 handout we gave the legislative delegation in 2011.
11 So just that's what they saw when considering it
12 the last time. So it's not something recently
13 prepared.

14 CHAIRMAN COX: Mr. Ciriello? I'm sorry.

15 MR. CIRIELLO: Yeah. Are we talking here
16 theoretically about asking a legislator for a
17 codification? To like more or less go over the
18 entire charter and make any changes or revisions?

19 MR. WUELLNER: No, it's not that broad.
20 That's not what we're asking them to do.

21 MR. CIRIELLO: Could we do that? Because
22 there's a couple of things in there I'd like to see
23 changed --

24 CHAIRMAN COX: This is very focused and very
25 specific. We're going to tell them to go to

1 Paragraph X, Y, Z, you know, Section 1.

2 MR. WUELLNER: Well, I was going to say to be
3 fair, though, you could ask to do anything.

4 CHAIRMAN COX: Oh, that's true.

5 MR. WUELLNER: So -- so, in a sense it's open
6 to -- it doesn't -- these are the items we've --
7 two of which are carry-forwards from 2011, the
8 third of which is relatively new. It doesn't mean
9 that has to be the only things because really
10 whatever you decide you want to ask for, you can
11 ask for.

12 CHAIRMAN COX: But let's focus on these items
13 right now.

14 MR. CIRIELLO: Yeah, all right. But before
15 anything is really decided, could we have a meeting
16 to go over --

17 MR. WUELLNER: Oh, yeah.

18 MR. CIRIELLO: -- the charter? I -- you know,
19 there's a few things in there I haven't liked for
20 years and years and years that I'd like to discuss
21 and --

22 CHAIRMAN COX: Well, we can certainly add them
23 on.

24 MR. CIRIELLO: Okay.

25 CHAIRMAN COX: Let's stick to these right now.

1 Ms. Barrera, you had a question --

2 MS. BARRERA: I was just going to make the
3 comment that this is -- this is something that
4 we've already voted on that we wanted to have put
5 in and so is the second item. So I feel like we're
6 just kind of rehashing something that's already
7 been decided. That was the point I wanted to make.

8 CHAIRMAN COX: I won't disagree with that, and
9 we have -- we need probably a formal motion to go
10 forward with the attorney to request formally the
11 legislator to make that change. I mean, I don't
12 know what -- what we're -- I wasn't on the board at
13 the time.

14 MS. BARRERA: You were.

15 CHAIRMAN COX: Was I? And we voted on this on
16 2011?

17 MS. BARRERA: Uh-huh.

18 CHAIRMAN COX: On St. Johns County Airport
19 Authority?

20 MS. BARRERA: Uh-huh.

21 MR. WUELLNER: I can't recall the specific
22 members of the board, but I --

23 CHAIRMAN COX: We have discussed it, but did
24 we -- did we give the attorney the direction to
25 move forward with the legislation?

1 MR. BURNETT: Yes, sir.

2 CHAIRMAN COX: And where did that end up? Did
3 it just stop?

4 MR. WUELLNER: We couldn't get it -- couldn't
5 get it done that year because of the lateness.

6 MR. BURNETT: Yeah, and there was a few
7 issues --

8 MS. BARRERA: It was a timing issue.

9 MR. BURNETT: -- that the Florida legislature
10 was dealing with economic priorities at the time
11 because of the --

12 CHAIRMAN COX: Okay. We -- we approached them
13 because -- was there a tax issue or something that
14 was --

15 MS. BARRERA: It was a timing issue.

16 MR. WUELLNER: It was a timing issue.

17 CHAIRMAN COX: No, no, no. I mean, the reason
18 we initiated it was for some other outside reason.

19 MR. WUELLNER: Oh, it's -- it was driven by
20 the economic development piece of this.

21 CHAIRMAN COX: Exactly. Okay. I remember
22 now.

23 MR. WUELLNER: Everything else was an add-on
24 or a tag-on to it.

25 CHAIRMAN COX: So your position is let's

1 proceed forward with --

2 MS. BARRERA: It is, with both items.

3 CHAIRMAN COX: Reengage in the conversation.

4 Mr. Youman?

5 MR. YOUMAN: What about remuneration of
6 members?

7 CHAIRMAN COX: Oh, no. We're just -- right
8 now, we're just discussing the Airport Authority --

9 MR. YOUMAN: 1 and 2?

10 CHAIRMAN COX: -- name change.

11 MR. YOUMAN: I believe it was to change the
12 name to St. Johns Airport Authority --

13 CHAIRMAN COX: St. Johns County Airport
14 Authority.

15 MR. YOUMAN: And I agreed to that then and I
16 agree to it now.

17 CHAIRMAN COX: Which is where the language was
18 to begin with.

19 MR. YOUMAN: I agreed to it then. I agree to
20 it now.

21 CHAIRMAN COX: All right.

22 MR. BURNETT: And, Mr. Chair, the only other
23 twist to that was to add this language to say that
24 the St. Johns County Airport Authority may conduct
25 airport operations under the name Northeast Florida

1 Regional Airport.

2 CHAIRMAN COX: Okay. I don't have any problem
3 with that.

4 MR. CIRIELLO: I'm good with it.

5 CHAIRMAN COX: Okay. Since we already have it
6 and we voted on it, do we need a motion to proceed
7 forward?

8 MR. WUELLNER: I think that -- I'd leave it to
9 you.

10 MR. BURNETT: I would like a motion and vote
11 so that it's clear for the record, so that then we
12 can use it appropriately to say that we've got the
13 direction.

14 CHAIRMAN COX: Okay.

15 MR. YOUMAN: I make a motion that we give
16 Mr. Burnett the authority to change the name
17 according --

18 CHAIRMAN COX: To request to move forward
19 with -- to request to the legislation.

20 MR. YOUMAN: Go ahead. You finish it.

21 CHAIRMAN COX: Okay.

22 MR. YOUMAN: And the additional -- and the
23 addition of economic -- the economic development
24 language. I mean, as given. Do you need something
25 else?

1 MR. BURNETT: No, sir.

2 CHAIRMAN COX: Does that work for you?

3 MR. BURNETT: Yes, sir.

4 CHAIRMAN COX: Is there a second?

5 MS. BARRERA: I'll second it.

6 MR. WUELLNER: To -- I was going to say. To
7 clarify, you're just ratifying the items on the
8 handout I gave you.

9 MR. YOUMAN: Yes.

10 CHAIRMAN COX: Absolutely.

11 MR. WUELLNER: All right.

12 CHAIRMAN COX: But I neglected to open this up
13 for public discussion. Any public discussion on
14 this particular agenda item? Mr. Martinelli?

15 MR. MARTINELLI: I have a thought.

16 CHAIRMAN COX: Yes, sir.

17 MR. MARTINELLI: Just to muddy the waters a
18 little bit, back in the days when we were doing the
19 business plan and we sat around and we talked about
20 different ways to generate revenue at the airport,
21 we talked about possibly partning -- partnering
22 with developers to construct factory sites, this is
23 way down the road, and we talked about a master
24 board if you will and then sub-boards where we
25 would be able to partner on those boards with

1 developers with construction, et cetera, et cetera.

2 I don't know whether that's too far in the
3 future, whether it would ever happen or not, but if
4 you're going to think about making a change, if you
5 could keep that in mind as well, to leave that door
6 open if you should choose to take it. That's a
7 thought.

8 CHAIRMAN COX: Why would anything now prevent
9 that?

10 MR. MARTINELLI: Well, as I understood it back
11 then and I'm fuzzy, more -- say more than fuzzy,
12 but I think there are certain restrictions on what
13 this board could do. And, Ed, I think you can help
14 me out on this. Maybe you too, Doug, because at
15 that time you were in on the discussions of why
16 this board as presently constituted --

17 CHAIRMAN COX: And maybe because of the lack
18 of the economic language we currently don't have.

19 MR. MARTINELLI: Don't know. But that's my
20 point. My point is if you want to go ahead with
21 that kind of possible avenue in the future, think
22 about it now.

23 CHAIRMAN COX: All right.

24 MR. MARTINELLI: That was my thought.

25 CHAIRMAN COX: Thank you, very much. Any

1 further public discussion?

2 (None.)

3 CHAIRMAN COX: There's a motion on the floor
4 and a second. Any further discussion?

5 (None.)

6 CHAIRMAN COX: All in favor?

7 MR. CIRIELLO: Aye.

8 MS. BARRERA: Aye.

9 MR. YOUMAN: Aye.

10 CHAIRMAN COX: Aye. Motion passes
11 unanimately. All right. Let's -- and those are
12 the first two bullet points. Let's discuss the
13 remuneration of members. The floor is open for
14 discussion.

15 MR. YOUMAN: I brought this up with Ed.

16 CHAIRMAN COX: Okay.

17 MR. YOUMAN: And the reason I brought it up
18 with Ed is I was just curious why we were -- this
19 board, amongst all the boards in the state of
20 Florida, didn't receive any remuneration whatsoever
21 for their efforts. And he told me it started when
22 the board was put together in 1963. I believe this
23 airport was -- in no way, shape or form had the
24 ability to remunerate anybody for anything. Excuse
25 me.

1 But now over time, building on what previous
2 boards have put together and previous
3 administrations and this administration has put
4 together, we've been off the tax rolls for what,
5 three years going on four? We are very stable in
6 our profit and loss, and we have Frontier coming on
7 board, and we're looking towards the future just as
8 Vic is saying.

9 And I believe it's time for the board to take
10 a look at some kind of remuneration. Nothing --
11 nothing massive, maybe \$5- to \$10,000 a year or
12 something like that, and approach the legislature
13 for their approval. And with the stipulation that
14 if anything happens, if the monies -- the operating
15 revenues won't cover it for whatever reason
16 happens, say somebody leaves and we have a -- that
17 the stipend stops automatically until the airport
18 brings itself back into a profitable situation.

19 CHAIRMAN COX: Ms. Barrera?

20 MS. BARRERA: I agree. I think that as board
21 members, we've been a volunteer board serving -- or
22 not volunteer, elected board serving without
23 remuneration and it's a strong time commitment,
24 it's a strong -- it ends up being a cost to the
25 board members, and I think a small remuneration is

1 appropriate.

2 CHAIRMAN COX: Mr. Ciriello?

3 MR. CIRIELLO: I have a problem with this
4 remuneration thing. I'm speaking about myself now,
5 okay? I can't speak for anybody else present or
6 has been on the board previously, but I would think
7 that somebody -- I mean, going in everybody knew
8 that this job paid nothing. And like Mr. Youman
9 said, just about everybody and anybody gets some
10 kind of pay for working for the government, and I
11 can understand that.

12 But I got interested and everything because
13 I've been involved in aviation all my life and I
14 love aviation and I want to be a part of it. And I
15 might say that since I got involved going to
16 meetings, I didn't always think the board acted in
17 the best interest of everybody in the county, even
18 the ones that had nothing to do with flying. And
19 so my reason for being on the board is strictly for
20 the love of aviation.

21 Now, if you're talking about a remuneration
22 just to say, oh, here's a couple of bucks for doing
23 a job, that couple of bucks isn't going to help
24 anybody. But Carl mentioned \$10,000. Well now, if
25 you put something like that out, you're going to

1 get all kind of people and I'm -- one of the things
2 I'm talking about myself is somebody being involved
3 in aviation and knowing something about it wanting
4 to work with aviation.

5 Now if you put a job out there for 10 grand --
6 we've had people run for this job unopposed. You
7 put something out there and they know if they get
8 on that board they're going to make 10 grand a
9 year, you're going to have people out there that
10 doesn't even know what an airplane looks like
11 trying to get on this board.

12 And you -- and instead of being able to really
13 help aviation as a whole being a member of this
14 board because you know something about aviation,
15 you're going to have a board made up of people who
16 are nothing but politicians and -- and you'll ruin
17 this airport.

18 And then when you talk about the being off the
19 tax roll and now that we can afford to pay us, that
20 is not a guarantee, being off the ad valorem tax
21 roll. That -- if something happened that we had to
22 go back to that, we could. It's not a guarantee
23 that we're completely off the ad valorem tax roll
24 period. And if you want to get technical about it,
25 we're not off the tax roll. Anything you get from

1 the FAA, the state department, or the county or
2 anybody, it -- and the word "grant," that money
3 comes from taxes. So we're still getting tax
4 money.

5 MR. YOUMAN: That money comes from user fees.

6 MR. MARTINELLI: Hmm?

7 CHAIRMAN COX: All right. Well --

8 MR. YOUMAN: It comes from user fees.

9 CHAIRMAN COX: Can I interject for a minute?

10 MR. CIRIELLO: Yes, sir, I'm done.

11 CHAIRMAN COX: A couple of things. All good
12 points, Joe.

13 And one of the things for your consideration
14 is if in fact -- let's just pull the number out of
15 the air that it was \$10,000 in the situation you
16 described, I think that the competition maybe would
17 be so -- somebody's not -- there's not going to be
18 a bunch of people out there that are just going to
19 go be able to do it because it's going to pay 10
20 grand a year. There's going to be a fight for the
21 seat. You know, a political election. You know,
22 that people are going to have to really get out
23 there and campaign.

24 So they're not going -- they're not going to
25 go out there just because they think they're going

1 to get \$10,000. It's going to be somebody that's
2 going to have to be interested because they're
3 going to be competing with other people that really
4 want the job.

5 Secondarily, I think as this job was created
6 in the mid 60s and stuff and there wasn't -- the
7 airport and the business at the airport was nowhere
8 near as complex as it is now. And I agree with
9 Ms. Barrera that there's a tremendous time, you
10 know, impact on our time. As we move forward, the
11 airport increases in operations and complexity and
12 intensity of what's going on.

13 I don't think, at least from my position in
14 considering this, the remuneration is not for this
15 board necessarily. It's for future -- because this
16 is not going to happen for 18 months or two years.
17 This is going to be a ways down the -- down the
18 road. The legislature -- am I incorrect, Ed?

19 MR. WUELLNER: That is true.

20 CHAIRMAN COX: It's going to be a while that
21 this is going to happen. But I think as the
22 airport progresses and grows and becomes more
23 complex and everything that happens with it -- just
24 because it will, more people come into the
25 county -- the time commitment's going to be

1 increasing significantly. And I think it's going
2 to have to be a position where they're going to
3 have to be remunerated in time and compensated (sic)
4 somehow for their time. So that's my position. I
5 would be in support of some -- something as we
6 move. Mr. Ciriello?

7 MR. CIRIELLO: If -- in response to one remark
8 you made, I think that you tried to get across that
9 not only here in St. Johns County, but other places
10 I've lived, I've seen people run for political job
11 that if you knew the person in the background, had
12 no business at all running for a political job.
13 It's just that they wanted to do it or they thought
14 the money was there. But as far as qualifications,
15 that's the word I'm looking for, qualifications go,
16 they had absolutely nothing and shouldn't -- and
17 you'll get the same thing here. You'll have some
18 people who won't be qualified and they'll be on it
19 just -- just for the money. And --

20 CHAIRMAN COX: I don't -- Mr. Youman?

21 MR. YOUMAN: May I make a comment? From what
22 I've seen so far, there are people who are aviation
23 qualified who in my opinion weren't very interested
24 in the complexities of the airport.

25 I'm a railroad guy. I fly airplanes out of

1 Jacksonville. I've been in some small planes. I'm
2 not a pilot and never have been, never will be. I
3 may try to do some of the light stuff. But I ran
4 against a pilot. I ran against somebody that
5 really knew a lot about aviation. But I guess my
6 campaign was a little stronger than his because I
7 won and I'm here in the second term.

8 CHAIRMAN COX: It's your good looks.

9 MR. YOUMAN: Nobody voted against me. And
10 unless somebody tells me, I believe I've done a
11 fairly good job for this board and put in a lot of
12 time.

13 And the -- the -- the idea of being on or off
14 the tax rolls, I covered that. If we don't cover
15 operating expenses, the stipend automatically
16 stops. And the idea of the grants, they are user
17 fees. They were established on tickets, fuel, gas,
18 and things like that to be able to support the
19 airport infrastructure. And if we didn't utilize
20 those grants, we would be -- we would be
21 detrimental to the community in St. Johns because
22 this airport would not be what it is today without
23 boards of the past, current, future utilizing those
24 grants through Mr. Wuellner's or whoever is the
25 administrator's lead.

1 CHAIRMAN COX: We would be lacking in our due
2 diligence to the county and to our constituents to
3 not take advantage of that.

4 MR. YOUMAN: Correct. And then the other side
5 of the coin is, a small stipend if you really want
6 to look at it, could also intensify the certain
7 board members' desire to keep improving the
8 airport, to keep it off the tax rolls because it
9 comes off -- if it has to go on the tax rolls, then
10 the stipend stops.

11 CHAIRMAN COX: True.

12 MR. YOUMAN: That's a lot of incentive.

13 CHAIRMAN COX: Per -- per what your
14 parameters, your suggested parameters would be. I
15 tell you what, why don't -- if you-all don't
16 disagree, why don't we table the discussion and
17 think about it? No, you want to vote on it now?

18 MS. BARRERA: I think we need to go ahead and
19 make a motion. We're not talking about the amount
20 here; we're just talking about amending the charter
21 so it could be done by the board at a future date.
22 That's all we're talking about. And I think we
23 have a general consensus. I make the motion that
24 we add remuneration of members into our charter as
25 a possibility.

1 MR. YOUMAN: I second it.

2 CHAIRMAN COX: We still need to go to public
3 discussion. Public discussion on this agenda item?

4 (None.)

5 CHAIRMAN COX: Seeing none, we have a motion
6 on the table and a second. Any further discussion?

7 MR. CIRIELLO: What exactly was the motion? I
8 couldn't --

9 CHAIRMAN COX: Can you restate it?

10 MS. BARRERA: The motion is to add
11 remuneration of board members into the charter.
12 Not the amount, not the frequency, but the ability
13 to provide remuneration of board members as a part
14 of our --

15 CHAIRMAN COX: Actually I was going to ask
16 you, Doug, for -- under discussionary here, that is
17 actually what you need, isn't it? There's -- we
18 don't need to have a set amount, do we?

19 MR. BURNETT: No, sir.

20 CHAIRMAN COX: Just the authority to do it.

21 MR. BURNETT: Yeah.

22 CHAIRMAN COX: Okay.

23 MR. BURNETT: In the language in the charter
24 right now it says "The members shall receive no
25 compensation for their services, but they are

1 authorized to be reimbursed for verified travel and
2 other expenses."

3 Based on the motion that's been made if it
4 were to be passed, my language change would be that
5 "The members may receive compensation for their
6 services and they are authorized to be reimbursed
7 for verified travel and other expenses."

8 CHAIRMAN COX: All right. Very good.

9 Mr. Youman?

10 MR. YOUMAN: We don't need a figure?

11 MR. BURNETT: No, sir.

12 CHAIRMAN COX: All right.

13 MR. YOUMAN: Because, I mean, \$1000 would
14 be --

15 CHAIRMAN COX: Well, that's not -- the motion
16 on the table right now is just to put the
17 language --

18 MR. YOUMAN: I'm saying --

19 CHAIRMAN COX: Okay. The motion on the table
20 is just -- and I agree --

21 MR. YOUMAN: I second it no matter what.

22 CHAIRMAN COX: And you seconded it. So we're
23 up -- all in favor?

24 MR. CIRIELLO: Aye.

25 MS. BARRERA: Aye.

1 MR. YOUMAN: Aye.

2 CHAIRMAN COX: Aye. Motion passes
3 unanimately. We're up for -- do you have another
4 discussion?

5 MR. WUELLNER: I'm just going to let you know.
6 We're going to look at the item in the context of
7 Florida Statutes --

8 CHAIRMAN COX: Okay.

9 MR. WUELLNER: -- and see if there's anything
10 else we need to make you aware of. But otherwise
11 if -- if there isn't anything else, we'll assume
12 it's handled and moving forward. If there is
13 additional items, we'll bring it back.

14 CHAIRMAN COX: Well -- okay. Get it to us
15 before the next meeting so we'll have it for
16 consideration and if there is, then put it on as an
17 agenda item for discussion then for us to --

18 MR. WUELLNER: Yeah. Honestly, you -- we'll
19 do that, but you have quite a bit of time before.

20 CHAIRMAN COX: All right.

21 PUBLIC COMMENT - GENERAL

22 CHAIRMAN COX: We're at the point in the
23 agenda for open public comment. Do we have any
24 open public comment?

25 (None.)

1 MEMBER COMMENTS & REPORTS

2 CHAIRMAN COX: Open board reports and
3 comments. Mr. Ciriello, intergovernmental?

4 MR. CIRIELLO: Yes. The St. Augustine Beach
5 representative gave a report that they have a new
6 mayor in St. Augustine Beach and it's a woman and
7 it's the first woman that ever served as a mayor of
8 St. Augustine Beach. And they have what they call
9 a blastoff party that was attended by approximately
10 20,000 people.

11 Somebody from the tax office was there, a
12 representative, and they said there's no driver's
13 ed. in school anymore. I don't know why that is.

14 CHAIRMAN COX: I can tell.

15 MR. CIRIELLO: But the tax office is going to
16 help with the cost of driver's education programs
17 and their certified child seat installation.

18 The FDOT guy, he comes with two pages or more
19 of roadwork, and it's too much for me to worry
20 about, but I have it on my whatever you call that
21 thing if anybody's interested in it, and it's quite
22 extensive.

23 And the port and waterway gentleman gave a
24 report on their water supply plan. They do that
25 once every five years, and it's up now, so they

1 have a discussion on the water supply plan.

2 The representative county commissioner gave a
3 report on a newsletter coming up, and if anybody
4 wants to get on it, go to St. Johns County BCC
5 E-newspaper form to sign on to get the newsletter
6 reports from the county commission.

7 And the elections lady said that August 25th
8 will be the primary date for the election, November
9 4th for the general election. And I asked her what
10 the qualifications was and she wasn't quite sure
11 but she said she thought it was June 16th.

12 CHAIRMAN COX: Okay.

13 MR. CIRIELLO: That's what I got out of that
14 meeting.

15 CHAIRMAN COX: Good stuff. EDC, Ms. Barrera?

16 MS. BARRERA: I attended the EDC executive
17 committee meeting. We were able to share some of
18 the recent developments and directions that the
19 airport's going in. And I think it was a very
20 productive. Everybody that was in attendance
21 seemed to share in the anticipation of the
22 announcement of Frontier Airlines. And we continue
23 to work very closely with the EDC.

24 I was unable to make the breakfast, I'm not
25 sure if anybody else from the board was able to

1 make it. Carl, will you do a report on that? But
2 the executive committee meeting I think was very
3 productive, very positive for the county, and also
4 positive building relationships with the airport.

5 CHAIRMAN COX: Great. Mr. Youman?

6 MR. YOUMAN: I attended the EDC breakfast and
7 Mr. Gregory gave a -- I understand gave an eloquent
8 presentation of what happened there, but I'll tell
9 you one thing that happened there is when they
10 introduced the elected officials, I stood up and in
11 my bashful way turned around and told everybody,
12 "Make sure you fly Frontier Airlines to Trenton if
13 you want to keep support of the airline and keep
14 this in the community."

15 CHAIRMAN COX: That's good.

16 MR. YOUMAN: And we got a big round of
17 applause for that. So that was my report for
18 the -- and the bacon and the breakfast was
19 excellent.

20 TPO, there was no meeting, but some questions
21 had been raised in a previous meeting by
22 Ms. Barrera about the Regional Transportation
23 Commission. And it is functioning and they've had
24 three meetings so far.

25 The only difference between the Regional

1 Transportation Commission and the North Florida TPO
2 is that it includes Baker and Putnam Counties,
3 which is very interesting. It's got a five-year
4 sunset.

5 The key to its existence beyond that five
6 years is that they find a funding source. They
7 will have to go to the taxpayers or some kind of
8 transportation tax and if it's not approved,
9 they'll stop the function. They won't function.
10 And believe it or not, they have to develop a
11 reason for their existence. The projects will have
12 to be in addition to the North Florida TPO.

13 And I was told that one of the reasons this
14 got through this way is because there is other area
15 TPOs that are not functionally as good as the
16 North Florida TPO by the cooperation between the
17 members.

18 One of the reasons for the super region is
19 like the North Florida TPO, there's a heavier
20 representation by population for Jacksonville and
21 Duval County. However, that representation has not
22 biased the balance. It's been balanced very well
23 throughout the communities and areas by the TPO
24 members in their voting. So there's no problem
25 here in that area.

1 They'll have to complete -- compete with the
2 North Florida TPO for FDOT projects. And I just
3 mention that, spreading the wealth and working so
4 well. They have to hire a director and they've got
5 22 to 28 candidates so far. That takes care of the
6 TPO.

7 CHAIRMAN COX: Mr. Youman?

8 MR. YOUMAN: Yes, ma'am.

9 MS. BARRERA: Before you finish. There's a
10 Regional Transportation Committee. There's a
11 Regional Transportation Alliance. How -- how are
12 we able to stay on top of all -- and then there's
13 the Transportation Planning Organization.

14 MR. YOUMAN: Well, there's -- I forget that
15 person's name. He sent me the copy of the e-mail.
16 It's the Regional Transportation something she
17 started.

18 MR. WUELLNER: Yes.

19 MR. YOUMAN: I'm not sure who started it, but
20 we have an e-mail from her that she's going to send
21 us an e-mail explaining it and get us on the
22 mailing list, so we'll find out what that's all
23 about, too.

24 MS. BARRERA: And then my next point I wanted
25 to make is I'm not sure when your TPO meeting, but

1 I want to make sure that they all receive the
2 announcement that we're -- that Frontier Airlines
3 is starting service here. Because I know that with
4 one of the recent studies, air transportation as
5 far as location for multimodal would serve a strong
6 interest for that.

7 MR. YOUMAN: At the TPO meeting?

8 MS. BARRERA: Well, it's a study that the
9 TPOs --

10 MR. YOUMAN: Oh, yeah you can be rest assured
11 that will happen.

12 MS. BARRERA: I want to make sure that
13 information gets through and through.

14 MR. YOUMAN: And the information about the
15 multimodal facility was also broached with local
16 members of the local community who are so strong
17 for a separate station, since we now have Frontier
18 for them to look at making this the centerpiece of
19 transportation for St. Johns County.

20 CHAIRMAN COX: Cool.

21 MR. YOUMAN: I also attended the Intermodal
22 Logistics Forum on January 27th and 28th. Looking
23 towards the future, we are looking towards the
24 possibility of looking at it.

25 And the key drivers are still the same. You

1 need a major developer and you need a great big
2 retailer or somebody who's going to guarantee up to
3 20 years of using the facility.

4 And we have the acreage, we have the size of
5 acres that could be adapted for it, and I believe
6 Mr. Wuellner is working with various sources to see
7 if there's a possibility for this to be here. And
8 this would be -- Vic? Vic? This would be in line
9 with your thinking of manufacturing production type
10 facilities.

11 MR. MARTINELLI: Yeah. And --

12 MR. YOUMAN: I just wanted to mention it to
13 you.

14 MR. MARTINELLI: Yeah. Thank you. The
15 problem is what restrictions the board has to get
16 involved in it.

17 CHAIRMAN COX: We'll resolve them.

18 MR. YOUMAN: Right. I think -- I think I've
19 run out of stuff to report on.

20 CHAIRMAN COX: Any personal comments?

21 MR. YOUMAN: Do you think you can attend the
22 next TPO meeting?

23 MS. BARRERA: What date would it be?

24 MR. YOUMAN: I'll have to -- I'll send Ed an
25 e-mail and he'll send it to you --

1 MS. BARRERA: Okay.

2 MR. YOUMAN: -- I think it's next Thursday,
3 because I'll be out of town for about five weeks.

4 MS. BARRERA: I can't do next Thursday. I'm
5 speaking on the airport's behalf next Thursday.

6 MR. YOUMAN: Mr. Cox, any chance?

7 CHAIRMAN COX: Not on a Thursday, no.

8 MR. YOUMAN: Can we send Kevin as a
9 representative maybe even if he's not voting? He
10 liked that idea, didn't he?

11 MR. WUELLNER: You may be understating it.

12 MR. YOUMAN: Would you like to go?

13 MR. WUELLNER: Like? We'll figure it out.

14 MR. YOUMAN: Mr. Ciriello?

15 MR. CIRIELLO: What?

16 MR. YOUMAN: Would you like to --

17 MS. BARRERA: I'll get back with you for sure.

18 MR. YOUMAN: Oh, okay.

19 CHAIRMAN COX: We'll just take it under
20 consideration at this point.

21 MR. YOUMAN: All right. I'm sorry for
22 dropping that on you, but my business is being very
23 active and there's a lot of trips going to happen
24 between now and August.

25 Personal comments, everything's running well.

1 I think the promise for the future is so fantastic
2 for this airport and the St. Johns community and
3 the benefits it's going to accrue in jobs and
4 wages. And everybody keeps saying it's an economic
5 driver. That's an understatement of what's going
6 to happen in the next few years. Thank you, very
7 much.

8 CHAIRMAN COX: I want to give a personal
9 congratulations to the staff for all the hard work
10 that they've done in getting the airline squared
11 away and bringing it in here. You guys get a round
12 of applause. I mean, you just -- you did a
13 tremendous amount of work on it. So, good job.

14 Our proposed next meeting date is March 10th,
15 4 p.m. Does that work for everybody? So we'll set
16 it at March 10th? Just some announcements. 2014
17 annual conferences. May 18th is the AAAE
18 conference. August 3rd is the FAC conference. And
19 September 7th is ACI annual conference. So if you
20 want to plan your calendars out to see if you can
21 go to those. And unless there's any further
22 airport business? Carl?

23 MR. YOUMAN: Just one comment. March the
24 10th, the way this scheduling is occurring on my
25 business, I may not be here, but I'll let

1 Mr. Wuellner know.

2 CHAIRMAN COX: Okay. All right. Very good.

3 MR. YOUMAN: You'll still have a quorum.

4 CHAIRMAN COX: Yeah, we will. Anything else,
5 Ed? Okay. Meeting adjourned.

6 (Meeting adjourned at 5:44 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 12th day of February, 2014.

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