

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 Monday, December 17, 2007

6 from 4:04 p.m. to 6:48 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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AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

20 13. NEXT MEETING DATES 160

21 14. ADJOURNMENT 161

22

23

24

25

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

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

2 CHAIRMAN GREEN: Call to order the meeting of
3 the St. Johns County-St. Augustine Airport
4 Authority meeting. If we could stand for the
5 Pledge, please.

6 (Pledge of Allegiance.)

7 3. - APPROVAL OF MINUTES

8 CHAIRMAN GREEN: All right. Our first order
9 is the approval of the minutes. Everyone, I hope,
10 had received all their minutes electronically.
11 Are there any exceptions, objections to the
12 minutes as presented?

13 MR. BRUNSON: None for me.

14 MR. GEORGE: Move that we accept them as
15 presented.

16 CHAIRMAN GREEN: Hearing none, then we'll
17 accept the minutes as presented. Financial
18 report, Kelly?

19 4. - FINANCIAL REPORT

20 MS. BARRERA: I reviewed the financial

21 report. I found no objections or irregularities.

22 CHAIRMAN GREEN: Didn't we save one over from

23 last time? So, we have two.

24 MS. BARRERA: We have the November. Yeah,

25 November, just -- I just got today, so I haven't

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 had a chance to review it.

2 CHAIRMAN GREEN: Okay. So, these are for
3 the --

4 MS. BARRERA: October --

5 CHAIRMAN GREEN: -- October.

6 MS. BARRERA: -- financials.

7 MR. GEORGE: Do we get copies of that or do
8 I --

9 MS. BARRERA: They're right there, usually.

10 MR. GEORGE: Oh, okay.

11 CHAIRMAN GREEN: Okay. Any objections or
12 exceptions to the financial report for October?

13 (No exceptions or objections.)

14 CHAIRMAN GREEN: Hearing none, Buzz, did you
15 want --

16 MR. GEORGE: No, I just want to make a
17 comment, that we're going to be asked to look at
18 it and make a recommendation, I need to get it
19 sooner than when I sit down here, so...

20 CHAIRMAN GREEN: Well, the October ones --

21 MS. BARRERA: Were at the last meeting.

22 CHAIRMAN GREEN: Right.

23 MS. BARRERA: This should be November here

24 for this meeting. That one, I haven't reviewed.

25 MR. GEORGE: Oh, okay. All right.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: If that's the November in
2 your hands, that's for our next meeting.

3 MR. GEORGE: Okay.

4 CHAIRMAN GREEN: So, what we're speaking of
5 are the October meeting.

6 MR. GEORGE: Oh, I remember that one.

7 CHAIRMAN GREEN: Okay. Now do you have any
8 exceptions or --

9 MR. GEORGE: I do not.

10 CHAIRMAN GREEN: Okay.

11 MR. BRUNSON: Hearing none...

12 CHAIRMAN GREEN: Okay. Hearing none, then
13 we'll accept the financial report.

14 5. - AGENDA APPROVAL

15 CHAIRMAN GREEN: Agenda approval, you have
16 the meeting agenda in front of you. All right.

17 Any changes or amendments? Again, I had asked

18 that people do this prior to this meeting so we

19 know what our -- what -- we can put on here what

20 our time frame is. So, a motion to accept the

21 agenda as presented?

22 MR. GEORGE: So moved.

23 CHAIRMAN GREEN: Okay. Hearing nothing, the

24 agenda will be accepted.

25 Committee reports. MPO?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 6. - COMMITTEE REPORTS

2 MR. BRUNSON: MPO, we had a meeting on the
3 13th. And again, was a little bit of discussion
4 this time about priorities and -- and the St.
5 Johns contingency or whatever. We're pushing hard
6 for 9B and the outer beltway. And -- and we had
7 the election of officers, and we -- we strongly
8 thought that somebody from St. Johns County should
9 be at least vice chairman. That didn't happen.
10 But we have got some good officers and -- in line
11 for seats.

12 And -- and Tom Manuel was elected treasurer.
13 So, if things go, he would then become vice
14 chairman, and then two years from now would be
15 chairman. So, that's about all the report on MPO.

16 MR. GEORGE: EDC had a nice presentation or
17 an update on where they stand with the park -- I
18 mean, the -- the industrial park. And I think I
19 mentioned at the last meeting, we have a little

20 problem in that we own a big piece of what's
21 already zoned for industrial park, but because we
22 own it, we can only do a land lease ourselves.
23 I suggested to them that they look at buying
24 the rest of it, with our concurrence and, you
25 know, restrictions that we have, because most of

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 the people that are saying that they want to get
2 into an industrial park want to own the land and
3 own the building. They don't want a long-term
4 lease type of thing so -- so we might have to ask
5 for an execution of our agreement where we gave
6 them \$25,000 for the study, provided we were
7 selected, and so if we don't get selected, we get
8 the \$25- back, so...

9 MR. BRUNSON: Do you think -- excuse me,
10 Madam. Do you think that's completely accurate,
11 that most people want to own the land?

12 MR. GEORGE: It was presented by the staff,
13 and they had statistics by percentages and stuff
14 like that. But, yeah, people wanted to own the
15 land.

16 MR. BRUNSON: Hmm. I find that strange.

17 CHAIRMAN GREEN: Mr. Gorman?

18 MR. GORMAN: I have a question for you.

19 MR. GEORGE: Yeah.

20 MR. GORMAN: Is -- if we're -- part of this
21 land for this industrial park is going to be owned
22 by the airport, correct?

23 MR. GEORGE: No. What the whole thrust was,
24 Jack, was to analyze the needs for an industrial
25 park in St. Johns County. One of the reasons they

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 are saying that we have such a high residential
2 and low business is because we don't have any
3 areas identified as industrial areas which are
4 close to rail, close to the population, close to
5 blah, blah, blah.

6 There were three sites that they were going
7 to look at, which has turned into four. One of
8 them was the site that we already own most of the
9 land, too.

10 MR. GORMAN: So in other words, the
11 discussions are including using land purchased for
12 aviation use by the airport.

13 MR. GEORGE: Yes.

14 MR. GORMAN: My -- my concern being the land
15 that the airport used to be used for aviation use
16 and not for general industrial, as it was
17 originally purchased for --

18 MR. GEORGE: Yeah.

19 MR. GORMAN: -- under the statutes and all

20 that.

21 MR. GEORGE: Don't have a --

22 MR. GORMAN: Just curious as to --

23 MR. GEORGE: No, I understand what you're

24 saying.

25 MR. GORMAN: -- as to where the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 conversation's going, right. That's all.

2 MR. GEORGE: It's a lot like approving a
3 parrot house for aviation.

4 MR. GORMAN: I understand. Just curious as
5 to --

6 MR. GEORGE: But we -- we don't own all of
7 it. And I think that my speculation would be at
8 the time we bought it, the property could have
9 been used for an expansion of the airport,
10 aviation-related functions into it.

11 There's more of the property behind and
12 further to the north than what we own -- own, that
13 we do not own, that they could come in, the County
14 could purchase it and then start upgrading the --
15 you know, putting all the facilities in for roads
16 and stuff like that.

17 MR. GORMAN: So, then my second-to-last
18 question -- I'll just be brief -- is that, in
19 other words, say the County does this and it's

20 ready and we have land that could be used, they
21 want to use, but the aviation -- it is not
22 aviation purposed, can the County in fact get or
23 trade this land with us so that we can get a
24 county land elsewhere, and then they can --
25 MR. GEORGE: That's one of the options --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. GORMAN: That's probably my end question.

2 MR. GEORGE: -- that I discussed with Nick.

3 MR. GORMAN: Right.

4 MR. GEORGE: And I told him that I would have

5 to discuss it with Ed, which I did, about what are

6 the options of us taking land that we used

7 Department of Transportation funds or federal

8 funds to acquire for aviation, and in essence,

9 swapping that for land, i.e. for a second runway

10 or a runway to the west.

11 MR. GORMAN: That's exactly my thought, yes.

12 MR. GEORGE: You know -- and I think Ed's

13 going to discuss that when he gets into the land

14 acquisition plan.

15 MR. GORMAN: All right. Thank you.

16 MR. GEORGE: Yeah.

17 CHAIRMAN GREEN: Okay.

18 MR. GEORGE: Intergovernmental meets next

19 month.

20 CHAIRMAN GREEN: Next month?

21 MR. GEORGE: Yeah.

22 CHAIRMAN GREEN: Okay. Aerospace?

23 MR. WUELLNER: No meeting until --

24 MS. BARRERA: Yeah, we didn't have one this

25 month.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: -- February, I don't think.

2 CHAIRMAN GREEN: PR.

3 MS. BARRERA: The only main thing that came
4 up with the PR committee that we're looking at
5 going towards the future is Phil Boyer, the
6 president of AOPA, coming, and trying to get that
7 information out to the community in January,
8 January 12th.

9 CHAIRMAN GREEN: I just wanted to make a
10 comment, and I spoke to Sacha before I came here.
11 Just -- I don't know how long this meeting's going
12 to run, but I just wanted to mention, I received a
13 very, very nice letter. And my fault, I didn't
14 get back to the office to get it because I was
15 going to read it into the record, but I will
16 provide it to Ed -- from a citizen of St. Johns
17 County who had something happen in his life, and
18 the airport and Bjorn and a number of other
19 airport entities, they were astounded by what

20 services were available at this airport to help
21 his family when his father died and a funeral
22 situation, availability of flights and what have
23 you. And it's a very touching letter. But
24 commending the airport for what we have here.
25 And he sent it to me. He was going to send

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 it to the press, whatever, but I want -- I had a
2 preset copy, and I will provide that to Ed.

3 But it was very nice that somebody out
4 there -- and maybe we just need to get out more
5 information. But it was a good letter about what
6 the citizens can get, have available here.

7 MS. BARRERA: The only other thing I would
8 add to that is the Florida aviation business
9 magazine did a spread on St. Augustine and our
10 county airport, and I would hope that Michael
11 Slingsluff would -- would speak about that. But
12 it's a great -- a great article.

13 CHAIRMAN GREEN: Okay. Regular meeting
14 reports. Mr. Sanchez?

15 7. - REPORTS

16 COMMISSIONER SANCHEZ: Me? I don't really
17 have anything except to follow up on the
18 industrial thing. I realize part of our problem
19 has been when businesses come in -- I think we've

20 lost two or three businesses last year, that the
21 person out searching can't go back to his boss and
22 say, well, yeah, okay, we can go in St. Johns
23 County and we can start building in eight to nine
24 months. And the boss is going to say no. When
25 they want to do something, they're ready to do it.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 I had a discussion with Mr. Green from the
2 water district, and he advised me there is a fast
3 track with the water district. And, of course, I
4 said, "Oh, really?"

5 And he said, "Yeah."

6 I said, "How come we don't know about it?"

7 He said, "No one's ever asked about it."

8 I found that kind of shocking. And I think
9 that would really help the business part as far as
10 industrial development and business development.

11 So, I'm having our administrator set up an
12 appointment with Nick, our administrator, and
13 myself. We're going to go over and sit down at
14 his desk and find out just what he's talking
15 about, because I had never heard of it. So -- and
16 Nick had never heard of it. So, evidently they've
17 had it hidden real well.

18 We're going to work on that and see if we
19 can't increase the chances of getting more

20 businesses in here.

21 Unless someone's got some questions about

22 anything going on with the county, I don't really

23 have any further report.

24 CHAIRMAN GREEN: Okay. Seeing none, thank

25 you.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 COMMISSIONER SANCHEZ: Okay. Thanks.

2 CHAIRMAN GREEN: Michael, Galaxy?

3 MR. SLINGLUFF: Nothing to -- new to report

4 that -- Galaxy Aviation, other than today, I'm

5 sure Ed will allude -- give you some more on this,

6 was we had our first flight to the Boston market

7 today, which is pretty neat, and we have two

8 flights tonight. So, we're up to three flights a

9 day. Ed can tell you about the passenger loads on

10 that.

11 And, Kelly, you mentioned the FATA magazine.

12 That's sent out to about 7,000 people, flight

13 departments, commercial operations around the

14 U.S., and it -- it does feature the St. Augustine

15 Airport. Came out and it looks nice.

16 MS. BARRERA: Very nice.

17 MR. SLINGLUFF: It looks real good, so we'll

18 get a lot of coverage with it.

19 CHAIRMAN GREEN: Thank you.

20 MR. SLINGLUFF: Thank you.

21 CHAIRMAN GREEN: Is there any way we can
22 utilize that for local?

23 MS. BARRERA: I think Cindy was going to make
24 copies of it -- and Bryan had a couple of extra --
25 and e-mail it out to the different members of the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 board and also to anybody else who'd be interested
2 in receiving a copy of it.

3 CHAIRMAN GREEN: Can we send it to
4 St. Augustine Record or something that might want
5 to do something on it?

6 MR. WUELLNER: We can.

7 MR. SLINGLUFF: We can send cases of it
8 wherever you want it.

9 CHAIRMAN GREEN: I just think it would be
10 good. I mean, because local, local is what we
11 want, you know, to get -- disseminate information.

12 MS. MARTIN: You need to send it to the
13 County Commissioners, too.

14 CHAIRMAN GREEN: Okay. That's what I would
15 think. The County Commissioners, send it to the
16 media, send it to whatever, Florida Trend,
17 whatever we can, to get the word out there. Ron?

18 COMMISSIONER SANCHEZ: Anytime you might want
19 to get something out, you know, all it -- all it's

20 going to take really is just to talk with me and
21 I'll have it put on the agenda, and you just come
22 in and make a presentation to the board to update
23 the board. That automatically sends you out over
24 the government channel to everyone that's watching
25 that. And even though some of us find that kind

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 of boring, believe me, there's a lot of people
2 watch that. And they would be getting information
3 they're not getting now.

4 CHAIRMAN GREEN: Absolutely.

5 COMMISSIONER SANCHEZ: So, that's an avenue
6 to use, and it's totally free.

7 CHAIRMAN GREEN: Okay.

8 COMMISSIONER SANCHEZ: Okay?

9 MR. GEORGE: I would think that our PR
10 committee would have a press release, name and
11 address of who all press releases go to, and
12 something like this to go out to them, because
13 that might be enough to tickle them to add
14 something to it and everything. So, not just The
15 Record but all the newspapers.

16 CHAIRMAN GREEN: That's -- I was just off the
17 top of my head, whomever.

18 MR. GEORGE: Yeah.

19 CHAIRMAN GREEN: Anything. Yeah.

20 MS. BARRERA: Cindy has a list.

21 MR. BRUNSON: And -- and they're starved for
22 news. They -- they really will put it in there.

23 CHAIRMAN GREEN: Well, Kelly, if you guys
24 find out if you want to put it on the commission
25 meeting, that's fine. Just --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 COMMISSIONER SANCHEZ: And, you know, just a
2 representative to come over or -- or one of the
3 board members can come over and do it.

4 CHAIRMAN GREEN: Sure.

5 COMMISSIONER SANCHEZ: You know.

6 CHAIRMAN GREEN: We can do it.

7 MR. GEORGE: Chairman.

8 CHAIRMAN GREEN: I can do it.

9 COMMISSIONER SANCHEZ: I know you have some
10 pluses to talk about. The award you got a while
11 back is one of them.

12 CHAIRMAN GREEN: All right. If you'd just
13 let me know ahead of time, I'd be glad to unless
14 any other representative, Ed, or someone wants to
15 do it, that -- that's fine. I don't want -- just
16 I'm available to do it. If anyone wants to --

17 MS. BARRERA: That would be great.

18 CHAIRMAN GREEN: Okay. Northrop?

19 (Representative absent.)

20 CHAIRMAN GREEN: SAAPA? I didn't see Mike.

21 Oh, there he is.

22 MR. THOMPSON: I tried to get taller.

23 MR. GEORGE: You've accomplished your

24 mission.

25 MR. THOMPSON: I'm waiting to catch up with

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 Mr. Gorman. Oh, thank you.

2 This will be my last -- my last report for
3 SAAPA -- or for SAAPA, rather. Millie Huggins has
4 been elected president this year. Our immediate
5 past president, Ms. Reba Ludlow, will be taking
6 over the liaison responsibilities. And I guess
7 that's the -- the biggest news.

8 We do have Phil Boyer from AOPA will be here
9 on the 12th. I have e-mailed and asked about
10 someone that can give him a terminal tour and all
11 a little beforehand. It hasn't gotten much
12 response yet. Haven't gotten any response yet.
13 But other -- other than that, Mr. Slingluff has
14 been extremely helpful.

15 The meeting -- the normal SAAPA meeting will
16 occur at the normal SAAPA meeting time, which is 9
17 o'clock on Saturday morning. And then Mr. Boyer
18 will be here in the neighborhood of 11:30. And
19 then his -- his presentation will start at noon

20 in -- in Galaxy's hangar.

21 And we're working on getting some publicity

22 out and -- and posted in the various airports and

23 through some online venues. We're looking forward

24 to a big day. The public is invited, although I

25 can't imagine many people outside of aviation

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 interest and pilots would want to attend. But
2 anybody's welcome to attend that would -- that
3 would like to come.

4 Thank you all very much. It's been an honor
5 and a privilege to -- to talk to y'all this year.

6 CHAIRMAN GREEN: Thank you, Mike.

7 MR. GEORGE: I'd like to add one thing to
8 what you said. A lot of people probably in this
9 room don't know who Phil Boyer is. But Phil Boyer
10 is the president of the Aircraft Owners and Pilots
11 Association, probably the single largest group to
12 support general aviation across the United States
13 and really across the world, dealing with lobbying
14 and -- and the like.

15 So, it's -- I think it would behoove somebody
16 from Staff to spend an hour or so in showing him
17 around, Ed, if I can get a commitment to that.

18 MR. WUELLNER: Yeah.

19 MR. GEORGE: Okay.

20 MS. BARRERA: I think they're 450,000 strong.

21 MR. GEORGE: How many?

22 MS. BARRERA: Four hundred and fifty

23 thousand.

24 MR. GEORGE: Four hundred and fifty

25 thousand --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. BARRERA: Membership strong.

2 MR. GEORGE: The president's coming here.

3 MS. BARRERA: Right. I mean, it's a big deal
4 for our area.

5 MR. GEORGE: Yeah.

6 MS. BARRERA: It's a very big deal.

7 MR. GEORGE: Yeah.

8 MS. BARRERA: Something for everybody to be
9 excited about, and anybody here in this room could
10 come and listen to him speak.

11 CHAIRMAN GREEN: That's Saturday, January
12 12th?

13 MS. BARRERA: Uh-huh.

14 CHAIRMAN GREEN: And he'll -- his
15 presentation starts around noon?

16 MR. THOMPSON: Yes, ma'am.

17 CHAIRMAN GREEN: Okay. So, his time here is
18 short. But, yeah, that would be very good if we
19 could at least get someone to show him around the

20 terminal for a little bit before.

21 MR. GEORGE: I'm sure he might want to see

22 the field and just to understand from our side of

23 it what -- what we see as lacking, what we

24 question is going to continue funding-wise and --

25 and the like. Get him on our side, yeah.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. BARRERA: Another thing to add on to
2 that, Wayne, is that anybody from the public can
3 get a tour of the airport. Bryan conducts tours
4 all the time. It would be best to have it during
5 his work hours, of course. But he does do that
6 for the public.

7 MR. GEORGE: Good.

8 CHAIRMAN GREEN: Okay. Bjorn? I did not see
9 Bjorn. Doug?

10 MR. BURNETT: Just a sort of a more of an FYI
11 as to what I've been up to, because a lot of times
12 you don't see it or -- or know what's going on.
13 We've been working on some interesting issues.
14 And -- and on this weekly telephone conferences
15 that I have with the folks at Grumman working on
16 some issues related to their leasehold and what --
17 how we define their leasehold, had some old leases
18 that we've now gotten put in one of these
19 notebooks that we can track and figure out what's

20 going on.

21 But -- and interesting is we're modernizing

22 the legal descriptions. Unlike many of the

23 tenants that you have on the property, Grumman is

24 one of those tenants that actually owns some of

25 their own dirt underneath their buildings. And

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 where those lines are drawn and the like, we've
2 been working through some issues there.

3 Wrapping up some issues with Galaxy Aviation.
4 Working on the rental car agreement. Working on
5 now a taxicab agreement. And in fact, I had asked
6 some -- Ed some questions about that before we
7 started the meeting.

8 And I -- I'm foreseeing that with the RFPs
9 that are going on, it looks like we may be working
10 on another couple of other contracts here in the
11 future, including the advertising-related
12 contracts potentially. So, that's about it.

13 I won't steal the rest of Ed's thunder,
14 because I may speak about some of the other agenda
15 items that are on there for today.

16 CHAIRMAN GREEN: Okay. Tower?

17 MR. WUELLNER: I believe David's out of town.

18 Is this on? Okay. All right. Let's try that.

19 Had the battery in backwards. The -- just happens

20 some days.

21 All right. The traffic report is up on the
22 screen. Eighty-four -- you're about 8400 ops
23 below the 2008 forecast.

24 MR. BURNETT: Ed, it's -- I don't think it's
25 picking up.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: Off again? Okay.

2 MR. BURNETT: Now it's working.

3 MR. WUELLNER: It is?

4 MR. BURNETT: Is it a Duracell or an
5 Energizer?

6 MR. WUELLNER: It doesn't look to be battery.

7 It looks maybe some other operator error on my
8 end. Anyway, it's about 8400 below the forecast.

9 And I -- I've really got to tell you, I think
10 you're -- you're staring at fuel-related --

11 fuel-related decreases in activity over all.

12 We've seen from 2005-2007, fuel's literally twice
13 as expensive as it was, so...

14 MR. GEORGE: That would be an interesting
15 chart to see. And I don't know of anybody that's
16 got that information, but we could show year by
17 year what the average price of fuel went, because
18 I think it definitely had a big impact on it.

19 MR. WUELLNER: Affects flight training,

20 flights -- you know, everything. Because that --
21 ultimately the students pay for the fuel one way
22 or another in a flight training agreement also.

23 MR. GEORGE: Well, we have added two
24 additional with Skybus, and those two additional
25 takeoffs and landings a day is 120 for the month.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 And when we complete our 42 hangars in March and
2 get those occupied, that should increase it
3 somewhat also.

4 MR. WUELLNER: I would think so.

5 MS. BARRERA: And -- and I'd just like to
6 point out something that Bryan mentioned to me. I
7 think it needs to be brought up when we're looking
8 at the traffic count. This is for when the
9 tower's operational. So, this is only a 14-hour
10 picture that's taken account in this -- in this
11 slide.

12 MR. WUELLNER: Exactly right.

13 MS. BARRERA: So, when the -- when some of
14 those flights are occurring and the -- and the
15 tower is closed, they're not even being marked on
16 this.

17 MR. GEORGE: The same ones weren't being
18 marked 2004.

19 MS. BARRERA: Not necessarily, because you've

20 got -- you've got Skybus coming in after tower

21 closes.

22 MR. BRUNSON: Haven't had Skybus at night,

23 yet, have we?

24 MR. WUELLNER: Okay.

25 MS. BARRERA: A better picture.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Okay. Project updates.

2 8. - PROJECT UPDATES

3 MR. WUELLNER: Project updates, we have

4 several things to bring to your attention,

5 T-hangar development; the rental car facility

6 developments; terminal operations report; and

7 marketing and public relations; and leasing

8 activities.

9 First on the list is the T-hangar

10 development. Have to report construction is

11 underway, as you're well aware of. Slab work

12 should begin this month or later this month. I've

13 seen they've started putting Crushcrete down under

14 where the slabs will actually be poured in -- in

15 most of these places. And it's really shaping up.

16 Still looking at early 2008.

17 Matt sent me an aerial here that we put up on

18 the screen for you that gives you an idea how that

19 lays out. I think Andre over at the Old City

20 Helicopter took this in one of his fly-bys and
21 gave us a shot of it here. But you can get a feel
22 for how the buildings are laying out on the
23 property and how the stands of trees are still
24 there and, you know, get -- kind of get a feel for
25 how the plan's, you know, becoming reality back

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 there, complete with, you know, drainage retention
2 areas down in this area. And, of course, you can
3 easily start picking out where the hangar
4 buildings begin to lay out. So, it's -- it's
5 coming along very well. So, we're very pleased
6 with that. And expect great progress over the
7 next month or so.

8 Next, rental car facility information. It is
9 in design now, as approved back in November.
10 Expect to bid this project in January, during the
11 month of January. Hasn't really appreciably
12 changed from what was originally given to you
13 about -- when the project was presented for the
14 engineering agreement signed.

15 We will try to bring this back to you at the
16 January meeting with the final plans and specs
17 available, so if there are any last-minute
18 comments before that would normally go out to bid,
19 we will do that.

20 Basically, provide space for three tenant --
21 tenant rental car companies and all of the makeup,
22 as well as vehicle prep areas, and even public
23 access to those areas or to -- to certain areas to
24 be able to do local rentals in addition to
25 aircraft-related or airline-related rentals.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 And no appreciable change in budget at this
2 point. It's all pretty much fitting in nicely at
3 this -- at this point. We'll be able to update
4 you with the engineer estimate at the point we go
5 to bid, too, so --

6 CHAIRMAN GREEN: That's what I was wondering.

7 MR. WUELLNER: -- should be able to get
8 final, our best guess, what it will look like
9 after it's bid in terms of numbers. So,
10 everything looks good.

11 And as Doug alluded to, we're wrapping up the
12 agreements with the rental car companies. We have
13 a meeting two days from now to meet with attorneys
14 and -- and senior staff at the rental car
15 companies and get those agreements executed so
16 that we get in the queue beginning to collect
17 the -- the concession fees related to the
18 agreement. So...

19 CHAIRMAN GREEN: How much do you see now

20 with -- I know we're just -- we're just commencing

21 the night service in Boston and whatever,

22 congestion do you see without having this right

23 now?

24 MR. WUELLNER: I don't think it's workable

25 right now. We've already -- we've had -- just

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 give you an update on the flow. The last -- in
2 the last, I want to say it was Thursday, TSA
3 showed up and found rental car gate open down the
4 street, which, you know, thankfully we're still in
5 a learning curve with TSA, and they were kind
6 enough to not fine the airport for the gate being
7 opened. But it just illustrates the problems
8 trying to make this fit in an area it's not
9 designed to be in.

10 And we have since moved the rental car return
11 area to the area -- you may have noticed the
12 parking blocks along the service road out front.
13 That's literally become the rental car return area
14 now. And the parking lot down the street that's
15 outside the fence is now the pickup area for the
16 vehicles, so the rental car companies are staging
17 those vehicles outside the fence and then
18 resecuring that during peak times, which would be
19 evenings in this case.

20 There's -- there's still a possibility that
21 we have to -- the rental car companies have to
22 escort rental car pickups out the gate or through
23 the gate and -- and back out. So, we're -- we're
24 watching that development to see how it goes. We
25 expect the real crunch over the next two weeks as

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 we get through the holiday period. Once we're
2 through the holiday period, I think we'll
3 normalize again and it will be manageable all
4 outside the fence.

5 But literally we're using right-of-way of
6 roads and -- and parking lot that really wasn't
7 designed for rental cars that -- to make sure the
8 rental cars operation still works.

9 We're also working with our tenant rental car
10 companies to try and vacate as much of the
11 terminal area parking lot as possible over the
12 next two weeks and operate remotely as possible so
13 that that lot becomes available to the maximum
14 extent over the holidays, also, because we really
15 believe we'll probably max out, especially for
16 several days, the entire parking operation
17 associated with the terminal. So, while that's
18 good news for the revenue bottom line, it does
19 create some operational issues that we're working

20 through.

21 And we -- we expect the parking lot portion

22 of this, just as a last FYI on this, to be usable

23 by March. And we're exploring with the engineers

24 some -- some rev -- not innovative, but certainly

25 some creative uses of -- of pervious pavement

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 which will allow water to drain through elements
2 of an asphalt-type material which will allow us to
3 develop closer to some of the larger trees in
4 that -- in that parcel, without impacting the root
5 systems and the like. So, it will actually
6 maximize the use of the property a little bit
7 better.

8 Product seems to be really good, and that
9 seems to be a pretty good location for it. So,
10 we're -- that's -- that's in the mix right now.

11 Not necessarily for the whole parking lot, because
12 that would be probably overkill of the product.

13 But certainly around larger trees where, you know,
14 you would -- you would literally cut them off from
15 their food supply and water supply to the trees.

16 So, in order to keep those -- those trees going,
17 we're going to -- we're going to explore some of
18 those methods.

19 CHAIRMAN GREEN: Within our cost?

20 MR. WUELLNER: Yeah, yeah. Absolutely. And
21 it's not -- it's an interesting product in that
22 it -- it doesn't require you to do the drainage
23 preparation for it. So, where -- what you spend
24 extra on the product, you don't spend on site work
25 and moving water and holding it in spots. So,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 it -- it's certainly got some advantages and some
2 disadvantages.

3 I don't think it's ever going to be an
4 airfield kind of pavement just by virtue of how
5 it's designed. But it's got some great uses for
6 light -- or lighter weight vehicles like cars and
7 light trucks.

8 All right. Terminal operation milestones.
9 November traffic inbound was 3613 passengers,
10 outbound was 3540 for the month of November, which
11 represents an 82 percent load factor. So, traffic
12 remains strong at this point with the airline.

13 Evening operations, you're probably aware
14 that we went to nighttime arrivals and departures
15 for the single flight a day for the period of
16 December 5th through yesterday evening. And
17 beginning today, we pick up two additional
18 flights, so we still have two evening arrivals and
19 departures. And to my knowledge, hasn't generated

20 still a single noise complaint or any other issue

21 related to the airline operation here.

22 And we picked up -- now we have a daily round

23 trip to the Boston market and a second round trip

24 to Columbus. And we still pick up an

25 additional -- or I should say a new round trip

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 city, with Greensboro, beginning January 15th.

2 So, that will come in at about noon each day.

3 So, currently we have arrivals first thing in
4 the morning. First arrival is scheduled at 7:50
5 a.m. And the last departure is scheduled out at
6 10:35 at night. That certainly varied. There are
7 a lot of weather issues this time of year, and
8 that -- that's been all over. It's been as late
9 as 2 o'clock in the morning and it's been as early
10 as on time. So, that's all over the place.

11 MR. GEORGE: Where's the 7:15 arrival coming
12 from?

13 MR. WUELLNER: The 7:50 arrival comes from
14 Columbus and goes outbound to Boston.

15 MR. GEORGE: Okay.

16 MR. WUELLNER: And then the 9 o'clock arrival
17 in the evening is the inbound from Boston, with an
18 outbound to Columbus.

19 MR. GEORGE: Okay.

20 MR. WUELLNER: Followed by a round trip to
21 Columbus at that point right after it.
22 And then the -- the January flight is a
23 noontime flight. I think it arrives a few minutes
24 before 12:00 and leaves a few minutes after 12:00
25 each day. And that's strictly an up-back to

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 Greensboro.

2 Any other -- any Skybus questions or any
3 curiosities at this point? Yes, sir.

4 MR. GORMAN: As far as their staff levels
5 that they are going to require, that's a concern
6 of mine. In other words, you said they're going
7 to be adding staff to comply with FAA regulations
8 as to, you know, staff levels for whatever
9 logistics they need.

10 MR. WUELLNER: Right.

11 MR. GORMAN: And my only concern was that
12 they be on Skybus's payroll, not ours.

13 MR. WUELLNER: Yeah. Well, that's not really
14 how the arrangements work for that. That's part
15 of our -- that comes out of our revenue side.
16 That's a part of that airline financial model that
17 we presented a few weeks back, six weeks back.

18 MR. GORMAN: So, they have to be municipal
19 employees?

20 MR. WUELLNER: They do not have to be, but
21 they don't -- they don't employ anybody on
22 St. Augustine Airport. And -- and they don't do
23 that anywhere else.

24 MR. GORMAN: I'm just concerned with
25 building -- building staff that may have to then

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 be let go later should there be anything else --

2 MR. WUELLNER: Well, we start --

3 MR. GORMAN: Just trying to put it on their
4 ticket, not ours.

5 MR. WUELLNER: Yeah. It's -- it's paid for
6 out of the revenue side of the airline operation.

7 It is a single full-time position, basically, that
8 we're dividing into two part-time positions to
9 cover the hours we need during the time. Daytime
10 ops are covered by existing staff.

11 MR. GORMAN: So, specifically, we are adding
12 municipal employees?

13 MR. WUELLNER: We're adding one employee --
14 well, one full-time position. Equivalent of two
15 part-times in this case.

16 MR. GORMAN: And how many over the next 12
17 months do you feel we'll have to add?

18 MR. WUELLNER: I don't anticipate anymore
19 after that. We only need to have one, and it's

20 only required for the after-hours portion of the

21 flight when the tower's closed.

22 MR. GORMAN: I just wanted to be specific.

23 Thank you.

24 CHAIRMAN GREEN: I know when you say "two

25 part-time," that also limits us as to exposure for

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 whatever a full-time benefit person would be.

2 MR. WUELLNER: To some degree. You know,
3 after, it think it's 90 days or six months, we --
4 we're required by statute to include them in
5 Florida retirement after that point. But --

6 CHAIRMAN GREEN: Even if they're only part
7 time?

8 MR. WUELLNER: Yes.

9 CHAIRMAN GREEN: Okay.

10 MR. WUELLNER: You just don't have a choice
11 in that.

12 MR. BRUNSON: Ed, just curious. Have you --
13 have you -- are you through interviewing? Have
14 you had the people now you want?

15 MR. WUELLNER: Yeah. We had, I don't even
16 remember the total, but it was probably --

17 MS. HOLLINGSWORTH: Well over 50.

18 MR. WUELLNER: -- well over 50 applicants. I
19 know we narrowed it down to 8 or 10, talked about

20 a bunch of them. We've interviewed three at this
21 point, hoping to come to some conclusion in the
22 next day or so.

23 MR. BRUNSON: Yeah. I know you'll be glad --

24 MR. WUELLNER: A lot of good applicants.

25 MR. BRUNSON: -- so you don't have to work at

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 night.

2 MR. WUELLNER: Yeah, that would be nice. You
3 know, Kevin and I have pretty much been trading
4 that a couple of nights each at a time. Works out
5 pretty well. We're -- we're enjoying it. Other
6 than the cold last night, it was short-sleeve
7 weather for the three days prior.

8 Nothing new to report on leases at this
9 point. We're -- we're pretty much updated as a
10 result of the project updates. Here we go.

11 MR. GEORGE: Ed, I'm sorry to go back to one.

12 MR. WUELLNER: That's all right.

13 MR. GEORGE: Have you investigated the
14 possibility of getting FAA to keep the tower open
15 for another two hours or whatever --

16 MR. WUELLNER: We are -- we are working that.
17 Unfortunately, it's like a six-month process to
18 get through to get hours extended.

19 MR. GEORGE: Okay. Fine. But it has been

20 started.

21 MR. WUELLNER: We are trying to justify it,

22 because it requires a justification to them. It's

23 not simply just asking. You've got to have

24 operations that average at least four operations

25 per hour. You want to extend it averaged over 90

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 days, so you have to first develop the data and
2 make sure you meet the minimum requirements. Then
3 you get in the queue for them to add to the
4 contract, FAA's contract with RVA that -- that
5 mans the tower. So, it's -- there's nothing quick
6 about the response to it. They can do an
7 occasional special event, but they're not set up
8 to do -- to do nightly extensions.

9 And so far, honestly, I don't -- I'd say that
10 only 50 or 60 percent of the later-flight
11 operations would occur within even a two-hour
12 extension. So, you know, you'd be in a sense
13 almost unnecessarily extending the -- the
14 operating hours of the tower for a takeoff and a
15 landing.

16 I'm not seeing a lot of -- I've been out
17 there now better part of two weeks, as has Kevin,
18 and, I mean, I couldn't tell you right now that we
19 probably satisfy the requirement, to be honest

20 with you. You just -- part of that's because it's
21 not -- the service isn't available, so some --
22 some needs go with the turf. Okay. Yeah, I think
23 that's --

24 CHAIRMAN GREEN: Agenda item?

25 9.A. - PROJECT INSPECTION AGREEMENT FOR

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 SOUTH DEVELOPMENT

2 MR. WUELLNER: Yeah. First item I have is
3 the RPR services for the T-hangar development
4 area, the recommended award to Passero at
5 \$120,000, and that would be subject to FDOT
6 concurrence, which we -- just got in his hands
7 this evening. That equates to about 3 percent of
8 the total budget process. Typically, this could
9 be as much as 8 or 9 percent of the total project
10 budget.

11 Keep in mind that the T-hangar project, which
12 is a combination of two things, which is the --
13 the hangar buildings themselves, as well as the
14 site work, those represent about just under a \$4
15 million total project. So, it's not -- \$120,000
16 isn't out of -- out of the well -- or realm of
17 normal for a project of that size. That
18 represents about 3 percent of the project.

19 And -- and in order to assure that we're

20 getting what we're paying for out on that job
21 site, they've been literally kind of covering that
22 for the last 30 days while construction's been
23 ongoing. So, it would be our recommendation you
24 approve the contract with Passero for the
25 engineering services, for the RPR services.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Reba? Public -- public
2 comment, I'm going to open up. Reba, you had a --
3 nothing? I had nobody else on this one. Board
4 comment?

5 MR. GORMAN: Just one. It's another one of
6 my slightly acidic comments. I mean, we had a
7 \$74,000 loss. They're doing a good job -- and so
8 we had a loss before. Due to this -- and it can
9 be discussible as to who -- who and why and what,
10 but can we get a little discount on \$120-? Let's
11 say 20 percent off? A little special there
12 because we had to pay \$74,000 for the discrepancy
13 before? And I rest my case. That's all.

14 MR. WUELLNER: Okay.

15 CHAIRMAN GREEN: Any other board comment?

16 MR. BRUNSON: With this \$120-, we'll still be
17 in budget?

18 MR. WUELLNER: Yeah. And it is eligible
19 under the FDOT reimbursement, too. It's an

20 eligible item, let's put it that way.

21 MR. BRUNSON: Well, I think it might be a

22 value.

23 MR. WUELLNER: Oh.

24 MR. BRUNSON: And that we need somebody to

25 check behind us.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: It's a big project.

2 MR. BRUNSON: It's -- that's a lot of money
3 for the amount of time you're talking about, but I
4 think in ratio, it would be worth it for the
5 project.

6 MR. WUELLNER: Keep in mind your project
7 duration is between six and seven months, I mean,
8 so you're literally paying a full-time person to
9 be overseeing that -- that aspect of the project
10 for -- for seven months.

11 CHAIRMAN GREEN: Any further comment?

12 MR. BRUNSON: Ed, is -- is this -- in your
13 opinion, is this negotiable?

14 MR. WUELLNER: Only in that you could
15 possibly look at ways to reduce the total hours
16 commitment. But the total length of the project
17 is pretty well fixed by contract. These guys
18 are -- at least right now, they're working from 7
19 a.m. till dark, at least the site guys are. I

20 expect that to back off a little bit when they get
21 into the building part of it for -- for daylight
22 reasons only.
23 I don't know. It's -- you tell me I'm going
24 to negotiate it with them and that's what we're
25 going to do.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: I just don't want anything
2 to happen as we had before. I'd rather have
3 someone on-site watching it, responsible.

4 MR. GEORGE: Well, I've heard some stories
5 about what they've already found, so...

6 CHAIRMAN GREEN: Yeah.

7 MR. GEORGE: I make a motion we approve
8 the -- making the award to Passero, \$120,000, for
9 this project.

10 CHAIRMAN GREEN: Is there a second?

11 MS. BARRERA: I'll second it.

12 CHAIRMAN GREEN: Any further board
13 discussion?

14 (No further discussion.)

15 CHAIRMAN GREEN: All in favor of accepting --
16 I'm sorry.

17 MR. BRUNSON: We've had a motion and a
18 second. Can we have a discussion?

19 CHAIRMAN GREEN: That's what I said, any

20 further board discussion?

21 MR. BRUNSON: Okay. Just I would -- I would

22 like to review this and -- and see if there's a

23 possibility of -- of the percentage being lowered

24 to 2 percent.

25 MR. GEORGE: My reaction to that is if Ed

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 says that this typically is an 8 percent deal, and
2 we got it down to 3 percent, that's -- that's an
3 indication to me that Passero is working with us
4 on it. But...

5 MR. BRUNSON: And I know they are, but 3
6 percent of a \$4 million project, and the time
7 spent and -- and what the normal cost-plus, and --
8 and you have liabilities, and I know Passero has
9 liabilities of making recommendation reports and
10 so forth and -- but just personally, I think --
11 and I think we need this desperately, and I'm
12 glad -- I'm glad we're going to do this. But I
13 just think that --

14 MR. WUELLNER: It's about \$40,000 difference
15 from what -- what you're saying at 2 --

16 CHAIRMAN GREEN: From 3 to 2.

17 MR. WUELLNER: -- 3 to 2 is.

18 MR. BRUNSON: And -- but I certainly support
19 the -- them being awarded the contract to do this,

20 and I'm grateful they are. But I just know that
21 what I do is -- in my building business and
22 cost-plus and so forth, that this figure of 8
23 percent, that seems high to me, too.

24 CHAIRMAN GREEN: Ed, where did you get that
25 figure of 8 percent as typical? Just --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: Just typical --

2 CHAIRMAN GREEN: -- in the industry?

3 MR. WUELLNER: Typical on our jobs. They run
4 them close to 8 percent on them. The total
5 engineering related to jobs typically gets up
6 close to 20, 25 percent of the job. So -- doesn't
7 always, but just --

8 CHAIRMAN GREEN: Right.

9 MR. WUELLNER: -- it depends on types of
10 projects.

11 CHAIRMAN GREEN: And would this 3 percent be
12 one of the lowest we've had?

13 MR. WUELLNER: I would say it would be, yeah,
14 other than when we tried that brief period of
15 trying do it in-house, which we were advised not
16 to do.

17 CHAIRMAN GREEN: Uh-huh. All right. Any
18 further board comment?

19 (No further discussion.)

20 CHAIRMAN GREEN: I have a first and a second,
21 so take a vote. All in favor of accepting Staff's
22 recommendation, say aye.

23 MR. BRUNSON: Aye.

24 MR. GEORGE: Aye.

25 MS. BARRERA: Aye.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Aye.

2 MR. GORMAN: Aye.

3 CHAIRMAN GREEN: All opposed?

4 (No opposition.)

5 CHAIRMAN GREEN: None opposed, then the
6 recommendation of Staff will pass.

7 9.B. - RFP TERMINAL ADVERTISING SERVICES

8 MR. WUELLNER: Okay. Now that we spent a
9 little money, let's make a little money.

10 The next item I have is a suggestion that we
11 go ahead and prepare and solicit for terminal
12 advertising services in and around the terminal,
13 commercial terminal in particular, and to a
14 limited extent can even be expanded into the GA
15 terminal.

16 First looks of that with people who do this
17 for a living estimated that there's somewhere
18 between \$80- and \$120,000 a year in new revenue
19 available through advertising in the commercial

20 terminal in particular. There's no cost
21 expectation to the Authority, meaning there's no
22 output of money. It's a -- it's a percentage of
23 the revenue derived from the ads, is basically how
24 it's done. And -- and it really will depend on
25 the -- the proposals we get, but I would expect it

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 will be anywhere from 40 to 60 percent return to
2 the Airport Authority, depending on nature of the
3 RFP that ultimately gets out there.

4 It would take, you know, typically 60 to 90
5 days to get through selecting a firm -- doing the
6 advertising, selecting the firm, getting somebody
7 actively engaged in selling those advertisements
8 and the like.

9 The firm I talked to appears to put it in the
10 context of taking kind of a -- what I call
11 holistic approach in the whole terminal area, in
12 other words, making the advertising and -- and how
13 it's used in the terminal part of the larger plan
14 and making it fit in terms of not just sticking
15 things on walls and -- and selling that space, but
16 making it almost into a design service, if you
17 will, or an interior design kind of concept in
18 that -- in that what they do is design to
19 complement the building, not just be harsh

20 advertising all over the place.

21 And we -- to a limited extent, we can control

22 the types of ads that are sold to -- to a

23 reasonable extent, too, so that we don't have, you

24 know, strip club down the street being the primary

25 advertiser in the terminal or something along that

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 line. You can limit, you know, what you -- what's
2 acceptable in the public terminal.

3 CHAIRMAN GREEN: And I have to do public
4 first.

5 MR. GORMAN: That's fine.

6 MR. WUELLNER: And at the conclusion of this,
7 we need to talk about how to do the selection
8 process, if we're going to do that, you know,
9 somewhat classically, solicit the proposals and
10 then interview firms to do this, or you could form
11 a committee or something to make a recommendation
12 back to the Authority, what -- whatever suits
13 your -- whatever you would like to do.

14 CHAIRMAN GREEN: Going to open it to public
15 comment.

16 MR. WUELLNER: This isn't as complicated as a
17 consultant selection in the truest sense, but...

18 CHAIRMAN GREEN: Reba, you're the only one
19 that --

20 MS. LUDLOW: I'm good.

21 CHAIRMAN GREEN: You had a public comment,

22 Mr. Gorman?

23 MR. GORMAN: I was just curious as to the

24 revenue stream, how they were going to base that.

25 In other words, this -- in other words, the -- you

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 can base a revenue from advertising on passenger
2 counts, or you can base it on -- one of the odder
3 ways I've seen is per inquiries. How do they --
4 have you got any idea how you would like to play
5 that or -- or how are you thinking about doing
6 that?

7 MR. WUELLNER: The only numbers that we ran
8 were related to this -- call it a hundred thousand
9 dollar number. And when you plugged it into
10 expected enplanements over here --

11 MR. GORMAN: So, it would be --

12 MR. WUELLNER: -- you're looking at about a
13 dollar a passenger, which is huge. I can tell you
14 the national average is in the 10 to 15 cents a
15 passenger kind of return on advertising. But
16 you're talking huger -- huge.

17 MR. GORMAN: Talking about zero load to
18 the -- to the Authority.

19 MR. WUELLNER: Zero load, yeah, exactly.

20 MR. GORMAN: So, they're doing digital kiosks

21 and things like that.

22 MR. WUELLNER: They're doing -- any of those

23 kind of expenses, they're -- with the exception of

24 it's lighted or something like that, would be, you

25 know, plugged into our outlet.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. GORMAN: Like electricity, right.

2 CHAIRMAN GREEN: So, in other words, they --
3 they work on commission, the advertising company.

4 MR. WUELLNER: Essentially that's what you're
5 doing, is you're hiring a firm to handle the
6 sales, and they work on commission and we get the
7 rest. And that would be based on how they propose
8 it, so...

9 CHAIRMAN GREEN: Sure.

10 MR. BRUNSON: Do -- do we need board approval
11 for this? It seems like something this --
12 something you would do.

13 MR. WUELLNER: You know --

14 MR. BRUNSON: You know, if you want us to
15 look at your --

16 MR. WUELLNER: It does --

17 MR. BRUNSON: -- the -- the company you
18 select are good, but this seems a no-brainer to
19 me.

20 MR. WUELLNER: Ordinarily, you would solicit
21 proposals for something like this, just -- just to
22 be sure you're getting the best possible revenues.

23 MR. BRUNSON: You look at the proposal and --

24 CHAIRMAN GREEN: Well, I think what Ed's
25 saying is, you know, some may propose 10 cents a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 passenger, some may propose a dollar a passenger.

2 So, we can look at the income revenue stream to

3 see what we would look at.

4 MR. BRUNSON: Yeah.

5 CHAIRMAN GREEN: But I agree with you; this

6 is no outlay.

7 MR. WUELLNER: You're going to want to pick

8 the firm that mixes the best in here, as well as

9 what performs the best relative to revenue.

10 MR. BRUNSON: And you know the industry, and

11 I'm sure you'll do it.

12 MR. WUELLNER: Yeah.

13 CHAIRMAN GREEN: Okay. Then I'll entertain a

14 motion.

15 MR. BRUNSON: Make a motion --

16 CHAIRMAN GREEN: Don't need one? Or just --

17 or just direction?

18 MR. WUELLNER: I -- if that's what you want

19 to do, if you want to go ahead and I'll get the

20 RFP out and then ultimately you'll select who the

21 firm is.

22 CHAIRMAN GREEN: Let's just do a motion since

23 it involves income --

24 MR. BRUNSON: Motion to approve Staff's

25 recommendation for the advertising in the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 terminal.

2 CHAIRMAN GREEN: Second?

3 MR. GORMAN: Second.

4 CHAIRMAN GREEN: Any further board

5 discussion?

6 (No further discussion.)

7 CHAIRMAN GREEN: All in favor of taking

8 Staff's direction as far as the advertising, say

9 aye.

10 MR. BRUNSON: Aye.

11 CHAIRMAN GREEN: Aye.

12 MR. GEORGE: Aye.

13 MS. BARRERA: Aye.

14 MR. GORMAN: Aye.

15 CHAIRMAN GREEN: Any opposed?

16 (No opposition.)

17 CHAIRMAN GREEN: Hearing none opposed, motion

18 passes.

19 9.C. - SOUTH DEVELOPMENT - PARK DISCUSSION

20 MR. WUELLNER: Okay. And now we would turn

21 this over to Mr. Cooper. Would you like the --

22 MR. COOPER: Could you work the thing for

23 me --

24 MR. WUELLNER: I'll be happy to do it.

25 MR. COOPER: -- and I'll just point up here?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 I want to stay away from that end of the table.

2 MR. WUELLNER: We can get you the hand-held
3 mic.

4 MR. COOPER: At one of the previous board
5 meetings, Ed had brought forth a budget where he
6 put in \$25,000 for design of the park in Araquay
7 Park. And I went to Ed and asked him, could I
8 take and do that project myself instead of
9 spending the \$25,000 to have our engineers design
10 it. And he agreed to do that. I'm sorry I did
11 that, but I did. I --

12 MR. BRUNSON: You -- you want to take that
13 back now?

14 MR. COOPER: Too late. I tried. I had -- I
15 had spent a lot of time with a number of people
16 over the last couple of years talking about this
17 park. And based on that, these are my ideas.
18 Some of them are my ideas of -- of what we had all
19 agreed on.

20 And first of all, I want to talk about the
21 purpose and the use of the park. And I saw it as
22 having four purposes: The buffer between us and
23 other neighborhoods; a wellness trail, that just
24 sort of fell into that for free; environmental
25 education, which I think there's a public

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 relations aspect to that which is probably the
2 main use; and then we had talked about an airfield
3 observation deck for people that want to come and
4 watch airplanes take -- come and take off and
5 land.

6 Can you flip to the next thing? A couple of
7 years ago, or about a year ago, we had talked
8 about -- Andrew and I, when we were talking about
9 this tree project and we talked about the park, we
10 knew that was coming down as phase two of that,
11 that project that won the environmental award in
12 the state. And this was a very conceptual idea of
13 where that trail would be, right up here where the
14 observation deck would be. We saved this -- this
15 boat dock here. We were able to save that and get
16 a DEP permit for the use of that.

17 And we didn't know what the hangar
18 configuration would be, where this roadway would
19 be, and how far the roadway would go. And at that

20 time, we didn't even know exactly where this
21 retention pond would be. So, that was very
22 conceptual.
23 And that's all I just wanted to say at this
24 point, is that that's not exactly where the trail
25 is going to be proposed to you, or we'll come back

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 to you.

2 Ed, can you flip to the next one? An aerial
3 shot from that. This is -- is from about where
4 runway 1 -- 31/13 is at. And this would be the
5 main section of the park. This is the boat dock.
6 The observation deck's somewhere in this area
7 here. And the trail would be -- circle around
8 through this and follow along the edge of this
9 creek and this wetland issues. Use the boat dock
10 as part of that. Come around.

11 Can you flip to the next one? Looking at it
12 from -- from back in the other direction, come
13 along here this side of the retention pond, curve
14 back down here. This goes quite a bit off -- off
15 the screen here. And I vision -- envision the
16 parking lot somewhere back in here, depending on
17 exactly where that roadway and the hangar
18 development's going to be.

19 Can you flip to the next one? Let me just

20 talk about each one of those things. The
21 neighborhood buffer, we're talking about adding a
22 lot of landscape. We use landscaping to fill in
23 and knock down the noise level and the views from
24 people in the neighborhood across the creek. I
25 don't know which we're trying to eliminate, what

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 we see or what they see.

2 But go ahead and flip to the next one. The
3 wellness trail. Since we're putting a trail in, I
4 thought this is a freebee, so we can add this
5 through there. We'll put distance markers on it.
6 Approximate total distance, it's going to be in
7 excess of one mile. I've already -- I know that
8 from going out there and -- and rolling it. We'll
9 put markers there to indicate that. You can have
10 resting points, benches, stretching rails, some of
11 the other things that I've seen on trails around
12 other parks in the area.

13 Flip to the next one. The environmental
14 education, I thought, was one of the most
15 important parts of this. And that's what we
16 thought we would continue on. I have a lot of
17 signage that will point out environmental issues,
18 what types of foliage, what types of trees, types
19 of preservation, importance of preservation, those

20 environmental issues. And then talk a little bit,
21 as we spread those signs out, about the airport's
22 commitment to environmental issues.

23 Flip it. The observation deck. And this is
24 something that's happened around -- around the
25 country. A lot of people -- you'll see this in a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 lot of airports, where people come and they just
2 want to watch airports take off and land. We see
3 them sometimes just parked up here on the highway,
4 which is not the best way to do it. You see them
5 at Orlando International where they park on the
6 edge of the fence where the planes come over.

7 Recently, Jacksonville has built an
8 observation area for people to do that. It
9 happens all over the country, and that's not new.

10 That's -- that's something that we'd like to do
11 where we can have some control over that and do it
12 in a safer factor.

13 So, we thought, well, at the environmental
14 part, why not go ahead and just put that
15 observation deck on the end of that trail or the
16 halfway point. And that way, we can do all of
17 that.

18 Expected typical uses, school field trips for
19 environmental reasons. We can show the

20 environmental, you can show a transition from a
21 pristine wetland and a creek up to a heavy
22 industrial use like the airport or the runway.
23 The wellness trail, public relations tours,
24 environmental tours, and whatever else that --
25 that we can think of that might end up being used

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 for that.

2 One more time. We put together a team. Ed
3 was afraid to turn that loose with just me, so he
4 said get some other people involved. Of course,
5 we -- Jack has been champion of the environmental
6 aspect of that project.

7 I talked with George Getsinger with National
8 Marine Fisheries. I've shown him the project,
9 talked with him two or three times over the last
10 year and a half. He's excited about it and wants
11 to get involved.

12 Christine Wentzel from the Water Management
13 District and environmental scientist with them,
14 shown her the area. She's excited about it, wants
15 to be involved.

16 Mary Willis, of course you've met her, a
17 local resident interested in the area.

18 Joe Jones we thought was going to be involved
19 with it. He thought he was, too. But he's

20 decided not to be involved. And in his place is

21 Carl Blow, another resident in St. Augustine,

22 long-time resident.

23 MR. BRUNSON: And he's also on the Port and

24 Waterway.

25 MR. COOPER: Yes. He's on a couple of

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 boards, Port and Waterway and also St. Augustine
2 Planning and Zoning Board.

3 Andrew, who's been involved from day one who
4 gives me a lot of guidance on that, and I bounce a
5 lot of things off of him. He gets me straight
6 every once in a while.

7 Beverly Birkitt with Birkitt Environmental
8 out of Tampa. Beverly's been over here very, very
9 heavily involved in environmental issues around
10 the state. That's all her company does. And
11 she's doing this, again, pro bono.

12 And then, of course, Kevin Harvey, because
13 I'm going to ask him to do the majority of this
14 work in-house so we don't have to pay a lot of
15 money.

16 So, basically, I think we can do probably 80,
17 90 percent of this in-house, I think. Some of
18 the -- if we build an observation deck, I don't
19 think we can do that. And the repairs and updates

20 on that residential boat dock to make it available
21 for public use would be something else I'd rather
22 have somebody else do. And then, of course,
23 myself.

24 So, that's the team that we're going to put
25 together. And we have not met together. We'll do

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 that shortly after any comments the board may make
2 and start putting the plans together, what we'd
3 like to bring back to you. Things we don't have,
4 we don't have a budget for it, so we don't know
5 how much money we're going to spend.

6 So, I guess we'll come back and tell you this
7 is how much it's going to cost and you can say yea
8 or nay on that, cut it out.

9 MR. GEORGE: The biggest cost, Bryan, would
10 be the road?

11 MR. COOPER: Could we go back to that slide
12 with the road on it, the second slide? There you
13 go. The roadway, as shown from here, comes back
14 down through here to these hangars. And then in
15 the original thing, we talked about coming around
16 here and a parking lot here.

17 Now, the people I talked to, we don't -- the
18 park doesn't need the road. We don't need it past
19 the parking lot here. And I don't envision that

20 here. We need -- I hope it's going to end up over
21 here somewhere near this retention pond so this
22 can be part of it. Instead of a square retention
23 pond, this is -- is more like, you know, like a
24 natural pond or a natural lake.

25 So, from the park standpoint, we don't need

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 the road. And what we do understand now is that
2 we're going to have to fence between the park
3 that's available to the public and that roadway.

4 This roadway is going to be accessed to any
5 hangars that's built there or anything else that
6 would be down this way for the road. We can't
7 have public having free access to that, because
8 it's too easy, of course, for them simply to get
9 on that taxiway and out on the runway, which is --
10 is not something that we can have.

11 So, at some point, we'll have to create an
12 entrance to the park that's separate from the
13 airport, a fence and a gate. And so that will
14 be -- the roadway will be on the airside of that
15 fence, not on the park side. So, I don't see the
16 roadway being part of the park, but the roadway is
17 what's going to drive where the park goes.

18 We have some issues that we've got to work
19 out, like for here, an -- an example, when you

20 take where the swale is here and -- and come back
21 to where you're going to put the road, you have a
22 limitation on how close you can get to the
23 wetlands for the trail. And I don't have the
24 space there. So, the road -- you know, we're
25 going to have to do a little negotiating with the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 County and the Water Management District to get
2 past that.

3 But the roadway, I don't see being part of
4 the park in any distance that it goes past where
5 it needs to, is a detriment to the park, in my
6 mind. So, I know there's going to be some
7 negotiations going on there.

8 CHAIRMAN GREEN: Can I ask for public?

9 MR. COOPER: Suit yourself.

10 CHAIRMAN GREEN: Okay. Any public comment?

11 Reba, you had --

12 MS. LUDLOW: Yes.

13 CHAIRMAN GREEN: I need you to -- well, you
14 can grab --

15 MS. LUDLOW: It isn't that important.

16 CHAIRMAN GREEN: I know, but we can't get you
17 on the record. I'm sorry.

18 MS. LUDLOW: I -- I'm sorry. Reba Ludlow.

19 Where is the fence going to be? I mean, you're

20 going to have -- are you going to do chain link

21 fence there? Is that what it is?

22 MR. COOPER: I suspect it will be chain link

23 fence. I think FAA requirements and TSA

24 requirements are going to require an 8-foot chain

25 link fence. Will be close to the edge of the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 road, but the closer to the road that it gets, the
2 more buffer we can create and the more foliage and
3 trees that we can put in there. So, if -- if this
4 were the road where it's going to go, it would be
5 along the edge of the road.

6 MS. LUDLOW: And then you're going to have
7 to --

8 MR. COOPER: And then where it comes up here,
9 it would come down -- here, there's a fence there.
10 But a new fence would be put in and then not
11 necessarily around the observation deck, but out
12 to it.

13 MS. LUDLOW: Security.

14 MR. COOPER: And security's one of the issues
15 we'll be talking about.

16 MR. WUELLNER: In most cases, the road will
17 be on the outside of the fence.

18 MR. COOPER: Yes. Airside of the fence.

19 MR. GEORGE: This side of the fence?

20 MR. COOPER: Airside.

21 MR. WUELLNER: No. Fence will be -- will

22 delineate between the road and airside. We won't

23 have the road --

24 MR. GEORGE: He's thinking about --

25 MR. WUELLNER: It will be a public road. It

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 will not be an internal service road to the
2 airport.

3 MR. COOPER: Okay. You're -- you're seeing
4 that different than what we had seen it. But,
5 again, that's -- direction will be given, I guess.

6 CHAIRMAN GREEN: Is that it, Reba?

7 MR. WUELLNER: It shouldn't matter,
8 ultimately.

9 CHAIRMAN GREEN: Okay. Victor, you had --

10 MR. MARTINELLI: Just what -- what is the
11 acreage, the total acreage of the park?

12 MR. COOPER: I -- I don't have that, and --
13 and the reason I don't have that, Vic, is because
14 as -- as you see it down here, if it starts over
15 here, this part here, which is about
16 three-quarters of an acre right here, well, that
17 would double that, and the same thing up at the
18 other end, depending on how much of this we end up
19 with and how much we lose here. My gut feeling is

20 it's going to be in the neighborhood of between

21 six to ten acres.

22 MR. MARTINELLI: Great. I think that's a

23 great promotional point that, you know, can be

24 capitalized on, Kelly, in the PR side.

25 MS. BARRERA: Agreed.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: And that's probably a really
2 good estimate on the size.

3 MR. BRUNSON: Bryan?

4 CHAIRMAN GREEN: Are there anymore -- is
5 there anymore public comment?

6 (No further discussion.)

7 CHAIRMAN GREEN: Okay. Board comment.

8 MR. BRUNSON: Just one simple question, a
9 couple of comments. What's your crystal ball,
10 say, that you keep with you, the boat dock there,
11 is that -- what kind of repair is that in and --
12 and what -- what do you envision there?

13 MR. COOPER: Well, it needs a lot of repair
14 work.

15 MR. BRUNSON: Okay.

16 MR. COOPER: But to -- to change -- there's
17 three or four pilings that need to be replaced.
18 The other thing is, it's a residential boat dock,
19 doesn't have railings on the side, and you can't

20 use that for public -- for a public boat dock.

21 You've got to have the railings so you can't walk

22 out and just fall off. And also for ADA

23 requirements.

24 Even though the person that lived there had a

25 wheelchair that went out and got in his boat in a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 wheelchair, but -- but the public can't do that.

2 So, we have to make it safer than it is.

3 I suspect that there will be considerable
4 repairs on that. Now, not a total rebuild, but to
5 put the side railings on it, and there's three or
6 four of the -- of the pilings that will need to be
7 replaced, and there's also out here on -- there's
8 a lift here. I think the lift could be
9 eliminated. I don't think we need a boat lift
10 there. But I think that's going to be an expense.

11 MR. BRUNSON: As a comment, I'm extremely
12 excited about this, and I'm happy that you're
13 going to take it on, because this is your love and
14 Jack's.

15 Another comment, I can't speak for SAAPA, and
16 I can't speak for -- a hundred percent for the
17 Yacht Club and for the Builders Council, but when
18 it comes to building the observation deck, we have
19 so many talented people, we can show you work

20 we've done with the boat dock and observation if
21 we had the design and what you want, I think -- I
22 think we could get that done without any cost as
23 far as the labor.

24 MR. COOPER: Well, that's very encouraging,
25 because I thought that was going to be one of our

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 biggest expenses other than the cost of actually
2 the trail itself or whatever we -- product we
3 choose to -- to make that out of.

4 MR. BRUNSON: Sure. You've got people in the
5 Pilots Association that are architects and
6 builders that would just be so glad to get
7 involved in that.

8 MR. GEORGE: What about the Pilots
9 Association's request to build a -- I'm sorry?

10 CHAIRMAN GREEN: Clubhouse?

11 MR. GEORGE: A clubhouse with an observation
12 deck on top of it, or not an observation deck.
13 But I think that their written request that they
14 presented to this board was they would like to
15 have that considered, and maybe they could trade
16 off some of the rent of the building to
17 maintaining, being responsible for the maintenance
18 of the main park area at least out on the end.
19 Has that been brought to your attention at all?

20 MR. COOPER: No, it hasn't. I -- I saw the
21 drawing, the handmade single-sheet drawing that
22 someone did sort of like on -- on a single piece
23 of paper.

24 MR. GEORGE: Whatever it is.

25 MR. COOPER: Yeah, whatever it was -- with

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 that. I have -- I think that would work great for
2 the Pilots Association.

3 What was shown there I don't think would work
4 for a public park for two or three reasons. I
5 think it would be difficult to get an observation
6 deck on the top of a building that would meet ADA
7 requirements and be safe for children and people
8 that may want to use that park. That's just one
9 thing that first came to mind.

10 The other thing is that that building was
11 shown airside, and a public park -- airside
12 meaning it has access onto the runway. And I
13 think it would be difficult to take and have the
14 public into something that has airside access,
15 without an awful lot of control there.

16 MR. GEORGE: I think that that's a known
17 detail that we'll have plenty of backup authority
18 for saying that ain't going to happen. Okay? But
19 I was asking about considering in your analysis of

20 what to do in that area of putting a building up.

21 Just because the Pilots Association said they

22 wanted airside doesn't -- basically, what you

23 said, they don't -- you're not going to get on it

24 the airside.

25 MR. COOPER: Okay. I -- you know, I have a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 whole file folder full of notes of things for the
2 committee to address, and I'll certainly add that
3 to it, because I think that question's going to
4 come up more than once.

5 (Mr. Brunson leaves the room.)

6 MR. COOPER: And maybe there is a way that it
7 could -- could be made to work. But --

8 MR. GEORGE: Yeah.

9 MR. COOPER: But I'll certainly discuss
10 that -- or have the committee discuss that. I
11 have no preconceived thoughts about that one way
12 or the other, except that the difficulty in
13 integrating something that is open to the public
14 that is something that's airside, I know that's --

15 CHAIRMAN GREEN: Security.

16 MR. COOPER: -- very difficult, not possible.

17 CHAIRMAN GREEN: What -- what's your time
18 frame, Bryan? I mean, I know you're starting a
19 committee and --

20 MR. COOPER: Well, I -- I've told everybody
21 on that list that after this meeting and whatever
22 input was -- was -- came out of this meeting, that
23 I would try and have us get together at least once
24 before the end of this year, which means before
25 Christmas, and lay out what we're going to do, go

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 over all of the questions, and give them in
2 writing the notes that I have and any direction
3 with Ed or -- or the board gives us, and -- and
4 start coming up with a plan.

5 I -- I think, I honestly believe, with all of
6 the stuff that I've already collected and the
7 discussions I've already had with the people, that
8 within a couple of months, we could come back to
9 you with a plan. And I also -- we have
10 identified -- Andrew has been very helpful in
11 this -- on something that I knew about but didn't
12 know the details of, on sources of funding other
13 than the Florida DOT, FDOT.

14 There's other sources of funding for this
15 specific type of project. And I think that we
16 might be able to get funding. That's been a major
17 issue. We didn't have money in the budget this
18 year to create this project. But if those funds
19 can be obtained in a short amount of time, maybe

20 we could do that this year; otherwise, we'll come
21 up with the plan, keep refining it, and then in
22 next year's budget talk about it.

23 CHAIRMAN GREEN: Like a park service or
24 environmental or --

25 MR. COOPER: The DEP has grants, the FRDAP --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 FRDAP grants.

2 CHAIRMAN GREEN: Okay. Any further board
3 discussion?

4 MR. GORMAN: Just real quick. I might
5 mention that the total acreage used is -- is
6 marginal. It's really going to be right adjacent
7 to wetlands. So, its actual commercial use is --
8 is almost nonsensical. And it's -- it's best used
9 as a park, you know, for those --

10 (Mr. Brunson returns to the room.)

11 MR. GORMAN: -- that would say, oh, you --
12 you know, you've got to use all that acreage.
13 It's basically swamp, but it's pretty swamp.

14 And my only thought is, before everybody gets
15 scared about cost, let's keep it simple stupid.
16 You know, it's the kiss philosophy, I mean, lots
17 of -- lots of lime rock. And -- almost my own
18 vision. Maybe a committee will have more vision
19 than I have. But keep it simple, lots of lime

20 rock, informational posts, simple construction.

21 If you fix a dock, just fix it. Don't, you know,

22 make a grandiose dock. Don't need it.

23 And the discussion -- the discussions can be

24 creative and can be fun. I'd like to see -- if we

25 have any buildings, I'd like to see multiple use.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 In other words, if you've got a building, let's
2 make it a multiple-use building. Then we can do
3 all manner of things without spending too much
4 money.

5 Lots of lime rock, not much road,
6 multiple-use buildings. Let's see what the
7 committee comes up with.

8 CHAIRMAN GREEN: Can't we keep that in the
9 back of our minds and still do whatever you need
10 to do with the trail, thinking, well, there's
11 space over there for a multiple use building if we
12 need it or something over there so --

13 MR. GORMAN: Sure. That's what the
14 committee's for, absolutely, with -- with the
15 engineering firm.

16 CHAIRMAN GREEN: Because I don't want to
17 renege that at all or take that away. But options
18 as we go into phases or something should be there.

19 MR. GORMAN: That's why we use more than --

20 more than one person.

21 CHAIRMAN GREEN: Okay. Anymore board

22 discussion?

23 MS. BARRERA: The only other thing I'd add to

24 what both you and Jack said, which I agree with

25 both of you, is doing it in phases and having

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 multiple uses for anything that you come up with,
2 would be, you could also invite somebody from the
3 County extension office to help you with the
4 marking of the plants in that area, because that's
5 their expertise.

6 MR. COOPER: Yes. And -- and that's also --
7 George and Christine are excellent in that. And
8 I've had a couple of recommendations, one from Ed,
9 about someone from the County environmental
10 department. And -- and I may bring that person
11 into this committee too and make it an even ten.

12 But, yeah, I think the signage and what is
13 said and how much, what size, all of those types
14 of things about signage is probably very, very
15 important to this park.

16 CHAIRMAN GREEN: Okay.

17 MR. COOPER: Any other information anybody
18 needs? I -- I don't think --

19 CHAIRMAN GREEN: I think we look forward to

20 soon, a couple of months, whenever you guys can --

21 that's a lot of work to accomplish before the end

22 of the year, but...

23 MR. BRUNSON: Oh, no. Not for Bryan.

24 MR. COOPER: Well, I've done a lot, believe

25 me. A lot's already been accomplished.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Okay. Thank you, Bryan.

2 MR. WUELLNER: Okay. At the last -- I'm off
3 again. Okay. Is that better? Is that on?

4 MR. MARTINELLI: Yes.

5 9.D. - ALTERNATIVE LOCATIONS FOR CUSTOMS

6 MR. WUELLNER: At the last meeting, we were
7 asked to come back with some locations for U.S.
8 Customs and evaluate and review those. We did so
9 individually with -- with Mr. George last week, I
10 think it was, and walked through those -- those
11 sites and explained the issues that surrounded
12 most of the places we did look.

13 As you recall, you approved us to get started
14 on design. We now need to just kind of finalize
15 the location so we can get the adaptation of site
16 done as a part of that design work now, too.

17 This slide, prepared by Passero, kind of
18 illustrates the locations that were looked at.

19 The only thing it doesn't show is where we were

20 actually proposing to do it, which is right here
21 (indicating). Actually, it's right about where we
22 are right now.
23 We looked at a number of sites, including the
24 north area, off of what is Hawkeye View Lane.
25 This site seemed to have an operating -- an

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 increased cost factor with it of about, what is
2 it, 1.75, so almost two times as much.

3 And most of that, as I -- as I said early --
4 last week -- or last month, that most of that's
5 related to getting the core infrastructure to
6 those sites. It's related to water, sewer, access
7 roads, things like that, and/or in some cases,
8 maybe even some environmental issues that would
9 require mitigation and additional expense.

10 Two areas, one over here, adjacent to the
11 parking lot extensions that -- that have gone on,
12 not a bad site, but again, you've got utility
13 issues that are significant back there, and
14 currently no public access to that back point.
15 So, you're looking at a cost factor of probably at
16 least twice as much.

17 We looked at alternative locations in and
18 around the existing GA terminal area. Frankly,
19 there's -- there's nothing available and there's

20 nothing that could even be remodeled reasonably to
21 satisfy the space requirements of the -- of the
22 facility, and nothing that could even be used
23 temporarily under their guidelines.

24 The last site we looked at was up essentially
25 in the area adjacent to where we just saw the park

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 as an -- as an area. You've got an access issue
2 as it stands today. You also have water and sewer
3 issues of getting it back to that site. And until
4 the road's built back there, you certainly have an
5 access issue for the public to even be able to get
6 back to the U.S. Customs facility.

7 So, all in all, you know, we're -- we're
8 still internally stuck on this location in that
9 the -- with the tower there, the electrical vault,
10 and -- and T-hangars, the maintenance building,
11 the future FBO site, all of those things, the site
12 is in -- pretty much buildable as it stands today
13 with just normal hookups to existing utilities.

14 So, in our -- in our opinion, it still
15 represents the best value for the project. And --
16 and also, it's a nice central location, easily
17 found and easily directed to transient pilots who
18 would need -- might need Customs services in and
19 out of the country. But just simply describing it

20 at the base of the tower makes it a fairly easy

21 find on the airport.

22 CHAIRMAN GREEN: Okay. Reba, you were the

23 only one with public comment. Did you have any?

24 MR. MARTINELLI: I have one, too.

25 MS. LUDLOW: No. No public comment.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: All right. Victor, you
2 wanted one? It's not marked, but I'd be glad to.

3 MR. MARTINELLI: I'm sorry.

4 CHAIRMAN GREEN: That's okay.

5 MR. MARTINELLI: I meant to mark it.

6 CHAIRMAN GREEN: Go ahead.

7 MR. MARTINELLI: Hi. Victor Martinelli,
8 Ponte Vedra Beach.

9 Just forgetting the cost implications, where
10 it was initially planned to be, to me, made an
11 awful lot of sense, because if you're going to
12 look at this airport as a future port of entry,
13 which will save an awful lot of people up our way
14 from having to go down south to -- to get across
15 the -- to the islands and so on, it would make a
16 lot of sense, make it most convenient for those
17 people. And the place where it was originally
18 planned to be seemed to me to be the best.

19 CHAIRMAN GREEN: Thank you. More public

20 comment? Board comment?

21 MR. BRUNSON: I agree with Victor.

22 CHAIRMAN GREEN: My question is, when you

23 made a comment about close to the tower because

24 utilities and whatever, and possible close to the

25 second potential FBO site, how secure is that

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 second potential FBO site that that's where it
2 might be?

3 MR. WUELLNER: Well, it's -- we're going to
4 touch on it just real briefly --

5 CHAIRMAN GREEN: I know. I just --

6 MR. WUELLNER: -- in a minute, but --

7 CHAIRMAN GREEN: There are five other
8 locations for the second FBO or --

9 MR. WUELLNER: Well, the FBO is, currently,
10 you're reserving space adjacent to that. It's
11 not --

12 CHAIRMAN GREEN: Right.

13 MR. WUELLNER: -- not a part of it. But it
14 is adjacent to it. It's in this area here
15 (indicating). This is -- this is generally that
16 area that we were holding, with the apron off to
17 the side here. So, certainly, it's -- it's --
18 it's in close proximity to that. But you -- you
19 ultimately decide where the second FBO goes.

20 CHAIRMAN GREEN: No, I understand that, but
21 it makes sense, what you're telling me as far as
22 hookup with utilities and everything else,
23 electric, with the tower, and then the second FBO,
24 it makes sense to kind of keep it all in the same
25 general location. And I didn't know if the second

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 FBO -- I know that's where we had discussed -- if
2 it was just now not feasible and it's across the
3 airfield somewhere.

4 MR. WUELLNER: No, it's about -- the FBO site
5 is a little over a five-acre site, as it sits
6 right now, at least for the building site.

7 CHAIRMAN GREEN: Right.

8 MR. GEORGE: What's the budget on this, and
9 is it in this year's budget?

10 MR. WUELLNER: It is in this year's budget,
11 and -- and it's --

12 MR. GEORGE: Five seventy-five?

13 MR. WUELLNER: Something like that.

14 MR. GEORGE: Same as the -- yeah, \$575-.

15 MR. WUELLNER: It's approximately the same
16 budget, yeah.

17 MR. GEORGE: Okay. Do you want to talk about
18 the ARFF facility at the same time? I would
19 appreciate --

20 MR. WUELLNER: We can, in context. One of
21 the -- the items we were -- as a part of that
22 discussion of location of Customs was the
23 placement of future ARFF services, which is
24 airport rescue and firefighting. Follow that
25 bouncing ball. But, basically, we were looking at

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 an area here as one of the real potential sites
2 for that. We have also looked at this site. And
3 there are other sites that will, you know, be
4 looked at in terms of feasible.

5 But one of the -- one of the attractive parts
6 here is it's going to be proximate to Taxiway
7 Bravo, which, when extended to the south, will
8 essentially create an instant nonstop route, so to
9 speak, from one end of the main runway to the
10 other, which is consistent with the Part 139
11 requirements that are out there for response for
12 ARFF vehicles.

13 So, it plays as a very good location. It
14 also -- that's something that I'm sure I'll be
15 working closely with this newly formed park
16 committee to -- to see if there are ways to
17 integrate any of the park kind of infrastructure,
18 such as the access road, even joint use of
19 restrooms in the -- in the structure that would be

20 less expensive than stand-alone. That will be
21 something I'm sure we'll talk about. Even
22 integrating the observation deck perhaps into the
23 structure of the ARFF facility, of an ARFF
24 facility, if that is the location we ultimately --
25 the decision is made to build it there.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 And we're -- we're looking at an FAA project
2 here. This is not an FDOT project. So, you're
3 looking at potentially 90 percent funded by either
4 FAA grant monies directly, combination of that,
5 and PFCs. But at the end of the day, it's
6 relatively inexpensive versus the Authority buying
7 it and doing it themselves.

8 And the access to that site can certainly be
9 a part of that grant to -- to build the station.

10 So, you may solve your road issue as a part of
11 building the ARFF facility at that location, too,
12 or at least have that alternative on the table.

13 MR. GEORGE: Thank you.

14 CHAIRMAN GREEN: Any further board
15 discussion?

16 MR. GEORGE: Someone had told me that there
17 was going to be a little tightness there with
18 egress and ingress of multiple airplanes trying to
19 stop at Customs because of the small ramp that we

20 have there.

21 MR. WUELLNER: At least right now, they

22 don't -- Customs' feel was that that two parking

23 place area that's kind of in the -- I don't --

24 didn't bring the other site up -- was adequate for

25 most of the time. It's not -- at least initially,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 it doesn't require any additional activity over
2 there.

3 In a worst-case scenario, the area that's
4 reserved here is the -- I say shown here, as in
5 the building restriction line, could be improved
6 and even widened somewhat for additional pavement,
7 should it be necessary in that area, because you
8 can park aircraft in the BRO; you just can't put
9 structures up. So, there's additional area that
10 could be filled if it -- if it became necessary
11 for volume of Customs traffic.

12 MR. GEORGE: So, you're saying across that
13 taxiway --

14 MR. WUELLNER: Has potential.

15 MR. GEORGE: -- of being a -- the expansion
16 area, that if I get two airplanes that are big
17 enough into the Customs area, and I need a third
18 one, they would just park them over there and say
19 "Stay with your airplane until something frees

20 up." So --

21 MR. WUELLNER: Yeah. There's even a way

22 to -- if it's a small aircraft, as in your

23 example, it could even be allocated on to the

24 self-fuel apron as a -- as a stopgap there, too.

25 You have now three entrances there. So, as long

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 as it -- it met the requirements for Customs,
2 meaning the person stayed with the aircraft and
3 then effect was isolated until cleared --

4 MR. GEORGE: Right. Well, that would
5 isolation, is what I was --

6 MR. WUELLNER: It would -- at least
7 initially, it would not be a designated location,
8 but if it looked like that was going to be a
9 recurring problem, it could be easily made to
10 that.

11 MR. GEORGE: Okay. All right.

12 MR. WUELLNER: Just some marking.

13 CHAIRMAN GREEN: Any further board
14 discussion?

15 What direction? I mean, I -- I like the
16 original location, I mean, with all the cost
17 increases and availability of utilities and
18 whatever.

19 MR. GEORGE: My objection last time was cost.

20 And the cost was, we approved this park and this
21 whole southern development area four years ago,
22 and we -- we're getting off the ground with our
23 first hangars going in, because we've got the
24 infrastructure, but we're not doing anything for
25 the park.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 So, I was looking for a way for somebody to
2 pay for, you know, in a grant that we'd have
3 matching funds -- we don't have that now -- to pay
4 for the road. And I think using that as an ARFF
5 facility --

6 MR. GORMAN: Are we talking about the ARFF
7 now or are we talking about the Customs facility?
8 You're talking about the ARFF, and they're still
9 talking about the Customs facility.

10 MR. GEORGE: I'm looking at the --

11 CHAIRMAN GREEN: The entire picture.

12 MR. GEORGE: -- overall objection that I had
13 to it at the last meeting was because I didn't see
14 anything happening on the road to get back to this
15 area that is going to be the park. And I thought
16 this was an opportunity, if we could put Customs
17 on the other side of the field and have them pay
18 for some of the road to get there, that we were to
19 the good.

20 Well, after sitting with Andrew and Ed, it
21 seems like that this is a better approach, is to
22 put the ARFF over there, because one, it's federal
23 funds, and federal, with safety and everything,
24 have a little bit broader spectrum of what they
25 can put grant money to. Therefore, with that one

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 ruled out, I think that would be a good place for
2 the Customs, is where it was presented.

3 CHAIRMAN GREEN: Ed, do you need some
4 direction from us?

5 MR. WUELLNER: I just -- if -- basically,
6 concurrence that that site's okay, and we'll --
7 we'll let them adapt building to site as they go
8 along here.

9 CHAIRMAN GREEN: I think the way --

10 MR. WUELLNER: Otherwise, no.

11 CHAIRMAN GREEN: -- you've looked at it,
12 Buzz, and all the cost analysis and -- and down
13 the road with federal funding and all of that
14 makes more sense. It ties in nicely with --
15 Bryan, with the park analysis as well.

16 MR. BRUNSON: Yeah, I think the -- that site
17 gives engineering good -- good direction to go
18 ahead. That's what I --

19 MR. WUELLNER: If no objection, that's what

20 we'll do then.

21 CHAIRMAN GREEN: Okay.

22 MR. WUELLNER: All right. So...

23 MR. COOPER: Could I ask a question? Did you

24 just approve the Customs facility over by the

25 tower?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. GEORGE: Yes.

2 MR. WUELLNER: Yes.

3 MR. COOPER: Okay.

4 CHAIRMAN GREEN: Yeah.

5 MR. WUELLNER: At least that's what we all
6 think we did.

7 CHAIRMAN GREEN: Right. Well, that -- it
8 was --

9 MR. GORMAN: We don't need to -- we don't
10 need to vote on it. We just --

11 CHAIRMAN GREEN: The direction was the last
12 recommendation, which we have now looked at the
13 different areas, locations, and gone back to what
14 the original offer was --

15 MR. GEORGE: Right.

16 CHAIRMAN GREEN: -- which was by the tower.
17 And because it works with the park and with ARFF
18 being in the same vicinity.

19 MR. BRUNSON: That's what I think.

20 MR. COOPER: If it -- if you're talking about
21 the ARFF station over on the other side, I think
22 that creates more problems --

23 MR. BRUNSON: I can't hear.

24 MR. COOPER: -- than it solves.

25 MR. GEORGE: We're not talking about --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: No. We're not talking about
2 the -- well, no, we're talking everything in the
3 same vicinity, not across on the other side.

4 MR. GORMAN: Yeah, we're not -- we have not
5 approved the ARFF location.

6 MR. WUELLNER: No.

7 CHAIRMAN GREEN: No.

8 MR. GORMAN: We are approving the Customs.

9 MR. GEORGE: Exactly.

10 MS. BARRERA: I make a motion that we accept
11 the original location that was selected for
12 Customs.

13 CHAIRMAN GREEN: Is there a second?

14 MR. BRUNSON: Second.

15 CHAIRMAN GREEN: Any further discussion?

16 I just want to make sure that's still in line
17 with all our plans that we discussed with the park
18 and potential ARFF down the road, et cetera.

19 All in favor?

20 MR. BRUNSON: Aye.

21 CHAIRMAN GREEN: Aye.

22 MR. GEORGE: Aye.

23 MS. BARRERA: Aye.

24 MR. GORMAN: Aye.

25 CHAIRMAN GREEN: All opposed?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 (No opposition.)

2 CHAIRMAN GREEN: Hearing none opposed, then
3 we go forward with engineering designs.

4 9.E. - 2ND FBO RFP

5 MR. WUELLNER: Okay. Next item I have is we
6 walked away -- this is -- this is Staff now --
7 walked away from the last meeting where we felt
8 less than prepared to create the RFP for the FBO
9 still. And I created a series of questions or
10 items that would -- ordinarily we would want to
11 include in the RFP when we do go out for it. And
12 I don't know whether you want to walk through
13 these tonight. There are two or three slides'
14 worth of those kind of questions.

15 I can get -- e-mail you those two or three
16 slides' worth of information, and you can kind of
17 think about it for a few weeks, and we can, you
18 know, kind of try to compile those answers and
19 come back with something at your January meeting,

20 or we can just kind of walk through them tonight.
21 Some of them are more complicated than others, but
22 some of them are just simple yes, nos, or -- or
23 let's do it this way. But some of them are more
24 complicated than others.
25 But you can see the questions right now,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 you're looking at about a 5.14 acre parcel that's
2 available that we're currently reserving.

3 Are you looking to include any additional
4 land anywhere else in that RFP, or the apron
5 under -- put that under the recently built apron
6 under the control of the FBO? If so, we need to
7 create language that makes sure the FBO
8 understands that and -- and the limitations on its
9 use because of how it was built, by that meaning
10 the kind of money that was -- federal dollars in
11 it.

12 Obviously, we're looking for a full-service
13 FBO based on the last -- last Authority meeting.
14 We -- we get that part of it. That's about it.

15 MR. GORMAN: Is that -- we are looking for a
16 full-service FBO based on the last discussion?

17 MR. WUELLNER: Yes, with an emphasis on the
18 light -- the light aircraft.

19 MR. GORMAN: Okay. I wanted to get that set

20 again.

21 MR. WUELLNER: It -- it becomes a focus point

22 in there, but it's not a limiter in terms of the

23 FBO. And then the -- as I understood it, we left

24 it that if we had no responses with that as a

25 focal point, then we just either repackage it or

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 rethink it or whatever you deem appropriate at
2 that time.

3 MR. GEORGE: Well, yeah. I'm --

4 CHAIRMAN GREEN: Before we have board
5 discussion, I need to --

6 MR. GEORGE: -- of the same mind. Okay.

7 CHAIRMAN GREEN: -- make sure --

8 MR. WUELLNER: This is exactly why we're back
9 here --

10 CHAIRMAN GREEN: Right.

11 MR. WUELLNER: -- is because we walked
12 away -- I think after talking to a few people, we
13 may have had it up to seven different impressions
14 on what -- how it was left last meeting.

15 CHAIRMAN GREEN: Right. There are -- there
16 are several -- can we have any public discussion?
17 I have Reba. I'm going to need you to -- I need
18 this one on the record.

19 MS. LUDLOW: Okay. Reba Ludlow. The way I

20 see it, then, is that we are sidelining this for a
21 while. And also, I think the full-service -- full
22 service should be clarified. And that's one
23 thing. That's all I can think of at the moment,
24 but that was it.

25 CHAIRMAN GREEN: Okay. Victor?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. LUDLOW: Wait. We're not going to vote
2 on -- you're not going to vote on this today,
3 right?

4 CHAIRMAN GREEN: No.

5 MS. LUDLOW: Okay. Good. You're -- you're
6 only approving the request for proposal.

7 MR. GEORGE: We're only clarifying.

8 CHAIRMAN GREEN: We're clarifying what we're
9 looking for in the RFP.

10 MS. LUDLOW: Clarifying what we want. All
11 right. Thanks.

12 MR. BRUNSON: We hope today.

13 MR. MARTINELLI: Victor Martinelli. I'm --
14 I'm delighted to see these details brought before
15 you, because as some of you may recall, I've had
16 discussions with you about these very specific
17 things.

18 I think that before you put together an RFP,
19 there are some policy decisions that have to be

20 made. And the policy decisions can only be made
21 by the board. However, if the board fails to make
22 policy decisions and forces Staff to do certain
23 things, Staff will make those decisions and then
24 put them back before you.

25 And then you have a choice of saying, "Why

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 did Staff do that? That's our job to do. And --
2 and Staff is doing beyond what their authority is
3 to do." So, you have that kind of a conflict.

4 So, these are some of the questions -- some
5 of these are policy decisions, particularly when
6 you get down to project capital funding, who's
7 paying for what. If you don't stipulate that at
8 the outset in your RFP, you may limit the
9 respondents, because some people may not want to
10 make an investment in the facility, and other
11 people may.

12 So -- and then I think potentially you may be
13 opening a can of worms, because if you don't
14 stipulate it up front and you -- and somebody
15 doesn't bid on the project because they don't want
16 to put the money into it, and later on, you say,
17 "Well, we decided that we're going to build this
18 facility because the response we got from the
19 proposed respondent who would build the facility

20 doesn't satisfy us," then I think you -- you

21 created a problem.

22 So, that's just one example.

23 Another example of I think a policy decision

24 is, what is your charge going to be for improved

25 apron service, and how much apron has to go with

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 this facility? And how much charge is going to be
2 for just raw land if in fact you go that route and
3 only that -- that route? And again, that's a
4 policy decision.

5 So, I'm really delighted to see these
6 questions being asked, because I think these are
7 the things that have to be done before you put out
8 an RFP. Any questions? Happy to answer them.

9 CHAIRMAN GREEN: I don't think so.

10 MR. MARTINELLI: Thank you.

11 CHAIRMAN GREEN: Thanks, Victor. Michael?

12 MR. SLINGLUFF: Thank you. I'm -- I agree
13 with Victor; I think there are a lot of questions
14 that need to be asked on policies and -- and the
15 procedure for -- for doing this.

16 But before we even get there, let's go back
17 about four years. We started the south
18 development. We're not complete with that yet,
19 the T-hangars. We started an airline operation.

20 Where is that going to move to?

21 I'll remind y'all, it's in an 11,000 square

22 foot hangar right now, which was primarily built

23 for a flight a day. It looks like by March, we'll

24 be up to five flights a day. What will you do

25 when the next airline wants to come in?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 I think there are a lot of land use issues.

2 You really need to be planned out before you --
3 you even go out here.

4 And that doesn't even begin to speak of the
5 needs of the current tenants. I know that we've
6 been on the list for four years now for 50,000
7 square feet of commercial building. We -- we
8 still need that. We now would probably build
9 96,000 square feet, which I could fill probably by
10 the end of January if it was available.

11 We have several tenants, other tenants on the
12 field that have asked for buildings to expand
13 their own businesses. And these aren't being
14 answered. I'm just wondering where in the
15 planning this comes in.

16 Then if we go back to the airport
17 infrastructure, we see -- if we're looking at the
18 Customs building or the ARFF building, we have
19 continuing problems with infrastructure plug-in,

20 basically. We're limited on our building sites.

21 Perhaps a land use plan that partners with

22 people that want to develop that will spend the

23 money to put the infrastructure layout in there to

24 help get a Customs put in, help get that ARFF

25 station put in. And Taxiway B, we need Taxiway B.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 We now have Airbus 319s. We'll have four of them
2 a day back taxiing on 13/31 and doing turnaround,
3 full-brake turnaround, with power at the end of
4 13/31. Not a great operation.

5 I think that the infrastructure issues and
6 the land use issues need to be planned out very,
7 very carefully as we approach almost a buildout
8 situation at the airport here prior to launching
9 down the road on -- on a second FBO.

10 I'm not so sure I even understand where the
11 need for a second FBO came from. I think what I
12 heard was the need for some light GA services.

13 There are companies on the field that want to
14 expand to offer those light GA services. I just
15 think that we need to look at proper planning.

16 Thank you.

17 CHAIRMAN GREEN: Thanks. Okay. That's all I
18 had for public comment. Seeing no more, board
19 comment? Jack?

20 MR. GORMAN: Again, we've got to develop
21 this. And again, that's why I asked the specifics
22 I asked Mr. Burnett about the limitation of scope.
23 Because if we do allow a full-service FBO here,
24 are we leaving behind the small business? Are we
25 leaving behind the ability of small business to

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 develop on this field? Are we leaving behind
2 securing facilities for small business to grow?
3 And then are we leaving behind this corporate GA?
4 We just built 42 hangars, plus four more. These
5 are all GA hangars.

6 And the people I've talked to that are going
7 to put in FBOs or that do want to put in FBOs will
8 admit, you know, openly, that they're not lying to
9 me, that their source of revenue stream is
10 basically from jet fuel sales.

11 And do we need more jet fuel sales capacity
12 right now? I -- I'm not sure we do. Myself, I
13 have not seen that we actually need more jet fuel
14 capacity. I may be wrong, but I don't see anybody
15 in line.

16 I'm not saying never build an FBO, for my
17 own, but after my own discussions with people, I
18 just feel that -- that after one month of
19 discussing with people on the field, that an RFP

20 for a facilities is interesting, but it certainly

21 is a bit premature.

22 And again, I would probably echo

23 Mr. Slingsuff somewhat. I have not talked to them

24 about their needs. I have not talked to his

25 people about facilities. But I'd have to echo him

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 about the long-term planning. We're almost
2 rushing to plan here. Because we're not -- I
3 don't see -- following the needs of the public, I
4 don't see we're serving the needs of the public to
5 rush to an FBO, because FBOs make their money
6 selling jet fuel.

7 And let's be specific. Again, I keep pushing
8 for GA support. GA support. Here's small
9 business support.

10 CHAIRMAN GREEN: Other board comment? Buzz?

11 MR. GEORGE: I yield.

12 CHAIRMAN GREEN: Kelly?

13 MS. BARRERA: Does our Master Plan call for a
14 reserved space for a second FBO?

15 MR. WUELLNER: Reserved space, yes, it did.

16 MR. GORMAN: Can I make another comment on
17 that?

18 CHAIRMAN GREEN: Yeah. Go ahead.

19 MR. GORMAN: I have been here five years.

20 The 10-year plan seems to massively change every
21 two years. In other words, not to be
22 disrespectful, Kelly, but the 10-year plan is
23 something that is a plan, but it's such a
24 malleable thing, it seems -- and I think it
25 actually should move on need. In other words,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 even though you planned a 10-year plan, our
2 10-year plan is moving along, you know, is
3 changing rapidly because of things that happen.

4 CHAIRMAN GREEN: Well, it changes on demand.

5 And that's what we want.

6 MR. GORMAN: Sure, that was the point.

7 MR. WUELLNER: It's a demand-driven plan.

8 CHAIRMAN GREEN: Right.

9 MR. WUELLNER: And elements of it will move
10 faster than other elements.

11 MR. GORMAN: Yeah. So, my point being is
12 that specific location for an FBO, that's not
13 written in stone. That's all. I didn't mean
14 to -- that's my point.

15 CHAIRMAN GREEN: Buzz?

16 MR. GEORGE: I think that if we get back to
17 how this whole FBO thing came up, it was that
18 the -- the purpose was to get better services for
19 the light single GA airplanes. And we've got some

20 new companies on the field that are doing a real

21 good job, you know, of that, and filling the hole.

22 But a second reason for going out with an RFP

23 was to listen to the business owners of FBO, let

24 them tell us whether they think the field is large

25 enough. And I think a lot of them are making --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 talking about making investments now that will pay
2 off three years, four years, five years down the
3 road.

4 There are a lot of things that will come into
5 play. Is Skybus going to continue? Is another
6 one going to come in? Is Grumman going to get
7 another contract that's going to make the North 40
8 pop up? All sorts of things.

9 I think that this was just an
10 information-gathering tool to go out. And if I'm
11 not mistaken, if you go back to the minutes of the
12 meeting two minutes ago, it was supposed to be a
13 general RFP with options.

14 Tell me how much land you would think that
15 you need phased in over an amount of time. Tell
16 me how -- you know, you understand that one of our
17 objectives is general aviation, small airplane.

18 Tell us how you would handle that and how we
19 control that you will handle it, you know, be it a

20 percentage of revenue, you know, or whatever.

21 So, those were the purposes, I thought, of

22 going out for an RFP.

23 CHAIRMAN GREEN: And if you build --

24 MR. GEORGE: The option that we have is to

25 hire a consultant to tell us all of this. And the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 consultant's going to tell you what -- you know,
2 consultant's a person that borrows your watch and
3 tells you what time it is. They're going to tell
4 us what we want to hear, not necessarily what
5 somebody that's willing to belly up to the bar and
6 put capital investment in. So...

7 CHAIRMAN GREEN: Well, that was my
8 understanding, too. I mean, the RFP was, all
9 right, if you build it, if you can, give us your
10 parameters, if you can. If you don't want to, if
11 you want us to do it, then give us those options.

12 So, I agree with Mr. Martinelli; his
13 suggestions are very good. But I don't want to
14 limit it, it's going to be this per square foot
15 and whatever. I want to hear from the RFP
16 responses as to, well, we can do this or we can do
17 that and we're workable with this, because we want
18 to see what's -- what's out there.

19 So, it was informational. That was our last

20 discussion. That's why I think I cut the meeting
21 and said let's just get it, let's ask for it, get
22 the RFPs out.

23 MR. GORMAN: That's a good discussion. So
24 then are we agreeing -- I agree -- I hate to agree
25 with Wayne George, but I do. In other words,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 where -- you know, really. Where we have -- if
2 we're going to push for GA, then this RFP must
3 push that direction. It must be specific as to
4 what GA services will this -- will provide. And,
5 again, I go back to Mr. Burnett saying --

6 MR. GEORGE: And how we control it.

7 MR. GORMAN: And how we control it. That's
8 fine. And I go back to Mr. Burnett; can we limit
9 scope on an FBO? In other words, because, again,
10 these people -- I talked to FBOs that want to
11 build them. They get their revenue from jet fuel,
12 and I worry that they're really not going to, you
13 know, be specific. So, we're writing this.

14 CHAIRMAN GREEN: But that -- I don't think
15 our RFP had to deal with that. That's when you
16 actually finally write the leases, what -- or
17 how -- whatever contract you have.

18 Right now, we're saying what we want to focus
19 on, general aviation, light jets, whatever. Tell

20 us how you can propose that to us. We want to
21 control some of it. Tell us what you would accept
22 as controls. What are your parameters?
23 But we're not putting anything down in a
24 contract right now. So, my understanding is we're
25 okay with that.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. GEORGE: And this RFP we start up, we may
2 or may not offer it. We're just gathering
3 information.

4 MR. BURNETT: Well, that's -- that's true.
5 If I could. From a legal standpoint, we would be
6 calling this a request for proposals, an RFP. It
7 would say on its face that it is completely
8 nonbinding on the Airport Authority. And the
9 Authority could accept or reject all of the
10 proposals. I mean, it can reject them all and go
11 back out for proposals or do nothing at the end of
12 the day.

13 The issue is so uncertain as to what it is
14 you're -- you're looking for that it may be at the
15 end of the day, none of these things fit, and
16 you're better educated as to this is just not the
17 right timing.

18 Let -- let me say one thing about limiting an
19 FBO. There is what -- what our policy calls a

20 limited FBO, what the industrial typically calls a
21 specialized aviation service operation, okay. A
22 SASO is the buzzword for it.

23 The -- the -- the biggest sort of thing that
24 I look at when I read it is generally a SASO does
25 not have a provision -- and I could be wrong,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 somebody may tell me I'm wrong. But, generally, a
2 SASO does not have a provision related to the sale
3 of fuel.

4 When I look at your lease policies and
5 procedures, one of the things that's included in
6 the appendix is minimum commercial operating
7 standards. Something you guys have to have as
8 part of FAA requirements is minimum operating
9 standards on the airport. And one thing that you
10 have in there is related to the operation of
11 flight schools, engine and accessory maintenance
12 facilities, the FBO, and their individual leases
13 reference these minimum operating standards.
14 They're going to comply with what's in here.

15 And one thing that's in here, when you get
16 back to section 7, is a limited fixed base
17 operator. And your policy manual says, "...shall
18 be any individual corporation or firm which is
19 authorized to engage in one or a combination of

20 services and activities listed in 6A through 6E
21 above. Any limited fixed base operator shall be
22 completely governed by the same minimum standards
23 as to the specific activity or service involved
24 herein as to the general operation of the
25 airport."

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 And when you look at 6A through E, it's
2 talking about aircraft engine and accessory
3 maintenance, flight training, and aircraft rental,
4 aircraft charter and taxi service, aircraft
5 service and long-term lease -- sales and long-term
6 leasing, crop dusting and spraying.

7 Those are the things that are in here
8 currently.

9 The FAA's got circulars out there about it.
10 There's some information about -- that's out
11 there. Other airports have them, although, again,
12 they're more -- they're usually termed, from what
13 I've seen from research, is specialized aviation
14 service operations.

15 And -- and I'm -- I can't say that I'm an
16 expert on airport-related things, but when I read
17 it, it does not look like, when I look at a SASO
18 and what it does and your policy of what it does,
19 I don't see that there's an express thing in there

20 that they would sell fuel.

21 But -- and -- and it says, in the FAA

22 circular, they generally don't allow fuel sales in

23 a SASO, but require it to be bundled with other

24 services, if they have it. So, that's -- that's

25 the "for what it's worth," if you will.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 And -- and one of the things I heard y'all
2 talk about before is maybe you could just go out
3 for proposals. I'm not sure which -- which
4 Authority member said this, but maybe you just go
5 out for proposals for the -- the general -- the
6 light general aviation maintenance in particular.

7 So, I mean, you've got a number of options to
8 you to see what's out there.

9 CHAIRMAN GREEN: And I think --

10 MR. BURNETT: And --

11 CHAIRMAN GREEN: I'm sorry, Doug.

12 MR. BURNETT: And -- and I guess it's up to
13 you how much you try and hone in and define what
14 it is you're looking for in this list of questions
15 that are out there.

16 You know, the -- you know, it's -- we're
17 all -- we're all familiar with business. Some
18 people will -- will pay a higher premium to you to
19 not have to build -- to not have to put the

20 capital outlay out there to build things and make
21 the huge capital investment. And then the flip
22 side of that is they want to pay less if they make
23 a capital investment. So, I guess you've got to
24 see what's out there and what folks want to do
25 if -- if you're going to pursue this.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Well, that's why I think our
2 decision last time on the board was we wanted
3 limiting questions in there, similar to what Buzz
4 was saying that, what if it was this? What if it
5 were that? What can you provide to us? What are
6 your concerns; i.e. if it were mostly general
7 aviation? Maybe we could add in there what if it
8 was only limited to a SASO? Would you -- I'm sure
9 we'd have to define that in the RFP. Would you be
10 interested? Would you still -- you know, what
11 were your expectations on that? Would you want it
12 to expand or not? Would you be okay with limiting
13 it to that?

14 MR. GORMAN: In other words, Doug certainly
15 did his homework. Mr. Burnett certainly did his
16 homework. And should we -- then when you put out
17 an RFP, should it say for a SASCO (sic), whatever
18 that -- whatever the specific direction of that
19 is, slash, FBO? In other words, we're asking for

20 RFP for both or for either. In other words, this
21 is the direction and the answer I was looking for,
22 is what he's just said. In other words, we're not
23 specific to fuel or whatever.

24 CHAIRMAN GREEN: I don't think you can do
25 SASO/FBO. I think you need to say this is our

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 request for proposal, and then put the limiting
2 questions in there and say, what if, what if, what
3 if, what if? How would you propose it? Tell us
4 what you would do. Would you be accommodating to
5 this or not? And see what the responses are.

6 If we get ten responses back that say
7 absolutely not, we can't do it unless we sell jet
8 fuel, that answers our question.

9 MR. GEORGE: Yeah.

10 CHAIRMAN GREEN: It's done.

11 MR. BRUNSON: Here's my comment: We talked
12 about the 10-year plan. And it changes so
13 rapidly, by the time we get this proposal on there
14 on this RFP, it might change again.

15 One thing I think, that as Victor said, we've
16 got the Skybus, we've done the -- the car rental,
17 we have Customs we're moving forward with and so
18 forth. So, what I hope we don't do -- and I think
19 we should do this RFP. But as you said, Suzanne,

20 see what we get. And he can design this RFP to --

21 I think you know that we really want it geared

22 towards what we consider general aviation.

23 What I don't want us to do -- and we're going

24 to have a lot of this: We're going to have a lot

25 of people coming in and saying, "You guys have

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 been talking about this for months and months, and
2 I'm tired of coming in here."

3 And I don't want us to be intimidated by FBOs
4 coming in here and trying to get us to make quick
5 decisions, that we need to make sure we know what
6 we're doing.

7 Having said that, I think we need to have
8 a -- an update on the -- what the present tenants
9 think they have to offer.

10 The reason we're going after this, instead of
11 talking to them, and see what the shortfalls are
12 there and fill it in here, and -- but we need to
13 listen to our present tenants and -- and see what
14 their needs are, too.

15 CHAIRMAN GREEN: Well, we sent out two
16 surveys.

17 MR. BRUNSON: Well -- and things change.

18 CHAIRMAN GREEN: Oh, no, there's no question.

19 MR. BRUNSON: Yeah. And -- but I just think

20 that -- that we don't need to rush too quickly.

21 CHAIRMAN GREEN: I mean, we could even

22 have --

23 MR. BRUNSON: And that's all my comments.

24 CHAIRMAN GREEN: Ed, we could even add

25 something in there, ask in the RFPs, knowing the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 airport and its dynamics, because you're making an
2 RFP proposal, where do you see the airport in five
3 years? What do you see you could add to the
4 growth or --

5 MR. BRUNSON: And then when we get to that
6 point, then we can start looking at what's the
7 best return on investment for the airport, whether
8 it should be a capital expenditure, or should we
9 see if the people are strong enough to put in
10 their own facility. And that will come later.

11 But they certainly should give us an
12 indication of what their thinking is of the --
13 that, no, I can't come there if I have to put in
14 any capital, and we can weed out or -- or suggest
15 people quickly.

16 CHAIRMAN GREEN: Jack, one more?

17 MR. GORMAN: One more. And again, not to
18 echo his, Mr. Brunson's thoughts, not to rush into
19 this, but I would really like to -- myself, I hear

20 a lot of the small business development. In other
21 words, the facilities, provide facilities for
22 small business development, not limit it to one
23 entity that is going to do one thing. In other
24 words, maybe with a -- a SASCO (sic) can provide,
25 we can provide with the scope of a SASCO ability

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 for small business --

2 CHAIRMAN GREEN: In other words --

3 MR. GORMAN: -- to work. It's to sub under
4 the SASCO.

5 CHAIRMAN GREEN: In other words, within the
6 RFP, what -- what can you provide for small
7 businesses on the airport?

8 MR. GORMAN: Thank you. Yes, exactly.

9 MR. GEORGE: Ed, would it help at all if the
10 five members of this board took --

11 CHAIRMAN GREEN: Those questions?

12 MR. GEORGE: -- those questions and gave you
13 their input on each one and any additional ones
14 that they will have? Because what we're doing is
15 we're talking over the same thing we talked over
16 two months ago.

17 CHAIRMAN GREEN: Right.

18 MR. WUELLNER: It would be extremely helpful.

19 We -- we can --

20 MR. GEORGE: Well, we can't do that. I'm

21 just kidding.

22 MR. WUELLNER: Yeah. If you get it back to

23 us, we'll try to compile it and quickly get an

24 RFP.

25 CHAIRMAN GREEN: I would recommend you e-mail

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 us that and we can e-mail it back to you, so you
2 can get exact direction, because I think we're all
3 somewhat on the same --

4 MR. GEORGE: Wavelength?

5 CHAIRMAN GREEN: -- wavelength, but we're
6 just doing circles, and we need to get off the
7 circle. We need to go forward, get the
8 information, and then yes or no. That's what I
9 said before. So...

10 MR. BRUNSON: Slowly.

11 MR. GEORGE: And if you give it to us in Word
12 format, we can go right in and just add our
13 comments. You'll have nice and tight.

14 MR. WUELLNER: It's already done. All I've
15 got to do is e-mail it to you.

16 CHAIRMAN GREEN: That would be great.

17 MR. BURNETT: And then y'all will mail those
18 individual --

19 CHAIRMAN GREEN: Individuals back, correct.

20 MR. BURNETT: -- to Ed.

21 CHAIRMAN GREEN: Correct.

22 MR. WUELLNER: Everybody can work on Word?

23 CHAIRMAN GREEN: I'll convert it, yeah.

24 MR. GORMAN: Very slowly, one finger at a

25 time.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: It will be letter, not word.

2 CHAIRMAN GREEN: Okay.

3 MR. WUELLNER: That's fine. Okay.

4 MR. GEORGE: Sounds good. Aye.

5 CHAIRMAN GREEN: Anything else in the RFP?

6 MR. WUELLNER: No. I'll get those to you and

7 we'll get -- we'll just go from there next time.

8 MR. BRUNSON: Ed, just to confuse you

9 completely, is that --

10 MR. WUELLNER: Well, I think we're on the

11 right track. I'll get the individual -- do it

12 again?

13 MR. BURNETT: It's off again.

14 CHAIRMAN GREEN: And the only thing I

15 recommend is, when we get those, let's fill them

16 out, and please e-mail them back prior to the next

17 meeting so we're not waiting for the information.

18 MR. BRUNSON: When is the next meeting?

19 MR. WUELLNER: January --

20 MS. BARRERA: 14th.

21 MR. WUELLNER: -- 14th. If I get them before

22 that, then I can even attempt to --

23 CHAIRMAN GREEN: Right.

24 MR. WUELLNER: -- combine them into sort of a

25 thought.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: That's my recommendation, we
2 get it ahead of time, so whoever, and Ed in this
3 case, can compile what we need.

4 MR. WUELLNER: Okay. Last -- last time --

5 MR. GEORGE: Can we add to that that the
6 person that gets theirs completed list in last
7 pays everybody else five bucks? No?

8 MR. GORMAN: Well, everyone is in agreement
9 that that's what they're going to do, so we can do
10 that.

11 MR. BRUNSON: I will put multiple choices on
12 mine.

13 CHAIRMAN GREEN: All right, Ed. Next thing?

14 MR. WUELLNER: This could be interesting.

15 9.F. - PROPERTY ACQUISITION FUNDING DISCUSSION

16 MR. WUELLNER: All right. Last item I -- I
17 have is a continuation from a request made at, I
18 believe it was last meeting, relative to talking
19 about property acquisition funding and the like.

20 And -- and as a part of some discussions I've
21 had with individual Authority members was a
22 suggestion came out that perhaps something that's
23 not been done in a long time -- it was done, you
24 know, eleven or twelve years ago, shortly after I
25 got here -- was an attempt to focus the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 Authority's interest in land acquisition long term
2 and -- and meld that with what was described in
3 the Airport Master Plan, and then in a sense,
4 create target areas for acquisition over time,
5 not -- not immediate acquisition, but just over
6 time.

7 And largely, that's what happened eleven or
8 twelve years ago, was a -- the Authority generally
9 took the suggestion to focus efforts on the
10 acquisition in -- in this neighborhood and in the
11 Araquay Park, as well as the St. Johns Industrial
12 Park on the extreme north end. And acquisitions
13 generally for the most part all occurred in those
14 areas.

15 Over time, though, we've -- we've in a sense
16 filled in the gaps in many areas and are in a
17 sense completing the acquisition in those areas,
18 and we now need to look at what, when you look at
19 the Master Plan or look at as you see the airport

20 developing, where are those focus areas going to
21 be over the next five, ten, fifteen years,
22 relative to property needs for the airport? And
23 who owns those. Whether it's us, somebody else.
24 And what's likely to occur in -- on those pieces
25 of property and in a sense create the plan to get

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 there. Not necessarily have the dollars
2 identified yet, but create the areas of -- of
3 interest over time.

4 We have been approached in the last three or
5 four months, or even longer, with properties that
6 are available in Araquay Park west of U.S. 1. We
7 have been approached with properties from time to
8 time west of U.S. 1, not necessarily contiguous
9 with anything we own, but parcels out there.

10 We've been approached with property at the end of
11 North Boulevard over time. We've been approached
12 with properties along U.S. 1 even currently.

13 What -- what or where does it make sense to
14 make the investments based on how the airport's
15 planning to develop?

16 A second piece of that is how do we go about
17 facilitating funding that over time? And an
18 obvious choice here is related to our continued
19 joint use of funds with Florida DOT. Great

20 program. The difficulty we have short term is the
21 stability of that program, given the State's
22 revenue picture, and the protection of that trust
23 fund, the Aviation Development Trust Fund there.
24 Other is getting into the actual work
25 program. It's a five-year effort at a minimum to

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 get new projects into there, which include land
2 acquisition.

3 We currently have no additional land use --
4 or excuse me, land purchase grants hanging out
5 there. We used a whole bunch of them finishing up
6 the east side of -- or east end of Araquay. We
7 can get back in the queue there. We can continue
8 or begin to program those things, but you're still
9 looking at perhaps as far out as five years or
10 more till those things begin to become in a
11 current work year program with -- with Florida
12 DOT.

13 But there is a chance between now and the --
14 and five years starting, that as we review
15 annually the work program, we decide that perhaps
16 instead of building a building someplace or doing
17 some other project that's in the work program, you
18 may be able to adjust the project title of that or
19 the project grant description and make that a land

20 acquisition over time. That requires a lot of
21 coordination with FDOT and, of course, them buying
22 in if that's a -- that's a greater need than
23 what -- something else that was programmed.
24 But you may be able to make some smaller
25 amounts of money available sooner than that. But

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 we're not talking in any case a lot of money on
2 the table at any one time. You're looking at
3 probably total funding in a year of a million
4 dollars or less. And that's matched, so you're
5 looking at, you know, a total of a million dollars
6 of total property acquisition annually in a good
7 year with -- under the FDOT work program.

8 That may presuppose being able to build
9 anything that year. It may be in lieu of a
10 T-hangar unit or a -- or a corporate hangar or
11 fuel farm or some other capital project. It could
12 come at that expense.

13 So, the -- the thought here was that perhaps
14 this needs to be brought to a bigger context to
15 sit down with the Airport Layout Plan, basically
16 on the screen and the -- and the aerial available,
17 and let's talk through how things are developing.
18 We've had a couple of years since the Master Plan
19 was adopted.

20 And as Mr. Gorman pointed out earlier in the
21 meeting, we have elements of the Master Plan that
22 are -- are literally eleven years ahead of
23 schedule. We have elements of the Master Plan
24 that are on schedule, and others that really
25 aren't moving at all because there seems to be no

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 particular demand for it. Well, that's a part of
2 what the skill set here is, is we've got to find
3 out how these things work. Encourage things
4 you're looking for, discourage things you're
5 trying to keep off the airport, and ultimately
6 find the land use balance that makes sense long
7 term for the airport. And that's -- it's no easy
8 task. But it's outside the context of the Master
9 Plan right now.

10 So, we probably need to sit down and do this
11 in a workshop environment would be great, but, you
12 know, really spend the time talking about how the
13 airport develops. Not in the context of drawing
14 it on a map tomorrow, but in the context of how
15 it's likely to develop. Much more --

16 CHAIRMAN GREEN: Theoretical?

17 MR. WUELLNER: Yeah, exactly. Much more
18 theoretical. And I'd like to do that sooner
19 rather than later, because we have people who have

20 made requests of the Airport Authority over the

21 last few months relative to buying property.

22 I -- I think we'd be extremely shortsighted

23 to just close our eyes to those opportunities

24 because we've got a very short-term vision. I'm

25 not saying it's necessarily a decision you're

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 going to make to do, but I think until you put it
2 all in context, you can't make good decisions
3 related to how we develop.

4 We made, what I would consider decent
5 decisions getting here over the last ten or twelve
6 years, but that was because we -- we set out those
7 objectives at that time. And it's time to do it
8 again. We've -- we're meeting or met nearly all
9 of those acquisition goals, and it's time to
10 revisit that and see what, if any, there are in
11 the future.

12 CHAIRMAN GREEN: Okay. I have public comment
13 on this. Reba?

14 MS. LUDLOW: No.

15 CHAIRMAN GREEN: Okay. Vic?

16 MR. MARTINELLI: Will I have an opportunity
17 under general comments to speak as well, or is
18 this the general comments?

19 CHAIRMAN GREEN: No, this is under property

20 acquisition.

21 MR. MARTINELLI: Okay. No, I'll -- I'll pass

22 on this one but come back on the other one.

23 CHAIRMAN GREEN: Okay. Mark Register.

24 MR. REGISTER: No, I just -- my name is Mark

25 Register at 131 Indian Bend. And I just jotted a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 few notes down I wanted to bring up. First of
2 all, from day one, I've been a supporter of the --
3 of the --

4 CHAIRMAN GREEN: No, just put it up closer.
5 Thank you.

6 MR. REGISTER: I've been a supporter of the
7 airport expansion. And last month, when we were
8 in here, a few of you board members made a comment
9 or a suggestion that you didn't want to
10 patch-quilt the area. Well, I feel that where
11 you've gotten today, as much property you own in
12 Araquay Park, you have patch-quilted it. You have
13 patch-quilted it.

14 And also at the beginning of the year, we had
15 an appraiser come out and do an appraisal, and it
16 came back low. I think we're getting mixed
17 signals from the board, is what I feel. They came
18 out and did an appraisal. It came back a little
19 low, and then you board members decided, well,

20 let's do the long form, and you sent another

21 appraiser out.

22 And they came out, and then last month they

23 came in here with the estimates that we wanted.

24 And we said that -- all of a sudden you guys said

25 you didn't want to acquire the property, after

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 sending two separate appraisers out this year.

2 And I just feel we're getting mixed signals.

3 And with the construction going on -- I never
4 wanted to sell, because I'm only a half a mile
5 from work. But with the construction going on, I
6 feel now that we're in a construction zone, I feel
7 the way Wayne Neff does too -- too. And we're
8 just asking you guys to maybe change your outlook
9 and possibly acquire the property for us so we can
10 get out of -- get out of your construction zone.

11 That's basically all I've got to say. Thank you.

12 CHAIRMAN GREEN: Thanks, Mark. Are there any
13 other public comments? Mr. Neff?

14 (No further discussion.)

15 CHAIRMAN GREEN: Okay. Board comments? And
16 I think there might be some questions for you,
17 Mark. I'm not sure. Go ahead.

18 MR. GEORGE: Yeah. I wanted to -- to try to
19 clarify with Mark what I thought we said last

20 time.

21 What we said last time is -- what I think we

22 said last time, is for us to all of a sudden

23 decide to spend money for a piece of property here

24 or a piece of property here, piece of property

25 here, without a plan, kind of like we have a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 financial plan, we need a plan for where we're
2 going to go.

3 And that's what Mr. Wuellner is doing, is
4 he's trying to come up with a workshop where we
5 can tell him where we want to go, and then from
6 there, we can go back and relook at the
7 appraisals, if that's the way the -- you know, the
8 consensus actually turns out.

9 But that's why we were saying the patchwork,
10 is because I wouldn't want to spend money for
11 something that we have no intention of using over
12 the next ten years, when I've got other property
13 over here that we do have an intention of using
14 and it's more --

15 MR. REGISTER: The only thing that I -- only
16 thing I have then, is, what I'm saying mixed
17 signals is, the beginning of the year, the first
18 quarter, we sent an appraiser -- you guys said
19 let's send an appraiser out to do an appraisal on

20 the properties. It came back, and there was a big
21 number difference. So, you said let's go with the
22 long form.

23 So, Sidney set up -- and I think it was July
24 meeting you guys had, let's do the long form.

25 They came back out, they did the long form

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 appraisal, spent a lot of time at the house going
2 through it. The numbers came back, and that's
3 what last meeting was, to present it. And then
4 some -- some individuals on the board said, no,
5 we're not interested in acquiring that property.
6 I just felt it was a waste of Authority money to
7 do the appraisers -- you know, the property
8 appraisals if you weren't interested in the first
9 place.

10 MR. GEORGE: As it would be shortsighted on
11 our part to buy a piece of property, and then ten
12 years from now not need it. All I was trying to
13 do was not say complete absolute no. I was
14 saying, let's get a plan before we say no. Know
15 where we're going.

16 MR. BRUNSON: Yeah, what I said last time is
17 that we have other obligations that we have to
18 meet with the -- with the community and with St.
19 Johns County, and that our financial position, in

20 my personal opinion, did not warrant buying any

21 property right now.

22 And, you know, I don't remember that we -- we

23 were not satisfied with an appraisal and

24 authorized another appraisal. And --

25 MS. BARRERA: We did.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. BRUNSON: That's not in my recollection,
2 and I haven't missed -- I don't --

3 MR. WUELLNER: We never got to a discussion
4 of value.

5 MR. BRUNSON: Yeah.

6 MR. WUELLNER: That -- that never happened.

7 MR. BRUNSON: So, I -- so, you said the board
8 sent you mixed signals. This board, I did not
9 even know we were considering your property or
10 anybody else's property.

11 I get calls constantly from friends that own
12 property on U.S. 1, and my personal opinion then,
13 it's so high that it's not worth even talking to
14 Ed or to the board about.

15 So, you know -- and the only thing I will say
16 is I know that if you're in the construction area,
17 that's not a good thing for you, but we have other
18 obligations, also.

19 CHAIRMAN GREEN: Go ahead, Mr. Gorman.

20 MR. GORMAN: Yeah. In other words, I would
21 echo Mr. Brunson's thought, that -- that I don't
22 recall that this board specifically going about to
23 acquire property in that area. As a matter of
24 fact, specifically this board's minutes will
25 reflect that we were not going to acquire property

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 in that area.

2 The board must have a memory, and the
3 memory -- and -- but historically, what's happened
4 before, the patchwork quilt was hard to deal with,
5 simply because small pieces were eaten up with
6 buffers, and without -- again to echo
7 Mr. George's -- without a plan, we were not going
8 to go anywhere. We were eaten alive with -- with
9 eminent domain issues and with the fact that these
10 small pieces individually were not useful. Again,
11 the plan had to be in place.

12 I don't, as a board member, recall actively
13 inquiring as to appraisals for these pieces that
14 were west of Casa Cola. You've got to have a plan
15 and it has to be concise.

16 CHAIRMAN GREEN: I'm going to just jump in,
17 Kelly, and then turn the meeting over to you,
18 because I have to be at St. Johns County Nease
19 High School.

20 I think our direction was -- and Ed spoke
21 well. We need a plan. I don't want to be
22 involved in eminent domain anymore. We need to
23 purchase properties if we want to develop the --
24 our airport properly. But we also need to be wise
25 in what we're spending and what plan we have to be

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 the next growth area.

2 So, I am all for a workshop. I think that
3 area you have, Mark, is definitely an area,
4 because you're in the middle of a construction
5 zone to begin with, that we're looking at. But
6 then we need to focus -- and I've been on this
7 board the longest, and we did focus on that seven
8 years ago. And Mark Miles (sic), Mark -- the
9 gentleman that did a lot of appropriations over on
10 the industrial park area, one of the board members
11 before, had good insight on doing that.

12 So, that's why I want to stay. I want to
13 stay focused on where we need to go, what
14 properties we do need to purchase, no question.

15 I just think today, or last month, we weren't
16 in a position to say, all right, we're going to
17 purchase this, this, and this, because we're
18 purchasing this, this, and this.

19 But if we have a plan saying, all right,

20 that one's going to be available a year from now
21 to -- we can do these two now and come up with a
22 set, that's good. No problem with that.
23 So, my insight would be let -- let's do the
24 workshop the sooner the better. We can have it
25 public, so people -- Mark, you guys can come. The

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 Neffs, you can come and say, you know, this is
2 where we are, this is our house, this -- or our
3 property, whatever we're looking at, and give us
4 insight. You know, your plan may be now. Your
5 plan may be two years from now. I don't know.
6 I'm assuming it's more sooner than later, but --
7 but that's fine.

8 MR. BRUNSON: And may I say -- I know you've
9 got to go. But Mark, also, each individual one of
10 us are available to talk to you one on one, and I
11 would welcome to talk with you.

12 COMMISSIONER SANCHEZ: It might work better
13 now.

14 CHAIRMAN GREEN: Good luck, Suzanne.

15 MR. WUELLNER: How about putting this -- in
16 terms of schedule, how about right -- how about we
17 block some time before the next Authority meeting
18 on the 14th? Is there availability there? No?

19 MR. GEORGE: Sure.

20 MR. GORMAN: It's tough before the holidays.

21 MR. WUELLNER: No, it would the 14th of

22 January.

23 CHAIRMAN GREEN: January the 14th.

24 MR. GEORGE: So, by doing it, it would be the

25 hour from 3:00 to 4:00 before the meeting.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. BRUNSON: I personally need more time to
2 talk to -- Ed, to talk to you about this. And I'm
3 going to be gone from the 22nd till January the
4 4th. And I might could -- might could squeeze
5 this in to talk to you.

6 CHAIRMAN GREEN: Between 4th and the 14th?

7 MR. BRUNSON: Between the 4th and the 14th.

8 MR. GEORGE: Sure, there's plenty of time.

9 MR. BRUNSON: Even though --

10 MR. WUELLNER: Alternatively, you could -- of
11 course, you've got every other date available,
12 but...

13 MR. BRUNSON: I don't see why we're rushing
14 this so much.

15 MR. WUELLNER: The Authority meeting -- the
16 next Authority meeting after that would probably
17 be February 11th.

18 MR. GEORGE: I can just see Mark cringing
19 every time you slip another month.

20 MR. WUELLNER: Yeah, I know.

21 MR. BRUNSON: Well, we're not slipping

22 anything anywhere. We're just doing a land plan

23 and financial analysis of what -- where we're

24 going to get the money to do what we want to do,

25 and we've got to look at both sides. And --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Do you think it would be --
2 I would think it would be appropriate to have one
3 of our engineering people there.

4 MR. WUELLNER: Sure.

5 CHAIRMAN GREEN: Or both, you know, whatever.
6 I'm fine. I can do it the 14th or before the
7 11th. The 11th is our next one as scheduled?

8 MR. WUELLNER: February 11th. You have --
9 you have the 14th of January or the 11th of
10 February, our regular meeting dates.

11 MS. BARRERA: Randy, would you be available
12 to meet with Ed one on one to go over that
13 information prior to the 14th, between the 4th,
14 when you get back, and the 14th --

15 MR. BRUNSON: Well, unfortunately --

16 MS. BARRERA: And then be prepared to --

17 MR. BRUNSON: I don't have my 2008 calendar.

18 MR. GEORGE: Use mine.

19 MR. BRUNSON: Right. No, but I've already

20 got things filled in on it. And I hate to be --
21 but I'm just saying that I don't see why we're
22 pushing so hard to do this before the next board
23 meeting.

24 MR. GORMAN: I don't think so. We don't need
25 to push that hard either, myself.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Okay. But --

2 MR. GORMAN: We need to review a 10-year plan
3 before we even start to review when we're going to
4 buy land.

5 MR. BRUNSON: We've really touched on things
6 today that we really need -- the -- the 10-year
7 plan, the changes, the -- now we brought up this
8 land acquisition. And we're just starting a whole
9 new ball game here.

10 CHAIRMAN GREEN: Well, that's why -- I mean,
11 that's fine. The 14th or before the 11th is fine.
12 But this is just a mini step to start, you're
13 right, because there's many steps to come after
14 this.

15 MR. GORMAN: So, why don't we review -- if
16 we're going to review anything, why don't we
17 review the 10-year plan before we -- we start to
18 talk about land acquisition.

19 MR. WUELLNER: Ten-year plan...

20 MR. GEORGE: Ten-year plan should be --

21 MR. BRUNSON: Review our 10-year --

22 MR. GEORGE: -- the first part of this

23 workshop.

24 MR. GORMAN: Sure, exactly. I couldn't agree

25 more.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. GEORGE: Plus all the changes that are
2 occurring as we speak, right?

3 MR. WUELLNER: Ten-year plan, meaning the --

4 MR. GEORGE: Master Plan.

5 MR. WUELLNER: -- Master Plan?

6 MR. GORMAN: Sure. Why do we -- this thing
7 is already -- the Master Plan is already
8 patchworked. How often do you review this thing,
9 Ed? Obviously don't last ten years.

10 MR. GEORGE: How does Wednesday, the 23rd of
11 January sound? Moving right along.

12 MR. WUELLNER: January what?

13 MR. GEORGE: No, I get a no down on this end
14 of the table.

15 MR. BRUNSON: See, that's --

16 CHAIRMAN GREEN: If it's possible to stay
17 with Mondays, that would be -- that would be good,
18 since it's our normal meeting days. Prior to the
19 meeting, that's fine.

20 MR. GEORGE: Monday the 28th.

21 MR. BURNETT: I'll throw a suggestion out

22 there. Do you want to push the regular meeting to

23 21st and have the workshop before the regular

24 meeting?

25 MR. WUELLNER: Well, we wouldn't normally do

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 the meeting on the 21st. What we have
2 historically done is the meeting on the 28th, we
3 usually do the week after, so --

4 MR. BURNETT: Oh, yeah, the 21st, that's a
5 holiday.

6 MR. WUELLNER: If the 28th's fine, we'll just
7 move the regular meeting to the 28th.

8 CHAIRMAN GREEN: Well, like -- I mean, what
9 Randy says, I don't necessarily think this has to
10 be before the next meeting, but I just want to set
11 a meeting, a workshop so we can get some of this
12 hashed out, get the public here and get their
13 input and --

14 MR. WUELLNER: I -- I hadn't -- I hadn't
15 noticed this but, you know, historically, you --
16 your January meeting ends up scheduled right after
17 the holiday. The 21st is the holiday.
18 Ordinarily, you would do that on the 28th. And
19 then, likewise, in February, you would do it on

20 the 25th, not the week before, ordinarily.

21 And considering this meeting got moved later,
22 now you've only got three weeks and a holiday, you
23 know, a series of holidays, actually, between now
24 and the 11th.

25 CHAIRMAN GREEN: So, you're -- you're

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 suggesting have the workshop maybe on the 14th and
2 do our meeting on the 28th or something like that.

3 MR. WUELLNER: Actually, I'm saying do them
4 both on the 28th and be done with it.

5 MR. BRUNSON: No, I don't want to do that.
6 This workshop is going to take longer.

7 MR. WUELLNER: You would like two meeting
8 dates.

9 MR. BRUNSON: I don't want to be rushed into
10 this workshop. And I just would rather do the
11 workshop in February.

12 MS. BARRERA: Let's do the meeting on January
13 14th and do the workshop on the 28th, right in
14 between the two?

15 MR. GEORGE: February?

16 CHAIRMAN GREEN: No, January.

17 MR. GEORGE: January?

18 MS. BARRERA: Is that -- is that an idea?

19 MR. GEORGE: Well, he's saying he doesn't

20 want to do the workshop in January.

21 MR. BRUNSON: No, I'm -- it could be the end

22 of January --

23 CHAIRMAN GREEN: Right.

24 MR. BRUNSON: -- or first of February. I

25 don't care.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 CHAIRMAN GREEN: Okay. So, that's a
2 suggestion. We'll keep our -- our regular meeting
3 and have the 10-year plan land
4 acquisition/whatever you want to call it on the
5 28th, which is another Monday.

6 MR. WUELLNER: At 4 o'clock?

7 CHAIRMAN GREEN: Sure. Four o'clock, Randy?

8 MR. BRUNSON: That's fine.

9 MR. WUELLNER: Regular meeting on the 14th.

10 MR. GEORGE: Okay.

11 MR. BURNETT: If -- if I could, I'll just
12 throw this out there. I -- I never raise that I
13 have a conflict. I can't recall that I've ever
14 raised that I have a conflict for an airport
15 authority meeting.

16 MR. GEORGE: Don't start now. You --

17 MR. BURNETT: I hear you.

18 MR. GEORGE: You won't get a gold star.

19 MR. BURNETT: The January 28th meeting date

20 is very difficult for me to make. Let me say
21 this, though: I think if -- y'all are having a
22 workshop so I just need to send a lawyer here that
23 knows about government law.

24 MR. WUELLNER: Really.

25 CHAIRMAN GREEN: Yeah.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. BURNETT: So, if that's okay with y'all,
2 I can get it covered and have somebody here who --
3 who understands sunshine law, public records, that
4 kind of law.

5 MR. GEORGE: Send somebody prettier than you.

6 MR. BURNETT: I can do that.

7 MR. BRUNSON: This might be a good thing.

8 CHAIRMAN GREEN: All right. January 28th at
9 4 o'clock with a substitute representation for our
10 workshop.

11 MR. BRUNSON: Okay.

12 CHAIRMAN GREEN: And, Mark, if you guys
13 can -- if you can disseminate the word, I mean,
14 obviously we'll publish it so we can get input
15 adequately.

16 MS. NEFF: When -- you have the workshop on
17 the 28th.

18 CHAIRMAN GREEN: January 28th at 4:00.

19 MS. NEFF: That's before you guys, right?

20 CHAIRMAN GREEN: Well, it's open to the

21 public.

22 MR. GEORGE: You can come, too.

23 MR. WUELLNER: Yes, absolutely. Absolutely.

24 CHAIRMAN GREEN: Everybody can, yes, ma'am.

25 That's why I said, please --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. NEFF: That's why I wanted to clarify the
2 dates here.

3 MR. GEORGE: Now, understand --

4 CHAIRMAN GREEN: Well, speak in the mic
5 because we're trying to get everybody on the
6 record.

7 MR. GEORGE: A clarification, a workshop, we
8 cannot make any decisions, okay? So, whatever we
9 summarize out of that --

10 MR. WUELLNER: That will be --

11 MR. GEORGE: -- has to come to the next
12 meeting.

13 MR. WUELLNER: -- essentially the whole topic
14 of discussion on the 28th. 28th.

15 MR. GEORGE: Unless you add four more things
16 to it.

17 MR. WUELLNER: No, no, no, no. We'll keep
18 this simple.

19 MR. BRUNSON: Land acquisition won't be the

20 sole topic.

21 MR. WUELLNER: Issues surrounding will be.

22 MR. BRUNSON: Okay.

23 MR. BURNETT: Mrs. Neff, can I get your first

24 name? I apologize.

25 MS. NEFF: Kay.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. BURNETT: Kay Neff?

2 MS. NEFF: Kay Neff.

3 MR. BURNETT: Thank you. She's trying to get
4 that stuff down.

5 MS. NEFF: Oh, okay.

6 MR. GEORGE: Next agenda item.

7 MR. WUELLNER: I don't have anymore.

8 (Ms. Suzanne Green leaves the room.)

9 MS. BARRERA: Do we have any more public
10 comment on this subject?

11 (No further discussion.)

12 MS. BARRERA: Okay. All right.
13 Housekeeping?

14 10. - HOUSEKEEPING

15 MR. WUELLNER: Just a couple of items. We
16 met with -- since this was written, we met with
17 FAA down at the airport district office in Orlando
18 about PFCs and have a clear understanding of where
19 we are and where we're going.

20 I would think that probably very early
21 January -- well, actually, at the January
22 Authority meeting, we'll be able to present the
23 application and all the details about where that
24 is, and hopefully at that point be able to submit
25 the application to FAA for review and

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 implementation, if that's your desire at that
2 meeting.

3 SBA developments, I just wanted to bring you
4 up to speed on where things -- you may have seen
5 some things in the paper. Our SBA, meaning the
6 State Board of Administration, is where the
7 Airport Authority, as well as most other
8 governmental entities in the State of Florida, in
9 a sense keep their money. They're the -- act sort
10 of as a central banker or repository for
11 investments on those, whether you're holding
12 reserve funds or whatever.

13 And a few weeks ago now, the SBA, under the
14 order of the Governor, shut down for several days
15 while they sorted out the liquidity of the SBA
16 funds.

17 As you know, with any good investment group,
18 even private sector investment groups, they have
19 investments in all types of things. And the idea

20 was to -- the fund needed to be liquid.

21 Some of this is, I'm going to say tenored

22 with a little bit of personal opinion, but I think

23 what you -- what you had is a huge overreaction of

24 some fund managers for individual governmental

25 entities in the State of Florida, and as a result,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 in a sense created a little -- a mini run on the
2 bank, if you will, with SBA, forcing them to try
3 to liquidate a lot of investments very quickly and
4 created some -- some cash flow issues with SBA
5 being responsive to these larger governmental
6 entities pulling tens, if not hundreds of millions
7 of dollars out of this \$15 billion that are
8 invested with the -- that SBA invests on behalf of
9 the State of Florida.

10 As a result, the Governor ordered SBA to
11 basically freeze. It wasn't allowed to accept
12 deposits. It wasn't allowed to accept offers or
13 requests for withdrawals for a period of time.

14 The fund manager, head of SBA in this case,
15 resigned. The legislature, the cabinet,
16 replaced -- has not named a replacement, however,
17 has appointed a firm in New York to oversee the --
18 the reestablishment of it.

19 Nobody's technically lost any money at this

20 point. The issue really came down to -- and
21 you've heard this all through the news -- was the
22 below-prime mortgage, a percentage of the
23 investments, what the State of Florida made, were
24 in that kind of commercial paper. It's a small
25 percentage. It was less than 8 percent, if my

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 memory's correct, of the total funds that were
2 invested in commercial paper. And even a smaller
3 piece of that were actually in subprime rate-type
4 mortgage.

5 The fund reopened a few days later. It now
6 is basically been divided up into two funds.
7 There's a class A and a class B. Most of our
8 funds, and as well as everybody else, is about 96
9 percent?

10 MS. GLASSER: Eighty-six percent.

11 MR. WUELLNER: Eighty-six percent of the
12 funds are in -- you can do anything you want with
13 anytime you want. The remaining amount of money,
14 which is only what, \$200,000 of ours?

15 MS. GLASSER: A hundred and sixty.

16 MR. WUELLNER: A hundred and sixty thousand
17 dollars is in any way tied with commercial paper.
18 All the rest, the over \$800,000, is still just the
19 way it was, still earning interest, still doing

20 everything -- or, not interest, but still earning

21 return on the investments.

22 During the period it was shut down, we opened

23 a -- essentially a money market account with our

24 bank, with Wachovia, so that tax proceeds had a

25 place to be placed. So, it is in an

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 interest-bearing -- or significantly better
2 interest -- it's about a half a point difference
3 between what SBA was doing and what the market is
4 doing.

5 MR. BRUNSON: How much did you put in
6 Wachovia?

7 MR. WUELLNER: I think we're at about \$1.3
8 million probably with S -- with Wachovia right
9 now?

10 MS. GLASSER: One point -- yeah, about \$1.3
11 in the money market.

12 MR. WUELLNER: Yeah. Once all that
13 stabilizes, we can move it back into SBA, we can
14 do whatever we want. In fact, we can now deposit.
15 It's just we had to name a location for the tax
16 collector to put it in, and they needed to make a
17 deposit, which is why we set that account up
18 rather than just dump it in operating account with
19 no interest.

20 So anyway, I don't -- I don't see any real
21 risk going on right now or anything else. It's
22 just it's got to settle down in general before the
23 SBA, you know, kind of gets back on its feet,
24 running it.
25 Again, no -- no real risk to money or

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 anything else, but it did generate quite a few
2 headlines and -- and quite a few articles out
3 there, a little bit of media coverage about the
4 fund. But it's -- it's all stable. It's all
5 going. That's where Florida retirement system's
6 money is in. It's -- it's a big fund and it's
7 not, you know, in a sense not going to be allowed
8 to fail as a part of the state.

9 So, I just wanted to make -- make you aware
10 of what all's going on so if you had any concerns
11 or any wonders. The opening -- just for your
12 reference again, the opening of the account with
13 Wachovia was -- was and is consistent with your
14 investment policy that -- that you have. So, it
15 remains with a bank that's qualified under the
16 state. So it's -- everything's cool.

17 So, we'll -- we'll keep you updated if
18 there's anything significant. Right now, it looks
19 like it's -- it's all blown over and it's just a

20 matter of them hiring a new director and getting

21 back -- getting everything back on.

22 And as I said, we're still earning interest

23 even on the money with SBA. So, it's no real

24 compromise position.

25 MR. BRUNSON: Good job.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. WUELLNER: That was going on in the
2 background. And the County had the same problem.

3 MS. BARRERA: Mr. Sanchez?

4 MR. WUELLNER: They had some of the -- they
5 all had money in it.

6 COMMISSIONER SANCHEZ: You just add a word so
7 no one's all excited about it. The County had
8 \$120-some million in there. And Allen MacDonald,
9 our finance person, caught up with what was going
10 on ahead of time and drew out \$80-some million
11 dollars of it.

12 So, they're satisfied that it's okay now,
13 that everything's going to work out. There's not
14 going to be any money lost. So, I just wanted to
15 say that in case -- I knew there was some people
16 thinking about the County money.

17 MR. BRUNSON: You're right.

18 COMMISSIONER SANCHEZ: A hundred and
19 twenty-some million is quite a bit to -- to do.

20 But that's probably a small amount compared to
21 some people that are invested in this thing.
22 MR. WUELLNER: Sure. In our case, it was
23 total -- total in there of about a million dollars
24 at -- at that point. So, that's all I have on the
25 housekeeping.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. BARRERA: Okay.

2 MR. WUELLNER: Which brings it to your public
3 comment.

4 MS. BARRERA: Public comments. Okay. We'll
5 open it up for public comment. Reba Ludlow?

6 MS. LUDLOW: Yes.

7 MR. BRUNSON: Kelly's -- Kelly's cold got
8 worse then, didn't it?

9 11. - PUBLIC COMMENT

10 MS. LUDLOW: Ed did such a wonderful job, I
11 have no comments on what he said. But this is the
12 last time I -- the last public comment
13 opportunity, so I have a question.

14 Since anybody that read the newspaper on
15 Sunday saw Randy's picture, that he's going to run
16 for the County Commission seat, what happens? I
17 just want to ask the board what happens to that
18 position? Do you stay on or -- I mean, it sounds
19 like you stay on if you're going to want to review

20 some of these things, you know?

21 MR. BRUNSON: Yeah. Ed and I have talked

22 about this, and we're -- we're going to make a

23 trip to Penny Halyburton's office, and I'm going

24 to make a decision on this and -- very shortly. I

25 have to win first. And --

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. LUDLOW: Do you have to win --

2 MR. BRUNSON: No, I --

3 MR. WUELLNER: That -- that's part of what
4 we're going to get clarified.

5 MR. BRUNSON: Yeah.

6 COMMISSIONER SANCHEZ: I had to do that as a
7 beach commissioner. I can tell you a little bit
8 about it.

9 MR. BRUNSON: Okay.

10 MS. BARRERA: Okay. Thank you, Reba. Victor
11 Martinelli?

12 MR. MARTINELLI: Yes. Randy had, I think, a
13 very excellent suggestion, and I'm not so sure
14 that it was understood the way I understood it, so
15 I'd like to ask you for a little clarification,
16 when you said it might be a good thing to ask the
17 tenants and the people on the field what they
18 thought. I'm talking about that list of questions
19 relative to second FBO. And I -- were you talking

20 specifically about those kinds of items that you

21 wanted to get feedback?

22 MR. BRUNSON: Well, you know, just like --

23 just like things change in surveys and 10-year

24 plans, we peeked under the tent with the survey.

25 And I'm sure people have gotten results and they

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 said, well, I have should have done this, and they
2 had the opportunity to talk to each one of us,
3 and --

4 MR. MARTINELLI: Well, further to that, I --
5 I have a suggestion or a request.

6 MR. BRUNSON: Sure.

7 MR. MARTINELLI: Is it possible, Ed, when you
8 send out the -- that list of questions relative to
9 second FBO to the board members, can you also send
10 it to the Pilots Association web site and the
11 Pilots Association members can take a look at it
12 and -- and mull over those thoughts as well?

13 MR. WUELLNER: It's really up to the board
14 whether they want that out there.

15 MR. MARTINELLI: That's why I'm asking the
16 board.

17 MR. WUELLNER: Technically, yes.

18 MR. MARTINELLI: Okay. Now, it's up to the
19 board.

20 MR. BRUNSON: I have no objection.

21 MR. MARTINELLI: Well --

22 MS. BARRERA: That would have to go on a next

23 agenda item, I would think, to be voted on,

24 wouldn't it?

25 MR. GEORGE: Yeah.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MR. MARTINELLI: Well, wait a second. Isn't
2 this public information?

3 MR. WUELLNER: It is.

4 MR. MARTINELLI: I'm making a public
5 information request. Can't you make that
6 available to the public? I mean, by law, don't
7 you have to do that? I mean, you presented it in
8 the meeting and it's part of the meeting agenda
9 minutes.

10 MR. WUELLNER: Right.

11 MR. GEORGE: So, what do you want, more than
12 the minutes?

13 MR. MARTINELLI: Just the list -- just that
14 same list that he's going to send to you folks.

15 MR. GEORGE: You're just requesting
16 personally a list -- I thought you were requesting
17 that we send out a copy of this list to --

18 MR. MARTINELLI: Well, put it on the --

19 MR. GEORGE: -- 15, 20 people.

20 MR. MARTINELLI: Well --

21 MR. BURNETT: And then have --

22 MR. MARTINELLI: If you -- if you send it to

23 me as a -- or give me a copy of it, then am I

24 limited, Doug, as to what I can do with it?

25 MR. BURNETT: No. I -- I guess the question

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 as to -- and I was listening, Mr. Martinelli, and
2 I was trying to figure out whether your request
3 was to have Ed set up the process the same as what
4 he's going to do for the board --

5 MR. MARTINELLI: No, no, no.

6 MR. BURNETT: -- and then have Ed compiling
7 the data or the answers --

8 MR. MARTINELLI: No. No, no, no.

9 MR. BURNETT: Yeah. Of course, you can get a
10 copy --

11 MR. MARTINELLI: The questions.

12 MR. BURNETT: -- from what -- from what Ed's
13 going to send out to the Authority members.

14 MR. MARTINELLI: Yes. And as I understand
15 it, he's going to send out that list of questions
16 that we saw up there. And you said you had
17 another slide, too.

18 MR. WUELLNER: Yeah, two -- two or three.

19 Just more questions.

20 MR. MARTINELLI: Two or three slides. So,
21 I'd -- I'd like to get a copy of all of those
22 items that were up on there, or that would have
23 been up on there for the three slides. And -- and
24 if you don't want to put them to the St. Augustine
25 Airport Pilots Association web site, just send

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 them to me individually and I can do it.

2 MS. LUDLOW: Or me.

3 MR. MARTINELLI: Let's not complicate it.

4 MR. GEORGE: Well, she's our new
5 representative, so maybe we should send it to her.

6 MS. LUDLOW: Not till January.

7 MR. MARTINELLI: Yeah, but she asked me to
8 assist her.

9 MR. WUELLNER: Gotcha there.

10 MR. GEORGE: We have enough squabbles going
11 on in this board.

12 MR. MARTINELLI: Okay. Is that all right,
13 though, with you folks, now?

14 MR. WUELLNER: Yeah.

15 MR. MARTINELLI: Okay. Thank you.

16 MR. BRUNSON: Thank you, Vic.

17 MS. BARRERA: Mr. Slingsluff?

18 MR. SLINGLUFF: I should have brought this up
19 during the discussion on -- Bryan's discussion on

20 the park.

21 I think that the park is -- is a wonderful

22 thing to do. We talked about it while we were

23 doing the -- the south side development, T-hangar

24 development. And, Kelly, I look at you because

25 you're the PR committee. I think the park needs a

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 lot of PR. It really -- it's one of those tools
2 we can use to join this airport back into the
3 community and let people use it.

4 We've got an airline. We've got TSA and
5 security all over the place. The airport becomes
6 more and more unapproachable every day. The park
7 really brings the citizen back in.

8 And I think Bryan should get kudos for -- for
9 taking that task on. I think it's very important.

10 And I really would like to see the PR committee
11 get behind that and get it in the paper and
12 explain to the citizens what's happening.

13 MS. BARRERA: As soon as we have a plan.

14 MR. SLINGLUFF: I -- I did make a comment on
15 the -- the needs of the tenants, and if I could
16 add a little bit of homework to what you're doing,
17 is with the planning and -- and that list, that
18 RFP culling list, if -- if you want to call it
19 that, I think we need some -- the tenants, the

20 business tenants, the business citizens in the
21 county that want to have hangars here at the
22 airport need to have some answers on how their
23 needs will be met. And I think that's part of
24 that planning process. Thank you.

25 MS. BARRERA: Okay. Ms. Alice Sutherland?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. SUTHERLAND: Alice Sutherland, 15 Davis,
2 St. Augustine. And I just have a few comments to
3 make, and some questions.

4 I'm a little concerned about some of the
5 stats that we saw earlier in the presentation
6 about our operations being down. And one thing I
7 understand is that, you know, that's 14 hours out
8 of a 24-hour day, and we are seeing increased
9 business, you know, after the 9 p.m. tower
10 closing. But it just doesn't match with what I
11 have gathered from some of the other northeast
12 Florida airports.

13 And I -- you know, it's easy to say, "Well,
14 it's because fuel's expensive," you know. And
15 it's just too easy to write that off. But I would
16 really like to task each of the board members with
17 looking at that a little bit closer and seeing
18 what if there's other reasons. You know, why is
19 it that the other northeast Florida airports like

20 Craig, Jacksonville International, they're showing
21 increased operations in general aviation?
22 I have some e-mails that I solicited from the
23 Jacksonville Authority up there, and I'd be happy
24 to forward them to you. So, it just doesn't match
25 with what's happening in north Florida, the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 decrease in operations here. So, I'm concerned.

2 I want to know why. And I'd like for you to help
3 me find out why.

4 Secondly, in regards to the second FBO, I
5 hear a lot of comments about, you know, we don't
6 want somebody in here that's just going to sell
7 jet fuel. And I'm with you a hundred percent.

8 There's so many things that need to be addressed
9 service-wise on the field here at St. Augustine
10 Airport.

11 But I just want to remind you, too, that
12 before you try to limit -- and I think we already
13 decided that you can't actually limit the sale of
14 jet fuel. But before you even think about
15 limiting how an FBO would make their money, just
16 remember that some of these things actually fund
17 more services for the smaller piston GA market
18 that normally wouldn't be able to come about, you
19 know, if it weren't for, you know, the big ticket

20 items, the thousand, you know, gallon fuel sales,
21 things like that. It will afford -- provided that
22 the FBO is going to reinvest back into the
23 community and back into the services at the
24 airport.

25 I think, you know, that's key. You really

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 need to, you know, kind of include that in the
2 request for proposal, make sure that they have an
3 interest in reinvesting back into the aviation
4 community here at St. Augustine. I mean, who
5 wouldn't want to do that?

6 But I also want to add one last thing. When
7 you're looking at that request for proposal items,
8 I'd like for you to find out what sort of
9 marketing plan the new FBO or whatever sort of
10 company you decide comes in here to do, what sort
11 of marketing plan are they going to do to tell
12 everybody how wonderful this airport is with all
13 the wonderful services, the Customs, the -- you
14 know, our geographic desirability, you know, en
15 route to the islands. There's so many things we
16 have to offer.

17 The FBO should be telling the whole world
18 about these things. And I'd like for you to
19 address that when you do look at, you know, some

20 of the information you get back in the RFP.

21 Because it's important about growth. We need to

22 have smart sustained growth, and marketing is --

23 is a huge part of that. So, anyhow, thank you.

24 MR. BRUNSON: Thank you.

25 MS. BARRERA: Sacha Martin?

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. MARTIN: Okay. This is a happy comment.
2 The subject is DayJet. And in the paper a few
3 days ago, there was a story by our favorite
4 reporter, Doug Burnett (sic), about DayJet coming
5 into St. Augustine --

6 MR. WUELLNER: Doug Jordan.

7 MS. MARTIN: -- with their services.

8 MR. WUELLNER: Jordan. Doug Jordan.

9 MS. MARTIN: Doug Jordan. I'm sorry.

10 MR. BURNETT: I'm in the paper, but I don't
11 write the articles.

12 MS. MARTIN: Oh, well, Doug and Doug.

13 First of all, I asked him how he found out
14 about this, because it was big news to me. And,
15 you know, we're supposed to be on the PR committee
16 so that we can publicize things like this. And he
17 said he got it from a photographer at The
18 St. Augustine Record who had gotten a copy of a
19 press release from DayJet.

20 So, I guess a question -- the first question
21 is, did we not know about this in advance in order
22 to be able to relate to any questions involving
23 it?
24 And second of all, what is -- do you think
25 the impact will be to the airport in terms of

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 revenues and in terms of just quality of life in
2 the airport? And I guess that's a Michael
3 Slingsluff question personally, so...

4 MR. GEORGE: Michael doesn't run this
5 airport.

6 MS. MARTIN: Oh.

7 MR. BRUNSON: But he can comment.

8 MS. MARTIN: All right. So, hopefully
9 somebody on the Airport Authority knows about it.

10 MR. GEORGE: Ed?

11 MR. WUELLNER: I'll tell you what I know,
12 which is little or nothing about the subject. It
13 came as a surprise to us that it was front-page
14 story. We're still evaluating exactly what, if
15 anything, is an airport issue surrounding their
16 operation here.

17 In terms of what it means to the airport at
18 this point, it's a little or nothing. It's a very
19 small aircraft that appears to be on-demand type

20 charter versus anything else. And in the scheme
21 of things, it's more about the investors of -- in
22 DayJets than it is about anything else at this
23 point. And with the pricing that's involved, it's
24 of questionable long-term utility and viability
25 anyway. So, kind of let it happen and see what

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 happens.

2 MS. MARTIN: I think someone told me there
3 were two flights today or --

4 MR. WUELLNER: I couldn't tell you. I
5 haven't been out of the office. Michael might
6 know. I -- I don't know.

7 MR. SLINGLUFF: The -- the press release was
8 a little premature. We signed agreements with
9 DayJets today. And, yeah, there were two flights
10 today. The press -- press release really
11 shouldn't have gone out until tomorrow, actually.
12 But they -- they beat us to the punch on that one.

13 MR. WUELLNER: So, they're aligned with you.

14 MR. SLINGLUFF: Yeah. Yeah. And it --
15 it's -- it's an on-demand 135 operation, very
16 small jets, as Ed said. It's one of the largest
17 investments in general aviation -- in the history
18 of general aviation by -- by a single individual.

19 And, yeah, I -- I agree with Ed, the price

20 structure and the size of the jets, it makes you
21 scratch your head. I was scratching my head seven
22 months ago about Skybus.

23 MR. WUELLNER: Fair enough.

24 MS. BARRERA: All right. That should be the
25 end of our public comments. That's all the slips

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 I have.

2 12.A. - MS. KELLY BARRERA

3 Authority members' comments. Start with
4 myself.

5 The only thing I would mention is that, yes,
6 I do think we need to publicize the park, and I
7 think that will be a great thing. We just need to
8 get a little bit further in the planning process
9 so that we're not publicizing one thing and
10 retracting another in the process.

11 Secondly, I'm interested in -- in exploring
12 diversifying our revenue sources. I think we have
13 a plan in order to become self-sufficient, and I'm
14 interested in trying to diversify those revenue
15 sources so that we aren't just looking at one or
16 two different operations and as -- as revenue
17 sources for us. With that, Randy?

18 12.B. - MR. RANDY BRUNSON

19 MR. BRUNSON: Okay. I echo that I think

20 our -- I'm glad you mentioned self-sufficient. I
21 think we should stay focused on that, and that
22 should be our number-one thing. However, saying
23 that, I am extremely encouraged by the public
24 comments I've received lately about Skybus and
25 that this is a good board, and they really know

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 that we sincerely are trying to be
2 self-sufficient, and -- and I know we will
3 continue to do that.

4 And the PR, you're right, great opportunity
5 with a lot of things going on. And it seems as
6 if, to me personally, that The Ponte Vedra
7 Recorder is -- is a paper that really prints news.
8 And I'm -- I'm talking to Chuck Day up there. So,
9 I'm sure you have that on your -- your list of
10 people. But he would be very interested in what
11 all you're doing.

12 Let's see here. I do want to -- is Reba
13 gone? Reba --

14 MS. LUDLOW: No, I'm still here.

15 MR. BRUNSON: The -- I'd like to say that we
16 enjoy you at these meetings, and we're --
17 congratulations on becoming the liaison, and we
18 look forward to seeing you then.

19 And what a great Christmas party SAAPA had

20 that they invited us to. And as I said in that
21 meeting, that's one of the best in the St. Johns
22 County, and thank you for having that.
23 Investment back in the community. I think
24 you were talking about that. And, Michael, I
25 appreciate your efforts on that with -- with the

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 Airport Authority and the Chamber mixer and the
2 different things you're doing. And so I'm glad
3 you're continuing to do that.

4 The only thing I will say is really a bad
5 thing, is that we missed the last board meeting,
6 and we had to schedule it for -- for tonight. And
7 I had flights to Portsmouth, New Hampshire that I
8 lost \$63, because Carol and I could not go to
9 Portsmouth because this board meeting was more
10 important. So, 10, 20, 30 --

11 MR. GORMAN: Welcome to my life.

12 MR. BRUNSON: But I'm encouraged by all we're
13 doing and think it's a good board. And I will
14 miss this board if and when I leave here in a few
15 months.

16 MS. BARRERA: Jack? Mr. Gorman?

17 MR. GORMAN: You don't want Buzz to go?

18 MS. BARRERA: He's not next on the list.

19 MR. GORMAN: I see.

20 MS. BARRERA: You are. I'm going in order.

21 MR. GORMAN: I see. That's fine.

22 12.C. - MR. JOHN "JACK" GORMAN

23 MR. GORMAN: In summary of today, I'd like to

24 see us -- I've been here five years on this board,

25 and many of the days on this board I sit there and

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 approve expenditures.

2 I'd like to -- just in summarization of what

3 I feel today is, I'd like to see us slow

4 acquisitions and let some of our investments pay

5 off and let us get off the tax rolls. After five

6 years of approving expenditures, I'd like to see

7 growth but careful -- careful growth, a little bit

8 slower, and let's see what we've got in the ground

9 pay off, because we were just talking about land

10 and about everything.

11 MS. BARRERA: All right. Wayne George?

12 12.D. - MR. WAYNE GEORGE

13 MR. GEORGE: One of the things that I think

14 we're missing the boat on, we as a -- as a board,

15 we get confronted with people asking questions and

16 people making favorable comments for PR. We get

17 some unfavorable comments, you know, some people

18 going to take us over and whatever.

19 We don't have a good pipeline between all of

20 us of, what is the answer? I can sit and make up
21 my answer, but maybe you have a better answer to
22 that type of question. And I had suggested to Ed
23 that we consider, on major issues, that we have a
24 depository of -- you know, from each one of us
25 that I was encountered with this, this person,

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 person X, if you want to do that, said so and so,
2 and it was very favorable.

3 You made a -- I think a comment in the paper
4 recently about there being -- the county being 80
5 percent residential and 20 percent -- I've already
6 used that twice, okay, in -- in explaining
7 something to somebody.

8 And I think that we ought to take our
9 experiences that we're having and -- and pass that
10 in to Ed and have him make a distribution to
11 everybody. Not saying that your answer is right,
12 but here's how I answer it. Somebody then could
13 come back and maybe give a better answer.

14 I feel very sorry for Mr. Brunson missing his
15 airplane, you know.

16 MR. BRUNSON: You should.

17 MR. GEORGE: But just to add balance to the
18 whole thing, I was coming to the meeting last week
19 and I was going to be drug to Atlanta, Christmas

20 shopping with my wife. Because we changed it, I

21 didn't have to go. So, it's kind of a balance

22 across the whole board.

23 COMMISSIONER SANCHEZ: Are you going to pay

24 Randy his \$63?

25 MS. SUTHERLAND: I was going to say that.

AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

1 MS. BARRERA: Wayne, I would agree with you.
2 I think that we should send those suggestions.
3 And I've made that -- I've said that before, and
4 I -- I think that that would be a great idea,
5 any -- any concerns or comments that you have, and
6 forward those to Ed as all board members.

7 13. - NEXT MEETING DATES

8 MS. BARRERA: All right. That's the end of
9 this meeting. Our next meeting date is going to
10 be our workshop on the 14th, and our meeting date
11 will be the 28th of January. And the meeting's
12 adjourned.

13 Backwards. The meeting's on the 14th --

14 MR. GEORGE: And the workshop --

15 MS. BARRERA: -- and then the workshop's on
16 the 28th. Thank you.

17 MR. GEORGE: I thought I missed something.

18 MS. BARRERA: Thank you.

19 MR. GORMAN: No, I got it.

20 (Meeting adjourned at 6:48 p.m.)

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AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007

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 4th day of January, 2008.

13

14

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

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AIRPORT AUTHORITY REGULAR MEETING - DECEMBER 17, 2007