

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, January 22, 2018

from 4:00 p.m. to 5:06 p.m.

* * * * *

BOARD MEMBERS PRESENT:

- SUZANNE GREEN, Chairman
- BRUCE MAGUIRE, Treasurer
- STEVE KIRA
- VICTOR RAYMOS

BOARD MEMBERS PRESENT:

- RANDY BRUNSON

* * * * *

ALSO PRESENT:

DOUGLAS N. BURNETT, Esquire, St. Johns Law Group,
 104 Sea Grove Main St., St. Augustine, FL, 32080,
 Attorney for Airport Authority.

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

* * * * *

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

2 CHAIRMAN GREEN: Call to order our meeting.

3 Please stand for the pledge.

4 (Pledge of Allegiance.)

5 MEETING MINUTES & FINANCIAL REPORTS

6 CHAIRMAN GREEN: Mr. Brunson couldn't make it.

7 I think you told us that.

8 All right. Our approval of the minutes, let's
9 take that first. Do we have any exceptions or
10 additions to the minutes?

11 MR. MAGUIRE: Looks good to me.

12 CHAIRMAN GREEN: Okay. So they're going to be
13 approved as presented?

14 MR. MAGUIRE: Uh-huh.

15 CHAIRMAN GREEN: All right.

16 MR. KIRA: Motion.

17 CHAIRMAN GREEN: They can just accept it as
18 presented.

19 MR. KIRA: Accept it?

20 CHAIRMAN GREEN: Uh-huh.

21 MR. WUELLNER: It's not required unless we
22 have an exception.23 CHAIRMAN GREEN: Right. And then the
24 financial reports.

25 MR. MAGUIRE: That's these two sheets?

1 CHAIRMAN GREEN: Yes.

2 MR. MAGUIRE: I don't -- I want to ask
3 questions. I don't have a problem with them. Just
4 so I understand.

5 CHAIRMAN GREEN: Sure.

6 MR. WUELLNER: Uh-huh. Pardon me.

7 MR. MAGUIRE: On the balance sheet, can you
8 just tell me what each bank account is -- I mean,
9 it says right here, but why so many?

10 MR. WUELLNER: Some of them are holdovers with
11 SBA, the State Board of Administration, accounts
12 that were back in the -- well, they were actually
13 here when I got here 20-some years ago. So they
14 still show on our financial statements, but they
15 haven't been formally been closed. That's why the
16 small -- the almost no money in them --

17 MR. MAGUIRE: Okay.

18 MR. WUELLNER: -- because we moved those
19 monies into the Florida SAFE account.

20 MR. MAGUIRE: What's the Florida SAFE?

21 MR. WUELLNER: Florida -- it's an invest -- a
22 local government investment pool --

23 MR. MAGUIRE: Okay.

24 MR. WUELLNER: -- account through the --

25 MR. MAGUIRE: So that's --

1 MR. WUELLNER: That's where the vast majority
2 of the money.

3 MR. MAGUIRE: First Atlantic Bank operating is
4 our primary account?

5 MR. WUELLNER: Is our just a -- call it your
6 checking account, yes.

7 MR. MAGUIRE: Okay. The little escrow
8 account, what do we have in there?

9 MR. WUELLNER: Escrow is rental deposits,
10 anything along that line --

11 MR. MAGUIRE: Okay.

12 MR. WUELLNER: -- where we're not legally
13 allowed to get interest or they have to be isolated
14 from accounting -- for accounting reasons.

15 MR. MAGUIRE: Okay. And then the credit
16 cards?

17 MR. WUELLNER: Oh, I should have turned this
18 on. It would be --

19 MR. MAGUIRE: It might help.

20 MR. WUELLNER: The credit card is actually an
21 inbound account. It is the -- where, for instance,
22 parking and fuel revenues, anything that is paid
23 for by credit card, is -- lands with the bank and
24 then we pull out of that into operating or into
25 something like SBA or into a SAFE account as soon

1 as it gets enough money. Actually we probably
2 could start transferring out of there soon.

3 MR. MAGUIRE: All right. That's -- that's the
4 only question I had.

5 MR. WUELLNER: Okay.

6 MR. KIRA: Can I add to one?

7 CHAIRMAN GREEN: Yes.

8 MR. KIRA: Why is the accounts receivable
9 negative value?

10 CHAIRMAN GREEN: The way they report it.

11 MR. WUELLNER: Oh. Yeah, it's always -- on a
12 balance sheet, it's always opposite of --

13 MR. KIRA: And why is accounts payable
14 positive?

15 CHAIRMAN GREEN: Because it's opposite of --

16 MR. WUELLNER: I -- it's an accounting thing.
17 I do not --

18 MR. KIRA: I -- I always thought accounts
19 receivable was --

20 MR. WUELLNER: I have to do it to myself, too,
21 because I'm looking even at --

22 MR. KIRA: -- an asset and that that actually
23 increases your -- your value and here it's actually
24 decreasing. That's why --

25 CHAIRMAN GREEN: Well, it's not received yet,

1 I think --

2 MR. WUELLNER: I mean, they view it --

3 CHAIRMAN GREEN: -- is the term.

4 MR. WUELLNER: -- as it's money that's owed
5 you --

6 MR. KIRA: Yeah.

7 MR. WUELLNER: -- but it's being stated as
8 though you have it.

9 MR. KIRA: Exactly.

10 MR. WUELLNER: It's silly, but...

11 MR. KIRA: Yeah. I don't -- I have it in a
12 negative.

13 MR. WUELLNER: Well, it's not -- it's -- yeah,
14 well --

15 MR. MAGUIRE: I think the real issue is it's
16 owed --

17 MR. WUELLNER: It's owed.

18 CHAIRMAN GREEN: We don't have it yet.

19 MR. MAGUIRE: -- but since you don't have
20 it --

21 MR. WUELLNER: You don't have it, it's stated
22 as a --

23 MR. MAGUIRE: -- you can't include it.

24 MR. WUELLNER: Correct. That's exactly right.

25 MR. MAGUIRE: It's just like a pot in the sky;

1 it may come in and it may not.

2 MR. KIRA: Well, I understand how that works.

3 MR. MAGUIRE: So -- and they put it in there
4 just for you.

5 MR. KIRA: Just for me. No, I totally
6 understand. It's exactly for me.

7 CHAIRMAN GREEN: And payable, we have the
8 money and we haven't given it out yet.

9 MR. WUELLNER: Yeah.

10 MR. KIRA: You know, I took accounting, what,
11 60 years ago and I figured they would have changed
12 by now.

13 MR. WUELLNER: No, no, no. It just gets
14 worse.

15 MR. KIRA: Okay.

16 CHAIRMAN GREEN: I had a quick question on the
17 expense, operating revenues and expenses.

18 MR. WUELLNER: Why is it the one month I don't
19 carry these with me is the month you have
20 questions? Okay. We're good to go.

21 CHAIRMAN GREEN: You'll know it. It's just --
22 I mean, I see the airline. I know we don't have it
23 and I understand why we're negative there, but the
24 insurance was pretty hefty. We budgeted for
25 \$22,000, we're actually spending \$34-.

1 MR. WUELLNER: I -- it's how the prepaids hit
2 on the insurance.

3 CHAIRMAN GREEN: Okay.

4 MR. WUELLNER: We have -- we only really --
5 you're looking at the monthly?

6 CHAIRMAN GREEN: Yeah, I'm only looking for
7 that actual December in the budgeted amount.

8 MR. WUELLNER: It's when a particular --
9 because we're an accrual accounting, so -- and
10 you're probably all used to only looking at cash
11 accounting.

12 Because it's accrual, we -- it -- we only
13 record it in the month it occurs and then they do
14 a -- a -- what they call pre -- prepaid within the
15 accounting system. So we only realize the -- the
16 expense, if you will, each month on the financials.
17 So 1/12th of the money. But if the invoice is a
18 one month, it shows up on a -- it shows up in a
19 particular month.

20 CHAIRMAN GREEN: So this will be front end
21 loaded --

22 MR. WUELLNER: Yes.

23 CHAIRMAN GREEN: -- and it will work itself
24 out?

25 MR. WUELLNER: Yes, exactly.

1 CHAIRMAN GREEN: Okay. That was the main
2 thing. I understood all of the other expenses.
3 That was just -- so we'll fall back within budget?

4 MR. WUELLNER: Oh, yeah, yeah.

5 CHAIRMAN GREEN: Okay. That's my question.
6 Any other questions?

7 MR. RAYMOS: No.

8 MR. KIRA: No, ma'am.

9 CHAIRMAN GREEN: Accept the financials as
10 presented, then?

11 MR. KIRA: Yes.

12 MR. RAYMOS: Yes.

13 CHAIRMAN GREEN: All right. No exceptions.

14 MR. WUELLNER: One other note to make on that
15 and I'll leave it off of my report in a second is
16 that the State has finally released the actuarials
17 on the Florida Retirement System, which is the item
18 that always holds up the presentation of our annual
19 financial statements.

20 So that has just freed up in the last five
21 days, I believe. So the auditors will complete it.
22 So expect to have the annual audit report in the --
23 at your February meeting.

24 MR. MAGUIRE: Good.

25 MR. KIRA: Good.

1 MR. WUELLNER: Otherwise it's in great shape.
2 It's just got to be --

3 CHAIRMAN GREEN: Oh, thanks, Kevin.

4 MR. WUELLNER: -- put the bow on it at this
5 point.

6 AGENDA APPROVAL

7 CHAIRMAN GREEN: Okay. We're all set the
8 agenda, so I'm going to ask for approval of the
9 agenda as presented.

10 MR. RAYMOS: So moved.

11 MR. KIRA: Second.

12 CHAIRMAN GREEN: Okay. Thank you guys. We
13 don't need to vote, but I appreciate that. And,
14 Mr. Wuellner, your report.

15 EXECUTIVE DIRECTOR'S REPORT

16 MR. WUELLNER: Yes. I'll -- since Tammy is
17 here, I'll leave -- leave her to make her -- her
18 operational comments without stepping all over her
19 again.

20 Fuel for the Airport Authority, this will be
21 self-fuel, 100 low lead at about just under 17,000
22 gallons for the month of December -- these are
23 December numbers -- Atlantic at about 8,000 gallons
24 for the month, and about 109,000, just over that,
25 in jet fuel for the month of December. We had 206

1 enplanements.

2 I did want to mention that barring some other
3 direction from you, and we -- we don't have it
4 agenda'd for otherwise, we have about 20 T-hangar
5 leases that have yet to be reexecuted. So sometime
6 over the next week or two, we will let them know
7 that they are on a short rope and either need to
8 get it executed or vacate. Of course we'll be
9 nicer than that.

10 But we do -- we did want to let you know that
11 out of 140 that we started with, we're down to
12 about 20 at this point. Some of which we know
13 there are specific circumstances preventing it,
14 like they're out of -- out of country or something
15 along that line, and -- and certainly we'll take
16 that into consideration. But those that are
17 just -- appear to be avoiding the issue --

18 CHAIRMAN GREEN: Hanger-oners?

19 MR. WUELLNER: Yeah.

20 MR. MAGUIRE: But they're still continuing to
21 pay rent.

22 MR. WUELLNER: From what we can tell, yes.
23 Everything's good on the rent side, so that's a
24 good thing. But that'll come off that
25 month-to-month. That's the goal here. So it

1 doesn't -- if you recall, they've been hanging
2 month-to-month since last October.

3 And I believe -- oh, I did want to mention
4 that the T -- we have an update for you a little
5 bit later, but on the terminal VOR, because we're
6 going to need a little -- just a little direction
7 as to what you guys want to do heading forward on
8 that, on that replacement and get you updated on
9 what I -- the latest numbers on what we're seeing
10 from insurance and FEMA and what the expected
11 outflow of cash would be for the Airport Authority.
12 And that will beg some fundamental questions
13 related to it.

14 So with that, I have no more comments, unless
15 you have questions for me.

16 CHAIRMAN GREEN: Not yet. I'll wait till the
17 TVOR.

18 BUSINESS PARTNER UPDATES

19 CHAIRMAN GREEN: All right. Then I didn't see
20 Mr. Dean. Nobody from commissioners. Josh for --

21 MR. BURNETT: Mr -- if I might speak to that.

22 CHAIRMAN GREEN: Oh, go ahead. I'm sorry.

23 MR. BURNETT: Commissioner Henry Dean reached
24 out to me to let you know that he apologized to the
25 board. They're dealing with the issue of Vilano

1 and the beach renourishment or lack of beach sand
2 issues. There's another meeting tonight that took
3 him away from here, so anyways.

4 CHAIRMAN GREEN: That's a good one to go to.
5 Okay. All right. Josh?

6 MR. GALLOWAY: Nothing to report.

7 CHAIRMAN GREEN: Okay. Nothing from Atlantic.
8 And SAAPA, I don't see Mr. Hernandez. Anyone else?
9 Northrop?

10 MR. NEHRING: Nothing to report.

11 CHAIRMAN GREEN: Tammy?

12 MS. ALBIN: Tammy Albin, St. Augustine Control
13 Tower.

14 For December of 2017, our final numbers were
15 about 10,853 operations, giving us about 133,355 or
16 so for the entire year.

17 That is about 6 percent down from 2016. But
18 we figure with the one flight school being --
19 having satellite operations for a good portion of
20 the year and the hurricane, and that -- that
21 probably accounts for most if not all of it.

22 So far this month with all the fog issues,
23 there have been quite a few fog days that has been
24 more than normal. We -- our numbers have been down
25 so far until about the last week to ten days, and

1 it's really blown up.

2 We have -- it's not unusual right now to have
3 in excess of 650 operations a day. So it's
4 catching up quickly. Right now the last I looked
5 the first thing this morning was 6,800-plus
6 operations for the month so far. So --

7 MR. WUELLNER: Okay.

8 MS. ALBIN: -- that's about all there is I
9 think to report operation-wise.

10 MR. WUELLNER: About ten days.

11 CHAIRMAN GREEN: What about -- I know we were
12 looking for other personnel or you-all were for air
13 traffic control.

14 MS. ALBIN: We still have a job share. The --
15 our employee that wants to go job share, which is
16 another way of saying part time or whatever, they
17 share one full-time position between however many
18 people, is still working full time until we find
19 someone.

20 Our -- we're still in the process of, again,
21 we've re-released it and changed the numbers a
22 little bit to see if we could get any better
23 participation or anything. And from in company,
24 no, we had no participants.

25 So now we're going back outside into the

1 general population and we wait to see what happens
2 from there. But right now we're still completely
3 staffed, we're just trying to split one position
4 off.

5 CHAIRMAN GREEN: Okay. Thank you.

6 MS. ALBIN: That's it. You're welcome.

7 CHAIRMAN GREEN: Mr. Burnett?

8 MR. BURNETT: Nothing to report. You'll hear
9 more from me later.

10 CHAIRMAN GREEN: Okay. Darn.

11 MR. WUELLNER: That's got to make you feel
12 good.

13 FIND CHECK PRESENTATION

14 CHAIRMAN GREEN: Okay. Our first agenda item,
15 FIND check.

16 MR. BLOW: Got your check.

17 CHAIRMAN GREEN: Yes, sir. Mr. Blow?

18 MR. WUELLNER: This is --

19 MR. BLOW: You want me up here?

20 CHAIRMAN GREEN: Sure. Yes, sir. Because
21 that way we can hear you and record.

22 MR. WUELLNER: I think you need to go up.
23 You're going to go up.

24 CHAIRMAN GREEN: Oh.

25 MR. WUELLNER: You're going to get a fake

1 check.

2 CHAIRMAN GREEN: I'll take it.

3 MR. WUELLNER: Sure.

4 MR. BLOW: Good afternoon. I'm Carl Blow with
5 Florida Inland Navigation District, and thank you
6 for having me today.

7 I brought you a check for a project that we've
8 been involved with with you. And we're very
9 excited about helping the airport develop its
10 capabilities to utilize the Intracoastal Waterway.

11 As far as I know, this is the only airport on
12 the east coast of Florida that has direct access to
13 the Intracoastal Waterway, especially deep water
14 access that can handle a barge. But that's --
15 that's one reason FIND is very interested in
16 assisting the airport any way we can to utilize
17 that -- that asset.

18 You know, FIND, I won't go into a lot of time
19 because I know you guys are busy, but I -- you
20 probably know what we do. We're the -- the state
21 partner with the federal government as far as
22 maintaining the Intracoastal Waterway.

23 But this is a -- this check is part of a grant
24 program that we have that actually the legislature
25 dictated that we develop back in the 80s.

1 The situation was that, you know, FIND and the
2 Corps was out there maintaining the waterway, but
3 the legislature which created us said what's the
4 point if the public can't utilize the waterway if
5 they can't get to it? And that's -- that's why we
6 developed this grant program, to help local
7 governments like yourself improve the access to the
8 Intracoastal Waterway.

9 So anyway, I'm happy to bring this check,
10 which actually you've already gotten a real one.
11 But anyway, this is the -- this is the -- kind of
12 the big fake check. And I'll be happy to present
13 this.

14 And also, I brought something that I thought
15 was interesting, but these are some photographs
16 that date back to 2011, and I think Carl Youman
17 took these.

18 CHAIRMAN GREEN: I'm sure.

19 MR. BLOW: And it's one reason why FIND is
20 very interested in this airport and trying to help
21 you develop your access to the Intracoastal. But
22 I'm going to hand these out. First I'll give you
23 the check.

24 CHAIRMAN GREEN: Do you want me to?

25 MR. WUELLNER: Kevin's going to get a few

1 pictures.

2 MR. BLOW: These are Commissioner Youman's
3 photographs from 2011 and --

4 CHAIRMAN GREEN: You know that Mr. Youman was
5 our official photographer?

6 MR. BLOW: And he's very good, too. Everyone
7 got one? Okay. Probably ought to give one to
8 Northrop Grumman because it's their plane.

9 But I wanted to bring this because this is
10 extremely interesting to -- to FIND, especially as
11 we attempt to get federal funding to maintain the
12 waterway.

13 The Intracoastal Waterway, the way it's
14 supposed to work is FIND is supposed to as a state
15 partner provide the right-of-way and any necessary
16 easements, and the federal government is supposed
17 to pay for all of the maintenance of the waterway,
18 all of the dredging and everything.

19 Well, that -- that kind of was the situation
20 up until the 1970s, but what happened was due to
21 budget constraints, the federal government has not
22 met a hundred percent of the cost of maintaining
23 the waterway since that time.

24 So, right now the waterway -- the cost of
25 maintenance, which is about \$12 to \$15 million a

1 year, is split roughly 50/50 between FIND and the
2 Army Corps of Engineers. And -- and of course our
3 share or FIND's share is your tax dollars, you can
4 see it on your real estate tax bill.

5 But anyway, the -- our mission or one of the
6 things we do is try to get that federal
7 participation as high as possible. And one way we
8 do that is to justify why we need federal dollars.
9 And this -- this particular photograph we've used
10 over and over and over again in Washington to
11 demonstrate to our elected officials why they
12 should provide funding to maintain the
13 Intracoastal Waterway.

14 So obviously this picture is an E-2 Hawkeye.
15 I think it belonged to Taiwan, that several of them
16 were shipped over here and had their avionics
17 updated. I believe the contract was I heard
18 \$90 million or something per plane, something like
19 that. Maybe that's been inflated over time.
20 But -- but that's a significant economic impact.

21 Obviously you guys understand that. You
22 understand how important this airport is to the
23 Northeast Florida and creating good high-paying
24 jobs. And I just want you to know that FIND
25 certainly recognizes that and that is why we are

1 very interested in helping you any way we can to
2 make sure that this airport remains an economic
3 engine for St. Johns County.

4 But anyway, I thought -- I brought this
5 photograph because I love this photograph because
6 it really demonstrates the unique advantage of this
7 airport in relationship to the
8 Intracoastal Waterway.

9 So, going forward, any way we can help you
10 maintain this facility as far as its access to the
11 waterway, just give me a call. But thanks for
12 having me. Yes, sir?

13 MR. MAGUIRE: I've got a question, probably
14 for Northrop Grumman than anybody else. Why would
15 they ship it to Jacksonville as compared to fly it
16 to Jacksonville?

17 MR. NEHRING: Because that's the way our
18 government chose to do it. They shrink-wrapped
19 it --

20 MR. MAGUIRE: They shrink wrapped it here.

21 MR. NEHRING: Yeah.

22 MR. MAGUIRE: Okay.

23 MR. NEHRING: It would be more difficult to
24 shrink-wrap it --

25 MR. MAGUIRE: Got you.

1 MR. BLOW: But I think these aircraft came in
2 ocean freight to Jacksonville, were unloaded,
3 barged down here, and then you guys did the work
4 and they went back that way.

5 You know, one thing -- one reason we love this
6 photograph is when the -- when the federal
7 government looks at maintaining
8 Intracoastal Waterways, traditionally they looked
9 at it based on what they call a ton mile, and --
10 and it's based on the Mississippi River. In other
11 words, how many tons of grain did you ship on the
12 Mississippi River and what's the value of that
13 grain?

14 Well, this is a situation where you've got
15 \$90 million say, or whatever, a lot of money on a
16 barge that doesn't weigh very much. So when you
17 use the Corps' traditional formula to determine
18 what value is, this just blows it out of the water,
19 because we're not shipping grain here, we're
20 shipping highly sophisticated aircraft. So that
21 was one reason we used this up in D.C.

22 But, once again, any way we can help you, just
23 give me a call and thank you for having me.

24 MR. WUELLNER: Okay. Do you want to -- can we
25 get a couple of photos quick, Carl, with the check

1 and the --

2 CHAIRMAN GREEN: The big check.

3 MR. HARVEY: Over there. That direction.

4 MR. KIRA: Can you hold it straighter?

5 CHAIRMAN GREEN: There I am.

6 MR. HARVEY: Me or him?

7 MR. WUELLNER: Yes.

8 MR. HARVEY: Thank you.

9 CHAIRMAN GREEN: Okay. Thanks.

10 MR. BLOW: Thank you. Appreciate it.

11 MR. WUELLNER: Thanks, Carl. Appreciate it.

12 CHAIRMAN GREEN: Okay. Thank you, so much,
13 Mr. Blow. I enjoyed some of your functions that
14 I've gone to over at St. Augustine at the Yacht --

15 MR. BLOW: Thank you.

16 SR 313 UPDATE

17 CHAIRMAN GREEN: Okay. Next on the agenda,
18 Mr. Knight? Thank you.

19 MR. KNIGHT: Jim Knight. I'm here to give you
20 an update on the State Road 313 corridor.

21 Obviously, State Road 313 is a western bypass
22 around St. Augustine. Go ahead. Next slide. It
23 connects really down from the 207/312 intersection
24 and -- to north -- yeah, right here by the airport
25 and U.S. 1 is where we come in.

1 The road is proposed as a multilane highway
2 from -- with six lanes proposed south of
3 State Road 16 and a four-lane facility north of
4 State Road 16. Next slide.

5 MR. MAGUIRE: You -- you use the word
6 "proposed." Is that not in concrete yet or is that
7 still floating around?

8 MR. KNIGHT: We have -- on the southern end
9 we've completed the -- the NEPA environmental phase
10 and we're about halfway through design and
11 right-of-way acquisition is almost complete.

12 On the north phase, we've had some alignment
13 shifts. We have to go back through the NEPA
14 process, and -- and we really don't have much done
15 on -- on the north phase.

16 MR. MAGUIRE: Okay.

17 MR. KNIGHT: But I would use the term
18 "proposed" up until the day it's built, so...

19 MR. MAGUIRE: Gotcha. Okay.

20 MR. KNIGHT: 313 is being implemented to
21 reduce congestion and travel time on U.S. 1. It's
22 been a priority of the county for over 20 years.
23 Again, included in their comp plan since the year
24 2000. It's supported by the City of St. Augustine
25 and the North Florida TPO. It's been a priority in

1 their long-range plans since 2005.

2 When we look at the -- the traffic models in
3 the area, we -- we -- the models indicate that, you
4 know, adding the new route will save about 1.8
5 million hours per year in travel time in year 2040.

6 It reduces volumes on U.S. 1 quite a bit.
7 And, you know, say a trip from IGP/U.S. 1 area and
8 312 would be, you know, quite a travel time savings
9 there. That's pretty significant. And again,
10 trips from 95 to 312 again, pretty significant, 25
11 versus 15 minutes. So it really does a lot of -- a
12 lot of good, the corridor does. Next slide.

13 This map sort of shows where you -- green is
14 where we make things better by building
15 State Road 313. The red is where we do see some
16 increases on some other roads by building it. Next
17 slide.

18 The -- to date, about \$26 million has been
19 invested on the corridor. That has gotten us PD&E
20 on the south portion. Design, about 50 percent
21 complete, enough to get our right-of-way set.
22 And -- and right-of-way, we have the south
23 right-of-way. It's fully funded. It's not quite
24 all purchased, but it's very very close.

25 You can see here the funding sources to date

1 of that \$26 million. There's quite a mix of county
2 money, TPO-controlled funds, State TRIP funds,
3 federal earmark, and then District-controlled DOT
4 funds. Next slide.

5 In our current five-year work program, DOT
6 funds on a five-year work program, we are going to
7 build the -- about a southern mile, mile and a half
8 of 313 as a two-lane road. We have design in
9 fiscal year '21 and construction in fiscal year
10 '21-'22.

11 This will -- this will connect
12 Holmes Boulevard into the intersection right there
13 at 207 and 312 so you don't have to sort of drive
14 the two legs of the triangle, you can just go
15 straight -- straight into the intersection, a
16 \$12.6 million project. Next slide.

17 The remaining costs for the south project to
18 get that six-lane road built, we're looking at
19 around about \$107 billion need. The north job
20 where we do still need to update the PD&E, we're
21 looking at around a \$110 million need.

22 It kind of shows how heavy a lift this will be
23 when you look at over 20 years we've gotten about
24 \$25, \$26 million in investment and we still have,
25 you know, 200-plus million to go.

1 Okay. Again, we're completing our
2 right-of-way acquisition on the south project.
3 We're very close; there's just a few parcels
4 outlying. And we're really at the point,
5 especially on the south job, we've done everything
6 you can do but build it.

7 So we don't want to push the design any
8 further until we know when it's going to be funded
9 for construction, except for that little piece, you
10 know, on the -- on the southern end. And again,
11 seek funding for the north project. I think
12 that's -- next slide?

13 MS. HOLLINGSWORTH: That's it.

14 MR. KNIGHT: That's it. Okay. That's our
15 update.

16 CHAIRMAN GREEN: Mr. Burnett?

17 MR. BURNETT: Can I ask one question?

18 The county years ago planned for some
19 four-lane roads where they built two lanes of it,
20 knowing that those -- that two-lane section would
21 wind up being an eastbound or westbound of a
22 four-lane road and they designed it for that. I
23 assume that's what you're doing on the south.

24 Is there some benefit to building the two-lane
25 of all of the southern part of 313 rather than

1 trying to bite off four-laning where that number is
2 big of 100-plus million?

3 MR. KNIGHT: Right. I mean, we -- we probably
4 would try to phase it in that way.

5 Typically if you build half the road, you
6 don't save half the cost. You know, you may -- you
7 may still probably spend two-thirds or
8 three-quarters of the cost. It's things like
9 drainage ponds and --

10 CHAIRMAN GREEN: Yeah.

11 MR. BURNETT: Do you see that as realistic,
12 though, that that may happen instead of
13 four-laning --

14 MR. KNIGHT: I think that's -- that would be
15 the likely way to pursue it, unless some dynamic
16 changes that brings a big, you know, flush of
17 money.

18 Just to put it in perspective, of
19 District-controlled capacity funds, we probably get
20 \$20 million a year for all 18 counties. So that
21 doesn't count, you know, interstate type SIS
22 projects where we get a much bigger pot of money.
23 But this is not a SIS facility, so it's in a -- you
24 know, there's a lot of roads and a small pot
25 competing for that same funding.

1 MR. WUELLNER: I do -- I have a question on
2 the northern section. Does your -- I saw the
3 right-of-way number of I believe it was like \$39
4 million.

5 Does that include what are the con -- what
6 will ultimately be the contributions from
7 Flagler Development, Airport, and others on the
8 extreme northern section? I mean, has that been
9 discounted or factored out of that number?

10 MR. KNIGHT: It hasn't been discounted.

11 MR. WUELLNER: So it's still in there as
12 though you have to buy it.

13 MR. KNIGHT: Right.

14 MR. WUELLNER: Okay.

15 MR. KNIGHT: And we sort of know how that
16 deal's going to look. We're going to have to buy
17 some land in the future, but --

18 MR. WUELLNER: Sure.

19 MR. KNIGHT: -- clearly not buying the whole
20 right-of-way.

21 MR. WUELLNER: Right.

22 MR. KNIGHT: We'll discount it when that's --
23 the ink's dry.

24 MR. WUELLNER: Perfect. Thank you.

25 MR. KIRA: I don't see this thing -- oh,

1 sorry.

2 MR. MAGUIRE: Go ahead.

3 MR. KIRA: I don't see it connecting to 95 at
4 all. Is it ever going to?

5 MR. KNIGHT: It is not proposed to connect to
6 95.

7 MR. KIRA: Can we have that added?

8 MR. WUELLNER: How -- however, I would say
9 that at least on the northern piece, we are very
10 preliminarily looking at it through the
11 master plan.

12 One of the things this board will also look at
13 is trying to move that connection that you speak of
14 from U.S. 1 out to 95, possibly even connecting
15 further to 16, which is a very small segment at
16 that point --

17 MR. KIRA: Sure.

18 MR. WUELLNER: -- into the consideration.
19 Another thing we are also very focused on is -- is
20 getting the airport general area into the SIS
21 program --

22 MR. KIRA: Uh-huh.

23 MR. WUELLNER: -- which will change the
24 funding dynamic dramatically should we become
25 successful in doing that. So the -- the whole road

1 picture and intermodality would -- would be greatly
2 enhanced by getting it into the SIS. But that's a
3 process, so it's --

4 MR. KNIGHT: Yeah. I can -- I can add to
5 that. \$200 million in the SIS program is a large
6 project, but it's not unheard of. We let those
7 every few years where, you know, \$20 million in the
8 non-SIS is a huge project.

9 MR. WUELLNER: Especially over 18 -- yeah.

10 MR. MAGUIRE: Do you have any suspense dates
11 on -- or projected dates on the north side?

12 MR. KNIGHT: No. We -- we run a -- we run two
13 plans; a five-year plan that looks at -- you know,
14 that's a fairly firm commitment, and then we run a
15 20-year plan where we match projects to money
16 that's a much looser plan. It is not in either
17 one.

18 MR. MAGUIRE: Hmm.

19 MR. RAYMOS: Yes. The section of the road
20 that -- from Four Mile Road up to State Road 16,
21 that subdivision that's there, has that
22 right-of-way been purchased? How's that going to
23 impact that -- that subdivision that's right there
24 at the corner right behind Publix?

25 MR. KNIGHT: We're -- we're running to the

1 west of that --

2 MR. RAYMOS: West of that.

3 MR. KNIGHT: -- subdivision. They told me
4 almost all of the parcels have been purchased. I'm
5 not sure which, you know, have and have not, so I
6 can't tell you if that one has been purchased yet
7 or not.

8 MR. RAYMOS: Because originally that was going
9 to go right through that subdivision.

10 MR. KNIGHT: We did make some late adjustments
11 around the borrow pits to -- to help reduce some
12 construction costs and try to make a few property
13 owners happy.

14 MR. RAYMOS: Thank you.

15 MR. MAGUIRE: Your map also shows the
16 King Street area where Florida Memorial College
17 was. How did y'all resolve that issue with the
18 college?

19 MR. KNIGHT: I'm not sure, but it's been
20 resolved because that -- we've acquired that
21 right-of-way.

22 MR. MAGUIRE: Okay. Hmm.

23 CHAIRMAN GREEN: Thank you, Mr. Knight. Any
24 further questions?

25 MR. WUELLNER: Thank you, sir.

1 MR. MAGUIRE: That's all.

2 MR. WUELLNER: Appreciate you making time and
3 coming down.

4 NEW FBO LEASE FORM

5 CHAIRMAN GREEN: All right. Next agenda item
6 is our new FBO lease form.

7 MR. WUELLNER: Yeah. Yeah, I -- I got ahead
8 of myself in referring to it as an FBO lease form
9 when the reality is it's an FBO lease amendment.

10 So, the original question was related to
11 how -- how you would like to proceed with getting
12 those executed, but the -- the nature of this has
13 changed a little bit after it -- it was drafted.
14 So I'm going to let Doug talk to it quickly and
15 then if he messes up, I'll try to fix it. I'm just
16 kidding.

17 MR. BURNETT: Let me -- let me -- let me start
18 by sharing with you that I'll save you the hours
19 that I have in drafting a new FBO non-fuel lease
20 form.

21 When you look at our FBO lease form that we
22 have existing and you take in the amendments in
23 trying to address and modernize it, you get around
24 a 30-page long document. And then you try and make
25 that fit for the non-fuel new category of FBO for a

1 smaller type FBO operation and you say, well, that
2 doesn't really become manageable very quickly and
3 we're not going to be able to do what we need to do
4 in a timely period -- in a timely fashion.

5 MR. WUELLNER: And I would also interject that
6 none of the five tenants that are -- that are
7 beneficiaries potentially of this have requested
8 any material changes in their lease. Nothing from
9 time or -- or even contents of the lease. So it
10 makes it even cleaner or more simple.

11 MR. BURNETT: Yeah. So what this does is
12 basically you've got two things.

13 We went through this past year, latter part of
14 2017, and modified the minimum operating standards,
15 you approved it at the board level to modify the
16 minimum operating standards to create a second FBO
17 type of classification where they provide services
18 but not allow for fuel sales if you don't provide
19 the full gamut.

20 If you don't have all nine -- all eight or
21 nine criteria of an FBO, then we're not going to
22 recognize you as being an FBO. I mean, acreage,
23 three acres, 80,000 square feet, that's a big
24 number to start getting up to.

25 And, oh, by the way, we may get a time where

1 we want a second FBO and that may be something that
2 you go out for an RFP for like you've done in the
3 past to try and gauge whether there's interest or
4 that kind of thing.

5 But for right now, we have this issue of
6 three, four, five users on the property. Some are
7 being taxed ad valorem, some are not. The Florida
8 Statute addresses this to say, hey, you don't have
9 to be taxed for ad valorem purposes if you're an
10 FBO without providing a definition of what an FBO
11 is. So we can help address that and level the
12 playing field with one user paying ad valorem taxes
13 and one not by going through this process.

14 And so I've made it as a simple form to amend
15 the existing lease, taking into account the
16 language of Florida Statute related to this, taking
17 into -- adding in a language, a paragraph, bottom
18 paragraph on Page 1, just simply says that they're
19 going to follow our new minimum guidelines and then
20 have on the top of Page 2 the services that they're
21 going to provide. Under our new policy, they need
22 to have at least two of these services. So they'll
23 initial which ones they're going to provide.

24 There's an automatic -- Paragraph 3, automatic
25 expiration of this amendment. Basically what I've

1 put in there for language to say, hey look, the
2 Airport Authority isn't sure exactly what the
3 outcome of this is going to be, and so if we decide
4 to change our policy and get rid of the second type
5 of FBO, we can do that. And you're not going to
6 detrimentally rely on this. There's no third party
7 beneficiaries of this. The airport can still
8 modify it's policy and get rid of this second class
9 of FBO, and if it does, this amendment terminates.

10 The sort of clean thing about that is we
11 haven't changed the underlying lease in all of
12 this. We've amended it to allow this category. If
13 for some reason you decide this doesn't work, then
14 this amendment goes away and their underlying lease
15 stays the same. And that's really it. It's that
16 simple.

17 You know, it gives -- it gives the
18 Airport Authority great flexibility. You're able
19 to make this happen for your tenants, these --
20 these three, four, five tenants, and still be
21 protected that if something for whatever reason
22 doesn't work out, you can revise and get rid of
23 this amendment or seek some other option.

24 MR. WUELLNER: Now, that brings us to sort of
25 the procedural, I believe, question which is

1 historically simple lease amendments by policy I
2 normally can just execute; they don't require board
3 action. I'm talking minor -- minor changes to a
4 lease.

5 Obviously this is something significant. I
6 just want to confirm with the board that you're all
7 right with my execution of these -- just this
8 addendum into their individual leases. You have
9 the option of course to bring these back and deal
10 with them individually if you prefer.

11 Since there are no other material changes, in
12 fact there are no other changes to the base leases
13 of all five tenants, it would be our recommendation
14 you just go ahead and allow us to execute the
15 amendment and get it done.

16 There is a filing date coming up. I'm a
17 little unsure of exactly what the date is, whether
18 it's the end of February or very early March, but
19 the tenants, in order to take advantage of the
20 potential --

21 CHAIRMAN GREEN: Ad valorem?

22 MR. WUELLNER: -- the ad valorem issue with
23 the county through the Property Appraiser's Office
24 has to file paperwork with them by about that time
25 in order to be considered for the previous year.

1 So we don't -- we don't want to really get too far
2 beyond this meeting without getting them the
3 paperwork to be able to go after the savings.

4 CHAIRMAN GREEN: Okay. Any board discussion,
5 questions?

6 MR. RAYMOS: I would defer to having him
7 execute the amendments.

8 MR. MAGUIRE: Yeah. This looks like an
9 operational issue, which I don't want us to start
10 getting involved. I want us to stay with policy,
11 though we all recognize if you make a mistake, it's
12 a noose around your neck --

13 MR. WUELLNER: As do I.

14 MR. MAGUIRE: -- and you recognize that, too.
15 So I'm pretty good with that.

16 My only issue, and Doug has heard me say this
17 before, Section 2, the second paragraph, one
18 sentence the entire paragraph 90 words long. It
19 drives me nuts to see a 90-word sentence, okay?
20 But it's already done, so I'm not going to
21 complain.

22 MR. WUELLNER: Thank you.

23 MR. KIRA: Other than the fact that you
24 mentioned it.

25 MR. MAGUIRE: Yeah. So I have no problem with

1 it.

2 CHAIRMAN GREEN: Any other board discussion?

3 MR. KIRA: No.

4 CHAIRMAN GREEN: I'm sure you've gone through.

5 Nothing conflicts with anything in the underlying

6 lease. Because everything remains in full force

7 and effect --

8 MR. BURNETT: Yes.

9 CHAIRMAN GREEN: -- so there's no paragraphs

10 amended or anything --

11 MR. BURNETT: No ma'am. And that's exactly

12 what we tried to avoid by just keeping it really

13 simple.

14 You will see, and to go one -- I mean,

15 obviously what we're looking for today is to get

16 approval of this lease for -- form so that we can

17 move forward.

18 What you will see in the future is the first

19 time one of these tenants' leases expire, then

20 they'll be coming back and you'll see a new lease

21 form that would apply to all of them consistently

22 going forward. So we'll see something along those

23 lines in the future.

24 MR. WUELLNER: Or even a new tenant between

25 now and then.

1 procedural issue rather than a policy issue. Do I
2 have a motion?

3 MR. MAGUIRE: Is that -- are we approving the
4 amendment or are we approving --

5 CHAIRMAN GREEN: I think it's both.

6 MR. MAGUIRE: -- your right to sign the
7 amendment?

8 MR. WUELLNER: I think technically both.

9 CHAIRMAN GREEN: Both.

10 MR. MAGUIRE: Okay. So it's a two part
11 amendment -- I mean, two-part motion.

12 MR. WUELLNER: They can be in the same motion.

13 CHAIRMAN GREEN: Well, it can be in one.

14 MR. WUELLNER: Yeah.

15 MR. MAGUIRE: Well, I just want to make sure
16 what I'm voting on.

17 CHAIRMAN GREEN: Well, I --

18 MR. MAGUIRE: I'm going to vote yes on both.

19 CHAIRMAN GREEN: Well, whoever wants to make
20 the motion, I can't, so the motion deals with
21 accepting the amendment and then having staff
22 execute it.

23 MR. RAYMOS: So moved.

24 MR. KIRA: So moved.

25 CHAIRMAN GREEN: I'm going to take Mr. Raymos

1 made the motion there and then Mr. Kira second?

2 MR. KIRA: I second it.

3 CHAIRMAN GREEN: Any further board discussion?

4 (None.)

5 CHAIRMAN GREEN: Hearing none, all in favor?

6 MR. MAGUIRE: Aye.

7 MR. KIRA: Aye.

8 MR. RAYMOS: Aye.

9 CHAIRMAN GREEN: Aye. Any opposed?

10 (None.)

11 CHAIRMAN GREEN: Okay. The motion carries.

12 MR. WUELLNER: Thank you.

13 TVOR STATUS AND DIRECTION

14 CHAIRMAN GREEN: Then TVOR is our next agenda
15 item.

16 MR. WUELLNER: Okay. This is probably the
17 singlemost confusing mostly because there are some
18 moving parts and strange -- at least one strange
19 program involved, plus the overall age of the
20 facility and some, I guess you would describe it as
21 policy changes at the federal level that are also
22 in play that we -- we need to kind of consider in
23 the decision-making.

24 I'm glad I don't have to make it. We don't
25 have to make it today, but I think we need to keep

1 a general direction going at this point. I think
2 there is a point going forward where we could --
3 you could still pull the plug even if you're moving
4 forward today. But let me -- let me try to
5 summarize what we know.

6 There was a V -- TVOR, which is an acronym for
7 terminal -- it's a terminal version of a
8 navigational aid that's available to pilots.
9 The -- the overall use of VORs is being phased out
10 at the federal level. It's a many many year long
11 process. It's been underway for many many years.
12 I'm not sure what the ultimate horizon is for a
13 complete fadeout, but it's being replaced by GPS
14 kinds of -- of infrastructure and of course
15 aircraft avionics.

16 The VOR we had here was a -- a purchase made
17 before I got here. It sat in storage. Apparently
18 the airport got a good deal on a replacement unit
19 before I got here and put it in storage.

20 About, I'm taxing my memory here, but five to
21 seven years after I got here, we procured and got a
22 grant to build the first piece of what is now
23 Taxiway Bravo that ran between -- that's a section
24 that ran between the two small runways. So between
25 6/24 and 2/20.

1 The route and spacing of that required the
2 relocation of that VOR to another location. So it
3 was -- it was picked up, the cost of relocating
4 that navaid was shared between the
5 Airport Authority and Florida DOT at the time.

6 When it was moved, we replaced the equipment
7 shelter, put the new piece of equipment in because
8 the other one was beginning to have the maintenance
9 issues that we are now having with this piece of
10 equipment. It was moved out to one of the spoil
11 island locations not far off the southern end of
12 the main runway on the east side where it has sat
13 for 10 to 15 years.

14 During the hurricane events, particularly the
15 first one which -- is Matthew?

16 MR. BURNETT: Yes.

17 MR. WUELLNER: A lot of people's names
18 involved now.

19 During Matthew, it experienced basically a
20 flood into that navaid shelter. The water damage
21 that occurred because of it being saltwater from
22 the Intracoastal resulted in a loss of our spares,
23 loss of the general VOR equipment. It completed
24 the rust-out of the antenna shelter and equipment
25 shelter out there.

1 The -- the loss experienced is about -- this
2 is more of a replacement value now, of about
3 \$290,000 -- I'm going to use kind of round numbers
4 because that really is all that's necessary here --
5 it's about \$290,000 worth of replacement cost for
6 that navaid. So that effectively becomes what we
7 lost out there with the navaid.

8 It has been -- we got it back working briefly,
9 but the saltwater caught up with the equipment, and
10 basically it is -- it is gone as we know it as a
11 navaid. Has been off for a number of months. I
12 would tell you, what, five, six months --

13 MR. HARVEY: Longer.

14 MR. WUELLNER: -- or longer now? That it's
15 been off.

16 We of course filed claims, as we've mentioned
17 before, with our insurance carrier. We've also
18 filed a claim with FEMA. The values of those
19 claims are of course offset by things such as
20 depreciation, age of that -- the equipment on the
21 insurance side.

22 FEMA also takes an additional position that
23 they don't even talk to you about a number in most
24 respects until you settle it out with the insurance
25 carrier and then they'll talk to you about the

1 balance.

2 Now, within the FEMA loss structure is a --
3 kind of a stand-alone program of -- of grant, or
4 assistance is better way to say it, that if you
5 agree to mitigate the site in this case; in other
6 words elevate the future navaid location to where
7 it's much less likely to experience the same kind
8 of loss, in other words, perhaps mitigating a
9 future loss claim with FEMA, that they'll
10 participate at -- at a better rate. They'll also
11 participate in the additional cost of mitigating
12 it, in other words, elevating the site in this
13 case.

14 That program along with the other FEMA
15 programs result in about a 75 percent coverage that
16 we potentially could get out of FEMA after the
17 insurance adjustment on the original loss.

18 When you consider the age and the cost to
19 mitigate, you are really looking at about a
20 \$343,000 kind of number that's left to go to FEMA
21 for 75 percent dollars. That would mean that about
22 \$257,000 could be potentially paid by FEMA at the
23 end of the day.

24 We -- we know from experience, you've seen it
25 in the paper, our personal experience here, we

1 could be waiting a while. But in theory at some
2 point in the future, we'll get -- we could get a
3 check for about \$257,000 against this. That
4 doesn't feed the bulldog and get it built at that
5 point, but it would be required.

6 That puts the Airport Authority's exposure
7 after all of this, between the insurance claims,
8 FEMA's participation, we're still looking at about
9 \$85-, \$86,000 potentially that the
10 Airport Authority could be on the hook for.

11 And when you look at it balanced against the
12 original cost or the cost of the loss, you know,
13 you're sitting very close to one-third, one-quarter
14 to one-third of the replacement value of the
15 facility being kind of left with the
16 Airport Authority.

17 When you factor in the navaid is being phased
18 out, the only real solid continuing uses that we
19 can see for navaid of this type is actually in the
20 area of flight training, which is kind of where the
21 last time the VOR got salvaged, it was -- and
22 relocated was strictly a function of flight schools
23 showing up at the Airport Authority meeting and
24 begging them not to do that because it was a
25 critical piece to their flight training activity,

1 which I suspect to some degree is still an item of
2 interest to flight schools more than anything else.

3 Most of GA is moving and evolving toward it
4 being a GPS-based, with the exception of things
5 like ILS which are -- share some very strong
6 commonalities with VOR navigation, but they are
7 independent navaids from VORs.

8 So our real -- these numbers are approximate,
9 but our real question is: Is this something the
10 Authority wants us to pursue through? The reality
11 is we can simply get a check from our insurance
12 company for \$157,000, walk away from this, no other
13 obligations, that goes into the Authority's coffers
14 for something in the future and we're done with the
15 matter, we skip the balance of the FEMA claim, and
16 that's where it is. We just no longer have a VOR
17 on the field. That's one option.

18 The other is, we keep plugging away at this,
19 realizing that at some point in the future you have
20 another \$85,000, \$86,000 of exposure. Likely
21 that's down the road a little bit, but it's still
22 out there on the horizon.

23 I'm -- I'm throwing this out. We don't have
24 to make -- again, we don't have to make a firm
25 decision today, we just need to know, do we keep --

1 do you want us to keep plugging at it? Let -- we
2 can agenda this in a bigger way and invite our
3 flight schools, if you wish, or other --

4 CHAIRMAN GREEN: That was going to be my
5 question.

6 MR. WUELLNER: -- users and get them here, you
7 know, in February and see what they have to say and
8 let them in a sense plead their case for you, you
9 know, as to whether we should continue to have a
10 VOR or not.

11 MR. KIRA: Open?

12 MR. WUELLNER: Yeah, it becomes a policy
13 decision ultimately.

14 MR. KIRA: In my opinion, VORs are a training
15 aid. We're pushing this airport to be -- this is
16 one of the finest training centers in the north of
17 Florida, probably all of Florida.

18 MR. WUELLNER: Agreed.

19 MR. KIRA: Without a VOR -- a VOR is nothing
20 but an alternate method of getting here.

21 MR. WUELLNER: Uh-huh.

22 MR. KIRA: If your GPS conks out on you, you
23 have no other way to maneuver unless you pull out
24 your map hopefully and you know where you are. And
25 in Florida, that's impossible to do, okay? A VOR

1 is critical for navigation. It's -- it's a very
2 attractive thing for schools.

3 MR. WUELLNER: Uh-huh.

4 MR. KIRA: And if that's where we're heading
5 with basically this becoming the center of flight
6 education, I'm all for spending the \$85-, \$86,000
7 and keeping us in the forefront of international
8 training.

9 MR. WUELLNER: Very good.

10 MR. KIRA: U.S. training, right, it's folding
11 up, it's not there. But internationally where we
12 have most of our students coming in, that's still
13 what's going on.

14 MR. WUELLNER: Yes.

15 MR. KIRA: And so therefore I would push and I
16 would support continuing with a VOR on our
17 terminal.

18 MR. WUELLNER: Okay.

19 MR. RAYMOS: Yeah, I would -- I would agree
20 with that.

21 MR. MAGUIRE: For me, it boils down to -- I
22 don't disagree, but to me it boils down to our
23 business plan.

24 Where do we expect the airport to go? How to
25 grow? How to get there? Where we want to be in

1 five, ten years? Doing what?

2 MR. WUELLNER: Uh-huh.

3 MR. MAGUIRE: Okay. If we want it to be the
4 best training facility in Northeast Florida, by all
5 means do it.

6 MR. WUELLNER: Uh-huh.

7 MR. MAGUIRE: I'm going to take a lead from
8 our guest speaker the other day at the -- out at
9 the EDC breakfast. He said -- started off the
10 conversation, growth is not an option. Very
11 powerful statement.

12 So the real question here is, I'm not saying
13 let's grow the airport in that concept, but
14 operationally we have to grow to keep up with the
15 times.

16 MR. WUELLNER: Uh-huh.

17 MR. MAGUIRE: VORs are out of style, we all
18 know that. However, if we don't continue to grow
19 the airport to handle the jobs with high tech and
20 other things that are advancing beyond us, we're
21 going to stagnate -- and what was the word he said?
22 If you don't grow --

23 MR. KIRA: You lose.

24 MR. MAGUIRE: -- you lose. So if we don't do
25 something, we're going to fall behind. Our

1 operations, our takeoffs and landings will start
2 dropping. Funding -- I mean, theoretically we
3 start falling out of the picture --

4 MR. WUELLNER: Uh-huh.

5 MR. MAGUIRE: -- okay? But it boils down to
6 our business plan. What are -- where are we going
7 in five years? Do we want to be that airport?

8 I think, number one, I support any type of
9 advancing the technology capabilities of this
10 airport so we can stay ahead of the ballgame across
11 the board. A VOR, that's old technology, but if we
12 lose that, we have no technology.

13 So I would say keep it, go for it, but -- I
14 appreciate the historical information, but to me
15 it's all from here forward. Where are we going
16 down the road --

17 MR. WUELLNER: Very good.

18 MR. MAGUIRE: -- okay?

19 CHAIRMAN GREEN: Yeah, I -- one of my
20 questions was about hearing from the flight schools
21 what their thought process would be on it.
22 What's -- and I didn't pull up the expense. What's
23 our revenue from the flight schools? I don't care
24 if you want to do it --

25 MR. WUELLNER: Yeah, I'm sorry --

1 CHAIRMAN GREEN: -- monthly or annually.

2 Significant? I mean --

3 MR. WUELLNER: It's significant --

4 CHAIRMAN GREEN: All right.

5 MR. WUELLNER: -- yes, of course.

6 CHAIRMAN GREEN: So that's --

7 MR. MAGUIRE: I like your idea of getting them
8 in here to give us a presentation on their
9 thoughts.

10 MR. KIRA: Yeah, but they're going to say we
11 want it.

12 CHAIRMAN GREEN: Well, but I also want --

13 MR. MAGUIRE: But also to Grumman. Do y'all
14 have any insight on that or you don't care?

15 MR. NEHRING: Our airplanes don't utilize it,
16 but...

17 CHAIRMAN GREEN: So really the only ones that
18 utilize it is going to be flight schools.

19 MR. WUELLNER: I think that's where it's
20 going.

21 CHAIRMAN GREEN: Walking before you can run;
22 that's what it is?

23 MR. WUELLNER: The en route facilities, as
24 they're called, the higher power greater range
25 facilities are being phased out by the FAA. I

1 think they're fewer and fewer every year.

2 MR. HARVEY: You can take the air traffic
3 control. What's your take on it?

4 MR. WUELLNER: You're welcome to add. Or
5 subtract. "I got nothing."

6 MS. ALBIN: Yeah, we don't really have an
7 opinion on the VOR.

8 CHAIRMAN GREEN: Well, if they don't use the
9 TVORs, what's the next alternative technology-wise
10 for the flight schools?

11 MR. KIRA: GPS.

12 CHAIRMAN GREEN: So the question is at what --
13 that's why I'd like to ask some of the flight
14 schools what's their time frame on switching only
15 to GPS or at least phasing that in for their
16 students. How long are they going to keep TVOR
17 around? If they say, "Well, we're in the phase of
18 doing that in the next," you know, "two to three
19 years," then we need to know that.

20 MR. MAGUIRE: That's a good question, I think.
21 We need to understand, is VOR training something
22 that's going to be around in three years?

23 CHAIRMAN GREEN: Right.

24 MR. MAGUIRE: They may get rid of it out of
25 the -- out of the scenarios.

1 MR. WUELLNER: Right.

2 MR. MAGUIRE: Then we're stuck with a white
3 elephant.

4 MR. WUELLNER: Well, I think you've got to --
5 you've got to look at sort of the migration of
6 these navaids over -- over the years. I'm not --
7 I'm not going to try to put dates on it because I
8 frankly don't remember them all.

9 But when you -- when you look back at, you
10 know, how navigation itself has evolved from a
11 pilot use and -- you know, from very simple radio
12 beacons, basically AM radio stations and the nav
13 that started there. And then VORs gave you
14 specific information relative to adding and
15 distance with DME additives. And then that evolved
16 into RNAV, which was effectively just computed
17 values of -- you could put a VOR electronically
18 anywhere you wanted to in your navigation. And
19 then that kind of competed with LORAN for a while
20 and that methodology and -- and with similar kinds
21 of things you could do by kind of cheating a VOR
22 into a location that wasn't there. You know, now
23 we're seeing the VORs themselves fall out being
24 replaced by GPS systems.

25 I think the bigger picture is -- I think you

1 stumbled -- one of the two of you did, but
2 stumbling on the flight training as it relates to
3 perhaps the international customers or the -- the
4 long-term international implications, because while
5 the U.S. is moving and moving pretty effectively
6 and rapidly in our -- even for a federal
7 government -- toward replacing en route VOR
8 facilities with GPS navigation, I don't -- I think
9 there's significant chunks of the world that are
10 not ready to do that and -- and are still going to
11 be heavily dependent on VORs, VOR approaches, and
12 VOR hold points, all kinds of things in the IFR
13 world, let alone the VOR -- VFR navigation route,
14 that it's going to be around awhile.

15 CHAIRMAN GREEN: That was my question.

16 MR. WUELLNER: We're -- we're still flying
17 NDBs and -- you know, at some locations and there
18 are still only published NDB approaches in some --
19 some rural airports. You know, anymore I couldn't
20 tell you how to get started on one but, you know,
21 at one time I could in theory fly one. But I -- it
22 no longer -- you know, here nor there.

23 But it's still -- you know, where I was going
24 is that, you know, 75 years ago and this technology
25 is still floating about out in the nav system. And

1 I -- I think you're actually looking at -- this
2 could be an economic advantage, having effectively
3 a brand new VOR that's got a high reliability and,
4 you know, it's new equipment, new location, and
5 attracting flight school activity, or even just
6 flight school -- not necessarily based here, but
7 flight school activity to the area for training
8 purposes.

9 CHAIRMAN GREEN: Well, that's what I was
10 asking about. For an \$86,000 investment and it's
11 going to be around for the next 10, 20 years, well
12 that return on investment is not that bad.

13 MR. WUELLNER: Right.

14 CHAIRMAN GREEN: That's a very good thing.

15 MR. WUELLNER: I can -- I can generally tell
16 you, don't quote me on the exact numbers, but I can
17 tell you that \$85,000 is the rough equivalent of
18 one year's rent for one of our flight schools.

19 So it's not like it's a -- you know, something
20 we've got to look at in the context of debt service
21 or some -- even though it might not formally be
22 that. You know, it is -- it is the cost of doing
23 business in many respects.

24 MR. MAGUIRE: Sounds like we're all con --
25 consensus is --

1 MR. KIRA: We're there.

2 MR. MAGUIRE: -- move forward on it.

3 MR. WUELLNER: We'll keep moving it forward.

4 If we --

5 MR. KIRA: It's an attractive -- it's an
6 attractive navigation tool for flight schools.

7 MR. WUELLNER: Yeah. If we run into something
8 that just feels --

9 CHAIRMAN GREEN: Knocks it out?

10 MR. WUELLNER: -- feels a problem, obviously
11 we'll be back here and --

12 MR. MAGUIRE: Okay.

13 MR. WUELLNER: But otherwise we'll keep
14 plugging at FEMA and --

15 CHAIRMAN GREEN: That's the --

16 MR. WUELLNER: -- keep going.

17 CHAIRMAN GREEN: -- main thing. I mean, we
18 could be biting that \$257,000 bullet until FEMA
19 comes around with a check ten years from now.

20 MR. WUELLNER: I'd suspect -- and maybe that's
21 the conversation we'll invite them to next -- next
22 month, but I think also the next piece of the
23 conversation is, well, when do you want to do it?

24 CHAIRMAN GREEN: Right.

25 MR. WUELLNER: Do you effectively want to

1 front-end FEMA money knowing it's eventually going
2 to get here and get this thing off dead center, or
3 do we want to wait on FEMA money and, you know,
4 it's in the bank before we start work? Which, you
5 know, the reality here is you could be a year or
6 more --

7 MR. RAYMOS: Or more.

8 MR. WUELLNER: -- till we even have a
9 conversation about doing something if you're
10 waiting entirely on FEMA money. So...

11 CHAIRMAN GREEN: Okay.

12 MR. RAYMOS: I think the only downside is
13 waiting on FEMA, the time period, because the
14 county has shown how long it takes to get the money
15 from FEMA.

16 CHAIRMAN GREEN: Oh, we're waiting. I mean --

17 MR. WUELLNER: We're still waiting on --

18 CHAIRMAN GREEN: -- we're still waiting on --

19 MR. RAYMOS: And the amount of negotiation
20 or -- that you have to go through to get what you
21 submitted actually being paid.

22 MR. WUELLNER: Yeah.

23 CHAIRMAN GREEN: So I think what we need to
24 look at obviously go forward -- I think we're all
25 in consensus to go forward with it -- is just to

1 figure out in our budget if we're fronting this,
2 which we probably will have to, and carry it for a
3 little bit if we're okay -- if we're okay with that
4 in our numbers.

5 MR. WUELLNER: Uh-huh.

6 MR. KIRA: I think this issue is we might as
7 well start dig the trench, pour the concrete, run
8 the wires, and when finally the last of the money
9 comes in, we just put it in and drop it down in
10 place.

11 MR. MAGUIRE: And I --

12 MR. KIRA: We're going to have to wind up
13 spending the money anyway. Do we want to wait
14 until it all comes in or do we want to prep the
15 site?

16 MR. MAGUIRE: And I disagree with that, but I
17 think your question's a good question.

18 Years ago, I had -- I was in the real estate
19 business. I was taking a client around and he was
20 looking for a site to put a very large
21 manufacturing facility. They decided against
22 St. Johns County. But it took them over a year to
23 make the decision, and his -- his words were to me,
24 he said, "It takes us forever to make a decision,
25 but when we make it, we do it right then without

1 waiting any longer."

2 So decision's a long period of time, execution
3 is right then. And -- and I agree with that
4 concept. Plan it out, develop it, and next thing
5 you'll plan it out, but when approve it, you do it
6 right then. So...

7 MR. WUELLNER: Okay. So we'll look forward to
8 perhaps a --

9 MR. KIRA: Good.

10 MR. WUELLNER: -- go/no-go at the February
11 meeting and we'll --

12 CHAIRMAN GREEN: I would encourage --

13 MR. WUELLNER: If it's go --

14 CHAIRMAN GREEN: -- you to invite the --

15 MR. WUELLNER: If it continues to be go, we'll
16 go.

17 CHAIRMAN GREEN: -- flight schools. If they
18 want to come to hear the discussion and put their
19 input --

20 MR. WUELLNER: And we'll -- sounds good. And
21 we'll keep refining the numbers between now and
22 then if there's some updates to be had.

23 CHAIRMAN GREEN: Okay.

24 MR. WUELLNER: Thank you. That's what I --
25 that's what I needed.

1 CHAIRMAN GREEN: All right.

2 MR. WUELLNER: That's the last --

3 CHAIRMAN GREEN: That's the last agenda item.
4 So I've received no public comments, unless there
5 are any. I don't see any.

6 AUTHORITY MEMBER COMMENTS & REPORTS

7 CHAIRMAN GREEN: So member reports.

8 Mr. Maguire, do you have any?

9 MR. MAGUIRE: I don't have any reports, but I
10 would like, since Grumman is still here, the -- I
11 enjoyed the presentation that we got. I'd like to
12 get an update from Grumman one day about how y'all
13 are doing and all the activities on the airport.

14 I mean, I think I know a lot more than a lot
15 of these people because of our tie-in with Grumman
16 from our -- our family side, but there's a lot of
17 things I don't know and I'm sure there are, too.
18 So if y'all -- I would appreciate a report.

19 MR. NEHRING: Do you want it to just the board
20 or do you want --

21 MR. MAGUIRE: I want the top secret report.

22 CHAIRMAN GREEN: The one that says
23 "Classified."

24 MR. NEHRING: I can neither confirm nor deny
25 that we have that.

1 CHAIRMAN GREEN: There's your report.

2 MR. MAGUIRE: Well --

3 MR. NEHRING: Do you want --

4 MR. MAGUIRE: -- a good presentation on your
5 operations here and throughout what y'all envision
6 down the road in the future and --

7 MR. NEHRING: I guess I'm trying to ask, do
8 you want the site vice president or director of
9 flight ops or --

10 MR. MAGUIRE: Who speaks the best?

11 MR. NEHRING: Well, he's the site
12 vice president, so he speaks pretty well.

13 MR. MAGUIRE: Okay. Yeah, the person doesn't
14 matter in terms of title as long as they know what
15 they're talking about.

16 MR. NEHRING: Do you want it at this meeting?

17 MR. MAGUIRE: No. Yeah, the next meeting or
18 some time in the next two meetings.

19 MR. NEHRING: This time frame?

20 MR. MAGUIRE: Yeah, next two meetings.

21 MR. NEHRING: I'll work with them and get
22 it --

23 MR. WUELLNER: And I'll tell you up front
24 there's always a great deal of what you're
25 interested in that they can't talk or won't talk

1 about, so don't be terribly surprised by the
2 continue vagueness --

3 MR. MAGUIRE: I'm not.

4 MR. WUELLNER: -- as you move forward.
5 It's -- it's just the way it is.

6 MR. NEHRING: We do have a very large program
7 in Melbourne that I can't speak about at all. Even
8 at work.

9 MR. MAGUIRE: Yes, I do. Yeah.

10 CHAIRMAN GREEN: Okay. Anything else,
11 Mr. Maguire?

12 MR. MAGUIRE: No, ma'am.

13 CHAIRMAN GREEN: Okay. Mr. Kira?

14 MR. KIRA: On December 14th, the monthly TPO
15 board meeting was held with the elections and
16 we're -- our Commissioner Jimmy Johns was elected
17 as treasurer of the TPO board. So that's good.

18 On January 19th, the quarterly EDC breakfast,
19 I had an opportunity to be there with both
20 Mr. Maguire and Victor over here. And with
21 Don Fox, corporate -- he is -- he's basically from
22 Fire -- from Firehouse Subs had a presentation
23 on -- on the culture of his corporation. And it
24 was extremely good, as -- as Bruce said.

25 It's unless a company is moving forward, it's

1 dropping back. There's no such thing as standing
2 in life, standing in place. I've always been of
3 that opinion and I think it was good. It was an
4 excellent presentation, one of the better ones I've
5 had at the EDC quarterly breakfast. That's it.
6 Thank you.

7 CHAIRMAN GREEN: Okay. Mr. Brunson's not
8 here. Mr. Raymos?

9 MR. RAYMOS: Just to tag onto the Firehouse
10 Subs EDC quarterly breakfast, you know, it should
11 be noted that their corporate headquarters are in
12 Jacksonville, and they have over 1,100 locations
13 throughout the United States. And it's a great
14 economic engine for Jacksonville and
15 Northeast Florida, so -- and it was a good
16 presentation.

17 MR. KIRA: It was a good presentation.

18 MR. RAYMOS: The --

19 MR. MAGUIRE: Victor, do they have corporate
20 aircraft that they'd like to move down here?

21 MR. RAYMOS: That's a good question.

22 MR. KIRA: Flying subs?

23 MR. MAGUIRE: Yeah.

24 MR. RAYMOS: That's a good question.

25 MR. HARVEY: They fly in and out of here on

1 charter.

2 MR. MAGUIRE: On charter? Tell them to buy an
3 airplane.

4 MR. RAYMOS: And -- and I have yet to go to
5 the Aerospace Academy since signing up for that. I
6 think the next -- the first meeting is next month.

7 CHAIRMAN GREEN: Correct. Yeah. They've
8 broke for the holiday, the Christmas break.

9 MR. RAYMOS: I'll go then.

10 CHAIRMAN GREEN: Uh-huh.

11 MR. WUELLNER: Just a reminder on the --
12 relative to the sub -- the sub. Yeah,
13 Firehouse Sub, their philan -- one of their
14 philanthropic arms is putting -- they put a portion
15 of their profits into --

16 MR. RAYMOS: Right.

17 MR. WUELLNER: -- purchasing fire rescue
18 equipment for departments, and to remind you the
19 airport was a beneficiary of one of those grants
20 two or three years ago.

21 MR. RAYMOS: Yeah, I think they --

22 MR. WUELLNER: Might be slightly more than
23 that.

24 MR. RAYMOS: -- they've donated \$32 million
25 to --

1 MR. MAGUIRE: That's what he said. And the
2 majority of that money comes from rounding up --

3 MR. RAYMOS: Yes, rounding up.

4 MR. MAGUIRE: -- with the customers.

5 MR. WUELLNER: That's pretty cool.

6 MR. RAYMOS: That when you go in --

7 MR. MAGUIRE: When you go into Firehouse Subs,
8 I do a lot, and you round up.

9 MR. RAYMOS: The next EDC quarterly breakfast
10 I think is going to be in March or April, and the
11 speaker is going to be Mark Lesswing, who is with
12 the National Association of Realtors. And he's
13 their tech person. He's their vice president of
14 technology. And that will be a good presentation.

15 He'll be talking about all the latest greatest
16 gadgets available and -- you know, so -- and he has
17 a staff of people that come in and all they do
18 is -- is get on their computers and try to work
19 magic with the -- with their computers. And
20 they've done some great things with it and he'll
21 talk about the things that they've done.

22 MR. MAGUIRE: Good.

23 CHAIRMAN GREEN: Excellent.

24 MR. KIRA: Good.

25 CHAIRMAN GREEN: The Aerospace Academy is

1 February 21st at 5:00 in this room.

2 MR. WUELLNER: Thank you.

3 MR. RAYMOS: Thank you.

4 CHAIRMAN GREEN: Then the only thing I had was
5 any news on the restaurant? I know that was going
6 to kick back in --

7 MR. WUELLNER: No, it's -- I don't think --

8 CHAIRMAN GREEN: -- the beginning --

9 MR. WUELLNER: -- we've heard from them yet.
10 We had two -- two people, two businesses
11 interested, so hopefully.

12 CHAIRMAN GREEN: Can we reach out to them
13 and --

14 MR. WUELLNER: We can drop them an e-mail and
15 see if we're -- if we can get something going.

16 CHAIRMAN GREEN: And our tenant, I received an
17 e-mail from Cindy that tenant's okay? The house
18 fire.

19 MS. HOLLINGSWORTH: Uh-huh.

20 CHAIRMAN GREEN: All right. I thank you all.
21 We have -- I guess on the agenda it was a question
22 of whether the 26th of February or March 5th was
23 better for people.

24 MR. WUELLNER: Yeah, it's your call. It --

25 CHAIRMAN GREEN: Does the board have --

1 MR. KIRA: I can't be here on March 5th.

2 MR. WUELLNER: Okay.

3 CHAIRMAN GREEN: Okay.

4 MR. KIRA: And that's it.

5 MR. WUELLNER: So --

6 CHAIRMAN GREEN: Mr. Raymos and Mr. Maguire,
7 do you any conflict?

8 MR. MAGUIRE: Let's see here.

9 MR. RAYMOS: I think those dates are okay with
10 me --

11 CHAIRMAN GREEN: I -- I'm good with either of
12 them, so...

13 MR. RAYMOS: -- either one.

14 MR. MAGUIRE: February 26th?

15 CHAIRMAN GREEN: Correct.

16 MR. MAGUIRE: I'm okay with that one.

17 MR. KIRA: February 26th? Good.

18 CHAIRMAN GREEN: Let's do February 26th, then.

19 MR. WUELLNER: Sounds like a plan.

20 CHAIRMAN GREEN: 4:00 airport.

21 MR. MAGUIRE: Okay.

22 MR. RAYMOS: So February 26th?

23 CHAIRMAN GREEN: Yes, sir. February 26th at
24 4:00.

25 All right. That's the end of our business

1 today. Y'all have a wonderful evening. We're
2 adjourned.

3 (Meeting adjourned at 5:06 p.m.)

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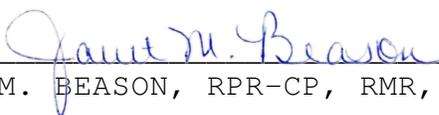
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REPORTER'S CERTIFICATE

STATE OF FLORIDA)
COUNTY OF ST. JOHNS)

I, JANET M. BEASON, RPR-CP, RMR, CRR, certify that I was authorized to and did stenographically report the foregoing proceedings and that the transcript is a true record of my stenographic notes.

Dated this 9th day of February, 2018.



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

CHAIRMAN GREEN:
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MR. BLOW: [9] 16/15
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MR. BURNETT: [11]
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28/10 33/16 34/10 39/7
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MR. GALLOWAY: [1]
14/5

MR. HARVEY: [6] 23/2
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MR. KIRA: [52] 3/15
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6/21 7/5 7/8 7/10 8/1
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MR. KNIGHT: [19]
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MR. MAGUIRE: [85]

MR. NEHRING: [14]
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MR. RAYMOS: [30]

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MR. WUELLNER:
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MS. ALBIN: [5] 14/11
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HOLLINGSWORTH:
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