

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Regular Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Tuesday, November 13, 2007

6 from 4:09 p.m. to 6:56 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

9 WAYNE GEORGE

RANDY BRUNSON

10 JOHN "JACK" GORMAN

SUZANNE GREEN, Chairman

11 KELLY BARRERA, Secretary-Treasurer

12 * * * * *

13 ALSO PRESENT:

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

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

17 BRYAN COOPER, Assistant Airport Director.

18 * * * * *

19

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

2 CHAIRMAN GREEN: We're going to bring the
3 meeting to order. Okay. It's a little after
4 4:00, but we're going to bring the meeting to
5 order. Stand for the pledge to the flag, please.

6 (Pledge of Allegiance.)

7 3. - APPROVAL OF MINUTES

8 CHAIRMAN GREEN: Okay. First item's approval
9 of the minutes. Any additions, deletions, or
10 exceptions to the minutes of the last meeting?

11 MR. GEORGE: Executive compensation needs to
12 be added, doesn't it?

13 CHAIRMAN GREEN: This is minutes from the
14 last meeting.

15 MR. GEORGE: Oh, I'm sorry.

16 CHAIRMAN GREEN: Yeah.

17 MR. GEORGE: I'm sorry. I'm thinking of the
18 agenda.

19 CHAIRMAN GREEN: Are there any exceptions or

20 additions to the minutes from the last meeting?

21 MR. BRUNSON: I make a motion we approve.

22 CHAIRMAN GREEN: Okay. We don't really need

23 a motion. If there's no exceptions, we'll

24 accept --

25 MR. BRUNSON: Okay.

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1 CHAIRMAN GREEN: -- the minutes as accepted.

2 4. - FINANCIAL REPORT

3 CHAIRMAN GREEN: Financial report. Kelly?

4 MS. BARRERA: We're going to need to defer

5 that to the next meeting. I received the

6 financial report but haven't had the time

7 available to review it.

8 CHAIRMAN GREEN: Okay. So, we'll have two

9 next time?

10 MS. BARRERA: Uh-huh.

11 CHAIRMAN GREEN: All right. Agenda. Now.

12 5. - AGENDA APPROVAL

13 MR. GEORGE: No, no, no.

14 CHAIRMAN GREEN: The agenda --

15 MR. GEORGE: We need to add something about

16 the executive compensation.

17 CHAIRMAN GREEN: It's under my comments under

18 Authority members.

19 MR. GORMAN: I'd like to add something.

20 MR. GEORGE: Point of order. You can't vote
21 on anything that comes up in comments. It's got
22 to be an agenda item if you're going to vote on
23 it. But we'll do it whatever way you want to.

24 MR. WUELLNER: You can move it out.

25 CHAIRMAN GREEN: Hmm?

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1 MR. WUELLNER: You can move it out. You do
2 whatever you please.

3 CHAIRMAN GREEN: That's fine.

4 MR. WUELLNER: That's why you do this.

5 CHAIRMAN GREEN: I tried to put it on a
6 couple of times and had to delay it because I
7 didn't get responses, which I still have not
8 complete responses, but I'll get that when I get
9 there.

10 MR. GEORGE: Okay. I just thought --

11 CHAIRMAN GREEN: If it's on the -- we can
12 line item it out, but yes, it's going to be
13 discussed today.

14 MR. GEORGE: Okay.

15 CHAIRMAN GREEN: Any other comments or
16 approvals of the agenda?

17 MR. GORMAN: One more little addition, just a
18 quick discussion that won't take long of a
19 telephone conference for -- for participation by

20 board members for workshops.

21 CHAIRMAN GREEN: There is --

22 MR. GORMAN: Is that on there?

23 CHAIRMAN GREEN: No, but in your packet of

24 things, there is an opinion that was given as

25 to --

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1 MR. GORMAN: Right.

2 CHAIRMAN GREEN: -- what the requirements
3 are. Did you get to read that yet?

4 MR. GORMAN: I've kind of discussed it
5 already with our attorney, Doug, and so I kind of
6 know what's -- but what I want to do is get kind
7 of a board opinion as to whether we're going to be
8 able to do that and expedite it, you know, like
9 right away.

10 MR. BURNETT: And it may not be a bad idea to
11 have a little bit of discussion about it.

12 CHAIRMAN GREEN: Okay. I'll have some. I
13 just -- I mean, I didn't know anything about it
14 until when I walked in and saw this, so --

15 MR. GORMAN: That's fine.

16 CHAIRMAN GREEN: That's fine.

17 MR. GEORGE: Add it on the bottom?

18 CHAIRMAN GREEN: Sure. Any other agenda
19 items?

20 MR. WUELLNER: Essentially, a deduction --
21 I'll cover it during project updates, but the
22 south development park discussion will be deferred
23 till next month as an item.

24 CHAIRMAN GREEN: Oh, okay.

25 MR. GORMAN: Are we going to have a short

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1 discussion, anyway, Ed, or are we just going --

2 MR. WUELLNER: Yeah, I'll mention it in
3 project updates --

4 CHAIRMAN GREEN: Updates.

5 MR. WUELLNER: -- and you can --

6 MR. GORMAN: Okay. That's fine.

7 MR. WUELLNER: Whatever you want to --

8 CHAIRMAN GREEN: Okay. So, we've added the
9 two -- well, moved the two items. Can the agenda
10 be approved then with those two changes?

11 MR. GEORGE: Yeah.

12 CHAIRMAN GREEN: Okay. With those two
13 changes, the agenda is approved. Committee
14 reports. MPO?

15 6. - COMMITTEE REPORTS

16 MR. BRUNSON: MPO, we met Tuesday, November
17 6th, and it was a good meeting. And we had James
18 Boyle from the JTA who gave us two extensive
19 reports on the study, the regional commuter rail

20 study. And I think next meeting, I will have a
21 web site to where you can go to this web site and
22 see where the proposed rail will come from
23 Jacksonville to here and to different places
24 throughout the northeast.
25 And also, he gave a presentation on the

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1 waterborne study, which is the air boats that
2 possibly would be ferries could go across the St.
3 Johns River and different things. And it's really
4 exciting and really forward thinking. And instead
5 of tying up the board with the presentation on it,
6 I will have the web site for you.

7 CHAIRMAN GREEN: Okay. Thank you. EDC?

8 MR. GEORGE: Ed, can you get that one that
9 you put on the -- on your --

10 MR. WUELLNER: Give me a half second.

11 MR. GEORGE: -- server? I met with Nick
12 Sacia today and kind of went over where do we
13 stand with our industrial park and everything.
14 And I just want to make sure that you guys were up
15 to spec on what they're looking at. They're
16 looking at four different sites, and I --

17 MR. WUELLNER: I'll have it here in just a
18 second for you.

19 MR. GEORGE: I'll just keep talking while

20 you're doing that, slowly.

21 MR. WUELLNER: I'll leave that alone.

22 MR. GEORGE: Basically, the -- the consulting

23 company that's putting the analysis together, it's

24 kind of dragging out and dragging out. Hopefully,

25 it will be done by the first quarter. And this

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1 report that will come back, it will analyze four
2 different locations, and it will try to give you
3 the pros and cons of each of the locations and
4 also give you the business analysis of what you
5 could expect to -- to receive, you know, from
6 this, you know, type of an arrangement.

7 When you're talking about the -- our
8 particular property on the other side of -- of
9 U.S. 1, which there's our airport and this
10 particular site that's over here, they're looking
11 at this one up here to put in offices, if
12 possible. So the -- the Racetrack Road up there.

13 And then one of the things that they think
14 they have an advantage of is concurrency. There's
15 no concurrency floating around for most of these
16 things, and they're hoping they'll be able to
17 influence it.

18 The airport site, they are anticipating --
19 and I need to ask Ed, your opinion, or Doug's --

20 anticipating a problem with since it is property
21 that has been purchased with FAA dollars, that we
22 cannot sell that land as an industrial park. We
23 have to do a land lease type of arrangement with
24 that.

25 Now, they're also looking at some of the

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1 Florida East Coast Railroad's property to the west
2 of that, which I would -- we were discussing at
3 lunch, that that would be a golden opportunity for
4 land that you can sell, because we're not under
5 the FAA to come, you know, back in for that.

6 One of the other sites down here, you know,
7 one of our sites is -- is 206 and I-95. And, you
8 know, this is all getting down to the south end of
9 the county. And the population and the business
10 is not down there yet, so in my opinion, you're
11 looking at a 20-year plan, you know, before that
12 actually gets populated.

13 But they're looking at this as probably
14 heavily industrial, you know, in this area.
15 They're looking at Hastings as a let's reserve the
16 land in case, you know, we need it. And as you
17 come off of 206 and 207 into Hastings, where it
18 makes a turn, it's the land just south of that
19 turn, is what they're looking at.

20 I was concerned that they might be looking at
21 the airport and Mr. Smith's property to the -- to
22 the north of the airport. But -- but they're
23 looking at some time in the first quarter to have
24 some answers on, you know, these types of things.

25 CHAIRMAN GREEN: Thanks. Intergovernmental?

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1 MR. GEORGE: I couldn't make the
2 Intergovernmental meeting, and I think that Ed was
3 there for a period, and Gene--

4 MR. WUELLNER: Actually, Bryan was there.

5 MR. GEORGE: And Bryan was there?

6 MR. GORMAN: Am I not the alternate for the
7 Intergovernmental?

8 MR. WUELLNER: Yeah.

9 MR. GEORGE: I think you are.

10 MR. WUELLNER: You were there?

11 MR. GORMAN: I was not informed that you
12 could not make it.

13 MR. GEORGE: I'm sorry. That was my fault
14 for not telling Cindy I couldn't make it. I just
15 went straight to Intergovernmental, you know, the
16 lady there. I apologize for that.

17 CHAIRMAN GREEN: So, is there anything from
18 what little bit you were there?

19 MR. WUELLNER: No. I wasn't there.

20 CHAIRMAN GREEN: Oh.

21 MR. WUELLNER: Bryan sat in it, and

22 unfortunately, he's not here right now.

23 MR. GEORGE: Okay.

24 CHAIRMAN GREEN: Aerospace Academy?

25 Kelly, Ed and I went to the last meeting,

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1 which was very informative. I mean, this is an
2 exciting program. I think it's exciting. But a
3 lot of opportunity for our kids. They're going to
4 be doing some stuff here on the airport. We're
5 going to have some special like -- I don't want to
6 call it mentoring or whatever with the kids.

7 MS. BARRERA: Internships.

8 CHAIRMAN GREEN: Internships coming out.
9 They're still looking for a director to teach.
10 The ideal would be, obviously, a physician, a
11 flight surgeon or something along those lines, to
12 run the program. Although they will take -- they
13 need some teachers, too. Master's, master's. You
14 have to have a master's, because it's college
15 credit courses.

16 So, if anyone knows of anybody that would fit
17 those qualifications, just let Kelly, Ed, or I
18 know, because we're looking for some qualified
19 teachers there. But it's -- it's very exciting.

20 We're doing -- isn't it the 30th of January,
21 there's a function? And May 1st, they're giving
22 out awards. And there's a number of things. And
23 the airport's pretty involved with all of it. And
24 we'll have our graduating kids and getting all
25 their credits for college.

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1 I think our next meeting is February.

2 MR. WUELLNER: Correct.

3 CHAIRMAN GREEN: PR, Kelly?

4 MS. BARRERA: I'm going to piggyback onto
5 that and note that we're going to have the Chamber
6 mixer here this Thursday at the air terminal that
7 Rogers and Towers and Galaxy is sponsoring
8 together. And with that, we're -- the Aerospace
9 Academy is going to set up a display booth with
10 the video running talking about the Aerospace
11 Academy.

12 I also asked Nick Sacia with the EDC to
13 provide us with a PowerPoint presentation that he
14 has that talks about the airport and the corporate
15 sponsors here and what they give to the community.

16 And lastly, I'd just like to have -- I know
17 Ed's got it in the agenda to talk about Sacha's
18 press release. And I'd like to ask Mike Thompson
19 to be sure to mention the AOPA visit that's

20 coming. And we are going to be setting up a link

21 on our web site for the Aerospace Academy.

22 CHAIRMAN GREEN: Oh, good.

23 MS. BARRERA: So that's --

24 7. - REPORTS

25 CHAIRMAN GREEN: Okay. Reports?

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1 Mr. Sanchez, he's got a conflicting meeting so he
2 can't be here right now. Northrop? Anything from
3 Northrop?

4 (Representative absent.)

5 CHAIRMAN GREEN: Seeing none, SAAPA?

6 MR. THOMPSON: Thank you. I'm Mike Thompson
7 from SAAPA. As Mrs. Barrera just mentioned, it is
8 official that on the 12th of January of next
9 year -- that's 2008 for somebody that aren't
10 keeping count -- Phil Boyer, the president of the
11 almost 450,000 member strong Aircraft Owners and
12 Pilots Association is going to pay us a visit.

13 Mr. Slingluff has graciously agreed to
14 provide the venue for his talk. It will be at
15 noon. He'll be arriving -- he has a function at
16 Embry-Riddle that morning, and he'll be arriving
17 sometime after that and before 12 o'clock. And
18 one of his folks will be here probably in the
19 neighborhood of 9:00 to 10 o'clock to set up their

20 sound system and projection system. They -- they
21 bring all that with them. They're self-contained.
22 It's pretty exciting. Had a chance to
23 mention it last night at an Aviation Safety
24 Foundation meeting over in Jacksonville. We're
25 hoping to have a big turnout.

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1 Hey, on the theory that you can't say
2 anything but no, we'd like to ask the airport to
3 participate with us, maybe with some chair rentals
4 and maybe refreshments or something. We're hoping
5 to drive a couple of hundred, 300 people in for
6 this. And any help we could get from the -- from
7 the board, from the airport would be muchly
8 appreciated.

9 Other than that, I don't have -- don't have
10 anything to complain about. I haven't had a
11 single whine from anybody over the last three
12 months or so. Thank you very much.

13 CHAIRMAN GREEN: Michael? Galaxy?

14 MR. SLINGLUFF: Nothing to report.

15 CHAIRMAN GREEN: Doug?

16 MR. BURNETT: Not much to report, other than
17 we've been working a lot behind the scenes on a
18 lot of issues related to the airport, inquiries
19 from airport -- the Airport Authority members and

20 tenants and issues related to commercial service.

21 For what it's worth personally, it's been a

22 very interesting and exciting ride since

23 commercial service come -- has come in. And

24 there's been a lot of work that's gone on behind

25 the scenes that we've been involved in and it's

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1 been fun.

2 Ed -- Ed has commented to wonder why I am in
3 his office at times, because I'll be in there on a
4 telephone conference with folks, and Ed's
5 wondering, you know, what are you doing here?

6 So anyways, it's a fun ride right now.

7 CHAIRMAN GREEN: Okay. I didn't see Bjorn.
8 Anybody, flight? And tower. Dave Knight's chart?

9 MR. WUELLNER: I've got it somewhere. Due in
10 large part to fuel prices and nice nor'easter that
11 sat off the coast for quite a while grounding a
12 lot of light general aviation -- we've had this
13 several times already in the last few months --
14 total operations are down for the year. Other
15 than the fuel aspect of it, which who knows where
16 that's going? So, it looks like it's going to
17 remain high for a while.

18 We did have to raise self-fuel prices
19 dramatically this morning. It is now at \$4.15 a

20 gallon. Wholesale's gone up nearly 40 cents a
21 gallon, a little over 40 cents a gallon in just
22 the last couple of weeks. So, can't sell it for
23 less than we pay for it. I think you guys don't
24 like that. Maintaining a margin on it, so...

25 CHAIRMAN GREEN: Okay. Project updates.

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1 8. - PROJECT UPDATES

2 MR. WUELLNER: All right. We'll cover today
3 T-hangar development; the rental car facility
4 development; terminal operations; marketing and
5 public relations; and airport leasing activities.

6 First up is T-hangars. T-hangar project's
7 underway. If you haven't been down the street to
8 take a look at that, it looks a lot different than
9 it did just a few weeks ago. They're telling me
10 that we should have some slabs in place beginning
11 in mid-December already. So, things are going
12 ahead very fast. And every effort's being made to
13 stay within the confines of the plan as -- as last
14 adopted, the trees and everything else. So...

15 MR. GORMAN: As far as slabs go, has any
16 communication been made to the contractor about
17 condition of finish of the slabs, should tenants
18 want to apply epoxy or smooth finishes? Shouldn't
19 be any more additional expense to the Authority to

20 get them to do that.

21 MR. WUELLNER: I believe that was left with

22 Passero to communicate during the construction

23 meeting. So, do you have comments?

24 MR. GEORGE: I thought we also ruled that out

25 because of --

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1 CHAIRMAN GREEN: If they wanted to do it,
2 they could.

3 MR. GEORGE: We don't know who's -- we don't
4 know who's going to get which hangar.

5 MR. GORMAN: We can't do it retrospect.

6 MR. GEORGE: I know, but you don't know who's
7 going to get which hangar. So therefore, I don't
8 want to pay for a hangar that I'm not going to get
9 to have the finish --

10 MR. GORMAN: Well, the expense is minimal to
11 actually float the finish, fine enough to take a
12 finish.

13 MR. GEORGE: Right.

14 MR. WUELLNER: It doesn't include any
15 coating.

16 MR. GORMAN: Right.

17 MR. HOLESKO: The current foundations are
18 standard concrete foundations. But we did have
19 some discussions with Ed about it. And if we need

20 to have another discussion, then we can bring that

21 to you and still bring that up as an option.

22 Right now, it -- it -- it's not something you

23 need to prepare for today or even before the next

24 Authority meeting. That is something that you

25 really want to move on in the next 30 days, is the

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1 time you move on it. But right now, the finishes
2 on the T-hangar floors are standard concrete
3 finishes with no -- no sealing, nothing like that,
4 which is same -- same as those pretty much in all
5 T-hangars in the state of Florida unless someone
6 wants to do an upgraded finish on their exact
7 unit.

8 MR. GORMAN: The point being you can't
9 upgrade the finish unless you start with the
10 basics of floating the finish to a relatively fine
11 degree. And the cost --

12 MR. WUELLNER: Yeah, the 8, 9, and 10.

13 MR. GORMAN: -- is minimal to do that at
14 first rather than build a whole set of hangars
15 with broom finishes that will require tremendous
16 expense to upgrade. That's the point of the
17 matter.

18 MR. WUELLNER: Yeah, the 8, 9, and 10
19 problem.

20 MR. GEORGE: What is minimal? Do you have

21 any earthly idea?

22 MR. GORMAN: That's a good question.

23 MR. GEORGE: Here's what I'm thinking: If

24 it's minimal, then maybe we do them all.

25 MR. GORMAN: And that's my --

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1 MR. GEORGE: And then the rate goes up \$7.13.

2 MR. GORMAN: -- second that I'd like to have
3 an answer to the question.

4 MR. GEORGE: Yeah.

5 MR. GORMAN: Exactly.

6 MR. GEORGE: Can you get us an answer to the
7 question --

8 MR. HOLESKO: Absolutely.

9 MR. GEORGE: -- and get it to each one of the
10 board members?

11 MR. HOLESKO: For your next -- for your next
12 meeting, absolutely.

13 MR. GEORGE: Okay.

14 CHAIRMAN GREEN: That's enough time if they
15 wanted to float the finish.

16 MR. HOLESKO: Yes.

17 CHAIRMAN GREEN: Okay.

18 MR. WUELLNER: Yeah. It won't be done until
19 after the next meeting, so you've got a little

20 time to react here.

21 MR. GEORGE: Okay.

22 MR. WUELLNER: It doesn't change how they

23 form it or where they place it or anything else.

24 It's just the level of time they spend on it at

25 the end. And still on target in early '08 to be

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1 occupying these. I'm comfortable now we're -- so
2 now we actually have done something.

3 MR. GEORGE: You know what early '08 means?

4 MR. WUELLNER: Yes.

5 MR. GEORGE: Like in months?

6 MR. WUELLNER: Next year.

7 MR. GEORGE: Early next year.

8 MR. WUELLNER: Early next year.

9 MR. GEORGE: Is that up to June the 30th?

10 MR. WUELLNER: No, it is not. It is still
11 technically March.

12 MR. GEORGE: Okay.

13 MR. LAMPP: Ed, I have a comment about that
14 finish.

15 MR. WUELLNER: This is Gene Lampp with
16 Florida DOT.

17 MR. LAMPP: I'm DOT aviation. Those fine
18 finishes that you were talking about on floors is
19 not an eligible cost for DOT reimbursement. So,

20 that will be on all y'all to -- for. Okay. All
21 we do is just the -- just a rough grade of the --
22 of the concrete.

23 MR. GEORGE: Okay. Good.

24 MR. GORMAN: "Rough grade," meaning do you
25 have any specifics to your -- your -- your concept

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1 of "rough grade"?

2 MR. LAMPP: Just the normal finish, what they
3 are, or the specs are right now, the way the specs
4 are drew, just a concrete floor. But the --
5 the -- the finish upgrade, which you're talking
6 about the vinyl, you know, the nice shiny floors?

7 MR. GORMAN: No, I'm not talking about
8 anything. I'm talking about whether you're doing
9 a broom finish or whether you're floating this
10 thing so you've got a relatively fine finish that
11 does not require grinding. And I can tell you
12 that it is a minimal difference in actual labor.

13 MR. GEORGE: And what he's saying is then --

14 MR. GORMAN: I'm not talking about coatings.

15 MR. GEORGE: Then the hangar tenant then has
16 the option of putting the coating on at his
17 expense or her expense.

18 MR. GORMAN: Exactly.

19 MR. LAMPP: The broom finish is what they

20 specified it, Ed? Is that -- the broom finish is

21 as far as we'll go with the finish for the --

22 MR. GEORGE: I understand.

23 MR. LAMPP: Okay?

24 MR. GEORGE: Okay. Thanks.

25 MR. GORMAN: And that -- and that is

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1 specifically written in -- in, as far as your
2 grant workmanship?

3 MR. WUELLNER: They -- they have a
4 specification they issue on the concrete --

5 MR. GORMAN: I'd like to see that spec, if I
6 could, please, and put this to bed.

7 MR. WUELLNER: Okay. Terminal operations,
8 October traffic inbound, 3,384 passengers.
9 Outbound, 3,385 passengers. You don't get
10 particularly -- I mean, you could be exact, I
11 guess, but that's --

12 MR. BRUNSON: Well, we --

13 MR. WUELLNER: -- awful close to matching in
14 and out.

15 MR. BRUNSON: We lost one person somewhere.

16 MR. WUELLNER: Yeah, something like that. Or
17 they went out the next month or something.

18 As I announced the other day in the workshop,
19 as you're looking at a little information there,

20 is that you do have a new daily round trip that
21 was announced to Greensboro, South Carolina (sic),
22 beginning in October with tickets on sale now.

23 MR. BRUNSON: North Carolina.

24 MR. WUELLNER: What did I say? Did I say

25 South? Yeah, it is North Carolina, unless you're

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1 navigating with me.

2 MR. GEORGE: You just want to go -- you just
3 want to go to Furman.

4 MR. WUELLNER: Yeah. That's exactly it. I
5 keep confusing it with Greenville, South Carolina.
6 And Green -- Greenland? Green? Anyway.
7 Greenwood? What is it? Green -- anyway. Anyway,
8 that's on sale now.

9 I did want to mention -- I didn't put the --
10 I don't think I put the percentage on the slide,
11 but that's right at 80 percent, again, in and out,
12 is the monthly average on -- on the aircraft load
13 factors. So, that route seems to be remaining
14 quite strong.

15 You have the details of the total operations,
16 cargo and -- and the like, in your summary that --
17 that we get once a month for that.

18 Go ahead. I see you're dying to say
19 something.

20 MR. GORMAN: No, I just wondered if you ever

21 found the extra person.

22 MR. WUELLNER: They may have waited and left

23 in November. I don't think it's anything to worry

24 about.

25 MR. GORMAN: I know. I'm just kidding.

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1 MR. GEORGE: They came back in November. It
2 would be the opposite.

3 MR. WUELLNER: Okay. Next item, we had press
4 releases that Sacha got out for us related to the
5 B-17 and B-24 that was here a few weeks ago.

6 Would mention Career Day, we attended and
7 participated as the airport and represented most
8 of the businesses on the airport back in October
9 over at the high school. And will be some future
10 things going on there.

11 And got a press release on the -- is there an
12 actual press release out on the -- well, it's a
13 mixer. It's actually controlled by the Chamber,
14 so related to Thursday.

15 And we've got rental car leases on the agenda
16 a little bit later. And that's the extent of
17 leasing activity currently.

18 Okay. Ready for first business items?

19 CHAIRMAN GREEN: Sure.

20 9.A. - ARAQUAY PARK PROPERTIES

21 MR. WUELLNER: Okay. Back in March, we came

22 to the Airport Authority seeking some guidance

23 relative to acquisition of some properties back in

24 Araquay Park that would be west of Casa Cola.

25 These properties are -- we received two of them

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1 and have talked with two of the owners back there.

2 There are several others still in development.

3 Now, these, I need to point out, were, you
4 know, basically at their request. We didn't go
5 out soliciting beyond what we had done two or
6 three years ago.

7 The appraisals for 131 Indian Bend came in at
8 \$240,000. In conversations with the homeowner,
9 they're asking for \$375-, which is a difference of
10 \$135,000. I did throw up here, just as an FYI,
11 that your previous deal for east of Casa Cola is
12 where you had enhanced it by 40 percent, would add
13 \$96,000 to the \$240-, so it would give a total of
14 \$336,000, just as a point of reference.

15 The other property, 170 Indian Bend, was
16 appraised at \$237,500. Asking price by the owner
17 is \$400,000. It's a difference of \$162,500. The
18 previous 40 percent deal, if you looked at that,
19 would bring that total up to \$332,500.

20 And the next slide I have is just a quick
21 exhibit of where the two properties -- it's the
22 two green lands. Gray properties on that drawing
23 are already owned by the Airport Authority, to
24 include the streets back on the east side. I
25 didn't color them in for you, but it includes

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1 those. Yes.

2 MR. GORMAN: I might point out to the board
3 that although we do need land very badly, when you
4 do -- again, the gray is owned by us, and those
5 are green, are -- we're thinking about purchasing.
6 Previously, I do think we made some kind of a
7 promise, but maybe I'm not sure how it was worded,
8 to not expand past Casa Cola to the west of it.
9 I'm not sure of the status of that, the minutes.

10 The other thing would be, we are by doing
11 this creating a patchwork quilt. And again, that
12 patchwork quilt, the only solution to that is more
13 eminent domain. So, I wonder to the wisdom of
14 patchwork quilt buying of property. Just open for
15 discussion there.

16 MR. WUELLNER: I would -- I would point out
17 that in the previous, when we brought it up in
18 March -- and I'm sorry I don't have that slide.
19 But this parcel here, the parcel here with the

20 exclusion of the corner two lots which belong to
21 Mrs. Willis, and this property here, as well as
22 these two, were at -- were among -- were the ones
23 that were originally contact -- we were contacted
24 by about acquiring. So, it would certainly fill
25 in all but one -- one homesite, for lack of better

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1 terms, in the event you eventually acquired them.

2 We have not had contact with -- with -- this
3 is the property behind us and some adjacent
4 lots -- nor have we the U.S. 1 frontage lots over
5 on the extreme west side.

6 But it would indeed -- you know, it could
7 lead to eventually filling in the blanks or
8 filling in the balance of the property back there
9 and allowing for expansion in the future. There
10 are no short-term plans in there.

11 But we bring it before you today because,
12 one, when we brought it back last time, we were --
13 hadn't come up with -- hadn't determined values or
14 interest of the Authority.

15 You still haven't decided whether that's
16 something you want to move on. You were concerned
17 about what the cost would be and the like.

18 You can see what the first two, you know,
19 properties relative values basis -- appraisals

20 versus what -- what the owners would like. I
21 guess at the core, you have several questions.
22 One is, are you indeed interested? If so, at what
23 level are you interested?
24 Are you interested -- if you are interested,
25 you know, is there some sort of counter you want

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1 to do? Is there some -- you know, it's really
2 back in your court. We haven't -- it isn't
3 something we directly budgeted for. You know,
4 you'll have -- you'd have to deal with it out of
5 reserves or look at it in terms of using line of
6 credit or something to that -- to do that.

7 We have no current open grants with FDOT at
8 this moment, either. So --

9 CHAIRMAN GREEN: Buzz?

10 MR. GEORGE: Speaking of the grants from
11 FDOT, we had purchased some of this property and
12 allocated future grants to helping us pay that
13 back. Have we --

14 MR. WUELLNER: You expended it all.

15 MR. GEORGE: We have already eliminated or
16 expended that? So, what does the land acquisition
17 grants look for --

18 MR. WUELLNER: You have some grants.

19 MR. GEORGE: -- I mean, look at for FDOT? Do

20 they have -- are they at the same level that they

21 were before; in other words, we can get one?

22 MR. WUELLNER: We can ask to -- to get a

23 grant. We have some programmed that will be at a

24 few years out still. But we have nothing current

25 or open current related to grants. All of that

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1 previous grant activity is closed and reimbursed.

2 So --

3 MR. GEORGE: So, we're done with all of that.

4 MR. WUELLNER: We're done with that. So,

5 it's -- it's -- the -- the safest approach is to

6 pursue the FDOT funds from a total dollar

7 standpoint.

8 I'm not -- I'd have to get with Gene; I don't

9 recall off the top of my head what the -- if any

10 of the land acquisition grants in the future are

11 in the adopted work program as they are today. If

12 they're in the adopted work program, we can ask to

13 try and get a prequalified grant on it, which

14 would be similar to how we did a lot of the -- the

15 east side stuff, wherein you could acquire it and

16 then when that budget year comes up for Florida

17 DOT, that you could be reimbursed for the --

18 their -- their portion of it. But you'd be

19 carrying FDOT into which time as it became their

20 current fiscal year.

21 MR. GEORGE: Are you going to get public

22 comment on this?

23 CHAIRMAN GREEN: Yes, after -- I was waiting.

24 Ed was still presenting --

25 MR. GEORGE: I'm sorry.

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1 MR. WUELLNER: And for your edification, I
2 believe, representatives of both owners are -- the
3 owners are here. So, if you wish to query them in
4 any way, I'm sure they're -- they're anxious for a
5 decision, just in general.

6 CHAIRMAN GREEN: Okay. Then I will open it
7 to public comment. I have -- just to remind
8 people, we have the comment sheets. If you wish
9 to speak on a topic, just go ahead and fill one
10 out. They're up front on the desk up there.

11 So, on -- I didn't have anyone on this topic.
12 So, seeing no public comment, board comment?
13 Yeah, Buzz.

14 MR. GEORGE: I -- don't get shocked now, but
15 I agree with Mr. Gorman that -- coming up with
16 this patchwork. I think -- you know, we keep
17 pushing off that we've made a commitment to the
18 other side, you know, of U.S. 1, you know, for a
19 second runway that's, you know, 10, 12 years out,

20 something like that. But we've got some
21 acquisition that we need to do over there.
22 I would think that we would let Ed start
23 getting in the loop with FAA for some -- or FDOT
24 for land acquisition grants. And if I'm not
25 mistaken, they had it, you know, staggered; you

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1 could do it so much per year.

2 But I would like to keep a limit on the
3 acquisition that we do to the east of U.S. 1 --
4 I'll talk loud -- to -- to be the continuation --
5 I mean, the -- the acquisition of these two
6 sectors here, with this one being the first.

7 There is a for sale sign that's right here.
8 I don't know if we, you know, contacted them. But
9 there is our expansion of this facility and the
10 parking, you know, if it's ever needed.

11 But we already own all of this other, except
12 for this one piece right here. And this is one of
13 the ones that the gentleman actually came to us
14 and said, "Are you interested in more
15 acquisition?"

16 This area down here, later on in today's
17 pitch, I'm going to -- I'm going to make a pitch
18 for, let's go ahead and get, you know, commercial
19 hangars or corporate hangars, you know, as the

20 original plan was, you know, in this area here,
21 because we already own it. We don't have to do
22 anything else.
23 But basically, let's keep our "east of Casa
24 Cola" line drawn in the sand, with the exception
25 of, you know, this one first and then this one

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1 would be second.

2 CHAIRMAN GREEN: Yeah, Randy?

3 MR. BRUNSON: My comments are that just now,

4 I'm not in the acquisition mode. And using our

5 lines of credit that I think are things that are

6 coming up that we might need it for, and I think

7 we need to see what FDOT grants might be available

8 to look at the whole acquisition. And I just, in

9 this unsteady real estate market, and the

10 patchwork, I agree with that, that I just am not

11 in the acquisition mode.

12 I believe that we should be looking at

13 property and things that are income producing.

14 And we've made a commitment to get off the -- to

15 be self-sufficient, not to keep buying more real

16 estate.

17 CHAIRMAN GREEN: I'm not inclined to go in

18 any further debt or anything right now, being

19 lines of credit. I'd want to see what grants are

20 out there before we acquire anything else.

21 Any other board discussion? Kelly?

22 MS. BARRERA: I think it's prudent to keep an

23 open mind about purchasing property. I agree, I

24 don't want to do a line of credit. So, saying

25 that, I'm saying -- I'm saying not at -- not at

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1 going out and having to get credit to do it. But
2 I think from a noise mitigation standpoint, I
3 think from being able to utilize that space for
4 maintenance, on airport maintenance, we may have
5 to relocate some of that at some point down east
6 of Casa Cola. I think for other uses other than
7 airfield uses.

8 MR. GORMAN: And I'd like to make a point
9 again, not to be -- to countermand what you've
10 said, but if you do do that -- and obviously we
11 need land. But if you do create the patchwork
12 quilt, this board made a promise to the public to
13 not exercise eminent domain, and it was a
14 tremendously onerous situation we went through.

15 And then you get the -- the holdup parcels,
16 and that's what -- then you create the situation
17 again. And just to clarify.

18 MS. BARRERA: I'm not interested in eminent
19 domain, but I think that there are uses for

20 property owned by the airport that can be done

21 in -- in a patchwork quilt fashion.

22 For instance, off-site parking. I think that

23 long-term parking can be done, and that can be

24 done in a way that is in a patchwork fashion.

25 I think also you can utilize it for pet -- I

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1 was approached by someone in the community who was
2 interested in having a pet cemetery or -- or a pet
3 holding area. There's -- there's other
4 opportunities there that can be used --

5 MR. GORMAN: Yeah, not to say --

6 MS. BARRERA: -- in a patchwork fashion.

7 MR. GORMAN: I wouldn't -- I wouldn't say
8 that you're absolutely wrong on that. I'm not
9 going to, you know, hammer that. But, I mean,
10 you've got the setback problems and you really --
11 and, you know, then you've got -- Doug has to dig
12 into the situations with how close can you get to
13 a private piece of property and still use it for
14 municipal purposes. That's the point now, and
15 it's really complicated.

16 MR. WUELLNER: But I really -- really see
17 this as filling in the patchwork quilt, not -- you
18 know, it's completing the -- rather than creating
19 it, because you -- you already have that.

20 MR. GORMAN: We did it before and it didn't

21 work well.

22 CHAIRMAN GREEN: Doug?

23 MR. BURNETT: I just want to -- and -- and

24 trust me, I understand where this is going. I

25 just want to make sure that y'all are aware of a

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1 couple of things.

2 And again, I'm going by memory, but I think
3 this part of it's accurate. And I was involved a
4 lot with the eminent domain proceedings that went
5 on. It wasn't just one that I sat back and
6 watched. I was actually involved in those
7 proceedings. And -- and I was -- but obviously
8 attended all these Airport Authority meetings.

9 What I recall as a statement was -- related
10 to eminent domain is the -- the largest concern
11 was taking people's houses. And what you may or
12 may not be aware of -- and I know you're aware of
13 this, but it may not be coming to mind quickly,
14 based on what you're looking at from a map. But
15 most of what's along U.S. 1 is commercial.
16 Exercising a power of eminent domain is different,
17 I think, emotionally, philosophically for
18 commercial parcels than it would be for
19 residential.

20 And again, I'm -- I'm not here to sway your

21 vote. I'm just saying from what my own

22 observations are.

23 And one thing that I will tell you is I think

24 that County Commission, which has had very, very

25 vocal members of it that are against eminent

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1 domain, I -- I recall that recently in a meeting,
2 I think two weeks ago, they actually authorized
3 the County Attorney to exercise the power of
4 eminent domain to take a commercial parcel for
5 some other work.

6 MS. BARRERA: For the utility?

7 MR. BURNETT: Yeah, for the utility. So,
8 that's the only thing I wanted to add related to
9 this, is -- and -- and the other thing that I
10 recall from those hearings is that one corner
11 right at Casa Cola and Indian Bend, that
12 Ms. Tarver Willis's home is on two lots, she's
13 made it abundantly clear that she's never going to
14 sell. So, you know, you -- you will probably
15 always have that as the holdout on -- in that
16 area.

17 MR. WUELLNER: The balance of those
18 properties, you know, we are -- they're in
19 different stages than -- than the current two

20 we -- we brought today. But they are actively
21 moving forward relative to coming up with a
22 valuation and the like to see -- you know, at that
23 point, you've -- you've essentially completed --
24 with the exception of Ms. Willis's property,
25 obviously, but you've kind of created a new, you

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1 know, western demarkation, for lack of better
2 terms, that could be included in airport
3 development projects in the future, T-hangars,
4 commercial hangars, whatever you desire, as --
5 consistent with the Master Plan. I'm -- just out
6 there.

7 CHAIRMAN GREEN: Let's get a little more
8 board discussion and then --

9 MR. GEORGE: Okay. On Mr. Burnett's
10 comments, thank you. But I think what we need to
11 do is give direction to Staff. And the direction
12 to Staff is that we are not interested in
13 perpetuating the patchwork.

14 And the top two blocks that are up there, we
15 will consider those, the top one being we'll
16 consider any offers and things there.

17 CHAIRMAN GREEN: Well, also, I think I hear
18 from the board --

19 MR. GEORGE: Oh, I'm sorry. And also we need

20 to get Staff to get with the State to find out
21 what the potential for us to get grants over the
22 next five years for property acquisition, or eight
23 years, whatever it goes out to.

24 CHAIRMAN GREEN: That would be my concern, is
25 where is our funding and how far off is it?

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1 Any other directions for Staff from the
2 board?

3 MS. BARRERA: And how do those properties
4 affect noise mitigation?

5 MR. WUELLNER: Having them or not?

6 MS. BARRERA: Having them or not.

7 MR. WUELLNER: I don't see it being a
8 significant difference one way or the other.

9 MS. BARRERA: Okay.

10 MR. WUELLNER: I see it more as future
11 development. You have -- you know, you've
12 acquired the property and now you can do what you
13 want with it when you want with it. You know,
14 the -- the obstacle that was such a lead item
15 originally in the T-hangar development was
16 acquisition of property. That took more than two
17 years to finish.

18 And, you know, you're in a market. You know,
19 in fairness, you're in a market right now that's,

20 you know, a buyer's market, in a sense. You have,
21 you know, opportunities that may not exist in a
22 few years, who knows, relative to that. So...

23 MR. GEORGE: Buyer doesn't have any money.

24 MR. WUELLNER: Well, that's the story with
25 everybody.

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1 CHAIRMAN GREEN: And I don't see any problem
2 with bringing it back up or informing us what is
3 out there and how long it's going to take to get
4 any grant money, and then we could probably
5 revisit it at that point in time. If we find out
6 there's no grant money for ten years, we might
7 want to rethink some things.

8 MR. GEORGE: Yeah, I think we need those
9 numbers.

10 CHAIRMAN GREEN: Yeah.

11 MR. GEORGE: Yeah.

12 CHAIRMAN GREEN: Is that all right, Ed?

13 MR. WUELLNER: Yeah. We can have that back
14 to you December, at least tell you where they are,
15 what the grant situation's like.

16 CHAIRMAN GREEN: Okay.

17 MR. GEORGE: If -- if it's not too much
18 trouble, if you could also have an idea of
19 property to the east of -- to the west of U.S. 1,

20 what that property is going for in that area,
21 because there's some big chunks of land over there
22 that we're going to have to acquire.

23 MR. WUELLNER: Open -- I mean, large parcels?

24 Is that what you're asking?

25 MR. GEORGE: Yeah.

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1 CHAIRMAN GREEN: Engineering agreement?

2 MR. WUELLNER: Okay.

3 MR. GORMAN: Did we make direction to Staff?

4 CHAIRMAN GREEN: Yeah.

5 MR. GORMAN: And that was to? Ask for

6 clarification, the direction to Staff?

7 CHAIRMAN GREEN: To get us figures on what

8 grant money's out there and how long it would be

9 until we could get it, and that we really are not

10 interested in patchworking at this point in time.

11 MR. GORMAN: Okay. That's fine. That's for

12 clarification --

13 MR. GEORGE: Yeah. And our priority would go

14 in those top two blocks.

15 9.B. - ENGINEERING AGREEMENT FOR U.S. CUSTOMS FACILITY

16 MR. WUELLNER: Okay. First -- first (sic)

17 item I have is the engineering agreement for U.S.

18 Customs. This is for -- would be supplemental

19 07-03. It's a design services only and would have

20 a 50 percent FDOT match. Currently would have a
21 total project budget of \$575,000, of which half is
22 eligible for FDOT.

23 The site we're looking at currently would be
24 at the base of the tower. Approximately a 3,000
25 square foot facility. Again, located at the base

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1 of tower. And would be the user fee, development
2 of user fee program with -- with U.S. Customs.

3 A couple of tweaks probably to the site is
4 more there just to show you exactly where we're
5 talking and -- and the like. But this would
6 support the -- the Customs service grant that
7 you-all approved last month.

8 MR. GEORGE: What would this be used for?

9 MR. WUELLNER: This is the Customs presence
10 on the airport. So, our --

11 MR. GEORGE: So, people would come in, taxi
12 up to that building?

13 MR. WUELLNER: Exactly.

14 MR. GEORGE: Okay.

15 MR. WUELLNER: Where they would clear Customs
16 on the facility. It's strictly related to the
17 aircraft -- the aircraft use on the airport,
18 private access to Customs.

19 CHAIRMAN GREEN: Any public discussion? I

20 didn't have any cards on it, I don't think, none.

21 Board discussion? Ed, is this the one we

22 maneuvered some funding around?

23 MR. WUELLNER: Yeah. Yeah. We were able to

24 change this off the fire service -- or fire

25 facility, I should say.

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1 You have some tenants that are pressing the
2 matter. That's why I -- it's Ring Power, SK.
3 Even the Sheriff's got an interest in getting this
4 one off, getting this going and getting it done.
5 You'd be looking at about a year from now until
6 it's usable.

7 MR. BRUNSON: I -- I support this a hundred
8 percent. And -- and we need to move forward as
9 fast as possible.

10 MR. GEORGE: I don't support it.

11 MR. GORMAN: Pardon me?

12 MR. GEORGE: I don't support it.

13 MR. GORMAN: The Customs facility there?

14 MR. GEORGE: I don't support the Customs
15 facility in that location. We're talking about a
16 second FBO possibly coming in, and you're taking
17 prime space at the bottom of the terminal (sic) to
18 put a Customs facility. Let's investigate other
19 places to put a Customs facility.

20 MR. WUELLNER: Base of the tower.

21 MR. GEORGE: Hmm?

22 CHAIRMAN GREEN: Base of the tower.

23 MR. WUELLNER: Base of the tower.

24 MR. GEORGE: Right. And that's what we were

25 talking about an FBO --

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1 MR. WUELLNER: The FBO's behind it.

2 MR. GEORGE: -- having the base of the tower
3 and wrapping around to the back area.

4 MR. WUELLNER: Yeah. The FBO -- FBO is
5 down -- is down in this area. It's -- it's
6 actually below us. It's way down in this area
7 leading back into F.

8 That -- that's -- that's really not usable,
9 other than that. I mean, in terms of -- you see
10 these -- these lines here are obstacle-free areas
11 for taxiways. You can't do anything other than
12 aircraft parking in that, anyway. It's -- it's
13 incongruent. This is self-service area.

14 You -- you'd follow this taxiway down as it
15 clears what was Estrella Avenue, is when it
16 becomes the FBO parcel down there. It's whatever
17 that is, 15 acres or something down there.

18 MR. GEORGE: I was under the impression
19 from -- from past discussions, the second FBO

20 would be on the west -- on the east end of

21 basically this street that's out here.

22 MR. WUELLNER: Yeah.

23 MR. GEORGE: That's at the tower.

24 MR. WUELLNER: That's south of there. No,

25 it's south. That's down here. That's down there

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1 and -- and below. I don't know. I've got an

2 aerial.

3 MR. BRUNSON: Have you got another map you

4 could see?

5 MR. GORMAN: Could we point out where --

6 where the existing hangars are? Maybe that will

7 be more clear or something.

8 MR. WUELLNER: Give me a second. I'll get a

9 different graphic here.

10 MR. BURNETT: You could go back to the aerial

11 for the hangars. Remember the aerials you had up

12 at the very, very beginning?

13 MR. GEORGE: Now, the road's right here.

14 Here's our tower. That roads comes right there

15 and comes and dead-ends into here. Because the

16 discussion we had was we can take that road, and

17 that makes another second FBO more noticeable to

18 the traffic that's coming in, as opposed to

19 tucking them around the corner.

20 MR. WUELLNER: Okay. Got a way to get it up.

21 MR. BURNETT: That was it. There it is.

22 MR. WUELLNER: All right. This area --

23 the -- the U.S. Customs is up here. The second

24 FBO site or block is all this down here. Estrella

25 Avenue runs right here. I'm sorry. Yeah,

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1 Estrella Avenue runs right here. You're up here
2 with Customs.

3 MR. GEORGE: Oh, that's where I thought we
4 were going to wrap the FBO around so that they
5 would have some frontage presence to our main
6 runway.

7 MR. WUELLNER: I don't know how you'd do
8 that. With the setbacks off the taxiway, you've
9 got, you know, an area you can't put anything in,
10 which kind of follows the pavement with their --
11 that's where the -- I don't know what else to --
12 what else to show you to --

13 MR. GEORGE: Personal comment. Ed, I think
14 this is another example of where you or somebody
15 wants it, and we call the discussion of the whole
16 thing. You know, this idea about the -- the
17 rental car company going on the other side of
18 where we've got that plan. That interferes with
19 our 15-year plan of putting a second runway over

20 there.

21 MR. WUELLNER: It wouldn't be there if I --

22 if it interfered. That's why it's shown on your

23 ALP that you have a copy there. That's what --

24 that's what's in front of you.

25 MR. GEORGE: Okay.

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1 MR. WUELLNER: And we wouldn't place it in
2 the middle of a future runway. I mean, that --

3 MR. GORMAN: How tall is this facility?

4 MR. WUELLNER: Eighteen feet, maybe, 15, 18
5 feet.

6 MR. GORMAN: In other words, just for
7 clarification --

8 MR. WUELLNER: Just roughly the -- roughly
9 the height of the vault.

10 MR. GORMAN: It's basically right in front of
11 your hangar.

12 MR. GEORGE: Yeah, right.

13 MR. GORMAN: Yeah.

14 MR. WUELLNER: Well, yeah, sort of. It's at
15 the other -- other side of the tower.

16 MR. GORMAN: Just for, yeah, thinking of
17 where it is, it's right by the fuel farm.

18 MR. WUELLNER: Yeah, it's in the vicinity of
19 the fuel farm.

20 MR. GORMAN: How busy do you feel that that

21 facility would be?

22 MR. WUELLNER: It could have one or two

23 airplanes. That's why that little piece of

24 apron -- if you want to call it the taxiway

25 section there, that would be -- serves a place to

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1 park them, park aircraft while they're clearing
2 Customs. Because they have to be isolated. You
3 can't just stick them in the middle of the ramp
4 until they clear Customs.

5 MR. GEORGE: I just think it's prime real
6 estate that we're pushing into a Customs facility
7 that could be put somewhere else. Where else
8 could it be put? I don't know. I haven't looked
9 at it. I don't know what -- is there space
10 available in front of hangar row A?

11 MR. WUELLNER: No. See, all of that sits in
12 the approach area of one of the two runways. The
13 only thing --

14 MR. GEORGE: Okay. Yeah.

15 MR. WUELLNER: -- we were able to get in
16 there was that little drainage retention pond. We
17 did -- we did look, you know, at the existing
18 sites, and short of developing huge infrastructure
19 costs to develop a new site, and the only sites we

20 saw were on the east side of the field up between
21 east corporate and National Guard, in that
22 general -- or the future of corporate hangar
23 development shown on the Master Plan, which comes
24 with huge site development costs that weren't, you
25 know, obviously planned for in the \$575,000

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1 budget.

2 We looked in the FBO area. We've looked
3 adjacent to the terminal parking lots up there.
4 And it's -- you've got big obstacles in all of
5 those cases. One primary along most of the area
6 around Bravo 2 is -- infrastructure is utility
7 access up there. There's nothing up there and
8 there's no easy way to get utilities up there.

9 It just -- you know, Grumman isolates that
10 whole block up there by virtue of their --
11 their -- the property they own, not even the stuff
12 they lease from us. And we have no utility
13 infrastructure up there because there's never been
14 any buildings. So, you're looking at huge
15 underground nonrevenue-producing kind of expense
16 just to get -- get something built up there.

17 MR. GEORGE: Is there any room on the park
18 side of the new apron up there?

19 MR. WUELLNER: On along F or G down --

20 MR. GEORGE: Yeah. That just helps us get

21 the access road back to the park.

22 MR. WUELLNER: I suppose. The -- the idea at

23 the base of the tower was that it was obvious and

24 visible to the -- because it's not necessarily

25 just based customers -- was just the ease of

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1 finding it, ease of reference --

2 MR. GEORGE: Yeah.

3 MR. WUELLNER: -- when trying to find Customs

4 on the field, is base of the tower. But, I mean,

5 I'm sure something could be -- we've shown some

6 hangars over there, I believe, not necessarily

7 exact spot, but there's some hangars over there

8 that could be made to be Customs.

9 MS. BARRERA: No.

10 MR. GEORGE: No.

11 MR. GORMAN: Just for clarification, when we

12 originally put this into where we actually voted

13 for this, my assumption -- I mean, it's just an

14 assumption from the previous minutes, that it was

15 going to be by the fuel farm. But that was the

16 other fuel farm, in other words, the one that's

17 more adjacent to the existing FBO, Galaxy's FBO.

18 MR. WUELLNER: Yeah. We -- we looked at --

19 MR. GORMAN: That was, when I voted on it, my

20 preconceived notion of where it was going to go.

21 MR. WUELLNER: We looked at that general

22 area. And the problem is you -- you have no spot

23 that that can be constructed that has the -- meets

24 the requirements that Customs has for those kind

25 of facilities, which is immediately adjacent to

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1 apron. It's got to meet all of their development
2 standards in order for them to -- to -- to accept
3 it, basically, for -- for their use.

4 We looked at even using as temporary the
5 lean-to on the old maintenance hangar over there.
6 It's -- it's not even a thousand square foot, and
7 it's -- it's got to -- even a temporary facility
8 has to meet their requirements. I mean, we -- we
9 looked all over the place to try and find a way to
10 make, you know, a solid site without getting into
11 the FBO site.

12 MR. GORMAN: Are we in a hurry to make this
13 decision?

14 MR. WUELLNER: Well, other than you've got a
15 grant that will expire next year. I mean, you
16 don't have to make it today. I'm just saying
17 you -- you know, you're going to be cutting into
18 time. You've got about a year to completion.

19 MR. LAMPP: Ed?

20 MR. WUELLNER: Yes, sir.

21 MR. BRUNSON: The last thing I'll say is that

22 we've been talking about this a long time, and

23 this is where I thought it was going. And we have

24 people that -- and you're talking about traffic

25 coming in here. This will generate a lot of

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1 traffic. And we have some corporations here that
2 desperately need it.

3 So, I don't say we have to make this decision
4 today, but we need to move forward as fast as
5 possible.

6 CHAIRMAN GREEN: Yes, sir.

7 MR. LAMPP: The grant Ed's talking about that
8 I changed over from the fire station, that grant's
9 a five-year-old grant. It will not be extended.
10 I had to beg and plead to get that for y'all. So,
11 y'all need to make sure June 30th of -- or
12 December of '08 that --

13 MR. WUELLNER: It's spent.

14 MR. LAMPP: -- it's going to be gone.

15 MR. GEORGE: In the ground and done, right?

16 MR. LAMPP: Yeah.

17 CHAIRMAN GREEN: Yeah. I mean, I'll
18 entertain a motion if any board member wants to
19 make one.

20 MR. WUELLNER: This is for design only at
21 this point. I mean, obviously, anything related
22 to construction is coming back. But you're not
23 looking at being able to get into construction at
24 least till --

25 MR. BRUNSON: I will make a motion that we

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1 authorize Staff to go forward with the design

2 services in the amount of \$63,000.

3 MS. BARRERA: I'll second it.

4 CHAIRMAN GREEN: Any further board

5 discussion?

6 MR. GEORGE: Looking at this map that I'm

7 looking at, right across from the tower, which is

8 your retention pond that's there now, there's a

9 lot of potential land there to put Customs off to

10 themselves by the side, no way of integrating an

11 airplane coming in, you know, into our hangar

12 structure that goes into it. I would like for the

13 staff to consider that --

14 MR. WUELLNER: We did.

15 MR. GEORGE: -- while they're getting into

16 the design.

17 MR. WUELLNER: We did, and you've got a --

18 you've got an access issue, public access, vehicle

19 access where there's no way to get to that site

20 currently without crossing aviation.

21 MR. GEORGE: Well, I'm looking at a dotted

22 line which I'm thinking is our access to the park.

23 MR. WUELLNER: From the back side, but none

24 of that infrastructure is in there. That's my

25 point, is that the facility could be put -- you'd

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1 have a few more options if you were -- if this
2 were three years from now, in that you might have
3 some access through the park. You might have
4 access -- you may be doing infrastructure on the
5 other side of the field. But none of those things
6 exist today. And you -- you will eat all of the
7 \$575,000 getting access and/or utilities back to
8 the site. There will be no money to build
9 anything.

10 MR. GEORGE: When we build a park -- and I
11 think that's on the agenda to do -- aren't we
12 going to spend the same amount of money? So, now
13 we're just talking about who's spending money.

14 MR. WUELLNER: That's -- that's to be
15 determined. I don't think we're necessarily
16 providing paved roads all along the marsh front
17 down there initially, anyway. You know, it's
18 going to be walking path, kind of. It wouldn't
19 being vehicle access at least initially.

20 MR. GORMAN: Can I make a suggestion?

21 MR. GEORGE: Yeah.

22 MR. GORMAN: -- to -- although I agree with

23 Randy, but I don't think it's as pressing as maybe

24 Randy thinks, Mr. Brunson thinks. Could we just

25 see a few alternate ideas, just sketch ideas at

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1 the next meeting?

2 MR. WUELLNER: Sure.

3 MR. GORMAN: And then -- then put it to bed
4 right then?

5 MR. WUELLNER: Sure.

6 MR. GORMAN: I mean --

7 MR. GEORGE: I -- I don't have a problem with
8 the going ahead with the basic design, because
9 that's going to be walls, where the power is
10 needed and stuff like that, and we decide to pick
11 that building up and move it to another
12 location --

13 MR. BRUNSON: I'll amend the motion --

14 MR. GEORGE: -- to do that.

15 MR. GORMAN: Okay.

16 MR. BRUNSON: And my motion was to Staff to
17 go forward with the design service, and
18 additionally to bring back --

19 MR. WUELLNER: Alternative sites.

20 MR. BRUNSON: -- locations.

21 MR. WUELLNER: We'll do that.

22 CHAIRMAN GREEN: The design won't have any

23 huge significance if it's changed to a

24 different --

25 MR. WUELLNER: Yeah, they can be moving on

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1 the building now. That part wouldn't -- wouldn't
2 change, its adaptation to site at that point.

3 MR. GORMAN: I would second that.

4 CHAIRMAN GREEN: Okay.

5 MR. GORMAN: That's fine.

6 CHAIRMAN GREEN: Any further board
7 discussion?

8 MS. BARRERA: But I wouldn't be interested in
9 any design changes that would preclude us from
10 building any T-hangars in the future in any areas.

11 MR. WUELLNER: Okay. Well, that's --

12 CHAIRMAN GREEN: Okay. All in favor of the
13 motion, say aye.

14 MR. BRUNSON: Aye.

15 CHAIRMAN GREEN: Aye.

16 MR. GEORGE: Aye.

17 MS. BARRERA: Aye.

18 MR. GORMAN: Aye.

19 CHAIRMAN GREEN: All opposed?

20 (No opposition.)

21 CHAIRMAN GREEN: None opposed.

22 MR. BRUNSON: Madam Chairman, as discussed, I

23 have to go to another meeting.

24 CHAIRMAN GREEN: Yes, sir. I'm trying to

25 work it through. Thank you.

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1 MR. BRUNSON: Thank you.

2 (Mr. Brunson leaves the meeting.)

3 9.C. - PAVEMENT MANAGEMENT PROGRAM

4 MR. WUELLNER: Okay. Next item we have is
5 pavement management program. We have a proposal,
6 as the lowest quote, between Passero and LPA for
7 \$48,000 to do the pavement management program.

8 The pavement management program is required
9 by FAA and FDOT and needs to be in place before we
10 can program or receive grants related to pavement
11 rehab projects, overlays and the like. And you
12 will have those kind of projects and some are
13 indeed programmed right now of getting in under
14 the wire of the -- of the requirement.

15 It's a condition of grants we already have.
16 It requires an evaluation of existing pavements
17 out there, and -- and a determination be made on
18 when -- when it's appropriate to schedule
19 maintenance items such as overlays and the like in

20 the future projects.

21 Biggest item probably coming up over the few

22 years will be looking seriously at sections of

23 13/31, particularly on the extreme north end where

24 just seeing some -- some asphalt erosion over the

25 years, probably more from lack of use because it

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1 was displaced than anything else.

2 But you'll have also evaluations of the older
3 taxiways and older runways such as 2/20 and 6/24,
4 who haven't really had any work.

5 In order to get grants, you have to have one
6 of these plans in place. And we're asking to, you
7 know, take the lowest quote of \$48,000 to develop
8 that. And we're saying that at this point, it
9 would come out of the terminal area improvements
10 line item since we didn't specifically know the
11 numbers to put in there for another planning-type
12 study. And it's updated periodically. But the
13 first time out is the expense of when to do.

14 CHAIRMAN GREEN: I have Victor,
15 Mr. Martinelli?

16 MR. MARTINELLI: I'll pass.

17 CHAIRMAN GREEN: Okay. That's the only
18 public comment I had on this.

19 Board discussion?

20 (No further discussion.)

21 CHAIRMAN GREEN: I'll entertain a motion,

22 then.

23 MR. GEORGE: I make a motion we allow the

24 staff to go ahead and continue with these two

25 items as long as they come under already in the

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1 budget for terminal area improvement. And this
2 terminal area improvement, does that mean that we
3 get PFC dollars on it?

4 MR. WUELLNER: No.

5 MR. GEORGE: Then it's not under terminal
6 area improvements.

7 CHAIRMAN GREEN: Is there a second?

8 MS. BARRERA: I'll second it.

9 CHAIRMAN GREEN: Further board discussion? I
10 just have one question. Was there a significant
11 difference in the quotes?

12 MR. WUELLNER: One was \$54- and the other is
13 \$48-, so there's about \$6,000 difference.

14 CHAIRMAN GREEN: And I love what our
15 engineering companies have done. They've done --
16 Passero's done a wonderful job. I didn't know if
17 there was any way, because we have LPA also, and
18 I'd like to --

19 MR. WUELLNER: Yeah, I was going to say your

20 next -- your next one, it goes the other

21 direction.

22 CHAIRMAN GREEN: Oh, okay.

23 MR. WUELLNER: Your next agenda item, the two

24 quotes, LPA is the low -- low bidder.

25 CHAIRMAN GREEN: Okay. Just informative.

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1 MR. GORMAN: Last question real quick. I
2 mean, they've already deeply involved in the --
3 all of these other site plannings, so these would
4 be the best choice anyway.

5 MR. WUELLNER: They would be the most
6 familiar with the -- the conditions today, that's
7 true.

8 MR. GORMAN: That's probably my answer.
9 Okay.

10 CHAIRMAN GREEN: Any further discussion?

11 (No further discussion.)

12 CHAIRMAN GREEN: All in favor of Staff's
13 recommendation and the motion, say aye.

14 MR. GEORGE: Aye.

15 CHAIRMAN GREEN: Aye.

16 MS. BARRERA: Aye.

17 MR. GORMAN: Aye.

18 CHAIRMAN GREEN: All opposed?

19 (No opposition.)

20 CHAIRMAN GREEN: Hearing none opposed,

21 passes.

22 9.D. - SWPP/SPCC PROGRAM UPDATES

23 MR. WUELLNER: The next item is the updates

24 of the SWPP, the Stormwater Pollution Prevention

25 Plan, and the SPL (sic), Stormwater Pollution

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1 Control and Containment Plan.

2 And as I mentioned, LPA provided the lowest
3 quote of \$33,144. Some new requirements from
4 FDOT -- excuse me, FDEP and EPA, have come into
5 place in the last year, so you need to have a
6 complete and updated plan in order to avoid fines
7 should they come out and do a site visit at any
8 time.

9 The program has to be current. You have
10 to -- you know, part of the program is training
11 tenants on spill prevention and cleanup after the
12 fact and notification and instills best management
13 practices. And LPA provided the lowest quote of
14 \$33,144, and again comes out of that same line
15 item.

16 (Mr. Burnett leaves the room.)

17 CHAIRMAN GREEN: I didn't have any public
18 comment. Board comment?

19 MS. BARRERA: Think it's pretty

20 straightforward.

21 CHAIRMAN GREEN: Yeah. Any motions?

22 MS. BARRERA: I'll make a motion that we

23 accept the LPA's quote and that we direct Staff to

24 move forward with it.

25 CHAIRMAN GREEN: Second?

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1 MR. GEORGE: Second.

2 CHAIRMAN GREEN: Further board discussion?

3 (No further discussion.)

4 CHAIRMAN GREEN: All in favor?

5 MR. GEORGE: Aye.

6 CHAIRMAN GREEN: Aye.

7 MS. BARRERA: Aye.

8 MR. GORMAN: Aye.

9 CHAIRMAN GREEN: All opposed?

10 (No opposition.)

11 CHAIRMAN GREEN: Hearing none opposed, accept
12 Staff's recommendation.

13 MR. WUELLNER: Well, we've deferred the park
14 discussion till next month where -- when Bryan
15 will make a presentation relative to project
16 approach and scope and the like, and you guys can
17 weigh in at that time about what it is.

18 MR. GORMAN: I'd just like to make one
19 comment on that.

20 MR. WUELLNER: Sure.

21 MR. GORMAN: Is that I'd really like to see

22 this park as natural as possible. We don't need

23 to spend a lot of money. We just need to look at

24 birds and airplanes.

25 MR. GEORGE: And hopefully not in the same

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1 airspace.

2 CHAIRMAN GREEN: I was going to say --

3 MR. GORMAN: Hopefully -- well, you're not

4 going to get any -- I probably shouldn't have said

5 birds, because that's a hazard. But whatever. In

6 other words, so you're going to actually be able

7 to have a nature walk, not an overengineered,

8 overcemented, you know, situation. Just keep it

9 simple.

10 CHAIRMAN GREEN: Rental car?

11 9. E. - CAR RENTAL AGREEMENTS

12 MR. WUELLNER: The next item I have is the

13 rental car -- rental car lease agreements that

14 involve three lease agreements with -- one with

15 Enterprise, one with Avis, and one with Hertz. Be

16 for five-year terms. Would require the

17 assessment -- would provide the assessment of a

18 concession fee on all rental contracts written out

19 of the airport facility at 15 percent. Splits all

20 of the operating cost of the facility with the
21 users, the three users, with a 20 percent markup
22 on those.

23 Revenue estimates based on four flights a
24 day, which is the number of flights currently on
25 sale, is approximately \$606,000 annually in

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1 concession fees alone, and another \$36,000 in
2 facility uses.

3 We did not attempt to -- to identify the
4 costs of the operating facilities, as they would
5 be a wash as a result of the way the agreement's
6 structured.

7 (Mr. Burnett returns to room.)

8 MR. WUELLNER: And would limit the addition
9 of rental cars -- rental car companies until the
10 expiration of the five-year term as a -- as a
11 trade-off for getting them out of the main
12 terminal. And this would eliminate those counters
13 in the general aviation terminal in favor of the
14 new facility on the other side.

15 And it would be our recommendation you accept
16 those lease agreements and we'll move forward to
17 getting them executed.

18 CHAIRMAN GREEN: Okay. Michael? You had a
19 comment on this, Slingsluff?

20 MR. SLINGLUFF: Again -- microphone.

21 I think with the increased utilization of the

22 rental car system now, it's really putting a

23 squeeze on the main parking lot. Having a

24 separate location will save the airport

25 considerable expense in planning, plus a

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1 considerable increase in -- in revenue.

2 CHAIRMAN GREEN: No other public comment.

3 Board comment?

4 MR. GEORGE: Oh, what the hell.

5 CHAIRMAN GREEN: Yeah, Buzz.

6 MR. GEORGE: Madam Chairman. Can you tell me

7 what this rental car facility, what the total

8 cost, what you estimate it to be?

9 MR. WUELLNER: I believe we put it out there

10 last time at \$625- or -- I'm trying to remember

11 what the total was, but it was in that \$550- to

12 \$625- range, is what the original was last month.

13 MR. GEORGE: Okay.

14 MR. WUELLNER: That hasn't -- the total

15 hasn't changed. In fact, these guys have actually

16 been able to identify some ways we think we can

17 reduce the development cost.

18 MR. GEORGE: Are there -- is there any grant

19 money that can be used to reduce, or is this all

20 of ours?

21 MR. WUELLNER: Yeah. You looked at all of
22 that last month. We have some site development
23 money we can apply to parts of this.

24 MR. GEORGE: So, what's it going to wind up
25 costing us? What are you asking this board to

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1 approve out of the budget to be spent?

2 MR. WUELLNER: I'm not asking you to spend
3 anything. I'm asking you to agree to the rental
4 car agreements that produce the revenue off of it.
5 These are just leases. We don't -- we will be
6 bringing you probably next month a design and --
7 and estimates of cost and it will be out for bid
8 shortly thereafter.

9 We don't know what the final cost is going to
10 be because we haven't -- we haven't bid it yet.
11 This is just the revenue side of it.

12 MR. GORMAN: Simply one question. Have you
13 had any resistance with the rental car companies?

14 MR. WUELLNER: Two out of three indicated
15 they were expecting it, that it's just -- it's
16 more normal for commercial airports.

17 MR. GORMAN: If the third didn't sign, do you
18 have a replacement rental car company?

19 MR. WUELLNER: We have several that have

20 contacted us.

21 MR. GORMAN: Sure. All right. Thank you.

22 That's my answer.

23 CHAIRMAN GREEN: Doug?

24 MR. BURNETT: And if I might, so that you're

25 fully aware, and Ed doesn't know this, I was

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1 contacted by an attorney today who you know how
2 that is, they may or may not be representing one
3 of them; they're not sure they've been engaged yet
4 or not. But the comment that I heard back was a
5 concern that the five-year -- related to the
6 five-year plan, if there was potentially no longer
7 a commercial service. That's the only comment
8 I've heard back related to the agreement.

9 Ed and I have talked about the agreements.
10 We reviewed them. The form that Ed is using is
11 one that's already being used throughout the
12 state, from what I understand. So, we've made
13 some tweaks to it, but other than that, it's a
14 standard agreement. But there is that one issue
15 that I've heard concern about.

16 MR. GEORGE: That would be a logical concern,
17 I think. That's a concern of the board members
18 here, as to whether it's going to be there and we
19 go spending \$600,000 on a -- on a rental car

20 facility that, you know, gets cobwebs later on,
21 while at the same time we take our friends that on
22 the waiting list for hangars, corporate hangars,
23 T-hangars, and we ask them to sit back while we
24 build a rental car facility. It don't make good
25 sense.

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1 MS. BARRERA: Maybe I don't understand. But
2 aren't we building T-hangars? And would we be
3 able --

4 MR. GEORGE: Yes, you're building T-hangars
5 for one-third of the people on the waiting list.

6 MS. BARRERA: But would we be building
7 T-hangars on that side of U.S. 1?

8 MR. GEORGE: I don't have a problem with
9 building this as long as we allocate funds, be it
10 borrowed on the open market or what, to complete
11 the plan for hangars in the Araquay Park, which
12 includes two corporate hangars and two or three
13 other ones. I don't have a problem with that.

14 But I'm afraid that we're going to say, oh,
15 we need this reserve, and we just spent \$600,000
16 over here, which by the way is not eligible for
17 PFC, even though we're doing it because we have an
18 operation that's here. So, we can't use PFC money
19 for this. This is coming out of your pocket.

20 And my concern is that we start doing all of
21 these -- okay, take \$53,000 to design this, take
22 \$38,000 to design this, take \$78- to design this,
23 and now we've got \$600,000 in construction costs,
24 and we're going to be sitting back taking a lot of
25 cash. I'd rather spend that cash for the people

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1 that have been sitting around waiting.

2 CHAIRMAN GREEN: What -- but what's before us
3 right now is not dealing with all of that. That's
4 going to come up in a later meeting. All we're
5 looking at now is, if I understand correctly, if
6 we build it, if we have this, these are the rental
7 lease agreements that are most beneficial to the
8 airport. So, that's really all that's --

9 MR. GEORGE: As long as that lease that
10 you're going to get signed doesn't imply that
11 you're going to build it.

12 If I do a lease with somebody that says
13 there's going to be a facility and we don't wind
14 (sic) it, we're going to be exposed. So, make
15 sure that there's a clause in the contract that we
16 may or may not build it.

17 MR. WUELLNER: Yeah. Technically, there's no
18 lease with anybody. It's a concession agreement.
19 So, I probably have the wrong term in there with

20 existing -- the three existing lessees are tenants

21 of ours in the terminal.

22 CHAIRMAN GREEN: Right.

23 MR. WUELLNER: But this type of agreement

24 is -- is not a lease agreement. They are not

25 leasing facility. They are using a facility in

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1 exchange for concession fees.

2 MR. GEORGE: Only trying to avoid a problem.

3 CHAIRMAN GREEN: Is that it? Doug, can you
4 answer that question?

5 MR. BURNETT: Well, let me say this: It may
6 be that, based on what you said, since it's
7 already going to come back for actual cost next
8 month, it may be that in principle this is okay
9 with you if -- if the Authority moves forward with
10 the construction, and -- and bring both of them
11 back next month.

12 CHAIRMAN GREEN: Just do both of them at one
13 time.

14 MR. BURNETT: Yeah. But -- but -- but at
15 least if this is the framework that would be okay
16 with you, then at least we can continue to move on
17 with getting that part of it --

18 MR. GEORGE: Yeah, I like the numbers.

19 MR. WUELLNER: Well, the revenue stream is

20 not contingent upon the facility being -- we'd be
21 collecting revenue starting in December for use,
22 for what's currently going out of here at no -- at
23 no advantage to the airport.

24 Later on, that -- those operations would be
25 relocated to new facility in the event you -- you

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1 approve the build of it later.

2 MR. GEORGE: Okay. I just want didn't
3 anything to be implied that later on, we come back
4 and we have a lawsuit because, you know, I signed
5 that agreement and gave you \$47,000 last year in
6 rental cars because you told me you were going to
7 build a nice rental car facility, and then Skybus
8 has a problem and we don't build it.

9 MR. BURNETT: Gotcha. We -- we've actually
10 contemplated not -- I apologize. I should have
11 said this earlier. We've -- in talking with Ed
12 and Staff, we've contemplated the situation where
13 you're going to have basically two different types
14 of rental car concession agreements, one for three
15 operators that would actually be at this facility
16 if it were to get built, and then one for the
17 other operators who may come along that want to
18 gain access to the airport and be able to serve
19 airport users with rental cars. And so, it

20 really -- the second agreement works whether you

21 build it or not.

22 MR. GEORGE: All right.

23 CHAIRMAN GREEN: Okay. But the question is,

24 do you want to table this until you see -- see

25 some numbers and everything for next week?

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1 MR. GEORGE: If we --

2 CHAIRMAN GREEN: Next month.

3 MR. GEORGE: I don't see that we need to
4 table it. You -- I think that they can continue
5 to work on it, you know, now.

6 MR. WUELLNER: Yeah.

7 MR. GEORGE: And as long as -- you know, we
8 get to the point where we're not exposed.

9 CHAIRMAN GREEN: Well, we're not signing
10 anything yet. Nobody is.

11 MR. BURNETT: Well -- and I guess that --
12 that's a good point, is approve the concession
13 agreement as it relates to the -- this formula
14 for -- for users without facility. And then if
15 they have facility, you'd have the added language
16 in there if you go forward and build the facility.

17 MR. GEORGE: Yeah.

18 MR. BURNETT: Because we need to address
19 users on the airport property.

20 MR. GEORGE: That way it gets us where we can

21 start collecting those revenues in December, yeah.

22 CHAIRMAN GREEN: Yeah. And that's why I

23 think it's important we need to get that. Okay.

24 I'll entertain a motion.

25 MR. GORMAN: I make a motion that we accept

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1 the lease agreement as stated by Staff, and adopt

2 it.

3 CHAIRMAN GREEN: Second?

4 MR. GEORGE: Second.

5 CHAIRMAN GREEN: Any further discussion with

6 the distinction between users and facility?

7 No? Okay.

8 MR. GEORGE: I do have a comment to make

9 that's not -- we got the lease thing out of the

10 way.

11 CHAIRMAN GREEN: Well, we're not. There's a

12 motion pending, so...

13 MR. GEORGE: We have the lease thing out of

14 the way. I'm just saying that while they're

15 designing this rental car facility, to please go

16 back and look at the multimodal, where we're going

17 to put that, because that was a good plan at one

18 time also.

19 CHAIRMAN GREEN: Okay.

20 MS. BARRERA: We could have put it over on

21 those people's properties.

22 MR. GEORGE: Which people's properties?

23 MS. BARRERA: That we were looking at

24 earlier.

25 MR. GEORGE: Okay. So now it's not \$600,000;

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1 it's now \$300,000 for this.

2 MS. BARRERA: That was just a comment.

3 MR. GEORGE: Oh, okay. That was just a
4 rebuttal.

5 CHAIRMAN GREEN: Okay. There's a motion and
6 it's been seconded to accept Staff's
7 recommendation to go forward with this framework
8 for the leases. All in favor?

9 MR. GEORGE: Aye.

10 CHAIRMAN GREEN: Aye.

11 MS. BARRERA: Aye.

12 MR. GORMAN: Aye.

13 CHAIRMAN GREEN: All opposed?

14 (No opposition.)

15 CHAIRMAN GREEN: Hearing none opposed, the
16 motion will carry.

17 9.F. - 2ND FBO DISCUSSION

18 MR. WUELLNER: All right. The last item I've
19 got is related to second FBO. And we felt after

20 last discussion, that perhaps we can make a
21 recommendation to try and get all of this, at
22 least in some -- some way moving forward or -- or
23 stopped, one or the other.

24 It occurred to us we're talking about two
25 distinct effort -- or two distinct interest areas

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1 as it relates to the second FBO discussion up to
2 date. One is the general aviation service needs.
3 We heard from tenants and users, particularly
4 light general aviation users relative to the lack
5 of services and providers of things that typically
6 cater to light general aviation.

7 Secondarily, we're trying to frame that
8 within the context of a second FBO, perhaps at
9 least difficult in terms of constructing that, but
10 more importantly, perhaps overly constraining a
11 second FBO operation relative to what its
12 potential would be on the airport.

13 So, as staff, we're -- we're asking that we
14 in a sense divorce the two issues in moving
15 forward. And one is create the general aviation
16 service needs and go ahead and get that off dead
17 center and perhaps prioritize that in terms of the
18 project.

19 You have some grant money to the tune of

20 about a total of a half million dollars of project
21 that's available that we could move forward with
22 the six 3,000 square foot units that are not
23 currently being built as a part of the T-hangar
24 project. You recall you had three, or three units
25 along Casa Cola Avenue, and there were I think

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1 three units along Estrella Avenue also that were
2 depicted in the overall layout plan a while back.
3 These included small amounts of office with them,
4 but basically they're 3,000 square foot units. In
5 other words, they meet your minimum operating
6 standards threshold value, 3,000.

7 As we move that forward, solicit light
8 general aviation businesses, maintenance shops,
9 avionics, whatever, that fit in the 3,000 square
10 foot minimum requirements. Get as many of those
11 built in as short a time as possible, and get
12 those revenue streams done and those needs met
13 within GA.

14 Secondary to that is to continue the input
15 and development of the second FBO independent of
16 that light GA constriction. And the thought here
17 was to perhaps sit down at the -- at the December
18 meeting here, is develop a schedule, a working
19 backwards from a time line you'd like to have that

20 facility operational, which is probably several
21 years out when you look realistically. Is back
22 that up from construction to design to when you
23 would have to solicit proposals to do that.
24 And -- and map that out and get -- get some sort
25 of blueprint, for lack of better terms, of how we

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1 go forward.

2 Secondarily is -- is continue discussions on
3 developing the scope of services, because the
4 scope of services with being free of the light GA
5 specific components, is very similar to what
6 any -- any FBO operation would expect to be able
7 to do as an FBO. Is go ahead and talk through
8 that -- that list of things you're asking them to
9 provide, which shouldn't be particularly onerous
10 or atypical of what would be out there. Make the
11 determination once and for all who's going to
12 capitalize the facility in development of the RFP.

13 Is it something the Authority wants to get
14 programmed with FDOT for development funds, in
15 which case the schedule may reflect FDOT funds,
16 you know, as they become available? Is it
17 something you intend to go out, borrow money on,
18 and just recover as a part of the rent
19 calculation?

20 But we make that decision once and for all
21 over the next couple of months, then begin to
22 develop the RFP document with the scope of
23 services behind us and who's paying for it. We
24 could relatively quickly put together the schedule
25 or the -- I'm sorry, the document for RFPs, and

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1 beginning the begin the open and -- and -- and
2 fair process of selecting who we would like to
3 partner with in developing the second FBO along
4 the time line you've established.

5 And I think that would get both elements
6 satisfied, get both projects off dead center and
7 on course and on track. Take some of the -- I
8 would use "hostility" out of trying to force an
9 agenda on a second FBO operation that arguably is
10 not going to be profitable long term for them.

11 So, this allows a second FBO to be a second
12 FBO and allows us to address a myriad of other
13 light GA business needs on the airport.

14 And that's how I would recommend you take it
15 from here based on -- especially the input we got
16 as the last workshop, because I think it -- it
17 clearly indicated there were two very -- very
18 separate agendas going on relative to what -- what
19 should go on in the future here.

20 CHAIRMAN GREEN: Okay. Public comment?

21 Mr. Martinelli?

22 MR. MARTINELLI: Do I have to go up there?

23 CHAIRMAN GREEN: Yes.

24 MR. MARTINELLI: I think that the splitting

25 out of the two objectives is the prudent way to

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1 go.

2 I also think that based upon the last
3 workshop on this matter and some of the numbers
4 that were brought up as far as fuel flowage, as
5 far as traffic, as far as projected growth on the
6 airport, I think it would be unfair to ask a
7 second FBO to come here and to compete with the
8 existing FBO when statistics, at least to me,
9 anyway, don't indicate enough business to support
10 two FBOs of the general nature that you're talking
11 about.

12 So, I think -- but yet there is a need on the
13 airport. And that need, I think, has been
14 influencing all of us as to, well, how do you fill
15 that need? And I think the approach that Ed just
16 outlined enables you to do both, and -- and also
17 do it prudently. So, you know, that's where I'm
18 coming from.

19 CHAIRMAN GREEN: Thank you. Mike? Thompson,

20 I'm sorry.

21 MR. THOMPSON: She always calls the pretty

22 one first.

23 MR. MICKEL: No question.

24 MR. THOMPSON: Mike Thompson, 895 Roberts

25 Road in St. Johns. This is the first I've heard

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1 about -- about the new approach. I certainly
2 can't find anything there to object to.

3 I sent Ed an e-mail yesterday with a link to
4 an article in the AOPA web site where one of my
5 counterparts at Van Nuys, California had a
6 propeller park, as they were calling it, under
7 development at Van Nuys. There was a very real
8 danger that light general aviation owner-flown,
9 however you want to -- you want to approach it,
10 was going to be pushed off the airport at Van
11 Nuys.

12 And they apparently came up with some very
13 innovative things to do. And the earliest I could
14 arrange a conference call with the principals was
15 tomorrow. So, I don't have anything to report to
16 you on that. But I did want to tell you that
17 we're not alone, I guess, in this -- in this
18 quandary that we find ourselves, is how do you
19 cope with -- with competing needs. So, hopefully

20 they'll have some insight that will be useful to
21 the board members when they're making a decision.

22 The other thing that I wanted to tell you, I
23 have suggested before that I think that the board
24 members, in an undercover role on the sly, just
25 quietly get into a little airplane and fly into

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1 businesses operated by the contenders.

2 I had occasion to visit an FBO operated by
3 one of the contenders this past week and realized
4 while I was there I needed a sectional chart. And
5 when I asked for the sectional chart, it was, "Oh,
6 we don't do that; the flight school is down --
7 well, half a mile down the road, they have a
8 flight school where they have a pilot shop that
9 sells sectional charts and that kind of thing."

10 Somebody that doesn't sell sectional charts is not
11 really interested in light general aviation
12 business.

13 And I think the board members, and I'm sure
14 it can be arranged with SAAPA, for those of you
15 who don't have an airplane handy, just to go visit
16 these people, taxi up on the ramp, unannounced.
17 "I need 10 gallons of fuel." See how they treat
18 you.

19 You have to walk a quarter of a mile to where

20 they push their airplane to fuel it, they take
21 your money and wave goodbye, then I think you know
22 what you need to know about their attitude about
23 general aviation. Thank you very much.

24 CHAIRMAN GREEN: Thanks. Mike Mickel?

25 MR. MICKEL: Good afternoon. My name is Mike

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1 Mickel from Richmond, Virginia, and South Ponte

2 Vedra Beach here.

3 I would -- just short comments today for me.

4 I'd like to commend the staff for pushing this

5 forward and coming up with an innovative idea so

6 we can move forward.

7 However, I feel that I would like -- I would

8 hope that we would put out an RFP to see what kind

9 of responses we get from FBOs, because you may

10 have a proposal or a business plan that would

11 encompass all the other services that you're

12 missing. Maybe there be one or two that weren't

13 there, and then after you find the FBO that you

14 want and they have all the services, then maybe it

15 would be the time to go after the specific

16 services.

17 You may have certain companies that want to

18 come in, and a part of their business plan to make

19 their business go would be something that you've

20 already given out with a company for less

21 overhead.

22 And as always, I think that the decision,

23 whether a company can be viable is that business

24 owner and it's -- I would like to think that

25 anyone that comes is going to know they're going

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1 to eventually make money here and not for the
2 board to decide that it's profitable or not.

3 Thank you.

4 CHAIRMAN GREEN: If no other public comment,
5 board comment?

6 MS. BARRERA: I think this was a great
7 approach. I had asked at the workshop for some
8 creative problem solving, and I think that the
9 staff certainly did that with this approach.

10 CHAIRMAN GREEN: Jack?

11 MR. GORMAN: I have one comment. In other
12 words, I was -- as far as if you do call it an
13 FBO, then can you limit the scope of their
14 business? In other words -- or is that -- and is
15 that a legal contention? And that is a question
16 for Mr. Burnett.

17 MR. BURNETT: I've been doing a lot of
18 research on this, and -- and I want to talk to you
19 about it more in depth, I guess, Mr. Gorman. I've

20 somewhat made the rounds. I haven't completed

21 making the rounds, to be honest, related to this.

22 But one of the things that, you know, I have

23 figured out, and it's an interesting thing,

24 representing the Airport Authority, because I'll

25 share with you one lawyer thing, which is normally

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1 lawyers go to Westlaw or Lexus. They look for
2 legal opinions and they find all the answers they
3 need to be able to argue one way or the other.

4 Representing the airport, it's interesting
5 because sometimes my -- my role takes me beyond
6 just that, the regular Google-type searches on the
7 internet to learn what's going on around the
8 country and what the FAA has put out, and also get
9 input from folks who are users on the airport such
10 as your Pilots Association, which is good folks
11 that give me input from time to time.

12 So, with that said, let me -- let me say
13 this: There is already -- and I talked to Ed
14 about this today in fact. There's already some
15 language in your minimum operating standards
16 covering this.

17 One thing the FAA has talked about is there's
18 some language in some circulars from the FAA, and
19 I know around Florida this has been done, where

20 you have, for what I would call in lay terms, a
21 mini FBO, or a limited FBO. There's a -- a
22 buzzword for it, a SASO, a Special -- Special
23 Aviation Service Operation, where you limit what
24 that user would do and it fits for somewhat of
25 what you've been talking about of encouraging some

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1 general aviation-type services.

2 The FAA circular that I've gotten related to
3 this subject that someone provided to me speaks to
4 in the way, I think Hillsborough, for example,
5 dealt with it, was to amend their minimum
6 operating standards to include that definition
7 within there.

8 Ed and I have talked to -- I haven't seen --
9 I didn't see this when I looked through our
10 minimum operating standards. There's some
11 language in there, apparently, Ed's told me. I'm
12 going to go look at that, obviously, to see what's
13 in there already. But it may be that we need to
14 tweak some of the language there if -- may be that
15 it's already handled or covered. I'm not sure, to
16 be honest with you. But that is something I've
17 got to go look at.

18 MR. GORMAN: All right. Thank you. In other
19 words, you're working on it.

20 MR. BURNETT: Yes.

21 CHAIRMAN GREEN: Buzz?

22 MR. GEORGE: GA service needs prioritize and

23 move forward on the proposed 3,000 square foot

24 buildings. I would propose that we expand that to

25 be -- cover all of our waiting list, which would

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1 be corporate, because I really need to know how
2 we're going to satisfy them. And do not eliminate
3 the possibility of us borrowing money to go ahead
4 and build it. We've got people standing there.
5 They're going to go somewhere else.

6 So, I would take that GA service needs and
7 expand that to be hangars across all of our
8 waiting lists, not just the six 3,000 square foot
9 buildings.

10 Second, continue with the -- with the second
11 FBO development. At some point in time, there was
12 a discussion -- and I don't know if it was just
13 you and I, Doug -- about going out with an RFP,
14 and in that RFP, we say here are the things that
15 are a primary concern to us. So, part of the RFP
16 is you have to define to me how you're going to
17 satisfy that and how we're going to be guaranteed
18 that you satisfy that. So, put the onus on their
19 back.

20 Second thing, how can we decide who's going
21 to pay, capitalize the buildings when we don't
22 know the buildings? But in the RFP, make them
23 give us a sketch or a definition of what kind of
24 buildings they think they should have. From that,
25 we can then see how much money that we're going to

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1 be putting out. Because there are people out
2 there that are willing to -- to take a land lease.
3 You know, let them build the building. And if
4 they go belly up and don't make it, the building's
5 ours. And there's no skin off of their nose.

6 CHAIRMAN GREEN: The bank's.

7 MR. GEORGE: But in 20 years, you know, the
8 building's ours, anyway.

9 CHAIRMAN GREEN: Kind of along Buzz's
10 comments, and -- I'm all for with going forward
11 with an RFP. We need to get this going, because
12 like Ed said, we're talking a year -- two years
13 out.

14 MR. GEORGE: Easily two years.

15 CHAIRMAN GREEN: Right. So, we need to get
16 moving. And I think the only way to do this -- I
17 don't want to push it off till December. I don't
18 want to set up more schedules. I'd like to get
19 the RFP out there with exactly those comments.

20 Put it on their -- the people --

21 MR. GEORGE: Right.

22 CHAIRMAN GREEN: -- you know, asking for the

23 FBOs, put the burden on them to show us, all

24 right, this is what we want. You tell us how

25 you're going to make it happen and guarantee what

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1 we're going to get.

2 MR. GEORGE: Exactly, right.

3 CHAIRMAN GREEN: Yeah. But I'm all for going
4 forward and let's get this moving one way or the
5 other.

6 MR. GORMAN: But these RFPs are going to be
7 with Staff's recommendation of the possible
8 limitation of scope and to include general, you
9 know --

10 CHAIRMAN GREEN: No, I don't think it has to
11 be.

12 MR. GORMAN: This is my question.

13 CHAIRMAN GREEN: No.

14 MR. GEORGE: I don't think it has to be.

15 MR. GORMAN: Okay.

16 MR. GEORGE: Just define what our concerns
17 are, and say you've got to address these to our
18 satisfaction.

19 MR. GORMAN: And see what they say.

20 CHAIRMAN GREEN: See what they say. We want
21 general aviation services. We want you to tell us
22 how you can guarantee that you're going to give it
23 to us, make it available.

24 MR. GEORGE: Five years down the road,
25 whatever the lease agreement is, ten years down

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1 the road, those GA services have got to be
2 offered. And politely, courteously, and
3 officially.

4 MR. GORMAN: That's why I said the limitation
5 of scope in the onset of it because I don't want
6 anybody then -- any accusatorial thing, what, oh,
7 you can't limit scope, you know, because you're
8 going to sort through RFPs and find out specific
9 what services you -- you know, at the level of
10 service you didn't -- didn't do. That's why
11 the -- you know.

12 MR. GEORGE: I wasn't looking at limiting. I
13 was just --

14 MR. GORMAN: Right.

15 MR. GEORGE: -- merely defining that this is
16 a priority.

17 MR. GORMAN: Right. I agree.

18 MR. GEORGE: And this is one of the selection
19 criteria for who we go with.

20 MR. GORMAN: I agree with you. But that's

21 why the legal issue at first.

22 MR. GEORGE: Yeah.

23 MR. GORMAN: Before the RFP --

24 CHAIRMAN GREEN: Yeah, but I don't think

25 that's where we are.

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1 MR. GEORGE: It probably also needs to be
2 defined that this does not necessarily mean that
3 we're going to go forward with it.

4 MR. BURNETT: Yeah, I would think based on
5 what you've said in the past, unless you change
6 and you want to go to some sort of -- let me just
7 say -- I don't want to even offer it as a
8 suggestion. You -- you would not go out for a bid
9 on something like this, because it's too uncertain
10 as to what you will get back.

11 This is the kind of thing that you go out for
12 request for proposals, very similar to the way the
13 City of St. Augustine sold the San Sebastian
14 Marina property, where you ask for proposals.
15 It's nonbinding. Whatever you get back, you can
16 accept one or you can reject them all.

17 MR. GEORGE: Yeah, okay. Fine.

18 MR. BURNETT: And it's absolutely not binding
19 legally.

20 MR. GEORGE: Which is your RFP.

21 MR. BURNETT: Because you'll look at them and

22 you figure out whether there's something there

23 that you like or not.

24 In fact, a very brief history on the City of

25 St. Augustine, the first bids, they picked the

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1 high bidder. Or they picked a successful
2 proposal. And after ranking them, they liked that
3 one. They entered a contract -- entered into a
4 contract with it. It was Vestcor. That contract
5 fell -- fell apart, because it was entered right
6 before September 11th, 2001. It fell apart. The
7 City then went out for proposals a second time.

8 So, it may be that you wind up -- and they
9 didn't go to the next, the next highest ranked one
10 that they liked. They went out for proposals all
11 again. It may be that you wind up going through
12 this more or once. I don't know. I can't
13 foretell the future, but you at least make it to
14 where it's nonbinding and you haven't made a
15 commitment.

16 MR. GEORGE: I think the Chairman's point is
17 we need to fish or cut bait.

18 CHAIRMAN GREEN: Right. I want to make a
19 decision on this. Let's get the information.

20 Let's send out the RFPs. We know what our kind of
21 priorities are, I mean, from the surveys we had.
22 GA, you know, aviation needs, mechanical stuff.

23 MR. GORMAN: So, sending out RFPs to FBOs and
24 we're sending out RFPs for facilities to meet
25 general aviation needs at the same time?

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1 CHAIRMAN GREEN: I -- I was just doing it for
2 the FBO, because FBO may come back and say, I will
3 guarantee you general aviation services to this
4 capacity. We won't need the 3,000 square foot.
5 We can use it for the commercial hangars and
6 corporate hangars that we need.

7 MR. GEORGE: Yeah.

8 CHAIRMAN GREEN: I mean, if they come back --

9 MR. GORMAN: This doesn't preclude the idea
10 of an incubator. This doesn't preclude the idea
11 of --

12 CHAIRMAN GREEN: No.

13 MR. GORMAN: -- small business development --

14 MR. GEORGE: No.

15 CHAIRMAN GREEN: No.

16 MR. GORMAN: -- with this RFP for FBO.

17 CHAIRMAN GREEN: No.

18 MR. GORMAN: These -- these are still on the
19 board --

20 CHAIRMAN GREEN: If it comes back and we --

21 MR. GORMAN: -- still on the table.

22 CHAIRMAN GREEN: -- don't -- and nobody comes

23 up with something that fits our GA needs, then

24 we're going, okay, well, then that's not going to

25 work.

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1 MR. GEORGE: Right.

2 MR. BURNETT: Let me just throw one thing out
3 there, as well, which is I understand we've got a
4 lot of information from the workshop as to what
5 priorities would be.

6 CHAIRMAN GREEN: Right.

7 MR. BURNETT: Is it a priority also, or is it
8 something that would look favorably on that we
9 want to include within an RFP whether or not the
10 proposer would capitalize the construction?

11 CHAIRMAN GREEN: Oh, yeah. I mean, it's
12 either you want us to build it or do you want to
13 build it? Tell us what your proposal is.

14 MR. GEORGE: Right. And if you want us to
15 build it, what kind of facility do you want so we
16 can come up with some costs.

17 CHAIRMAN GREEN: Absolutely. Okay?

18 MR. GEORGE: I make a motion that we change
19 the GA service needs to include corporate and

20 anything else that we have on our Master Plan to
21 satisfy our waiting list, customers, tenants. And
22 the second one is not to wait to develop an input,
23 but go out with the F -- the RFP right now.

24 MR. WUELLNER: I still don't understand what
25 you're doing with the GA service needs amendment.

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1 Can you just clarify that for me?

2 MR. GEORGE: Well, the Pandora's box that got
3 opened was prioritize and move forward on proposed
4 3,000 square foot buildings, six of them in the
5 vicinity of the Ts. So, I'm just going to take
6 the first piece of that and say prioritize and
7 move forward on all hangars to meet the waiting
8 list needs of St. Johns County residents. That
9 would include corporate.

10 MR. GORMAN: And my question would be why --
11 why stop the separation? Why not allow the staff
12 to do what he's designed here, to, you know, do an
13 RFP, but not specify --

14 MR. GEORGE: We're not talking about the RFP.
15 We're talking about the GA service needs. Look at
16 the second bullet. That's the only --

17 MR. GORMAN: Right.

18 MR. GEORGE: We -- we divide this into two.
19 So, the second bullet says let me satisfy the GA

20 service needs by resurrecting the six proposed
21 3,000 square foot hangars. And I'm saying don't
22 stop there. Resurrect all of the hangars to
23 optimize the space that we've already paid.
24 MR. GORMAN: My point is -- and I'm a bit
25 confused -- is I like Staff's idea, is to separate

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1 the two and then -- and then discuss two as
2 separate issues.

3 MR. GEORGE: Right.

4 MR. GORMAN: That was my -- why my question
5 of limitation of scope. So, what would we lose by
6 allowing him to continue to separate them? Even
7 if you did both RFPs and FBOs.

8 MR. GEORGE: No, no, no. Let him separate.
9 I'm not objecting.

10 CHAIRMAN GREEN: Yeah.

11 MR. GORMAN: That's my question.

12 MR. GEORGE: I'm saying that on this agenda
13 item, there is an A and there's a B. And A is the
14 service needs, and B is the RFP. And I was trying
15 to give direction for both of them.

16 MR. GORMAN: I see. All right.

17 CHAIRMAN GREEN: Do you understand what he's
18 saying with the amendment? Just don't limit
19 yourself to the six buildings. See what else --

20 when you're looking at space and utilization, what
21 else -- where can we also put corporate or other
22 hangars?

23 MR. WUELLNER: Okay. Those -- those wouldn't
24 be a GA service. That's why I'm -- that's why I'm
25 a little confused. Because we're talking about

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1 six commercial type use hangars, right? I mean,
2 that's -- that's what I'm talking about, anyway.
3 Not six just storage hangars someplace. Six
4 business hangars.

5 CHAIRMAN GREEN: He's talking about offices.

6 MR. WUELLNER: For businesses. And I mean to
7 open up a shop and, you know, do something.

8 MR. GEORGE: Oh, you're talking about his
9 incubator, then.

10 MR. WUELLNER: Not necessarily. They could
11 be six stand-alone small businesses that come in.

12 MR. GEORGE: Yeah, a small business being --

13 MR. WUELLNER: Right.

14 MR. GEORGE: -- getting in our incubator
15 maybe as a specialized service.

16 MR. WUELLNER: Well, what I'm not getting is
17 are -- are you wrapping in corporate storage? I
18 mean, how -- how broad are you -- what -- what
19 constitutes GA service needs for you? I mean,

20 what does that mean?

21 MR. GEORGE: Anything other than Skybus to

22 you.

23 MR. WUELLNER: Okay.

24 MR. GORMAN: What -- what do you want to do,

25 Ed? How do you propose to do it? Because I like

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1 your idea of separating them. And what do you --
2 what do you think is the -- because you're going
3 to have to do this. What is the most clear way
4 you would like to try to do this?

5 MR. WUELLNER: Well, you know, my concern is
6 we're -- we're cutting off an entire revenue
7 stream trying to prioritize GA, light GA in
8 general, that is inherently less revenue producing
9 when you can be using one to do the other.

10 See, by -- by developing the Skybus revenue
11 sources, you're putting on the table -- depending
12 on the number of flights in any one year, you're
13 potentially putting on the table hundreds of
14 thousands of dollars that can be used for
15 GA-related projects free and clear.

16 If you take that off and don't prioritize,
17 you don't spend the money on rental car facility,
18 you don't develop those market, you don't satisfy
19 the needs related to commercial service, not only

20 do you virtually guarantee that the service will
21 eventually go away because you can't take it, but
22 you cut off the revenue potential in the future
23 related to it. And that's fine.

24 I mean, that -- that's a commitment that is,
25 you know, forever a GA facility, and nothing wrong

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1 with that. But you're forever a GA facility and
2 you're forever with the limitations that come with
3 GA relative to revenue and revenue development.

4 I think you can do both. I think you can
5 always do both. And I think you need to do both,
6 you know, within the -- I don't see any reason you
7 can't.

8 But, you know, you're potentially just a
9 rental car facility only. You looked at your net
10 revenues presented last week. I mean, three,
11 four, five, \$600,000 of revenue that could be
12 allocated to GA over time. And it doesn't have to
13 go back to commercial service.

14 MR. GEORGE: I don't know the answer to this
15 question, but what's the failure rate of new
16 airlines starting up?

17 MR. WUELLNER: I don't know it's a rate. I
18 have no idea. All indications are -- I mean,
19 they're taking deliveries, a lot of money coming

20 on, a lot of service coming on line.

21 MR. GEORGE: And I -- and I think we ought to

22 move on it because it is a nice revenue stream.

23 But as Mr. Gorman mentioned at the -- one of the

24 workshops, we need to move forward cautiously.

25 MR. WUELLNER: I don't disagree at all. I

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1 think we have collectively gone cautiously at
2 every step at this point. It's just we're now at
3 a critical mass relative to infrastructure on the
4 facility.

5 We now no longer have a place to put rental
6 cars in a matter of a couple of months, period.
7 Do you tell -- tell your customers just there will
8 be no rental cars available on the airport? And,
9 you know, I'm just throwing this out. You've --
10 we've all got needs related to all of these
11 different things and we've got to sort it out.

12 MR. GORMAN: Excuse me. Let me try to
13 clarify it, because I think -- in other words,
14 back to this RFP proposal for FBO, and back to, in
15 other words, if we ask for RFP proposal for FBO,
16 we do not preclude the development of, for
17 instance, an incubator or a six. We don't do
18 that. So, we could do that right now. We don't
19 have to exercise all this.

20 CHAIRMAN GREEN: I don't think that's a

21 question. I think --

22 MR. GORMAN: But this is kind of where the --

23 where I think the Chairman is trying to go, too.

24 CHAIRMAN GREEN: Right.

25 MR. GORMAN: She wants to do this or don't.

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1 Okay. So, how would you word it?

2 MR. WUELLNER: Well, if I'm understanding
3 what -- what you're throwing out right now is,
4 that you go out, you solicit proposals, for lack
5 of better terms, that are as broad in scope as
6 possible, with emphasis points within it of things
7 you would like to get accomplished within the
8 second FBO operation, whatever --

9 CHAIRMAN GREEN: And how they could propose
10 to do it and how they propose to finance it.

11 MR. WUELLNER: With whatever they -- you
12 know, we can even make statements that, you know,
13 the Authority, you know, is not disinterested,
14 however we phrase it ultimately, in participating
15 in the development costs, because obviously
16 there's enhanced revenue from somewhat being
17 involved to somewhat when capitalizing the
18 facility.

19 We throw that out, we see what we get back.

20 There may or may not be -- as Mr. Mickels (sic)
21 pointed out, there may or may not be a response
22 that fits generally everything you want to do.

23 CHAIRMAN GREEN: Right.

24 MR. WUELLNER: You want to move forward to
25 them, we move forward with that. You know, you

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1 don't, you don't.

2 In the event you get proposals back that
3 don't emphasize GA, don't emphasize the things
4 that were important to you, you can decide to --
5 to accept some of those proposals and develop GA
6 independent, or you can go back and start over.

7 CHAIRMAN GREEN: That's why I think we're a
8 little premature. I don't mind prioritizing, but
9 moving forward on dealing with the building, we
10 don't know what the RFPs are going to get that.

11 MR. WUELLNER: Well, when I say prioritizing,
12 it's not like we're, you know, going to be moving
13 into construction in a matter of a couple of
14 months here. It -- nothing moves that fast. And
15 I certainly have no problem at all, if we're going
16 to wrap it into -- into the second FBO mentality
17 and keep those things in there and see what -- see
18 what comes out of it, I have no problem with that
19 at all.

20 In the event it just doesn't satisfy what
21 everybody wants to do, and we resurrect the GA
22 service hangars, the six hangars, maybe deal with
23 that independently and go back out and look at
24 FBOs in a different --
25 MR. GORMAN: Then can I make a motion?

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1 MR. GEORGE: I was going to do them both at
2 the same time. Don't --

3 MR. GORMAN: Let's do that.

4 MR. GEORGE: I'm sorry.

5 MR. GORMAN: Let me make a motion that we
6 accept Staff's recommendation that we do put out
7 an RFP for an FBO and then we continue to -- to
8 actually --

9 CHAIRMAN GREEN: Prioritize and move forward
10 on the general services, aviation services.

11 MR. GORMAN: On the general aviation and to
12 continue that discussion. So, then we will have
13 RFP data. So, I make a motion that we allow
14 Staff's recommendation that we do put out an RFP
15 for FBOs and that we can -- you know, while
16 continuing to move forward on the general aviation
17 issues.

18 MR. GEORGE: Sounds good.

19 CHAIRMAN GREEN: Is there a second?

20 MR. GEORGE: Second.

21 MR. WUELLNER: I --

22 CHAIRMAN GREEN: Now, there's more board

23 discussion. I mean, there's a first and second.

24 MR. WUELLNER: Well, my -- I have no -- no

25 problem with that. I just want to be perfectly

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1 clear on what "prioritize" means, because when I'm
2 using "prioritize" in this context, it was ahead
3 of second FBO development in terms of the more
4 pressing need on the airport is for these light GA
5 services versus the other. I have no problem with
6 the approach you're taking.

7 My concern is that we -- when we word the
8 "prioritize," because when you go back and read
9 minutes, it's not necessarily clear the intent of
10 the word "prioritize," you know, that we don't get
11 caught in the -- in the nuance that everything,
12 every project we're going to consider is going to
13 have a preference toward satisfying light GA needs
14 when you may have significant revenue sources
15 you're overlooking on the commercial side. So, I
16 just want to make sure everybody's just kind of
17 staying open to it, you know.

18 MR. GEORGE: So, what you're saying is let's
19 get out of the "prioritize" and move forward --

20 MR. WUELLNER: Yes.

21 MR. GEORGE: -- on the proposed, but say

22 reevaluate the hangar needs of the airport and

23 make recommendations to go forward.

24 MR. WUELLNER: Yeah. They're all --

25 CHAIRMAN GREEN: Put it in a motion.

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1 MR. WUELLNER: -- in our funding and, you
2 know, you may be able to enhance revenues towards
3 GA development by --

4 MR. GEORGE: Yeah.

5 MR. GORMAN: So, can we use the motion as
6 stated, in other words, by allowing for FBO while
7 continuing to discuss and develop GA needs?

8 MR. WUELLNER: Yeah. I mean, we can
9 certainly --

10 MR. GORMAN: We can -- we can leave that
11 motion as -- as stated.

12 CHAIRMAN GREEN: You want to amend your
13 motion then to include that?

14 MR. WUELLNER: To some extent, you want it in
15 the FBO proposals. I mean, you want to wrap some
16 of that --

17 MR. GEORGE: No, no. I don't.

18 MR. WUELLNER: Okay.

19 MR. GEORGE: Why don't you restate your --

20 MR. GORMAN: That we accept Staff's
21 recommendation to go out for RF -- for RFP
22 proposals for FBO while continue -- you know, but
23 we are going to continue -- with the
24 clarification, we are going to continue to
25 research and look at general aviation needs and

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1 development at the same time. In other words, if
2 the -- period.

3 And then so that -- so that doesn't
4 preclude -- that doesn't remove general aviation,
5 and that allows in that -- in that motion that we
6 are not taking general aviation out of the picture
7 at all. That -- that is part of the motion. That
8 is part of a clarification of the board's needs,
9 that we're trying to see what an FBO can offer and
10 continue to pursue general aviation needs. If in
11 fact the one does the other, so be it.

12 CHAIRMAN GREEN: Right. One may take care of
13 the other, but we don't know that yet.

14 MR. GORMAN: Yeah. That's not impossible.

15 CHAIRMAN GREEN: Right. I think that's
16 general enough to just -- that would mean the six
17 buildings, that could mean hangars, that could
18 mean --

19 MR. GEORGE: See if you could -- could buy

20 into this, that whole GA service needs, the
21 direction we're giving them is to redevelop all
22 revenue sources from hangars with particular
23 emphasis on servicing GA needs.

24 MR. WUELLNER: Okay.

25 CHAIRMAN GREEN: I think Staff has direction.

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1 MR. WUELLNER: I think that's -- you're
2 saying the same thing.

3 MR. GORMAN: Yeah, I think we are saying the
4 same thing.

5 MR. GEORGE: Fine. Saying the same thing, as
6 long as you understand.

7 CHAIRMAN GREEN: Okay.

8 MR. GORMAN: So, I made --

9 MR. GEORGE: Are you interpreting that to
10 mean corporate hangars?

11 MR. GORMAN: Is that clear enough for you,
12 Ed, that motion?

13 MR. WUELLNER: I'm interpreting it to mean
14 commercial development hangars. We'll add
15 components for corporate-related use, while
16 simultaneously developing the second FBO RFP.

17 MR. GORMAN: General aviation needs, as I see
18 it, means servicing piston-powered aircraft as
19 well as turbine. That is general aviation, in my

20 definition.

21 MR. WUELLNER: Yeah. And I understand that.

22 MR. GEORGE: Well, that's where my difference

23 in you comes along, because I don't want to limit

24 it. I want to maximize the revenues we've got

25 coming in from planned hangar facilities,

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1 corporate business and T-hangars.

2 MR. GORMAN: And I want to make sure that we
3 do not eliminate the base of -- the historical
4 base of this airport as being piston-powered. In
5 other words, I want to see the whole spectrum of
6 aviation serviced.

7 MR. GEORGE: Fine.

8 MR. GORMAN: That's --

9 MR. GEORGE: We'll leave out the other one,
10 then. Because the other one might come up with we
11 need \$900,000 to build a corporate hangar over on
12 the northeast corner. Look at the revenue it's
13 going to bring in.

14 MR. GORMAN: Do you feel that motion leaves
15 out anybody? It's pretty --

16 MS. BARRERA: Maybe Suzanne can restate it.

17 MR. GORMAN: Yeah. You're --

18 CHAIRMAN GREEN: It's your motion.

19 MR. GORMAN: Well, go ahead.

20 CHAIRMAN GREEN: I think Ed has the
21 direction. So, point blank, we are asking for a
22 motion to go forward with the RFPs --

23 MR. GORMAN: Right.

24 CHAIRMAN GREEN: -- without priorities. Two,
25 that Staff move forward to develop our GA service

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1 needs. And I'm going to make it generic because
2 that can hit corporate to piston --

3 MR. GORMAN: That's fine.

4 CHAIRMAN GREEN: -- to whatever, for revenue
5 sources that we can move forward to service those
6 needs.

7 MR. WUELLNER: Okay.

8 MR. GEORGE: I can second that.

9 MR. GORMAN: Fine. It's the same motion.

10 Fine. Perfect.

11 MR. GEORGE: Yeah.

12 CHAIRMAN GREEN: All in favor?

13 MR. GEORGE: Aye.

14 CHAIRMAN GREEN: Aye.

15 MS. BARRERA: Aye.

16 MR. GORMAN: Aye.

17 CHAIRMAN GREEN: All opposed?

18 (No opposition.)

19 CHAIRMAN GREEN: Okay. Motion carries.

20 9.G. MEETING BY TELECONFERENCE

21 CHAIRMAN GREEN: I have two -- well, one

22 quick one. Your telephone conference?

23 MR. GORMAN: Yes. I'd just like, real

24 quickly -- I'm doing a lot of 300-mile driving.

25 Is there any board opposition to, especially

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1 during workshops, to setting -- not in the middle
2 of nowhere, but in the center of the table here or
3 whatever, for a telephone conferencing so that
4 board members can actually participate in input
5 and, you know, verbal input?

6 They won't be able to vote, as our attorney
7 has said, but the verbal input will be there. In
8 other words, we are going to tele --
9 teleconference workshops or meetings so that there
10 can be some board input, even if you wouldn't have
11 a voting. I'd like -- because I'd like to
12 implement that almost immediately, if possible.

13 CHAIRMAN GREEN: In front of you, there's
14 a -- Doug gave us --

15 MR. GORMAN: Right.

16 CHAIRMAN GREEN: -- an Attorney General
17 Opinion.

18 MR. GORMAN: Familiar with it.

19 MR. BURNETT: Yeah. And -- and this is

20 following a series of Attorney General Opinions.

21 There's been a number of them. This one's a new

22 one that's there. It's a 2007. It's a pretty

23 current Attorney General Opinion.

24 And basically what the Attorney General has

25 opined -- and this is again a series of Attorney

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1 General Opinions that basically upheld the same
2 thing, which is you can participate through these
3 electronic means, but we can't all of a sudden
4 have the authority, all five members decide to do
5 that. We've got to have a quorum physically
6 present here, and it's that quorum physically
7 present here that's votes actually count, if you
8 will.

9 (Mr. Wuellner leaves room.)

10 MR. BURNETT: An Authority member, such as
11 Mr. Gorman, who attends could certainly
12 participate. I think, as I read one of the
13 opinions, you -- you actually could vote, but the
14 vote won't really count.

15 MR. GORMAN: That would be a matter of
16 minutes, but it wouldn't be a matter of decision.

17 MR. BURNETT: But I think it's a -- you're --
18 you're able to -- to participate and -- and voice
19 whether you agree with an issue or don't agree

20 with an issue. And -- and so that -- that

21 documents your interest in the --

22 MR. GORMAN: It's especially tailored for

23 workshops, that's all. Just I'd like that

24 ability. It's especially -- not that it's going

25 to be exercised often.

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1 CHAIRMAN GREEN: I don't see any problem with
2 it as long as it's not abused.

3 MR. BURNETT: Yeah.

4 CHAIRMAN GREEN: And that's part of my
5 concern.

6 MR. GORMAN: How would you abuse it?

7 CHAIRMAN GREEN: Use it every time we have a
8 workshop.

9 MR. GORMAN: Because every time we start to
10 talk, you're -- you go off and interrupt what else
11 we're saying in there.

12 CHAIRMAN GREEN: No, I'm talking about
13 abusing the ability to do that. So, I just don't
14 attend workshops anymore; I'll just attend them by
15 phone.

16 MR. GEORGE: Yeah.

17 CHAIRMAN GREEN: In other words, you're
18 limited to maybe two a year or three a year or
19 whatever, something like that.

20 MR. GEORGE: Right.

21 MS. BARRERA: That's a good point.

22 CHAIRMAN GREEN: Or you just go on a

23 gentlemen's agreement for now, and if we find out

24 it's being overused, stop it.

25 MS. BARRERA: That's a good point. I

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1 wouldn't have thought of that.

2 MR. BURNETT: Yeah. That's -- you may want
3 to develop ultimately a policy related to it. You
4 know, it could be right now, you just go and see
5 how it works and it's not a problem.

6 MS. BARRERA: And reevaluate it.

7 MR. BURNETT: If there's an issue that
8 arises, then you develop an actual board policy
9 and pass it, and that would then be the policy
10 related to it.

11 But, for example, when this is going to come
12 up, I know Mr. Gorman's going to do this; he's
13 going to give Ed plenty of notice and Staff plenty
14 of notice that they need to coordinate having a
15 phone here. That is simple -- something as simple
16 as that, if you want to develop a policy, it -- it
17 would be covered, but --

18 MR. GORMAN: Here -- here -- here's our
19 signal. If I want to talk, that's it. Then later

20 on, when everyone's done, they can let me talk so

21 I'm not interrupting. Would that address that

22 issue? I'd just like to have that ability.

23 MR. GEORGE: How would you feel about us

24 limiting it to workshops to begin with until we

25 see -- because you can't vote -- none of us votes

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1 on a workshop.

2 MR. GORMAN: I don't think limiting to
3 workshops would be that good. I don't see --
4 because the voting issue isn't there. I would not
5 like to limit it to workshops myself. I don't
6 intend myself to abuse it. I understand.

7 MR. GEORGE: I know, but you can't vote.

8 MR. GORMAN: I understand that.

9 MS. BARRERA: What if we try it for a period
10 of six months, see how it goes, and then make
11 the -- make a decision about whether or not we
12 want to have a policy on it?

13 CHAIRMAN GREEN: Yeah.

14 MS. BARRERA: A formal policy.

15 CHAIRMAN GREEN: I think we can do a
16 gentleman's agreement and let's just see how it
17 goes.

18 (Mr. Wuellner returns to room.)

19 CHAIRMAN GREEN: Give plenty of notice. I

20 mean, if we get three calls in that say, "I can't
21 be there; I'm going to appear by phone," obviously
22 that's not going to work.

23 MR. BURNETT: Yeah. And that's a thing that
24 Staff has --

25 MR. GEORGE: Are you going to -- are you

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1 going to have to write something up that we're
2 going to try this for six months?

3 MR. BURNETT: I don't know that we -- we need
4 to. I guess --

5 CHAIRMAN GREEN: No.

6 MR. BURNETT: Y'all can make a motion,
7 something like that, even if it was by resolution,
8 to next -- next meeting you could, by majority
9 vote, overrule the resolution or vacate the
10 resolution and -- and change the rule yet again.

11 MR. GEORGE: I was only making reference to
12 what you had said earlier about, you know, you
13 guys want to put that as an option into your
14 system, and we're just going to do it on a trial
15 basis. I didn't know if you needed to put
16 something in there.

17 MR. BURNETT: I think your Staff at the
18 Authority will -- will be --

19 CHAIRMAN GREEN: Monitoring --

20 MR. BURNETT: -- keeping count of, okay, I
21 just got a call from Mr. Gorman, I just got a call
22 from Mr. Brunson, and now I've gotten a call from
23 Ms. Barrera, and Ms. Barrera, we're not going to
24 of a quorum, so...
25 MR. GEORGE: I think -- I think your answer

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1 to my question is, no, no changes in your
2 procedures are required to be written up to allow
3 you to do this on a trial.

4 MR. BURNETT: That -- that's true.

5 MR. GORMAN: Thank you.

6 MR. WUELLNER: If you elect to do it
7 permanent, we would like to amend the meeting
8 policy --

9 MR. GEORGE: Exactly.

10 MR. WUELLNER: -- to reflect whatever you
11 decide.

12 MR. BURNETT: And it may be good to do that
13 just as a practical matter for future boards. You
14 guys all get along.

15 CHAIRMAN GREEN: Yeah. I know. We do enough
16 of those teleconference hearings in the courtroom.
17 Don't work that well.

18 9.H. - SALARY FOR EXECUTIVE DIRECTOR

19 CHAIRMAN GREEN: Okay. The next thing I have

20 is the -- as we know, the annual review has been
21 out there, and I sent out assessments for
22 everybody to fill out.

23 And I'm going to complain a little bit. It
24 took tooth and nail to get responses. And I just
25 feel if we're going to be a board and we're going

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1 to be evaluating things, we need -- your input
2 goes in or else just don't put any input. I mean,
3 don't have a voice in this.

4 So, I had incomplete responses. I had pages
5 left off. And I had someone, you know, I'm not
6 doing one at all. So, it's -- it's very difficult
7 when I went through -- and I tried to go and
8 average the responses on the regular performance
9 sheets we have, to find out, you know, what our
10 average score was on each of the questions.

11 But, we do need to discuss this. And I guess
12 Ed gets these, right, afterwards? Ed, do you get
13 these to review? Because there's all kinds of
14 comments on them.

15 MR. WUELLNER: I'll put them in the file.

16 CHAIRMAN GREEN: Okay.

17 MR. GEORGE: I think you need to read them.

18 MR. WUELLNER: Well, I do. But, I mean --

19 MR. GEORGE: Okay.

20 MR. WUELLNER: -- we do keep them.

21 MR. GORMAN: Can I get a new sheet to make

22 mine legible?

23 CHAIRMAN GREEN: Well, I'm not going to bring

24 it up again and go through it again and

25 recalculate everything. I'm going to leave them

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1 the way they are. If you want to --

2 MR. GORMAN: There's no calculations
3 involved.

4 CHAIRMAN GREEN: Well, yeah, there are.
5 Because I took every one of the point systems,
6 which is what Bill Rose did and a bunch of others,
7 and we -- one person had a 90 and one person had
8 an 80, so I did an average so we all know what the
9 average was with everybody's -- well, what
10 responses I did have.

11 We do need to discuss it. One thing I do
12 want to bring up -- and I've spoken with Doug
13 quite a bit about this, and I've been doing some
14 work on it myself. We have -- it hasn't happened
15 when I've been on the board. We have Ed's
16 contract that's due, the 10-year contract?

17 MR. WUELLNER: Five.

18 CHAIRMAN GREEN: Five-year contract? That's
19 up in June. So --

20 MR. GEORGE: Next year, right?

21 CHAIRMAN GREEN: Correct.

22 MR. GORMAN: That's fine.

23 CHAIRMAN GREEN: But we need to keep -- I

24 think we need to keep that in consideration when

25 we're doing this, because -- I mean, I think we've

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1 all noticed that the scope of work has changed on
2 this airport. I mean, we are now cat. 3, we're
3 commercial. We've got a lot of different areas
4 that are out there.

5 I have gone, and Doug went and found some
6 comparables of other airports that have some
7 commercial side to it. Bradenton was the one that
8 Doug found that was most -- as much as you compare
9 apples and oranges, is most compatible to what we
10 have.

11 MR. GEORGE: Who is that?

12 CHAIRMAN GREEN: Bradenton.

13 MR. BURNETT: And -- and the caveat on that
14 is it's now that you have commercial service,
15 because I don't know that it necessarily would
16 have aligned previously.

17 MR. GEORGE: Understand.

18 CHAIRMAN GREEN: Correct. And also, I'm also
19 working on -- with Doug -- and I'm going to have

20 it for the board -- a contract with some red-lined
21 comments on some things I thought need to be
22 included, changed, added, and then the board can
23 look at it. This is not tonight have to do it,
24 but this is for July -- Jan -- June, that you may
25 say, okay, but what about this? And you can mark

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1 on it, and maybe we can keep what contract we have
2 without redoing it, or tweak it a bit to fit what
3 are the needs now. You know, maybe some fiscal
4 responsibility things, some COLIs, some -- I don't
5 know. Whatever you can think of over the next few
6 months to put on there.

7 So, as soon as I get that from Doug, because
8 he and I went through some things, and we'll just,
9 like I said, red-line it or somehow what wasn't in
10 the original contract. Yeah?

11 MR. GORMAN: Waiting for board comment.

12 CHAIRMAN GREEN: Yeah. I just wanted to go
13 through all that and kind --

14 MR. GEORGE: Have a conclusion there.

15 CHAIRMAN GREEN: The -- the average scores --
16 where's my one that's written on? Overall, ranged
17 from, I think the lowest was an 83 on an average
18 in planning and organization, up to 100 in other
19 areas, too. So, nothing lower than that was even

20 cited by anybody.

21 A lot of good comments on the changes in the
22 airport and how well things were done quickly with
23 regards to terminal and all of that. So, there's
24 a lot of good comments in here.

25 So, I'm open to some board comments, but we

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1 do need to go through the evaluation process,
2 since it was October, I think. That was it. So,
3 board comments.

4 MR. GORMAN: I disagree with the format. I
5 think Ed overall does an excellent job. And I
6 think I'd give him a 110 percent on planning and
7 organization.

8 However, there are other things that I think
9 he's not perfect at. He's a human being. He's
10 not perfect at them, and I think that in open
11 discussion, we could discuss those issues and --
12 and bring them to task, and then he could get a
13 paragraph or a summary from the board as to those
14 issues that we felt that -- there aren't many, but
15 that he is weaker on.

16 But I feel that requires an open discussion,
17 and not this "check off the blank" format. I feel
18 strongly about it.

19 CHAIRMAN GREEN: Well, this is open, so I'm

20 not sure I follow you.

21 MR. GORMAN: No, open -- open discussion. An

22 open discussion, without Mr. Wuellner, of his

23 attributes, of what he's done right, what he's

24 done wrong, historically, how we felt about

25 things.

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1 I feel that's -- it's an onerous thing, and I
2 really -- believe me, I'm not going to be
3 negative. I'm -- I know I'm the bad guy here
4 sometimes, but I'm not going to be real negative.

5 But I don't feel it can be in depth with
6 Mr. Wuellner here. I'm just embarrassed,
7 because -- and I think that that open discussion
8 needs to be changed in format.

9 I refused to fill one out because I couldn't
10 feel that -- that -- that one by one, that by
11 checking off the blanks, that we could do an
12 adequate job of discussing things. I really
13 didn't.

14 But I'm not terribly negative about Ed
15 Wuellner at all. But I just think that format
16 needs to be changed, because we could get more out
17 of it. We could produce more in the way of
18 reaction for him to study, rather than a "check
19 off a blank" issue.

20 CHAIRMAN GREEN: Well --

21 MR. GORMAN: Simple as that.

22 CHAIRMAN GREEN: -- it's not just a "check

23 off the blank," just so we know. There are many,

24 many areas for lots and lots of comments that

25 could have been put on your performance

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1 evaluation.

2 MR. GORMAN: But the dynamics -- the dynamic
3 of what we do here influences what is put down.
4 And that dynamic makes the product different.

5 CHAIRMAN GREEN: Well, just as a different
6 aside, I'm going to ask Doug his legal opinion on
7 what we can do and can't do as far as limiting the
8 participation. But it would have been nice to
9 have the written comments that would create a
10 discussion. Right now --

11 MR. GEORGE: Right.

12 CHAIRMAN GREEN: You know -- so, Doug, the
13 legal --

14 MR. BURNETT: Let me just very briefly say
15 that I researched this pretty extensively in the
16 past. The law has not changed. And I researched
17 this with prior Airport Authority members in large
18 part. Mr. Ciriello had requested information
19 related to this at one time in an open meeting.

20 The issue basically is we aren't unionized.

21 Our -- our employees are not unionized. We --

22 we -- the only exception that would relate to this

23 would be collective bargaining-type negotiations.

24 The -- the sunshine law in Florida is very

25 specific. Basically everything y'all do has to be

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1 open to the public. Mr. Wuellner's actually
2 included within the public for this purpose. It's
3 got to be open to the public. There are very
4 limited exceptions to it, as you know. And -- and
5 there's not an exception related to this.

6 MR. GORMAN: But -- but I would state, to
7 clarify, it's certainly open to the public, and
8 it's certainly open to Mr. Wuellner's scrutiny in
9 the matter of minutes afterwards. So, there is
10 no -- there is no -- no covert operation here.

11 MR. GEORGE: But you're excluding a member of
12 the public from your meeting.

13 MR. GORMAN: You're excluding -- you're
14 excluding him only because the discussion is
15 specific to him.

16 MR. GEORGE: Do you have an appraisal in
17 your -- as a captain? Do you get --

18 MR. GORMAN: Yes.

19 MR. GEORGE: -- a written appraisal? What is

20 your objection to a written appraisal? Every
21 corporation I've ever been in has an appraisal
22 form. And it is meant to document your concerns,
23 thoughts, and your pats on the back.

24 MR. GORMAN: In the last five years, sir,
25 when have we discussed in depth any of the

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1 comments that were given by -- about him? We have
2 never discussed the comments that were given.

3 MS. BARRERA: But do you have to --

4 MR. GORMAN: I think it would --

5 MS. BARRERA: -- in order for it to be a fair
6 appraisal?

7 MR. GORMAN: It would provide a more in-depth
8 discussion.

9 MS. BARRERA: It might provide a more
10 in-depth discussion, but would it change the fact
11 that each person individually did a fair
12 appraisal?

13 MR. GORMAN: I would think that the dynamic
14 of the discussion creates conclusions that may be
15 valuable.

16 MS. BARRERA: But when -- when you go off and
17 do a written evaluation of someone, your --
18 your -- and this comes from years of giving
19 performance appraisals. When you're doing that,

20 you're not doing it as a collective group. You're

21 doing it as an individual.

22 When I go and fill out that form, I'm not

23 doing it as the Airport Authority as a whole. I'm

24 doing it as Kelly Barrera, board member for the

25 Airport Authority.

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1 MR. GORMAN: But, Kelly, when we have board
2 discussions, we -- we draw upon each other's
3 resources as to our -- as to our mental
4 accommodations as to the situation and come to
5 conclusions from that. And so I'd like that same
6 dynamic applied. And I -- I really feel like the
7 bad guy here. I don't want to be. I really think
8 it would be --

9 CHAIRMAN GREEN: Well, I don't think --

10 MR. GORMAN: It would be something that -- at
11 least if we discussed in depth, we never have,
12 the --

13 MS. BARRERA: If we were talking about the
14 terms of his contract --

15 CHAIRMAN GREEN: Which is what's coming up in
16 June.

17 MR. GORMAN: That's fine.

18 MS. BARRERA: -- which is coming up, I would
19 agree with you.

20 MR. GORMAN: Okay.

21 MS. BARRERA: But if we're talking about

22 whether somebody meets their performance

23 expectations, whether -- whether or not they meet

24 the expectations that have already -- because all

25 you're really deciding is whether or not they get

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1 a cost-of-living increase or, on top of that, a
2 merit increase. That's all you're really talking
3 about. You're not redefining their contract
4 each -- each year.

5 MR. GORMAN: Well, I'm sorry you don't agree
6 with me. That's all right.

7 MS. BARRERA: I -- I just think that that --
8 I don't agree with that approach.

9 CHAIRMAN GREEN: And --

10 MR. GEORGE: I think that Suzanne's approach,
11 us all doing it, and then for each category, she
12 takes what the scores were, and if the scores in
13 one category are 75, that's the one that needs to
14 be discussed with him.

15 MR. GORMAN: Okay.

16 MR. GEORGE: That's her job.

17 MR. GORMAN: In other words, the lowest
18 scores are discussed? The lowest three scores are
19 discussed in an open -- open quorum with the

20 board?

21 MR. GEORGE: That's not the way it has been

22 in the past.

23 MR. GORMAN: Well, I know, but we don't --

24 history doesn't always have to be --

25 MR. GEORGE: You're right.

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1 MR. GORMAN: -- the proper precursor of the
2 right thing to do.

3 CHAIRMAN GREEN: But we're getting off base
4 here.

5 MR. GORMAN: I'm done. I'm done. Whatever.

6 CHAIRMAN GREEN: And -- and I'd be glad for
7 people to -- I'll give these back to them right
8 now and you can refresh your memory, or if you
9 know your ideas of where you found strengths and
10 where you didn't, but we do need to do the
11 evaluation. It is not rehashing the entire
12 contract, which we will be doing at a much
13 lengthier discussion, because the contract's
14 fairly old.

15 MR. BURNETT: Yeah. It's -- it's about ten
16 years old. It was amended, and it's a new
17 contract. The current contract has a date on it
18 as though it's 2003, and that was when it began.
19 Reality is it was five years prior to that. So --

20 and it wasn't changed in -- in large degree in

21 2003. So, it's effectively a 10-year-old

22 contract.

23 There -- there are some modern things about

24 it that it doesn't cover that we probably should

25 address in the -- in the new contract.

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1 CHAIRMAN GREEN: And I think it will help,
2 when we redo the contract later on, because we can
3 put in COLIs, so we don't have to come back and
4 address that, are we going to do a cost-of-living
5 increase, whatever. We can automatically say no,
6 I'm not -- whatever. Those terms can be in there.

7 But for tonight, we need to do is discuss any
8 concerns you have or praises. Ed's salary right
9 now is \$103-?

10 MR. BURNETT: \$103,5-.

11 CHAIRMAN GREEN: \$-5? With the benefits on
12 top of it, with the -- the car and the house. But
13 that's the base salary, \$103,5-.

14 I want to discuss it in line with what Doug
15 found out with Bradenton, and in light of the new
16 scope of work that -- all staff, not just Ed, but
17 everybody's had to do. I think his performance
18 merits an increase, whatever it is. I'm not --
19 that's what we need to discuss. That's my

20 opinion. I put it in my things here.

21 I had some issues, too, about staying on top

22 of projects, that we don't get lost, and maybe

23 that's because of scope of the work has gotten so

24 big. But we've got to stay more on top of

25 projects like the 8, 9, and 10, which is a

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1 flooring issue, if we had had somebody in there.

2 So, that was one down side.

3 The way he does fiscal responsibility and
4 gets money, outstanding. I mean, how he finds our
5 grants and everything, that's invaluable.

6 MR. GEORGE: What's the executive director of
7 Bradenton? What is he paid, or she paid?

8 CHAIRMAN GREEN: One-fifty.

9 MR. GEORGE: One-fifty, plus?

10 CHAIRMAN GREEN: With a car.

11 MR. GEORGE: With a car?

12 MR. GORMAN: Not a house, right?

13 MR. BURNETT: The contract --

14 CHAIRMAN GREEN: I don't know about that one.

15 MR. BURNETT: The contract is as near -- near
16 to identical as you could get between the two
17 contracts.

18 MR. GEORGE: The scope of service, I mean, do
19 they do --

20 CHAIRMAN GREEN: They have commercial.

21 MR. GEORGE: They do have commercial. Okay.

22 MR. BURNETT: And -- and the contract is

23 very, very similar to Ed's, as far as the perks

24 and --

25 CHAIRMAN GREEN: The current one.

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1 MR. BURNETT: Even the format of it. I mean,
2 it's very similar.

3 CHAIRMAN GREEN: Did it have the house? Jack
4 had --

5 MR. GEORGE: Is it of any interest to anybody
6 what the County Administrator gets?

7 CHAIRMAN GREEN: Yeah. I've got that one,
8 too.

9 MR. GORMAN: It's apples and oranges.

10 MS. BARRERA: What is it?

11 MR. GEORGE: I'm not saying it should be at
12 the same level --

13 MR. GORMAN: It's apples and oranges but --

14 MR. GEORGE: -- because there's a lot more
15 people that are there. But he's taking care of
16 the, you know, the whole budget thing.

17 MR. BURNETT: The County Administrator's
18 contract, it -- it was interesting. It's -- I'll
19 go from memory.

20 MR. GEORGE: Oh, you on the disk, the Excel

21 spreadsheet --

22 MR. BURNETT: While he's doing that, I'll

23 tell you I think the County Administrator's

24 contract is a \$170,000 a year base.

25 MR. GEORGE: Plus, plus, plus, plus.

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1 MR. BURNETT: Plus a vehicle. Plus, he got
2 \$20,000 in moving expense. He got \$20,000 --
3 \$20,000 related to moving, relocation, some other
4 things. And --

5 MR. GEORGE: Twenty thousand to sell his
6 house up there.

7 MR. BURNETT: And \$20,000 to sell his house.

8 MR. GEORGE: Twenty thousand to buy another
9 house --

10 MR. BURNETT: Yes.

11 MR. GEORGE: -- plus the moving. So, that's
12 more like \$50- to \$60,000.

13 MR. BURNETT: Yeah. It's -- it's a big
14 number.

15 CHAIRMAN GREEN: From a taxpayer standpoint,
16 and all those plus, plus, pluses, I wasn't real
17 thrilled with.

18 MR. GEORGE: No.

19 CHAIRMAN GREEN: Yeah, okay.

20 MR. BURNETT: You wonder what --

21 MR. GEORGE: Well, see the one that's on the

22 bottom, I think -- oh, may -- I don't know. It

23 says 207 (sic) analysis.

24 MR. BURNETT: It says 207 salary comparison?

25 That one?

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1 MR. GEORGE: 207?

2 MR. BURNETT: 2007.

3 MR. GEORGE: Okay. Comparison, it might be.

4 MR. BURNETT: Is it that one?

5 MR. GEORGE: Yes. This is -- this is what

6 the administrator gets: Base salary of \$170-

7 Full use of a county vehicle to take it home and

8 whatever. Or if they don't provide, he gets \$700

9 a month. Professional development, eight to ten

10 days with county paid membership in up to four of

11 his organizations.

12 Health. Notice it's the administrator, plus

13 his immediate family. Accidental death insurance

14 policy. They pay the premium for a half a million

15 dollar policy.

16 Retirement, he's entered into the Florida

17 State Senior Management Retirement, whatever that

18 is.

19 Moving expenses. Twenty thousand for the

20 sale of his personal residence. Cost associated
21 with buying up -- or building a new one up to
22 \$20,000. Plus, all of the packing, moving
23 expenses. And there's also a deferred comp plan
24 which costs the County \$7500 a year.

25 He also has three administrators working for

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1 him that all make a hundred thousand, plus.

2 MR. GORMAN: Yes, he's in a responsible
3 position. So is Ed.

4 MR. GEORGE: That's right.

5 MR. GORMAN: I do think it's apples and
6 oranges, though. I'm much more interested in the
7 Bradenton thing and some others, if you ever
8 brought them --

9 CHAIRMAN GREEN: Well, and that's good
10 information for our revision of the contract.

11 MR. GEORGE: Exactly.

12 CHAIRMAN GREEN: For purposes right now, I'd
13 like to hear from the board about your
14 evaluations, what your thoughts are, and we need
15 to reevaluate the salary for a review --

16 MR. GEORGE: My --

17 CHAIRMAN GREEN: -- merit review or --

18 MR. GEORGE: My appraisal was very high, on
19 the high side. I think everybody knows how well I

20 think that Ed does a good job. But there are also
21 some -- some zingers in there, public relations,
22 you know, things of that nature that I feel if he
23 reads it, he'll recognize that we've talked about
24 it before, and -- and there's some requirements in
25 there that need to be fulfilled with the executive

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1 director. I probably was the knave. You know, I
2 was the one that didn't complete it in full.

3 CHAIRMAN GREEN: I'm not pointing fingers.

4 MR. GEORGE: I didn't add everything up. So,
5 okay, you -- you can zap me. I think that what
6 we've done this year as far as bringing in the
7 revenue source, he has -- you know, of Skybus, he
8 has listened to what we said we wanted to do, and
9 that is to get off the tax rolls. And in getting
10 off the tax rolls, he's brought us some projects
11 that are bringing in revenue, significant revenue,
12 if they make it. You know, it's going to make it
13 easier, much easier for us to go into the years
14 after 2010 and go forward.

15 I would like to suggest a rate increase of 15
16 percent. Thought I'd throw that out. And I just
17 developed that as I was saying "I would like to
18 suggest."

19 MS. BARRERA: Somehow I knew that.

20 MR. GEORGE: Right.

21 CHAIRMAN GREEN: One thing I want to bring up

22 for some board members that maybe weren't here at

23 the last evaluation, I went through the minutes of

24 the last time we did this. And there are --

25 Mr. Cox made comments about let's -- of what the

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1 performance, Ed had done such a wonderful job --
2 and we made a significant increase last
3 evaluation, just so the board knows. And
4 Mr. Cox's comments were we're doing this so we
5 won't have to do it again for a little bit. Let's
6 do a big bump now.

7 But what was not taken into consideration was
8 Skybus --

9 MR. GEORGE: That's right.

10 CHAIRMAN GREEN: -- and all the work. So, I
11 know people wanted to look at the minutes. I did
12 go back and look at it, and I considered Mr. Cox's
13 comments and the board's comments. But the whole
14 complexion's changed.

15 MR. GEORGE: Yeah.

16 CHAIRMAN GREEN: So --

17 MR. GEORGE: Anyway, those are my comments I
18 made on the appraisal and my suggestions. I'd
19 like to hear from the other two -- three members.

20 MR. GORMAN: If Skybus is a success, let's

21 give him a big bonus.

22 MS. BARRERA: We already discussed at the

23 last appraisal process that you can't give the

24 bonus on the government employees.

25 MR. GORMAN: Oh, too bad. Because I'm all

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1 for that.

2 MR. GEORGE: Yeah, we were talking about
3 giving a bonus incentive --

4 CHAIRMAN GREEN: Right.

5 MR. GEORGE: -- you know, in.

6 CHAIRMAN GREEN: It would be a salary
7 increase. And like I said, we're going to revisit
8 this in less than six months --

9 MR. GEORGE: Right.

10 CHAIRMAN GREEN: -- to big extent.

11 MS. BARRERA: Suzanne, you -- you compiled
12 the different evaluations -- and Randy isn't here
13 right now. When you compiled them, and you saw
14 what the -- what the different comments were and
15 what the different ratings were, what was your
16 recommendation? After reading them all, what
17 would be your recommendation?

18 CHAIRMAN GREEN: My recommendation was a
19 salary increase of 10 to 15 percent. I was -- and

20 I wrote that down before you said anything.

21 MR. GEORGE: Okay.

22 CHAIRMAN GREEN: Because of the scope of the

23 work and also knowing what we're -- what we're

24 going to do in six months -- or before six months.

25 Because my recommendation for -- or some of them

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1 for the new contract is cost-of-living increases
2 put in there. I don't think that's necessarily
3 wrong. Some requirements of fiscal
4 responsibility, maybe, you know, about certain
5 budget things have to be done or met, which would
6 put more significant -- when you say maybe problem
7 areas or whatever, we'll write it into the
8 contract. Doug actually came up with that.

9 Community contact, must have so much
10 community contact or press releases or whatever.
11 So, that would help tighten up what we're talking
12 about here, give Ed direction so he knows what
13 we're looking at. But because of what's gone on
14 here, and he's been doing three-man job for one
15 man for the last, you know, at least since June,
16 54 days before June or July, that was my
17 recommendation. I want him to stay, and I think
18 he's earned every penny.

19 MS. BARRERA: I think your normal

20 cost-of-living increase is usually around 4 to 6
21 percent, right in there. And then if you put a
22 merit on top of that, you're talking about
23 another, you know, 4 to however percent. So, I
24 definitely think that 10 percent is a reasonable
25 amount. And I would be open to somewhat more than

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1 that. I wouldn't want to be open to too much more
2 than that, but I would be open to somewhat more
3 than that.

4 CHAIRMAN GREEN: Well, in light of what
5 Mr. Gorman said, too, that's why I kind of want to
6 look at it now, reward him for what he's done and
7 the great job. But when we do June, we'll have
8 six months -- eight months more behind us of what
9 Skybus has done. So, you'll -- we'll see some
10 more numbers about how profitable it is or not.

11 MR. GORMAN: As a municipal employee, he's
12 certainly due cost of living.

13 CHAIRMAN GREEN: Oh, yeah.

14 MR. GEORGE: He's certainly due cost of
15 living. He has increased his workload. And
16 that's true. I would stick with -- but I guess
17 I'm not generous. I would stick with about 7
18 percent. But let's discuss a bonus, because the
19 way this has been structured, Skybus, is clever,

20 and it's a lot of work, and when it works -- let's

21 put when it works, it's certainly time for him to

22 reap the reward.

23 So, cost of living, a little extra for the

24 fact that he's working now, and then a -- let's

25 discuss bonuses when the fruit becomes ripe.

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1 CHAIRMAN GREEN: Doug?

2 MR. BURNETT: Let me I guess talk about a few
3 things. We could restructure his contract to have
4 incentives in it.

5 CHAIRMAN GREEN: Right.

6 MR. WUELLNER: We can't do it after the fact.

7 MS. BARRERA: We can't do it right now.

8 CHAIRMAN GREEN: Correct.

9 MR. BURNETT: Because if we do it --

10 MR. GORMAN: It's coming up in June.

11 MR. BURNETT: Yeah, but if we do it -- if we
12 say, okay, we're going to reward you additionally
13 for last year and give you a bonus now for what
14 you did this past year, we can't necessarily do
15 that.

16 CHAIRMAN GREEN: Right.

17 MR. BURNETT: We can -- we can put things
18 that incentivize him in the -- in the revised
19 contract in ways to highlight the things that are

20 important to you. You have to, I will say, be

21 careful about it.

22 I can tell you, for example, in Bradenton, I

23 think there's incentives for the executive

24 director there to have additional commercial

25 service. That could be a good thing. You've got

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1 to think it through, though, because it could be a
2 bad thing because it may incentivize or send the
3 message that all we care about is growing
4 commercial service; we don't care about the other
5 basket of -- of goods. So, you know, you've got
6 to think about these things, I guess.

7 What's -- a couple of observations that I
8 think it's good from a PR standpoint to look out
9 and say what's the county administrator being paid
10 now? What are other executives being paid?
11 Because, yeah, we're giving -- yeah, you may give
12 Ed a raise, but it's perhaps in line with other
13 executive directors and -- and far less than what
14 some others are being paid.

15 CHAIRMAN GREEN: And I -- I understand. And
16 I wanted to take that into consideration, but
17 that's why I brought up the contract restructure
18 first --

19 MR. BURNETT: Sure.

20 CHAIRMAN GREEN: -- because that's I think
21 where we're going to do it, because we can do the
22 \$150-, which is a huge increase, but I'd rather do
23 that to make him in line with other executive
24 directors, whatever -- I'm just picking a
25 figure -- with the incentives and things in the

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1 contract so we know what we're doing with the
2 parameters in there of, yes, we need more -- more
3 PR work, we want the executive director to make
4 sure this, this, and this is done, and if it is,
5 that justifies the increase in salary.

6 For today's purposes, I was along with Kelly
7 and Buzz, around the 10 to 15 percent.

8 MR. BURNETT: And -- and one last thing that
9 I'll comment on is in the past, when we looked
10 at -- or when y'all have looked at Ed's salary,
11 you looked at, okay, what are other people making
12 dollarwise, and the focus has been largely on
13 dollar -- dollar issues.

14 The spreadsheet that Mr. George just did
15 takes in other factors into consideration of what
16 you would be looking at going towards that June
17 date of let's look at these other things and see
18 what is or isn't --

19 CHAIRMAN GREEN: Like health insurance.

20 MR. BURNETT: -- in the executive director's

21 contract.

22 CHAIRMAN GREEN: Health insurance coverage

23 for the family, all kinds of -- they're not

24 necessarily salary out-of-pocket dollars but in

25 kind benefits.

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1 Okay. Any more board discussion? I'll
2 entertain --

3 MR. GEORGE: I have one -- one more
4 discussion, and I'll answer your entertain.

5 The point I'd like for you all to ponder, the
6 executive director of Bradenton makes \$150,000 a
7 year. Our executive director makes \$108,000 a
8 year. I would like to make a motion that we give
9 Ed a 15 percent increase.

10 MR. GORMAN: \$103- does not -- \$108- does not
11 include the house, which is worth probably about
12 \$20,000 a year, at least.

13 CHAIRMAN GREEN: I'm pretty sure, Doug --

14 MR. WUELLNER: \$103,5-.

15 CHAIRMAN GREEN: Well, Doug, didn't the
16 Bradenton have use of a house, too?

17 MR. BRUNSON: Which is \$128- total.

18 CHAIRMAN GREEN: Yeah. But just to make --
19 to compare that apples to apples, that contract is

20 almost identical to Ed's.

21 MS. BARRERA: There's a house.

22 CHAIRMAN GREEN: And there's a house and

23 there's a car. So, it's almost identical.

24 MR. GORMAN: In Bradenton?

25 CHAIRMAN GREEN: Yes.

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1 MR. WUELLNER: Yeah.

2 MR. BURNETT: They have more commercial
3 service than we have at this stage.

4 CHAIRMAN GREEN: Right. That's why I'm
5 saying --

6 MR. WUELLNER: And part of the reason they
7 have included a house is that he, prior to that,
8 lived in -- or was at St. Pete/Clearwater, and
9 they are requiring him to live in the county.
10 They -- they want -- even the first five years or
11 eight years he was there.

12 MR. GORMAN: Just for accessibility?

13 MR. WUELLNER: Yeah, they want him in the
14 county.

15 MS. BARRERA: Just like we do.

16 CHAIRMAN GREEN: But I know that there --
17 there are different job descriptions down there,
18 more commercial service, more stuff. But that's
19 why I want to not rush into that with the new

20 contract stuff right now. Give the increase. So,

21 I'll go back to my I'll entertain a motion.

22 MR. GEORGE: I would like to make a motion

23 that we give Mr. Wuellner an increase of 15

24 percent of his base salary of \$108-

25 MR. WUELLNER: \$103,5-

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1 MR. GEORGE: What?

2 MR. BURNETT: \$103,5-.

3 CHAIRMAN GREEN: \$103,5- is the base.

4 MR. GEORGE: I thought it was \$108-.

5 CHAIRMAN GREEN: No, \$103,5- is the base.

6 MR. GEORGE: Okay. I calculated on \$108-,

7 but 15 percent of \$103,5- is what? Somebody say

8 it quick.

9 MS. BARRERA: Ten percent is \$113,5-.

10 CHAIRMAN GREEN: And add another.

11 MR. GEORGE: You want to raise it to what?

12 MS. BARRERA: I have \$115-.

13 CHAIRMAN GREEN: It's somewhere around \$115-,

14 right.

15 MS. BARRERA: Is what I have, which would be

16 a little bit more than 10 percent.

17 MR. GEORGE: Okay. Well, at 15 percent, it's

18 a \$15,600 raise, you know, which would take it up

19 to --

20 MR. BURNETT: Fifteen percent --

21 MR. GEORGE: -- \$118-.

22 MR. BURNETT: -- takes it to \$119,025.

23 Fifteen percent of your \$108- number, although

24 that's not where he's at --

25 MR. GEORGE: No, forget the \$108-.

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1 MR. BURNETT: -- is \$124-. So, it's

2 \$119,025.

3 MR. GEORGE: Give him a raise to take him to

4 \$119,025.

5 CHAIRMAN GREEN: Is there --

6 MR. GEORGE: That's my --

7 CHAIRMAN GREEN: Motion?

8 MR. GEORGE: Motion.

9 CHAIRMAN GREEN: Is there a second? I don't

10 hear a second. Therefore, the motion will fail.

11 I'll entertain another motion.

12 MS. BARRERA: What about if we brought him to

13 a little over 10 percent, which would be \$115-?

14 CHAIRMAN GREEN: Is there a second?

15 MR. GEORGE: \$115- versus what --

16 CHAIRMAN GREEN: One-nineteen.

17 MR. GEORGE: -- Bradenton's getting at \$150-.

18 MS. BARRERA: But we're going to -- look at

19 renegotiating his contract in six months.

20 MR. GEORGE: That would be fine if it was
21 three months, but you're talking six months, and
22 the way we do business around here, it's going to
23 take us forever and a day to get the thing going.

24 CHAIRMAN GREEN: No. I'm bringing it up on
25 the -- it's going to be on the agenda. We're

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1 going to get it done. We have to. I don't want
2 the contract to be -- we don't need to be out of
3 contract. We can't let it expire.

4 MR. BURNETT: Two -- two things related to
5 that from just a pure legal.

6 One, you may not want the contract to go out,
7 like she mentioned. The second point is, is
8 there's a notice provision in there related to
9 ending the contract or -- or otherwise, it
10 continues on. And -- and it's not exactly clear.
11 I need to go back and look at it. But I -- I
12 recall that it's not exactly clear on -- on the
13 time period. But it's either 180-day time periods
14 or 30-day time periods.

15 CHAIRMAN GREEN: That's why I'm -- I
16 contacted Doug and I'm doing work on it now.

17 MR. GEORGE: Meet you halfway at \$117-. He
18 busted his tail.

19 MS. BARRERA: He is busting his tail, and

20 he's done a wonderful job with the air service.

21 And he's had to take in a lot more knowledge and

22 he's had to follow a lot more steps. And I would

23 be comfortable with that.

24 CHAIRMAN GREEN: Is that a motion?

25 MR. GEORGE: I make a motion we take his

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1 salary, his base salary to \$117,000.

2 MR. GORMAN: What percentage would that be?

3 CHAIRMAN GREEN: It's between 10 and 15.

4 MR. GEORGE: Wait a minute.

5 MR. BURNETT: The engineers -- the engineers

6 always --

7 MR. GEORGE: 13.2 percent.

8 MR. BURNETT: -- disappear when you need

9 arithmetic done.

10 MS. BARRERA: It should be about 14 percent,

11 maybe 13, 13 1/2, which would be a compromise

12 between the 10 and 15.

13 CHAIRMAN GREEN: I have a first and a second.

14 Any more board discussion?

15 MR. GEORGE: Say again?

16 CHAIRMAN GREEN: Said I have a first and a

17 second. Any more board discussion?

18 MR. GEORGE: We're waiting for Mr. Gorman's

19 question to be answered, right?

20 MR. GORMAN: It doesn't matter. You've

21 already -- you've already stated the amount.

22 MR. BURNETT: \$117- divided by --

23 MR. GORMAN: I can do the math later.

24 MR. GEORGE: Don't worry about it. He can do

25 the math later.

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1 MR. BURNETT: Yeah, it's 13 percent.

2 CHAIRMAN GREEN: Okay. That's what I
3 thought.

4 MR. BURNETT: And change.

5 CHAIRMAN GREEN: All in favor of the 13
6 percent raise to \$117-, say aye.

7 MR. GEORGE: Aye.

8 CHAIRMAN GREEN: Aye.

9 MS. BARRERA: Aye.

10 CHAIRMAN GREEN: All opposed?

11 MR. GORMAN: I give him 10. Nay.

12 CHAIRMAN GREEN: Okay.

13 MR. GEORGE: Did you oppose?

14 CHAIRMAN GREEN: We have one opposed,
15 three -- three ayes. So, the motion will carry.

16 Mr. Brunson had to leave. So, we still have a
17 quorum.

18 I'm going to give these to put in your file,
19 whatever, Ed. And I'm going to work hard on

20 getting that contract revised, looked at with all
21 the board, individual board input. I'll just send
22 it to you. You can do what you want. I'm going
23 to try and work with Doug and get you as much
24 information as early as possible.

25 MR. WUELLNER: Okay. Thank you.

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1 CHAIRMAN GREEN: I don't want to wait. Can
2 you let me know, Doug, what our notice provisions
3 are?

4 MR. BURNETT: Yes, I will. It's 180-day
5 notice. But the question is if it's not given at
6 180 days, whether it's 30-day increments --

7 CHAIRMAN GREEN: Gotcha.

8 MR. BURNETT: -- or 180-day increments.

9 MR. GEORGE: I would love to see the contract
10 coincide with our fiscal year.

11 CHAIRMAN GREEN: We can make it retroactive
12 if we had to, I'm sure.

13 MR. GEORGE: Yeah. If you're going to write
14 a new contract, you can write it for that. Extend
15 the old one two months. Anyway, that's another
16 subject.

17 MR. GORMAN: So --

18 CHAIRMAN GREEN: I think we kind of -- we
19 could do it fiscal year, but that's when we do

20 budgets and everything, and I think that's way
21 back when, when I was on the board with Mr. Rose,
22 I think that's why -- one of the reasons they
23 tried to keep that separate from all of the other
24 extras, setting the TRIM and all that other stuff.
25 It happens --

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1 MR. GEORGE: We had the same problem --

2 CHAIRMAN GREEN: -- in the fall.

3 MR. GEORGE: We had the same problem with
4 insurance premium.

5 CHAIRMAN GREEN: Yeah. Had to move that
6 puppy, too.

7 MR. GEORGE: Yeah.

8 CHAIRMAN GREEN: Okay. Let's move on,
9 because we've had a long meeting. Got a lot of
10 stuff done, but a long meeting. Housekeeping, Ed?

11 10. - HOUSEKEEPING

12 MR. WUELLNER: Yeah, just couple of --
13 sounded really strong. It's probably me. Just a
14 couple of things to point out.

15 We want you to -- the feature that was
16 already with the phone system to do an auto
17 attendance, so if you've tried calling the office
18 recently, you get a choice right off the bat
19 whether to get to us or answer the, you know,

20 redundant questions all day long about air -- or
21 Skybus-type service. So, we just want to make
22 sure you knew that.
23 The audit is complete, as I understand it.
24 We're awaiting final draft of report. We're still
25 expecting them to make a presentation to you on --

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1 at the December meeting. So, that should be an
2 agenda item, just so you know. We'll get draft
3 copies out as soon as we get them so that you have
4 a chance to look at them in advance of the
5 meeting.

6 Last item call your attention to is the
7 request, previous meetings, is to do something
8 related to plaque. I think Cindy circulated some
9 information related to just some preliminary
10 looks. I think we had some input back from at
11 least Mr. George. I don't know if we got anything
12 back from -- okay.

13 CHAIRMAN GREEN: Years. I had asked if -- if
14 we wanted to put years on.

15 MS. HOLLINGSWORTH: I --

16 CHAIRMAN GREEN: Oh, that's what I -- I
17 didn't have any problems forwarding stuff. But
18 that was my only suggestion. I don't know if it
19 took up too much space or what have you. Because

20 I know Mr. Rose was on for a while. A lot of
21 people did a lot of public service.

22 MR. GEORGE: My thought was that 24 x 18 is
23 too small. Second thought was I go with this type
24 of a \$995 plaque, that's cheap. I think we need
25 to go with the bronze plaque. And then you can

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1 have bronze things added to people with screws to
2 add them onto the bottom.

3 CHAIRMAN GREEN: So, you don't have to
4 reengrave it all the time?

5 MR. GEORGE: Right. You don't have to
6 reengrave it.

7 MR. WUELLNER: We could also have it
8 placed -- if -- if we're not trying to get it
9 indoors, which is difficult on that build -- just
10 because of the way the building's made --

11 MR. GEORGE: Yeah.

12 MR. WUELLNER: But if you want to do
13 something outside, say in that garden area,
14 landscaped area between baggage claim and the edge
15 of the building, we could have it put -- something
16 like we did with the Moser thing --

17 CHAIRMAN GREEN: Yeah.

18 MR. WUELLNER: -- up where it could be put on
19 a piece of marble or something like that.

20 MR. GEORGE: Yeah.

21 MR. WUELLNER: And that can be moved in the

22 event some day you -- you know, it could be

23 relocated to wherever you want it if it needed to

24 be later.

25 MR. GEORGE: Good point.

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1 CHAIRMAN GREEN: Okay.

2 MR. WUELLNER: Do you want -- so, am I
3 hearing you want something a little larger? You
4 want to explore whether you can get the date --
5 service dates on there also and we'll see what --
6 see what the numbers go to?

7 CHAIRMAN GREEN: Right. See if it --

8 MS. HOLLINGSWORTH: We can add the dates. If
9 we did not want the size --

10 MR. GEORGE: You get people who have it
11 twice --

12 MS. HOLLINGSWORTH: -- we can -- and that's
13 one factor. We can add dates. That particular
14 plaque was an add-on plaque where you could
15 continually add on, and you not have to redo the
16 whole plaque. You simply just add on the next
17 board member's name and years.

18 MR. WUELLNER: Or we could do it, you know,
19 where it's -- essentially frozen in time. You

20 know, this is -- this -- whoever's serving now is
21 the cutoff of who's on that plaque and then leave
22 it for future boards to whether they extend, you
23 know, a different plaque or do whatever they want
24 in the future. That way is cleaner and you've got
25 a final product. But, you know, either way works.

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1 MR. GEORGE: I've seen it so that you have a
2 bronze plaque and everybody's name is in a bronze
3 little strip.

4 MR. WUELLNER: Yeah.

5 MR. GEORGE: It gets two bronze screws --

6 MR. WUELLNER: Right.

7 MR. GEORGE: -- that screw it in, and you
8 leave 13 spaces at the end.

9 MR. WUELLNER: Right. And that's fine. I
10 mean, that's --

11 CHAIRMAN GREEN: I just don't know how bronze
12 is going to do out in the elements.

13 MR. GEORGE: Don't know.

14 MR. WUELLNER: Remember, we did the Moser one
15 and it's holding up very well. I don't know -- I
16 don't -- we'd have to look and see what it was.
17 But whatever that material was is not discoloring,
18 unlike the terminal dedication one that's on the
19 GA building which has turned green and dripping

20 down the paint over time, which is more what

21 bronze does.

22 CHAIRMAN GREEN: Yes. That's what I was

23 thinking.

24 MR. WUELLNER: Real bronze, anyway.

25 CHAIRMAN GREEN: Okay.

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1 MR. WUELLNER: I think that's it.

2 CHAIRMAN GREEN: That's it? Okay. Public
3 comment? I know Alice.

4 11. - PUBLIC COMMENT

5 MR. GEORGE: We sufficiently ran the public
6 off.

7 CHAIRMAN GREEN: Sacha?

8 MR. WUELLNER: We wore them out.

9 CHAIRMAN GREEN: Alice, did you want --
10 Alice, do you have public comment?

11 MS. SUTHERLAND: Yeah. I like this much
12 better. Everybody's gone. Sorry. We can sort of
13 have a chat now.

14 Alice Sutherland, 15 Davis Street. And I
15 just wanted to address a couple of things that
16 you've been talking about in the evening. Did I
17 turn that off?

18 MR. WUELLNER: I don't know. It doesn't
19 sound -- we have a dead battery.

20 MS. SUTHERLAND: I can -- I can speak --

21 MR. GEORGE: I hate it when that happens.

22 MR. WUELLNER: I'll stand here and you can

23 talk.

24 MS. SUTHERLAND: Okay. It's intimidating.

25 CHAIRMAN GREEN: Well, the tape has to pick

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1 it up, but that's why.

2 MR. WUELLNER: Just hold that and talk.

3 MS. SUTHERLAND: Okay. Test. That works.

4 Okay. So, just a couple of things I wanted to
5 address from what I heard in the evening. And one
6 thing was, you know, public perception being so
7 incredibly sensitive out there with Skybus and
8 things like that, I wanted to address a couple of
9 the comments Mr. George had.

10 And I can understand your caution about any
11 new commercial service. I can understand your
12 caution about Skybus lasting, you know, through
13 the duration. But if I remember correctly, I
14 think several of the -- like the repayments, the
15 amortizations of the new car rental facility was I
16 think six months, the new terminal was one year,
17 and certainly I think Skybus is going to be around
18 for even long after that.

19 (Chairman Green leaves the room.)

20 MS. SUTHERLAND: And one thing that made me
21 sort of warm up to the idea of Skybus -- and
22 believe me, before Skybus, I was sort of really
23 anticommercial coming into St. Augustine. Having
24 worked in the commercial aviation industry, I
25 wasn't real thrilled. I thought I had left it

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1 behind long ago.

2 But one thing I can say about Skybus is that
3 the capital that they raised going into, you know,
4 their operations and everything was like mega
5 times more than like Jet Blue, a very successful
6 carrier that's been operational for, you know,
7 four or five years now. And, you know, several
8 other things.

9 I like their business model. They're not
10 dependent on selling air tickets to make their
11 money. Their business model is unique in that
12 they capitalize on the advertising dollars, which
13 is apparently phenomenally more than, you know,
14 passenger ticket sales, you know, in a cheap
15 market that has that volatile fuel issue and
16 things like that. So, their business model is
17 very different from any commercial carrier out
18 there.

19 I like the fact that they're a nonconnection

20 carrier. That's where a lot of expense comes in

21 with regular commercial services.

22 (Chairman Green returns to the room.)

23 MS. SUTHERLAND: They don't have those

24 issues. So, I think if there's going to be any

25 commercial carrier out there with -- with sort of

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1 a projected success rate in -- in the coming
2 future, I think Ed secured the -- the right
3 carrier for us here at St. Augustine.

4 So, I don't really think we have to worry
5 about anything in the coming years, unless, you
6 know, something totally unforeseen happens. But I
7 think it's wise to sort of look at those sort of
8 things. But I think we got a winner with Skybus.

9 As far as the public perception of these
10 comments, I think we've got to be really careful
11 about saying, you know, if they're still around
12 and, you know, that kind of thing, because I'm
13 going to tell you, the public just latches onto
14 that kind of thing and they run with it. And the
15 next thing you know, a week later, we're going to
16 be hearing that, you know, the airport board said
17 that Skybus was failing, you know, things like
18 that. Because that's how people -- you know, the
19 telephone game, they twist things around. They

20 can read it in black and white in front of them,

21 but they don't get it a lot of times.

22 So, with that said, you know, and the, you

23 know, recouping of all the -- the payout on the

24 new facilities, the car rental facility, the new

25 terminal, I'm just -- just well done, everybody.

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1 I'm so thrilled.

2 I have a huge interest in St. Johns
3 County-St. Augustine Airport in terms of tourism.
4 I live here. I pay taxes. And I just couldn't be
5 more pleased. And I really look forward to sort
6 of hearing that, you know, permeate throughout the
7 community, because they're going to get it.
8 They're going to see what an incredible thing that
9 you all have done.

10 And it's oftentimes hard to see the -- the
11 monumental thing that you're doing when you're
12 right smack in the middle of it. But I think
13 history's going to show this incredible year that
14 the board and the airport executive staff has
15 created for all of the residents here. It's --
16 it's just beyond most people's wildest dreams,
17 when they start to catch up to the dream part,
18 anyway. Thanks.

19 CHAIRMAN GREEN: Thanks, Al. Sacha?

20 MS. MARTIN: Oh, that's not working.

21 CHAIRMAN GREEN: No, it is now. it is.

22 MS. MARTIN: It is working. Okay. Sacha

23 Martin, 133 Coastal Hollow Circle. And I live on

24 the barrier island where there's a lot of negative

25 comments about the airport. And so I'm always

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1 right up on top of that.

2 But I really wanted to say that since I've
3 been involved, since Kelly and Reba asked me to be
4 involved with helping the airport with a very
5 positive public relations image, I can't tell you
6 how impressed I've been in just the short time
7 I've been involved with the quality of the staff
8 here and with the quality of the board and -- and
9 work they're doing. And I just wish the rest of
10 the county could understand and realize that as
11 well, because there are so many negative feelings.
12 And as Alice, you know, put it very nicely, the
13 public conception is so easily damaged with --
14 with rumors.

15 And I go through this all the time with
16 Vilano Beach. Well, Publix is not coming, are
17 they? And we say we've been working on this for
18 10 years. They're coming. It's just been delayed
19 a little bit because of everything. You know. We

20 couldn't get the right permit from the DEP for the
21 coastal -- you know, east of the coastal
22 construction line.

23 But anyway, I just wanted to appreciate --
24 tell you I appreciate what you're doing very much.

25 And I would like to help you in any way I can to

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1 make the rest of the county feel that way.

2 There's so much negative.

3 Now, one of the things that I guess Alice and
4 Kelly and I are working on is to try to get a
5 handle on what the negative images are out there
6 and to answer them. And, of course, one of the
7 things is the whole financial aspect.

8 People say, "I don't care, I don't want to be
9 taxed, and if I am taxed, I want to decide whether
10 Skybus comes here or not. It has to go out for a
11 general vote." But they don't understand all of
12 the planning that has to go into something like
13 this. And they don't understand the revenues, you
14 know. They say, "Skybus isn't paying anything to
15 come in here."

16 But what I -- I came to appreciate is the
17 executive director, Mr. Wuellner, is -- he's a
18 genius. And in coming up with --

19 CHAIRMAN GREEN: Boy, I'm glad she wasn't

20 voting.

21 MS. MARTIN: -- with -- with ways of creating

22 income that are -- that are above and beyond the

23 box. I mean, that -- that are -- are -- are

24 really great ideas, that in the long -- in the

25 short term, they're less; but in the long term,

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1 they're more. And that takes a lot of -- of good
2 intelligence and not willing to just, you know, go
3 and do what he can and that's it. And there are
4 so many people in this world like that.

5 This airport, too, I -- I don't have the
6 advantage of most of you, of flying around in --
7 in your plane and going to cookouts in Key West or
8 someplace. But I will say that I have this
9 feeling -- and this airport has a wonderful sense
10 of place. And it also has an economic engine
11 that's only going to get better in the future.

12 And I think that people in this county don't value
13 that economic engine.

14 And -- and that's the point that Kelly
15 brought up, the big banner said, you know,
16 gateway -- economic gateway to St. Johns County.
17 It is. And it's an incentive for businesses to
18 come here.

19 And I'm involved with the Junkanoo -- well,

20 I've involved in everything. But anyway, the
21 Junkanoo festival, last year, we had three Vintage
22 Props & Jets aircraft chartered to bring in 70
23 people from Abaco. And unfortunately they had to
24 stop off in Daytona to clear Customs.
25 And I really think that Randy's, you know,

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1 right, that once there's a Customs facility here,
2 you're going to see an incredible jump in landings
3 and takeoffs.

4 In fact, I was just speaking to the manager
5 of Vintage Props & Jets yesterday, and I -- I
6 wrote him a whole message on how, you know, there
7 was a connection with the airport. And they are
8 actually expanding. They're -- they're now flying
9 out of Tallahassee, Naples. He said, well, we
10 just, you know, increased our business. Because I
11 was suggesting maybe he could fly out of
12 St. Augustine, you know, since he was already
13 flying into St. Augustine at least once a year
14 on -- on a charter.

15 But having that ability to be able to come
16 and clear Customs here is going to be an enormous
17 injection to the airport. Anyway, keep up what
18 you're doing.

19 CHAIRMAN GREEN: Thank you.

20 MS. MARTIN: I think actually I did a press
21 release that none of you got because Bryan called
22 me at 3 o'clock in the afternoon and said, We have
23 this PR opportunity called "Jump For A Cause"
24 where they're trying to jump out of 12 -- at 12
25 airports, do skydiving.

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1 Well, I call them parachutists, since they're
2 trying to get down as fast as they can. Skydivers
3 are if they're trying to stay up. And so I had to
4 try to call TV stations, and the TV stations
5 wanted a press release. So, I made the press
6 release. And I think I just sent it to Bryan, and
7 I guess maybe he didn't forward it to you.

8 But anyway, the whole thing -- I actually
9 never found out what the whole story was. I
10 stayed here until -- they were supposed to arrive
11 at 5:30, and I did get one TV station out here.

12 And I also want to let you know that, you
13 know, The Record is another -- another thing.
14 Somebody, I think it was Mr. Martinelli, he said,
15 When are you going to write a big story on the
16 airport for the newspaper?

17 Well, it's not that easy dealing with editors
18 who decide what goes in the paper. And I want to
19 tell you this little story, because on the day

20 that they were going to do Jump For A Cause, I

21 found out that Skybus had been hit by lightning.

22 CHAIRMAN GREEN: Right.

23 MS. MARTIN: So, I said, as a hooker to

24 the -- you always think about hookers, how to get

25 them involved into writing a story. And I said --

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1 I didn't call the editor because he would have
2 just blown me away. I called Doug Jordan, who's
3 our favorite reporter. And he's wonderful. You
4 know, he's actually freelance for the airport.
5 He's -- I mean, for the newspaper. He doesn't
6 work for them. He's freelance. So, any -- any
7 chance you get to pat Doug Jordan on the back to
8 the editor or the publisher, please do it.

9 And I said, "Oh, by the way, Skybus is also
10 going to be delayed coming in today because it was
11 hit by lightning." Of course, I didn't say -- you
12 have this picture, you know, the plane flying
13 through the air just, you know, like these horror
14 stories, and the lightning bolt comes and
15 everybody, you know -- no. It was on the ground,
16 I think, when it happened.

17 And then I think Skybus that night didn't
18 come in until 8:30. I left at 7:00. The
19 parachutists got hung up in DeLand. And I just

20 had to leave. And I think they finally arrived
21 about 8:30, and they did do the jump. But they
22 arrived by car.

23 Meanwhile, they had this plane. I mean,
24 there's so many fascinating stories. The Pilots
25 Association had -- when the -- when the two World

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1 War II planes came in -- and that's another case

2 where the paper --

3 CHAIRMAN GREEN: Didn't do a story.

4 MS. MARTIN: The next day, the paper said

5 murder guy, you know, two murders and dead fish

6 and all this stuff.

7 But I think that, you know, if we can somehow

8 figure out how to have the newspapers do more

9 positive press, it's very, very, very difficult.

10 You're at their whim.

11 CHAIRMAN GREEN: Yeah. And I appreciate all

12 your comments, Sacha. And I think that's what

13 we're so glad with the PR committee that's doing

14 such a great job now.

15 I'm going to try and wrap it up --

16 MS. MARTIN: Yeah.

17 CHAIRMAN GREEN: -- because we've been here

18 for four hours.

19 MS. MARTIN: Yeah. We need to work on all

20 the -- so, any negative stories you hear about the
21 airport, we need to know it so we can counteract
22 it.

23 MS. SUTHERLAND: We may not start them.

24 MS. MARTIN: And make some --

25 CHAIRMAN GREEN: Sure.

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1 MS. MARTIN: -- sort of presentation.

2 CHAIRMAN GREEN: Thank you.

3 MS. MARTIN: Okay.

4 CHAIRMAN GREEN: Okay. I have board
5 comments, board members. Kelly.

6 12.A. - MS. KELLY BARRERA

7 MS. BARRERA: Sacha and Alice are such great
8 assets for the airport, and we're -- we're so very
9 fortunate to have them and to have them
10 communicate the facts out in the public instead of
11 the misinformation.

12 And we're fortunate to have you, Ed, as our
13 executive director, and thank you for being our
14 executive director. And I hope you enjoy your
15 well-deserved raise.

16 MR. WUELLNER: Thank you.

17 MS. BARRERA: And I'm looking forward to -- I
18 think we've -- we've all been very conservative in
19 our financial approach to this airport. I think

20 we are all very aware of being conservative.

21 And I felt very strongly about all the

22 decisions that we've made that have been to move

23 the airport forward and in a conservative manner.

24 And I think we've done a good job with that.

25 CHAIRMAN GREEN: Jack?

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1 12.B. - MR. JOHN GORMAN

2 MR. GORMAN: Well, here goes.

3 I was disappointed by the board's reaction to
4 an open discussion of Mr. Wuellner's performance.

5 I thought and felt that we could have positive
6 concepts and a positive critic, in other words,
7 that we could actually come to some conclusions
8 that -- that may put a good spin that he could use
9 positive -- in a positive nature.

10 I keep wondering as to the FBO resurrection.

11 I call it the FBO resurrection, just from context.

12 I don't talk to the other board members. I don't
13 know another board member who keeps putting it on
14 the agenda. It won't hurt us to get an RFP,
15 though, that's true.

16 But I do not want to lose focus for the GA --
17 GA needs. In other words, the little guy always
18 gets pushed aside, and I really want to continue
19 to stress that. The RFP, like I said, isn't going

20 to hurt anything. But this FBO, FBO, I didn't put

21 it on the agenda, never have.

22 And as far as salary structure with

23 Mr. Wuellner, he does do a good job. He's very

24 bright. I'd like to structure it with an

25 incentive. My own job, hey, I don't get big

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1 raises. You know, I get -- I get dumped if I
2 don't do a great job.

3 And so -- but the -- the incentive to me is
4 everything, is I'd like to see his salary
5 structured on incentive. And like I said, if --
6 if this Skybus things works well, and it should,
7 big bonus.

8 CHAIRMAN GREEN: Buzz?

9 12.C. - MR. WAYNE GEORGE

10 MR. GEORGE: Mr. Gorman, one of the problems
11 I have with the open discussion is a similar
12 problem that I've had before, and that is, this
13 board decided how they were going to go, and you
14 waited until the day we were making the decision
15 to voice your concern. That's not a team player.

16 MR. GORMAN: That's -- there's nothing wrong
17 with -- with open discussion, sir. And I'm
18 not --

19 MR. GEORGE: I don't mind an open discussion.

20 We have had this on the agenda for three months.

21 And you waited until the last day, when we were

22 going to make a decision, to bring up your

23 concerns. Now we'll do it -- maybe we'll do it

24 another way. But my point here, it's --

25 MR. GORMAN: Did you want it to put on --

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1 MR. GEORGE: -- a slap in our face --

2 MR. GORMAN: Do you want me to put it on as
3 an agenda item to discuss how the format for the
4 discussion is?

5 MR. GEORGE: If you feel strongly enough,
6 don't wait till we're getting ready to make a
7 decision. I think it's a slap in our face that we
8 go and do our work, but because you don't like it,
9 you decide you don't want to do yours.

10 MR. GORMAN: I had no other choice but to
11 wait for the discussion of the --

12 MR. GEORGE: Okay. Well, we didn't have it,
13 so...

14 CHAIRMAN GREEN: This is -- this is comment
15 time. So, go ahead.

16 MR. GEORGE: Okay. As far as the financials
17 go, we have grant money, that when we get approved
18 for the grant, we put that on the capital -- you
19 know, we identify it on the capital because --

20 MR. GORMAN: I have to go.

21 MR. GEORGE: -- we're approved for it. Well,
22 we're approved for the PFC money every time that
23 airplane leaves.

24 (Mr. Gorman leaves the room.)

25 MR. GEORGE: So, I would like to see that

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1 money actually put into our financial statement
2 somehow or another so that we have an idea of how
3 much have we not spent, how much have we earned,
4 as opposed to handling it like the present grant
5 money. And so --

6 MR. WUELLNER: It will be. It will be a
7 requirement of FAA when they approve the PFC.
8 We're not currently collecting anything yet, so it
9 isn't an issue yet.

10 MR. GEORGE: Okay.

11 MR. WUELLNER: But it will have to be
12 accounted for through the financial statements and
13 be part of the audit. And we have reporting back
14 to FAA quarterly on it.

15 MR. GEORGE: Okay. I would like to make this
16 suggestion, that since land use -- because we all
17 went through eminent domain and we took the licks
18 on it and everything, but land use and dollars
19 that we have budgeted that goes into our financial

20 plan, because that has been such an integral part,
21 that that is a high emotional item. It is for me,
22 and I know that a lot of you guys get involved in
23 it, too.

24 I would like to suggest to Ed that whenever
25 we have something with land use or dollar budget

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1 that's got to be increased, that the board members
2 be invited to your office to discuss the options
3 before we sit here in front of the public and just
4 go through it, because that is a very high
5 emotional item with all of us. Thank you, Madam
6 Chairman.

7 CHAIRMAN GREEN: Okay.

8 MR. WUELLNER: That's a good idea.

9 12.D. - CHAIRMAN SUZANNE GREEN

10 CHAIRMAN GREEN: I just wanted to thank the
11 board. I know it's been a long meeting. We put
12 the shade meeting on top of it. So, everybody's
13 input -- and I didn't mean -- Mr. Gorman's left,
14 and I didn't mean to point fingers. But it -- I'm
15 just telling, I appreciate what the board has done
16 with input with the salary review. It's kind of
17 hard to do stuff when you don't have information.
18 And I didn't mean to pick on Mr. Gorman, but I
19 did.

20 MR. GEORGE: Yeah.

21 CHAIRMAN GREEN: Just because I wanted input

22 from everybody. Everyone should have a say-so in

23 how this airport and Staff runs and how they're

24 compensated, and that shows us doing our fiscal

25 job. So, I appreciate all that.

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1 I will try and get as much information out
2 early on the revision -- or the new contract so
3 that there's plenty of time for people to have
4 their input. So, I have nothing further.

5 13. - NEXT MEETING DATE

6 CHAIRMAN GREEN: Our next meeting is December
7 10th?

8 MR. WUELLNER: Yes.

9 CHAIRMAN GREEN: December 10th at 4:00. And
10 that should be the last one for the year, I think.
11 Okay.

12 MR. WUELLNER: Should be.

13 CHAIRMAN GREEN: Meeting adjourned. Thank
14 you.

15 (Meeting adjourned at 6:56 p.m.)

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1 REPORTER'S CERTIFICATE

2

3 STATE OF FLORIDA)

4 COUNTY OF ST. JOHNS)

5

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

7 certify that I was authorized to and did

8 stenographically report the foregoing proceedings

9 and that the transcript is a true record of my

10 stenographic notes.

11

12 Dated this 2nd day of December, 2007.

13

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

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