

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, July 20, 2015

from 4:02 p.m. to 5:30 p.m.

\* \* \* \* \*

BOARD MEMBERS PRESENT:

CARL YOUMAN  
SUZANNE GREEN, Chairman  
RANDY BRUNSON  
BRUCE MAGUIRE

BOARD MEMBERS PRESENT:

ROBERT COX

\* \* \* \* \*

ALSO PRESENT:

JOHN WHITEMAN, Esquire, St. Johns Law Group,  
509 Anastasia Boulevard, St. Augustine, FL, 32080,  
Attorney for Airport Authority.

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

\* \* \* \* \*

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

2 CHAIRMAN GREEN: Call the meeting to order.

3 Stand for the Pledge of Allegiance, please.

4 (Pledge of Allegiance.)

5 MEETING MINUTES & FINANCIAL REPORT

6 CHAIRMAN GREEN: Did everybody read their

7 minutes from the last meeting? Okay. Any

8 additions, subtractions, changes?

9 MR. MAGUIRE: None.

10 CHAIRMAN GREEN: Are they approved then as

11 read?

12 MR. BRUNSON: Approved.

13 CHAIRMAN GREEN: Okay. The minutes will stand

14 as presented. Financial report --

15 MR. YOUMAN: Is this --

16 CHAIRMAN GREEN: Bob's not here, so are we

17 going to -- should we put that off till next?

18 MR. WUELLNER: It stands approved unless

19 there's objection anyway the way your board rules

20 are set up.

21 CHAIRMAN GREEN: Right. Have you had a chance

22 to look at it?

23 MR. MAGUIRE: Are we talking about this

24 monthly --

25 CHAIRMAN GREEN: Yeah.

1           MR. MAGUIRE: Only because of my ignorance of  
2 being new, I had a lot of questions. What is  
3 outside communications --

4           MR. WUELLNER: Outside --

5           MR. MAGUIRE: -- and why is it so high?

6           MR. WUELLNER: Outside communications is our  
7 version -- it has multiple marketing public  
8 relations.

9           It's all -- it also includes on the expense  
10 side the expenditures related to our Small  
11 Community Air Service Development grant with the  
12 Department of Transportation, so those pass through  
13 that expense. They're reimbursed at a rate of 50  
14 percent. If you look above on the revenue side,  
15 you'll see a line that says, let me get to it,  
16 reimbursed marketing federal. It offsets that  
17 line --

18          MR. MAGUIRE: Okay.

19          MR. WUELLNER: -- at about 50 percent.

20          MR. MAGUIRE: Should have brought my glasses.  
21 Okay. Reimburse marketing?

22          MR. WUELLNER: Yeah. Down at -- it's the last  
23 line of the revenue.

24          MR. MAGUIRE: Okay. So --

25          MR. WUELLNER: You have --

1           MR. MAGUIRE: So explain to me. It says  
2 actual year-to-date \$155,000 is what we've been  
3 reimbursed?

4           MR. WUELLNER: Correct.

5           MR. MAGUIRE: Okay. And that's 50 cents on  
6 the dollar?

7           MR. WUELLNER: Approximately. Plus we have --

8           MR. MAGUIRE: Plus what's spent in that  
9 category.

10          MR. WUELLNER: In that category. That's the  
11 largest contributor to outside communications, is  
12 the -- what's referred to as a SCASD grant. The  
13 balance of it is just general marketing that the --

14          MR. MAGUIRE: Can we get a --

15          MR. WUELLNER: Absolutely, yeah.

16          MR. MAGUIRE: -- better breakout? Because I  
17 need -- I would like to understand the expenses --

18          MR. WUELLNER: Absolutely.

19          MR. MAGUIRE: -- in that category.

20          MR. WUELLNER: Absolutely.

21          MR. MAGUIRE: The government obligations, I'm  
22 looking at about four expense items there.

23          MR. WUELLNER: Uh-huh.

24          MR. MAGUIRE: What are the government  
25 obligations?

1           MR. WUELLNER: Anything we pay to an outside  
2 agency. It could be property --

3           MR. MAGUIRE: Outside government agency.

4           MR. WUELLNER: Government agency.

5           MR. MAGUIRE: Okay.

6           MR. WUELLNER: It could be property taxes. It  
7 could be Department of what used to be Community  
8 Affairs. As a special district we pay a fee. It  
9 could be to the TPO for, you know, our -- what do  
10 they call it?

11          MR. YOUMAN: Membership.

12          MR. WUELLNER: Membership, thank you. It --

13          MR. MAGUIRE: Okay. I guess a lot of these  
14 are more generalized categories.

15          MR. WUELLNER: Uh-huh.

16          MR. MAGUIRE: So that --

17          MR. WUELLNER: Correct.

18          MR. MAGUIRE: Could we get a breakout of  
19 the --

20          MR. WUELLNER: Absolutely.

21          MR. MAGUIRE: -- down the entire spectrum so I  
22 would have a better understanding?

23          MR. WUELLNER: Absolutely.

24          MR. YOUMAN: Can I make a suggestion?

25          MR. WUELLNER: Uh-huh.

1           MR. YOUMAN: For the meeting purposes, this  
2 is -- this appears to be adequate. For detail  
3 purposes, should we just go to C.W. and have her  
4 give it to us?

5           MR. WUELLNER: Yeah, we can do it whatever way  
6 you want. We're happy to provide the details.

7           MR. MAGUIRE: Yeah, we don't need to have  
8 detail provided at the meeting. But if there's  
9 some way I could access the detail --

10          MR. WUELLNER: Oh, yeah.

11          CHAIRMAN GREEN: Especially the reimbursement  
12 part.

13          MR. MAGUIRE: Yeah. Well, anything that's --  
14 that's out of line with the -- with the projections  
15 in the budget --

16          MR. WUELLNER: Uh-huh.

17          MR. MAGUIRE: -- or things that just to my  
18 mind --

19          MR. WUELLNER: That one's a -- you know, a  
20 little bit of explanation on the outside  
21 communication.

22                 One of the things we -- you weren't here for  
23 this, but last year when we did the -- when we did  
24 the budget, because it's similar in nature to a  
25 grant --

1 MR. MAGUIRE: Okay.

2 MR. WUELLNER: -- it shows up when we budget  
3 it as a capital grant, because the -- basically as  
4 a form of convenience because there's a  
5 reimbursable component to it from FAA.

6 MR. MAGUIRE: Uh-huh.

7 MR. WUELLNER: When we got into doing the  
8 actual financial reporting for the year, we move it  
9 out of the capital side into an expense because the  
10 nature of the actual transactions are that of an  
11 expense, not a capital item.

12 MR. MAGUIRE: Okay.

13 MR. WUELLNER: So it kind of busts the budget  
14 in that the part that's identified in the budget is  
15 actually the noncapital grant component of it as  
16 it's budgeted.

17 So when you see the total here, it's not --  
18 it's what was included in last year's budget number  
19 exclusive of the grant number. So when you put the  
20 two together, you'll see that they're -- they're  
21 actually in line with one another.

22 MR. MAGUIRE: Uh-huh.

23 MR. WUELLNER: But it -- then we added this  
24 year, as a way to further explain it fully in the  
25 revenues and expenses, that reimbursable component

1 up in the revenue side.

2 Those were not -- those were not normal  
3 revenue and expense kinds of items when it was  
4 budgeted. So they appear to sort of -- well, they  
5 appear to be over budget in most cases --

6 MR. MAGUIRE: Uh-huh.

7 MR. WUELLNER: -- because one category didn't  
8 exist.

9 MR. MAGUIRE: Yeah.

10 MR. WUELLNER: And the other one is obviously  
11 significantly above budget if you just -- if you  
12 don't understand the detail of it. It's more --

13 MR. MAGUIRE: Which I fall into that category.

14 MR. WUELLNER: Well, and it is a bit confusing  
15 because of the way we handled doing the grant. The  
16 good news is we have probably no more than six  
17 months left under that grant in which case that  
18 stuff should fall back into alignment, we won't  
19 have that -- that exchange if you will from capital  
20 to revenue and expense side.

21 MR. MAGUIRE: Okay. All right. I think if I  
22 can get in the detail --

23 MR. WUELLNER: Absolutely.

24 MR. MAGUIRE: -- then I can probably remove a  
25 lot of my questions or at least clarify them.

1 So --

2 CHAIRMAN GREEN: Okay. Then if we move on, we  
3 can -- we can just hold off on whether it's  
4 approved or not and just do both of them next time.

5 MR. MAGUIRE: Oh, I don't mind if we approve  
6 them.

7 CHAIRMAN GREEN: Okay.

8 MR. MAGUIRE: I just don't have enough  
9 information to disapprove them.

10 CHAIRMAN GREEN: Okay.

11 MR. MAGUIRE: I'd have to have a reason to say  
12 no.

13 CHAIRMAN GREEN: Okay.

14 MR. MAGUIRE: And at this point --

15 MR. BRUNSON: No, you wouldn't.

16 MR. MAGUIRE: -- I really don't have a reason  
17 to say yes or no. So...

18 CHAIRMAN GREEN: Okay. Well, this will be the  
19 financial report, then. It's in front of us and  
20 we've seen it and --

21 MR. MAGUIRE: As it stands now, I can't say  
22 no.

23 CHAIRMAN GREEN: Okay. Okay. Well then, I  
24 guess the financial report will stand as is for  
25 right now.

1 MR. MAGUIRE: Yes.

2 AGENDA APPROVAL

3 CHAIRMAN GREEN: Okay. Agenda approval?

4 MR. MAGUIRE: Okay with me.

5 MR. YOUMAN: I make a motion we approve the  
6 agenda.

7 CHAIRMAN GREEN: Okay.

8 MR. BRUNSON: Second.

9 CHAIRMAN GREEN: All in favor --

10 MR. MAGUIRE: Aye.

11 CHAIRMAN GREEN: -- agenda stays as presented?

12 Therefore, let's go to Mr. Wuellner's report.

13 EXECUTIVE DIRECTOR'S REPORT

14 MR. WUELLNER: Yes. A couple of items to  
15 update you on.

16 Fuel, self-service is a little over 16,000,  
17 about 16,400 gallons this last month of Jet A  
18 and -- and at Atlantic, those numbers we have  
19 anyway, are about 114,000, a little over 114,000  
20 gallons, hundred low load at Atlantic another 8300  
21 gallons.

22 ATC volume for the month of June was 10,405  
23 operations. That brings us our year-to-date at  
24 about 67 -- a little over 67,000 takeoffs and  
25 landings this year. And we're currently on pace

1 for still about 140,000 takeoffs and landings for  
2 the year, which would be approximately what we had  
3 the last two years also. So a pretty stable  
4 operations environment.

5 All hangars are occupied at this point. And  
6 in terms of airline metrics, the enplanements for  
7 the month of June were 1,283 on Frontier. We  
8 received a sort of a record month this year for  
9 earnings per enplanement, as that number for the  
10 first time came over \$14 per outbound enplanement  
11 as the revenue side for the airport. So a  
12 strong -- continued strong performance in the  
13 parking and rental car side of -- of the airline.  
14 So good solid numbers there.

15 What else can I tell you? No new  
16 service-related updates. I think I mentioned last  
17 month they'll be adding a fourth and -- a fourth  
18 frequency per week beginning the end of October,  
19 and they will resume a Monday, Wednesday, Friday,  
20 Saturday schedule at that point. And those flights  
21 will be earlier in the day, I believe somewhere  
22 around a 9:30 in the morning arrival and a -- so  
23 that will make about a 10:15 or so departure out of  
24 here. And that will continue until after the first  
25 of the year.

1           Expecting a significant uptick in service,  
2           just in terms of a single destination will likely  
3           go to seven days a week. And the current schedule  
4           would probably have that happening in April.

5           That's not -- not carved in stone yet. They have  
6           not really begun putting that schedule out. You  
7           can't buy tickets that far out or anything yet.

8           My guess is that will show up in September,  
9           maybe as late as early October before that  
10          schedule's released publicly and you'll be able to  
11          begin to book. Right now I think you can only book  
12          through January 4th, if my memory's correct. So in  
13          another -- another few weeks they'll release  
14          another month at a time basically.

15          Concluding Taxiway Alpha, there's a few punch  
16          list items that are still out there. Those should  
17          be done very quickly. We're expecting that project  
18          to be completed from all points of view and closed  
19          out with FAA first part of September at the latest.

20          We will begin open and close the taxi --  
21          excuse me, the runway remarking project. That's  
22          Runway 13/31. If you recall we have a federal  
23          grant for that. They're supposed to start work on  
24          that the second week of August. That's a very  
25          quick project, should be done in about two weeks in

1 terms of the actual fieldwork. And expecting to  
2 open and close that within this fiscal year also.  
3 So we are very optimistic both of those projects  
4 will be done by the end of September, meeting the  
5 new fiscal year.

6 We are still awaiting, just recently in the  
7 last couple of days submitted the final grant  
8 application for the approach lighting system.  
9 Expect that grant to pop out approximately  
10 September 1st, and that'll probably -- I think that  
11 has a completion date in end of February of this --  
12 of this coming year.

13 So once they get that under grant and it'll --  
14 it really has I think a 120-day suspense on the  
15 contract time. But that'll provide some additional  
16 all-weather minimum capability here on Runway 31  
17 associated with the ILS. So it will reduce the --  
18 the altitude or missed -- missed approach to  
19 another 50 feet. I think that's it for grants at  
20 this point and ongoing existing projects, so...

21 Mr. Youman?

22 MR. YOUMAN: Is April --

23 CHAIRMAN GREEN: Carl?

24 MR. YOUMAN: Is April new service or some  
25 other --

1           MR. WUELLNER: It will be a change in the  
2 existing service.

3           MR. YOUMAN: Change --

4           MR. WUELLNER: It's not publicly out there, so  
5 I can't really --

6           MR. YOUMAN: Okay. Thank you.

7           MR. WUELLNER: This is not the time to --

8           MR. YOUMAN: Thank you.

9           MR. BRUNSON: And I was excited that -- I have  
10 relatives in Myrtle Beach, and I read the e-mail --

11          MR. WUELLNER: Uh-huh.

12          MR. BRUNSON: -- and I have to go to Virginia,  
13 though, to go to Myrtle Beach.

14          MR. WUELLNER: You probably have to go to  
15 Charlotte.

16          MR. BRUNSON: Charlotte.

17          MR. WUELLNER: Yeah. Yeah. I understand  
18 they're going to be adding -- this is ViaAir we're  
19 talking about now. And I understand they're going  
20 to be adding a destination in Kentucky also through  
21 Charlotte. So those present additional  
22 opportunities for us.

23                 I am happy to share with you that we have been  
24 added in their application for full 120 -- FAR Part  
25 121 certificate, which is a full-blown airline

1 certificate with ViaAir. They are in the process  
2 of doing that. We have been added as one of the  
3 cities that they intend to serve under that 121  
4 certificate.

5 The good part to us is that they have -- we  
6 know they have acquired somewhere around a dozen  
7 ERJ 145s, which is a 50-seat regional jet, and they  
8 are flying that with limited seats in a couple of  
9 markets because they can't fly all 50 seats under a  
10 Part 135 certificate.

11 But once they do that, they are -- they are  
12 talking about some additional cities in the  
13 midwest. Typically, I'll give you some state  
14 references, Tennessee, Indiana, Ohio, Pennsylvania  
15 could very well be on our route map on 50-seat RJs  
16 sometime next year when that certificate comes.

17 MR. MAGUIRE: Will they all go through  
18 Charlotte?

19 MR. WUELLNER: No. In that case they would  
20 likely be nonstops to those cities -- or to those  
21 locations. I can't speak to the cities because I  
22 don't think they've even completed their route  
23 thinking. But those are all on the horizon  
24 potentially.

25 They're also evaluating some intra-Florida

1 flying for us to -- perhaps down to southeast  
2 Florida. They're looking at both Miami and  
3 Lauderdale, potentially with a stop in -- in the  
4 Melbourne region at some point as a way of helping  
5 Northrop Grumman activity between those cities.

6 So some of this is, you know, in development  
7 with them, but they're very actively looking at  
8 markets. They've -- our loads with them have been  
9 extremely high now. They -- we're up many cases  
10 flying pretty much full up to Charlotte. So it  
11 looks like it's being well-received in the  
12 community. Mr. Youman?

13 MR. YOUMAN: Is enhancing the lighting system,  
14 will that give us opportunities for anything else  
15 because of it --

16 MR. WUELLNER: I would --

17 MR. YOUMAN: -- at this point in time?

18 MR. WUELLNER: Directly, no, but it does  
19 improve reliability of the service we have.  
20 Marginally anyway during weather -- weather events.

21 MR. YOUMAN: All right.

22 CHAIRMAN GREEN: Was there any more discussion  
23 regarding Atlanta? Was ViaAir one of those?

24 MR. WUELLNER: ViaAir was not one of the  
25 Atlanta potentials. There's another carrier that

1 has some interest but have yet to make a firm  
2 decision.

3 MR. BRUNSON: But that would be into PDK?

4 MR. WUELLNER: That's correct --

5 CHAIRMAN GREEN: Right.

6 MR. WUELLNER: -- if it happens.

7 CHAIRMAN GREEN: Okay. Anything else?

8 MR. WUELLNER: That -- that is somewhat --  
9 just to share. That's contingent, without giving  
10 too much detail. So that service into this area is  
11 somewhat contingent. So if you have any political  
12 connections, it might not be a bad place to do a  
13 little -- little work on the fringes. But one of  
14 the -- you're all familiar with the concept of web  
15 sites like Yahoo Travel and Travelocity and places  
16 like that.

17 They use a system called Global Distribution  
18 System, and the coding on that is controlled by an  
19 international organization that's called the  
20 International Air Traffic Association. They --  
21 they largely determine who's in a particular -- so  
22 when you do a search, as an example, for  
23 Jacksonville, this airport does not come up on that  
24 search for Jacksonville for commercial service.  
25 The only way it shows up is if on those particular

1 search sites you tick the box that says "Other area  
2 airports." So it would not automatically load  
3 flights out of here into it.

4 MR. MAGUIRE: Uh-huh.

5 MR. WUELLNER: We're attempting to get that  
6 corrected, but it requires specific permission from  
7 the controlling airport. So we've got to gain  
8 permission from Jacksonville to be able to have  
9 that populate, you know, automatically. That will  
10 likely be a bit of a political challenge because  
11 when you look at that, why would they?

12 So it -- it's going to take some political  
13 leverage to get them to agree to allow it to be  
14 searched. We're hoping that just using a -- sort  
15 of a regional benefit approach and getting --  
16 getting the right political discussion going, that  
17 perhaps they'll get off that.

18 The other is the carriers have to agree to it,  
19 but it's not -- that's way less problematic.  
20 They -- they typically don't have issues with that.  
21 And it really doesn't require them to say yes, they  
22 just can't say no, if you will. And it requires a  
23 majority of the carriers serving the area to just  
24 either say nothing or approve it.

25 MR. MAGUIRE: Something like that, the --

1           today we don't have enough traffic that it would  
2           negatively impact Jacksonville, do we?

3           MR. WUELLNER:   Correct.

4           MR. MAGUIRE:   But down the road, I assume that  
5           they would look at the future.  Once we get into  
6           the system, do we stay in the system, I guess?

7           MR. WUELLNER:   That's correct, yeah.  Once  
8           you're in there, you're always in there.  It's just  
9           getting the first time.

10          MR. MAGUIRE:   Yeah.

11          MR. WUELLNER:   You know, honestly we didn't  
12          know anything about the methodology.  It's  
13          something this particular carrier feels they need  
14          to be successful, is to have that market of course  
15          come up when searches are done and couldn't really  
16          disagree with that.

17                 So it's -- it's going to be a political  
18          challenge, but we've enlisted the help and support  
19          of our TDC and -- and VCB.  They're all helping us  
20          rally the regional tourism partners to -- to lean  
21          on Jacksonville to do the right thing and just  
22          allow it to be searchable.

23          MR. MAGUIRE:   Okay.

24          MR. WUELLNER:   And I'm sure anywhere you can  
25          put a bug in anything politically connected,

1 that's -- it doesn't hurt. Let's put it that way.

2 MR. BRUNSON: Ed, speaking about that, we have  
3 a real --

4 MR. YOUMAN: Do you think --

5 MR. WUELLNER: I don't think he heard you.

6 MR. YOUMAN: Do you think that we would ever  
7 become competitive to Jacksonville in any way,  
8 shape, or form by --

9 MR. WUELLNER: Well, I think Jacksonville  
10 views us as competitive, just the mere fact that we  
11 have Frontier service and ViaAir. I mean,  
12 immediately there's competition as far as they're  
13 concerned.

14 They would obviously like to have all that  
15 service and not let anyone else have it. So they  
16 view it as a little bit threatening. Certainly our  
17 business plan and our direction is in no way  
18 disruptive to what Jacksonville's doing.

19 MR. YOUMAN: Right.

20 MR. WUELLNER: We don't even go after the same  
21 carriers, so...

22 CHAIRMAN GREEN: Uh-huh. Randy?

23 MR. BRUNSON: What -- I was going to make  
24 mention, speaking of that, we -- in my opinion, we  
25 just lost a real ally in the chamber and EDC with

1 Carol Saviak switching over to Flagler Hospital.  
2 And naturally with Mica not around. So I don't see  
3 the person out there that might could help us in  
4 what you want right now.

5 MR. WUELLNER: Right, right.

6 MR. BRUNSON: The TDC is as close as we've  
7 got.

8 MR. WUELLNER: Correct. And, you know, it's  
9 just a matter of getting the right message in front  
10 of people as to it benefits the whole area, not  
11 just -- you know, it's not a competitive by nature  
12 type of approach.

13 MR. BRUNSON: Right.

14 CHAIRMAN GREEN: But not just -- you're not  
15 talking just congressional and legislative. I  
16 mean, someone on the JIA board, right?

17 MR. WUELLNER: Yeah. Yeah. And you're  
18 really -- you're talking about the difference in an  
19 airport that enplanes 6 million people annually  
20 against an airport that's doing 30,000.

21 CHAIRMAN GREEN: Uh-huh.

22 MR. WUELLNER: I mean, these really -- you  
23 know, don't know how you stand up there and make a  
24 solid argument this is taking business from  
25 Jacksonville. But, you know, they hold the cards,

1 so it's -- you've got to play the game.

2 CHAIRMAN GREEN: All right. Okay. Anything  
3 else, Ed?

4 MR. WUELLNER: I think that's it for me.

5 CHAIRMAN GREEN: For you? Okay.

6 BUSINESS PARTNER UPDATES

7 CHAIRMAN GREEN: I don't see Ms. Bennett.  
8 Anyone from commissioners?

9 (None.)

10 CHAIRMAN GREEN: Okay. And Atlantic? Thanks,  
11 Michelle.

12 MS. CROWNOVER: Hi. I don't really have too  
13 much to report.

14 I have been working with Reba and we're going  
15 to try to do a pizza luncheon at the FBO for the  
16 Aerospace Academy students, show them around the  
17 FBO, let them look at our equipment, you know,  
18 do -- give them some other opportunities, just to  
19 kind of see one other side of everything that  
20 they've been learning this summer. And I think  
21 we're aiming for Friday and maybe get -- you know,  
22 if we have anybody that wants to come talk to them  
23 while they're hanging out eating lunch, I'm going  
24 to welcome that. That's really about it for us.

25 CHAIRMAN GREEN: Okay. Thank you. SAAPA?

1           MR. GRUNDY:  So, we did send a note out to all  
2           the SAAPA members asking them to respond to Len if  
3           they were interested in getting involved in this  
4           park project.  We sent it out Friday.  I hope at  
5           the next meeting I can tell you that we've selected  
6           a project manager or that we can't find one.

7           CHAIRMAN GREEN:  Okay.

8           MR. MAGUIRE:  Can I make a comment?

9           CHAIRMAN GREEN:  Yeah.

10          MR. MAGUIRE:  I just want to make a comment.

11          Jim and I talked a week or two ago about some  
12          expense issues and that's the reason I'm asking  
13          some of these questions, because he asked me  
14          questions that I didn't know.  So put it on the  
15          record that I have talked to Jim and some other  
16          people.

17          CHAIRMAN GREEN:  I was just looking for that  
18          SAAPA, and I didn't get it, so let me confirm with  
19          you.

20          MR. GRUNDY:  You didn't?

21          CHAIRMAN GREEN:  I'll confirm with you  
22          afterwards --

23          MR. BRUNSON:  I got it.

24          CHAIRMAN GREEN:  -- that I got the right  
25          address.

1 MS. LUDLOW: Okay.

2 CHAIRMAN GREEN: Northrop?

3 (Not present.)

4 CHAIRMAN GREEN: John, are you going to do a  
5 Burnett report or --

6 MR. WHITEMAN: He didn't tell me I need to do  
7 a report. I see you've got land acquisition  
8 opportunity later on on the agenda --

9 CHAIRMAN GREEN: We do.

10 MR. WHITEMAN: -- and we have something about  
11 that I know.

12 CHAIRMAN GREEN: Okay. That does lead us  
13 to -- I don't have anything aerospace because we  
14 haven't had a meeting.

15 MS. LUDLOW: No. That's right. We haven't  
16 had a meeting.

17 CHAIRMAN GREEN: All right. So then the first  
18 agenda item, Mr. Wuellner?

19 LAND ACQUISITION OPPORTUNITY

20 MR. WUELLNER: The first item I have for you  
21 today is just a follow-up. I believe we attached  
22 to your agenda that was e-mailed to you -- I'm  
23 struggling to find my copy even though I know I  
24 brought it.

25 Where we are with this is we have had a couple

1 of meetings and conversations in which, you know,  
2 Doug's office participated, basically drafting a  
3 letter that in a sense creates the pathway forward,  
4 if you will, between the airport, Flagler  
5 Development, and basically the Water Management  
6 District/State of Florida related to the property  
7 that we mentioned last month.

8           Maybe we could advance the slide one, if you  
9 wouldn't mind. Just to refresh your memory, we're  
10 talking about the orange property and the orange  
11 striped property, the -- coming into airport -- the  
12 airport property map. That would represent the  
13 entire area that's kind of in discussion. Thank  
14 you, Cindy, on that. The -- you can leave the map  
15 up.

16           The -- the idea is that Flagler Development  
17 has had discussions with the State of Florida  
18 through the Water Management District to do some  
19 land swapping between that agency that -- the  
20 Flagler Development and the agency, designed at  
21 improving really everyone's land holding position  
22 relative to their individual entity's needs.

23           Flagler Development would like to continue  
24 with their Cordova Palms project, which is the  
25 yellow project -- or yellow area up there, which

1 includes some residential and has a little bit of  
2 commercial space involved in it.

3 The Water Management District would very much  
4 like to have some of that more centered bottom blue  
5 striped properties come into their holdings. They  
6 are willing to trade Flagler Development for some  
7 of the orange striped property, at which point  
8 Flagler Development would turn over and sell that  
9 property back to the airport creating about a --  
10 round numbers here, about a thousand acres of  
11 property that would be under the Airport Authority  
12 at that point that could be utilized in any type of  
13 develop -- economic development kind of project.  
14 Probably geared toward inland port kinds of  
15 activities, logistics, warehousing, things of that  
16 nature, something that's in somewhat short supply  
17 in the county. All of that located of course on --  
18 along U.S. 1 and Flagler -- Flagler railroad -- or  
19 Florida East Coast Railroad.

20 At the end of the day the letter just simply  
21 lets everybody know what each other's obligations  
22 and what needs to be done to get to an actual  
23 contractual agreement to sort of execute a plan to  
24 buy and the trades and all the things. So it puts  
25 as I said sort of the map, if you will, or the path

1 forward to getting a deal done and has -- has some  
2 time lines in there to get it done.

3 It's going to take a while to do. There are  
4 things that have to be done by each entity, most of  
5 which is Flagler Development. They've got to go in  
6 to the county, essentially adjust the land use map  
7 and abandon the DRI and do some things that are not  
8 necessarily slam dunks, but we've -- the letter  
9 basically says we'll assist them in, you know,  
10 getting the county to understand that this property  
11 is not going to be, you know, sold again and  
12 rezoned. You know, it's going to come back  
13 actually to the previous land use map kind of  
14 designation of industrial warehouse kinds of uses.

15 And likely we would ask the county as an  
16 entity to put anything the Airport Authority owns  
17 within the Airport Overlay District and also rezone  
18 it as Airport. Those two items basically open the  
19 door for the airport to do whatever they want or  
20 need to and be consistent with the county's growth  
21 management plan.

22 MR. MAGUIRE: The blue striped is owned by?

23 MR. WUELLNER: It's owned by Flagler  
24 Development.

25 MR. MAGUIRE: Okay.

1           MR. WUELLNER: I think I -- I don't have  
2 these -- unfortunately it was a bit of a  
3 rudimentary drawing. I'm trying to -- was trying  
4 to get lines on it last time we did the meeting.  
5 But this -- this piece here, you can see it kind of  
6 outlined a little heavier and down here belong to  
7 Florida East Coast -- or Florida -- what do they  
8 call it? Flagler Development.

9           MR. MAGUIRE: Flagler Development.

10          MR. WUELLNER: Thank you. The Water  
11 Management District already owns this other striped  
12 piece.

13          MR. MAGUIRE: Okay.

14          MR. WUELLNER: They would like to get a more  
15 contiguous larger parcel that joins all their  
16 property that sits over here.

17          MR. MAGUIRE: Okay.

18          MR. WUELLNER: The airport -- they also own --  
19 the Water Management District also owns this little  
20 part of this little block of property up in here I  
21 believe it is. And that would eventually go to  
22 Flagler Development, which would then sell it to  
23 the airport along with their interest up here that  
24 they currently already have. Making the airport's  
25 interest essentially the striped areas and the

1 solid orange areas. So you can see it at that  
2 point forms a pretty large contin -- contiguous  
3 block of property that abuts the 313 corridor,  
4 which is the dark blue line that kind of runs down  
5 here.

6 MR. MAGUIRE: Do we know the status of that?

7 MR. WUELLNER: It is making its way through  
8 the TPO now.

9 MR. YOUMAN: It's in the system now, believe  
10 it or not. It popped in --

11 MR. MAGUIRE: It's questionable whether I  
12 believe it, but if you tell me.

13 MR. YOUMAN: Oh, it's there. I couldn't  
14 believe it when I saw it. They brought it up in  
15 the TPO meeting and commented on it and thanked  
16 everybody.

17 MR. WUELLNER: Yeah, my -- my understanding is  
18 it's making its -- it's starting to show up as  
19 right-of-way acquisition.

20 MR. MAGUIRE: Uh-huh.

21 MR. WUELLNER: Now, that dark blue line there  
22 is -- currently abuts nearly all of what Flagler  
23 owned at one time. So a part of the deal that's in  
24 this mix is that right-of-way gets dedicated as a  
25 part of it for the road. So that corridor as well

1 as land ownership would go to I believe it's  
2 Florida DOT for purposes of getting the road built,  
3 so...

4 MR. MAGUIRE: And -- and Water Management  
5 would not have a problem with that dark blue going  
6 through their newly acquired property?

7 MR. WUELLNER: That's my understanding. Cause  
8 it was all -- if you remember, it was provisioned  
9 for but not permitted, if that makes sense.

10 MR. MAGUIRE: Correct.

11 MR. WUELLNER: It was always in the old, what  
12 is it, Cummer Land Trust deal.

13 CHAIRMAN GREEN: Uh-huh.

14 MR. MAGUIRE: Uh-huh.

15 MR. WUELLNER: It envisioned a road but never  
16 made permission -- you know, it never granted  
17 permission per se.

18 So -- and the current Water Management  
19 District people seem to be very interested in it.  
20 They've -- they like the idea of getting rid of the  
21 smaller piece to the north that's not contiguous to  
22 them and adding to a much larger tract that sits on  
23 the south end of this.

24 MR. BRUNSON: Ed, with all of these entities  
25 here, do we have to worry about impact fees and the

1 change in status and --

2 MR. WUELLNER: I think the only thing that --  
3 the impact fees is an issue of whoever ultimately  
4 develops the physical piece of property, goes in  
5 there and tries to put a building on it or does  
6 that. That's when those fees come out.

7 It's unlikely at this point. I don't --  
8 personally at least as long as I'm here, I don't  
9 envision the Authority being the person building  
10 the buildings back in there. So that ultimately  
11 ends up being whoever leases the property and  
12 develops a building or a project back there. So we  
13 should not be in the impact fee paying business.

14 MR. BRUNSON: But we could build a building.

15 MR. WUELLNER: In theory, yes. But that's  
16 a -- that's not on the immediate -- immediate  
17 screen.

18 MR. MAGUIRE: I've got a question for John.  
19 My family used to own all this property up here,  
20 about 2500 acres.

21 MR. WHITEMAN: Okay.

22 MR. MAGUIRE: We now own 50 acres right here.  
23 Is that close enough that I have to recuse myself  
24 on any decision down here?

25 MR. WHITEMAN: How -- what's -- what is the

1           approximate distance do you think that would be? I  
2           mean, everybody owns property in the county. And  
3           everybody in the state will own some property in  
4           the county.

5           MR. MAGUIRE: That's the problem I always run  
6           into --

7           MR. WHITEMAN: Yeah.

8           MR. MAGUIRE: -- so...

9           MR. WHITEMAN: I don't see any reason why you  
10          would have to recuse yourself --

11          MR. MAGUIRE: Okay.

12          MR. WHITEMAN: -- in this regard because first  
13          of all the airport property is south -- I guess  
14          that's south of the FDG property --

15          MR. MAGUIRE: Correct.

16          MR. WHITEMAN: -- which is going to be  
17          developed. So you've got that buffer in between as  
18          well. So I don't see any issue for --

19          MR. MAGUIRE: Okay.

20          MR. WHITEMAN: -- concern in that regard.

21          MR. WUELLNER: Yeah. Even as a crow flies, I  
22          would venture to guess you're between one and one  
23          and a half miles minimum from the edge of  
24          airport-owned property under this plan.

25          MR. WHITEMAN: It would be different if you

1 had property that's contiguous to this property  
2 that's being purchased by the Airport Authority  
3 and -- and because the airport was getting it and  
4 getting it zoned to a commercial aspect, if it  
5 increased the value of your property. But I think  
6 your property is distant enough from it with the  
7 buffer in between it that that's not --

8 MR. MAGUIRE: Okay.

9 MR. WHITEMAN: -- an issue.

10 MR. WUELLNER: Now -- so this anyway really  
11 just is a concurrence item on the path forward.  
12 It's not a commitment to do anything. This is  
13 completely -- it can be torn up at any time.

14 MR. BRUNSON: What do you need from the board?

15 MR. WUELLNER: Just generally this is okay,  
16 that we just keep moving forward with it.

17 MR. BRUNSON: I certainly --

18 MR. WUELLNER: Ultimately it will generate a  
19 contract that comes back.

20 MR. WHITEMAN: If I could say something. I  
21 mean, Mr. Burnett has reviewed this, he's proposed  
22 changes to it. We've got it back --

23 MR. WUELLNER: Which were made.

24 MR. WHITEMAN: -- with the changes made. It's  
25 a letter of intent, which is nonbinding. It just

1            basically is a -- is a pathway for the attorneys  
2            then to know what to put in the contract that would  
3            be binding on them.

4            MR. MAGUIRE:    So the way you're describing it,  
5            this is not a -- something generated by one person  
6            for others; it's a conglomeration of three  
7            different attorneys representing three different  
8            people.

9            MR. WHITEMAN:    Saying "This is all what we  
10           want to agree to --"

11           MR. MAGUIRE:    Meeting of minds in advance.

12           MR. WHITEMAN:    -- but it doesn't have all the  
13           nuts and bolts in it yet.    And so that will be  
14           hammered out in the final agreement, because it  
15           will be a contract that will be contractually  
16           binding on all the parties.

17           CHAIRMAN GREEN:    Just an idea right now.

18           MR. WHITEMAN:    Yeah, because this specifically  
19           says, you know, that "Nothing in this letter is  
20           intended to be contractual in nature and neither  
21           party shall be bound by the terms and conditions  
22           above provided unless and until an exchange  
23           agreement has been signed and delivered by all the  
24           parties."

25           MR. MAGUIRE:    Yeah.

1 MR. BRUNSON: Sounds good.

2 CHAIRMAN GREEN: So really just we don't need  
3 to vote, but if the board wants to just go forward  
4 with the concurrence, a letter of interest.

5 MR. BRUNSON: I certainly request we go  
6 forward.

7 CHAIRMAN GREEN: Carl?

8 MR. YOUMAN: I was going to bring this up in  
9 my TPO presentation, but since this is part already  
10 brought up here, here's the 2015 list of priority  
11 projects for --

12 CHAIRMAN GREEN: And, Carl, can we get you in  
13 the --

14 MR. YOUMAN: It doesn't work.

15 CHAIRMAN GREEN: It's not working?

16 MR. WHITEMAN: He was tapping it. It wasn't  
17 making a noise.

18 MR. WUELLNER: Wasn't making any sound?

19 MR. WHITEMAN: The light's on, though.

20 MR. YOUMAN: I tried --

21 MR. BRUNSON: Test one, two. It works if you  
22 talk into it.

23 MR. YOUMAN: I have been. Well, how close do  
24 I have to get to this?

25 MR. WUELLNER: Very.

1 CHAIRMAN GREEN: There we go.

2 MR. MAGUIRE: You've got it.

3 MR. YOUMAN: We're in the 2015 list of  
4 priority projects, which is a list of 20 items.  
5 And they are not 1 through 20 in -- in succession.  
6 They're any of those 20 can be selected. But these  
7 are the top 20 forever. Once you're on this list,  
8 somewhere in time, maybe a hundred years from now,  
9 that project will get done.

10 And State Road 13, St. Johns County. State  
11 Road 207 to State Road 16, new six-lane road.  
12 State Road 16 to U.S. 1 Dixie Highway, a new  
13 four-lane road. And I note in here hooray. So  
14 everything is falling into place.

15 MR. MAGUIRE: Can I see that?

16 CHAIRMAN GREEN: Switch it out.

17 MR. YOUMAN: Thank you, Kevin. Now I can hear  
18 me.

19 MR. WUELLNER: I will have a -- if this is  
20 generally okay, then I will also have a little  
21 update when we talk in the confines of budget, just  
22 so that everybody's aware of how we dealt with this  
23 or not dealt with it in the budget.

24 CHAIRMAN GREEN: Okay. So everybody's all  
25 right with the letter of interest to go forward?

1 MR. MAGUIRE: Uh-huh.

2 MR. BRUNSON: Yes.

3 MR. YOUMAN: Okay. Do we need a motion on  
4 that?

5 CHAIRMAN GREEN: I don't think so, as long as  
6 the board's approval. It's just --

7 MR. WUELLNER: If there are no objections,  
8 we'll take this --

9 CHAIRMAN GREEN: There's no objection, yeah.

10 MR. YOUMAN: No objection.

11 MR. WUELLNER: -- as concurrence.

12 MR. MAGUIRE: No objection. Is it possible we  
13 can get a copy of that? Is this online, too, that  
14 I can pull it up?

15 MR. WUELLNER: The drawing?

16 CHAIRMAN GREEN: The drawing came across in  
17 the e-mail that came over on --

18 MR. WUELLNER: It is a part of the PowerPoint,  
19 is it not?

20 MR. YOUMAN: Yeah, there's one right here in  
21 your --

22 MR. MAGUIRE: Is it in the PowerPoint?

23 CHAIRMAN GREEN: Uh-huh.

24 MR. MAGUIRE: Okay.

25 MR. YOUMAN: Isn't it in your paperwork?

1           MR. WUELLNER: But otherwise we can get you  
2 another copy.

3           MR. MAGUIRE: If I can't find it, I'll let you  
4 know.

5           MR. BRUNSON: Here you are.

6           CHAIRMAN GREEN: Okay. And budget.

7                           BUDGET DEVELOPMENT DISCUSSION

8           MR. WUELLNER: Okay. I'll try to move forward  
9 to the budget.

10           This is our -- as traditionally we have one  
11 real order of business beyond the just first  
12 presentation of our -- our preliminary budget  
13 approach. You have one order of business at this  
14 meeting related to budget, and that's a statutory  
15 obligation to set your TRIM millage rate during the  
16 month of July.

17           I think you'll find that the same millage as  
18 we've approved for the last almost five years would  
19 be our recommendation, that being zero mills,  
20 meaning that's a confirmation of the Authority's  
21 intent not to assess ad valorem tax. That will be  
22 our recommendation at the end. But it ultimately  
23 will require a motion setting that TRIM formally at  
24 whatever level you see fit at that time. So, our  
25 recommendation of course at this point will be

1 zero.

2 All right. Key items affecting budget like we  
3 talked about last month was the terminate rehab.  
4 Of course there was a discussion for the last  
5 couple of months related to potentially needing to  
6 do a little debt service to facilitate both land  
7 acquisition and perhaps the terminal area  
8 improvements.

9 Lastly is the capital development program  
10 being the other large budget component. Typically  
11 that can be as high as 80 percent of our total  
12 budget being that surrounding capital development.  
13 It's not that high this year. It's closer to about  
14 50 percent, 60 percent of the total budget.

15 I will walk you through -- we gave you a copy  
16 of the preliminary or our first iteration, if you  
17 will, of that budget. I'm going to walk through  
18 that real quick so that you have some idea of what  
19 we're -- what we're doing, what the approach is  
20 relative to budget, and we'll see where that goes.

21 Essentially the first page of what you've been  
22 given is a summary. It further condenses  
23 categories and worksheets down to a single page.  
24 Operating revenues, which include fuel leases, our  
25 operating agreements which -- and include other

1 operating revenues, that equates to about  
2 \$4,065,311 by our best estimates for next year.

3 We are statutorily required to reduce that by  
4 5 percent. That effectively creates a reserve.  
5 It's just a way I believe they've engineered into  
6 the process to protect in the event revenues don't  
7 meet expectations, that they don't find themselves  
8 overspending a budget. For us, that creates a  
9 margin, if you will, of about \$200,000 this year.  
10 So there's about \$200,000 of anticipated revenue  
11 that is not reflected in the budget as a result of  
12 that statutory requirement to reduce it by 5  
13 percent.

14 Nonoperating revenues for us includes our  
15 reserve amount forward. It also includes any  
16 grants we expect to get. So these are not typical  
17 revenue and expense locations for us. Bringing a  
18 total revenue budget estimate of \$9,528,133.

19 Going down to the summary of expense, you have  
20 personnel-related expenses totally \$1,014,049.  
21 Other operating expenses, which basically includes  
22 all other expenditures, that total -- and I'll get  
23 you a little more meat on that in a second as we  
24 turn the page, but \$1,458,000. For a total  
25 operating and personnel of \$2,472,049.

1           We have reserves that we bring forward into  
2 the expense side in order to hold the reserves, in  
3 other words that's how we avoid spending the  
4 reserves when you budget, and capital expenditures  
5 of \$3,960,296 anticipated for next year. Again,  
6 I'll detail that in a second. Suffice it to say  
7 that creates an expense budget that matches the  
8 revenue budget of \$9,528,133. At this point, it's  
9 a balanced budget as it -- as it is presented.

10           Now, we developed this budget format a few  
11 years back and the intent of this, it's a little  
12 unusual presentation, but it helps you as board  
13 members effectively follow the money, which I think  
14 is the -- the most helpful way for us to present  
15 how the budget's developed and how we spend money  
16 throughout the budget.

17           But the first section of course deals with the  
18 concept of revenues. There's a little more meat on  
19 the bone. You can see that self-service revenues  
20 are projected next year at \$70,000, FBO fuel  
21 revenues at slightly over \$100,000, for about  
22 \$170,000 in fuel-related revenues projected to the  
23 airport.

24           You have commercial leases projected at  
25 \$430,000, corporate leases projected at \$450,000,

1 major lease agreements, which are really just two,  
2 they are Northrop Grumman-related leases and our  
3 FBO lease, equate to \$1,641,337 for next year.

4 There is a small variable in that that we do  
5 not yet know and may not know even at the point of  
6 approving the budget. There is about a current  
7 year \$500,000 annual revenue for one of the  
8 Northrop Grumman leaseholds that is up for renewal.  
9 They have indicated their intent to renew. There's  
10 no issue there. The issue is the final number for  
11 that. So that may not -- that does not renew  
12 technically until October.

13 Historically our experience with those lease  
14 negotiations, not on our end but on their end, take  
15 forever to get through all the signatures and  
16 approvals. Typically this could go into November  
17 or even early December before it's finally signed.  
18 They always, and as a part of the process, agree to  
19 retro pay you and take you back to the beginning of  
20 the -- of the new lease term. But there is -- you  
21 may not know the exact number. So we've taken a  
22 pretty educated guess on that, and that's included  
23 in the -- our estimate here.

24 Other lease arrange -- other lease agreements  
25 with us and rentals, rentals for our purposes are

1 all leases that are one year or less in duration.  
2 So that includes T-hangars, any -- we have a few  
3 rental homes still left. Other includes land  
4 leases and the -- and the like in there. We do  
5 have a single reasonably substantial land lease in  
6 that, it's not as big a number but it's about  
7 \$180,000 land lease that's a part of the  
8 Northrop Grumman that rolls into the land lease  
9 category.

10 Other agreements include airline operations.  
11 These -- this is where we plug in our forecast of  
12 not only enplanements for the next fiscal year, but  
13 also the revenue that's associated with it. So the  
14 airline operations number includes parking and  
15 rental car commissions.

16 To refresh your memory, parking is entirely  
17 ours with the exception of a small deduct that  
18 comes off for credit card processing on the  
19 transaction side. And the rental cars, we have  
20 a -- an agreement with rental car companies that  
21 provides 15 percent of the rental contracts written  
22 out at the airport.

23 There are a few operating agreements, which  
24 are typically things like banner towing or other  
25 various -- we have someone who does aircraft

1 cleaning that has an agreement. We have another I  
2 think person that enters the field to do aircraft  
3 maintenance on a very small scale, and they have an  
4 operating agreement executed with the airport there  
5 and other use fees for the property.

6 Revenue as I mentioned on the previous page  
7 equates to \$4,065,311. When you reduce that by the  
8 5 percent, you end up with \$3,862,445. Again,  
9 that's about a \$200,000 -- \$211,000 if my memory's  
10 correct 5 percent reserve if you will.

11 MR. BRUNSON: Where does the land lease for  
12 the large hangar come in? Other --

13 MR. WUELLNER: It would just come under other,  
14 yes.

15 MR. BRUNSON: Okay.

16 MR. WUELLNER: Leases other.

17 All right. Expenses, again I have another  
18 detail sheet we'll hit right away, but personnel  
19 and benefits at \$1,014,000, that is inclusive of  
20 all statutory obligations, all insurances, all  
21 everything for -- for all personnel. That is  
22 actually a reduction this year of about \$154,000  
23 over what was budgeted last year.

24 So we have -- obviously as we get more  
25 airline-related experience in the number of hours

1 required to do those tasks and the number of people  
2 required and we have a pretty good insight over the  
3 next 12 months as to where airline service will be,  
4 we've got -- we've been able to sharpen that pencil  
5 if you will and more accurately reflect the number  
6 of hours and the number of people involved to do  
7 that -- those tasks. That's where the major  
8 changes are. So in any case, it's about a 15  
9 percent reduction in personnel expenditures this  
10 year over last year.

11 MR. MAGUIRE: Well, I'm pleased to see that  
12 you and your staff are going to take a 15 percent  
13 cut.

14 MR. WUELLNER: Well, someone is.

15 CHAIRMAN GREEN: I think that was meant for  
16 us, Bruce.

17 MR. WUELLNER: Reduce nothing again?

18 Airline operations, the -- the line item  
19 covers basically the expenditures we have related  
20 to operating the facility. Primarily it's law  
21 enforcement contracting that we have to do. We  
22 have to provide law enforcement officers during the  
23 airline operations period. It also includes like  
24 services for airport rescue and firefighting that  
25 are required during those times. So the aggregate

1 over the course of a year is about \$75,000.

2 As or if assuming airline service grows or  
3 continues to grow, at some point it will make sense  
4 to enter into an actual contractual agreement with  
5 both St. Johns County and the Sheriff's Office for  
6 those services wherein at that point typically the  
7 airport would be covered 24/7 and have that  
8 personnel staffed here under the terms of that  
9 agreement. We were at that point -- if you go back  
10 far enough to Skybus days, we were at that point  
11 with LEO -- with law enforcement. We still weren't  
12 there with fire rescue at that point. But it's --  
13 it's something that eventually gets covered  
14 completely under the airline side.

15 Professional services, these are stand-alone  
16 agreements with entities. It could be engineering,  
17 any other kinds of services like legal, accounting,  
18 those types of contractual services. Travel and  
19 per diem slightly reduced, but it's about \$14,000 a  
20 year. This is all travel staff as well as board  
21 member travel throughout the year.

22 Communications, this is typically everything  
23 from phone to internet to all other kinds of  
24 com-related services property-wide, some of which  
25 is offset by some limited revenues. We do provide

1           some phone service to tenants and the like, and  
2           those are reimbursable and reflect that  
3           reimbursement also in there.

4           Utility services, pretty obvious by the  
5           description, but includes power, sewer, water,  
6           those kinds of -- those kinds of items  
7           property-wide. To a very limited extent some of  
8           that's reimbursable, too, in a few spots. But for  
9           the most part that's a -- that's a general cost.

10          Leases, as it's shown here, this is outbound  
11          leasing, not inbound leasing. So this is what we  
12          might lease equipment or something like that.  
13          Could even be a building lease. We have  
14          historically never leased building space, but in  
15          theory they would fall under the lease line item.

16          Insurances, this is liability and property.  
17          This is -- it's down slightly, and I expect that  
18          get -- to come down even a little bit more this  
19          year over last as we have continued to have a  
20          stellar loss run history at this airport with no  
21          pending litigations, no pending anything and have  
22          had really no losses against another year or so.  
23          So it's all good things.

24          Repair and maintenance, this covers not only  
25          buildings, but buildings and grounds. Anything --

1 anything where maintenance is required. Airfield  
2 lighting, building interior and exterior  
3 maintenance, those types of items.

4 Outside communications as we mentioned before  
5 is primarily our title for public relations and  
6 airport and airline marketing. All of that is  
7 included in that line item.

8 Government obligations, we've tweaked the name  
9 to be a little more specific instead of it being --  
10 what was it, outside or payments to government  
11 agencies or something like, whatever that previous.  
12 We've kind of changed the vernacular only to show  
13 government obligations. So anything we owe another  
14 governmental entity is in there. We have added an  
15 item that's just called -- oh, I have not added it  
16 yet, but it's in there. Office expenses. We have  
17 an office expense line item at about \$18,000.  
18 Again down.

19 Operating expenses and -- oh, operating  
20 expenses, these are basically expendable items.  
21 Everything from lightbulbs. If it's a consumable  
22 product and used up at the end of its life, meaning  
23 it no longer is expected to work, it comes under  
24 operating expenses.

25 And publications and memberships, this

1 includes your ACI, air -- air traffic memberships,  
2 your AAAE, your FAC, all those kinds of memberships  
3 come under that line item.

4 Professional development is essentially  
5 conference registrations and any other educational  
6 opportunity that we end up paying for for both  
7 board members and staff as we go through the year.  
8 Typically you'd have an expenditure -- as an  
9 example, if one of you went to AAAE, you would have  
10 a travel expenditure as well as an education  
11 expenditure in there for the conference  
12 registration, so that would come out of two  
13 different line items. So total operating budget of  
14 \$1,458,000. That is down about 8.3 percent over  
15 last year or about \$204,000.

16 Now, we do this exercise to really get to the  
17 little box on the lower left side, which is our  
18 operating income or loss. In this case, it's an  
19 operating income that equates to \$1,389,936.

20 And I'll remind you that was the obstacle the  
21 Airport Authority was trying to overcome four or  
22 five years ago when we got off the tax rolls. It  
23 was to make sure that we had adequate operating  
24 margin to take from this point forward in the  
25 budget and have funds available in any given year

1 to work on capital or other nonexpenditure kinds of  
2 expenses in a year.

3 So, with \$1.3 or almost \$1.4 million in  
4 surplus revenues generated, we move into the  
5 nonoperating page, which is the next page.

6 MR. BRUNSON: Excuse me, Ed.

7 MR. WUELLNER: Yes, sir.

8 MR. BRUNSON: The operating expense of  
9 \$120,000, that includes all the operating expenses,  
10 the trucks and --

11 MR. WUELLNER: Yeah, gasoline --

12 MR. BRUNSON: -- gasoline and --

13 MR. WUELLNER: -- oil, anything that's  
14 consumable.

15 MR. BRUNSON: -- grass cutting?

16 MR. WUELLNER: The maintenance side of that,  
17 keep in mind you're -- the equipment's already --  
18 it's a capital item typically, which there are no  
19 new equipment items in this.

20 The gasoline, that kind of item, oil, those --  
21 filters, things of that nature related to the  
22 maintenance of the equipment comes under operating.  
23 The actual cost to cut the grass is largely a  
24 staff-related item which you're covering under  
25 personnel expense. So it really -- something like

1 cutting the grass affects basically three places in  
2 the budget.

3 CHAIRMAN GREEN: And it's up \$30,000 because  
4 of -- we have the air service?

5 MR. WUELLNER: Well, no, not so much. But  
6 it's been -- we've actually underestimated it a few  
7 times, and we're looking forward to bringing that  
8 in -- into what -- you know, the tolerances it  
9 should be, so...

10 I'm going to -- if you want, I'll --

11 MR. BRUNSON: Okay.

12 CHAIRMAN GREEN: That's fine. I just --

13 MR. BRUNSON: No.

14 MR. WUELLNER: All right. So turning the  
15 page, at this point you have almost \$1.4 million in  
16 revenue.

17 At this point you'll notice that we are not  
18 predicting and projecting debt service. That's a  
19 good thing. Even after all our discussions the  
20 last few months, we have been able to by really  
21 digging very deeply in the budget and looking at  
22 capital expenditures for this year, we believe we  
23 can get the terminal-related work done within the  
24 existing revenues of the Airport Authority.

25 So with that, there'd be no need to borrow

1 money to get the terminal match grant money if you  
2 will with Florida DOT. I'll talk more about the  
3 capital program, that's like a page away, a page or  
4 two away. So I'll detail that a little bit  
5 further. But suffice it to say at this point we're  
6 not expecting to borrow money.

7 I mentioned at the previous agenda item about  
8 how the land acquisition, we have met with our  
9 local legislative delegations and feel -- feel like  
10 there's a strong opportunity for us to get State of  
11 Florida participation in the acquisition of the  
12 that -- of the land from Flagler Development. If  
13 that's successful, that could very well be 100  
14 percent funding money from the state because of the  
15 economic impact of that acquisition and the kind of  
16 projects that could be brought in here. So there's  
17 a -- we'll be battling that with our legislative  
18 delegation. They're at this point fully in support  
19 of trying to get that done for us, but it's subject  
20 to legislator -- legislative cycle which will not  
21 begin until January.

22 So it would not hit our -- availability to us  
23 anyway until at least August or September of next  
24 year at the earliest. And we could easily within  
25 the confines of the -- of a contract to purchase

1 put that date into our next fiscal year should it  
2 be available. So otherwise, we would deal with it  
3 as a budget item for next year, so...

4 MR. BRUNSON: Excuse me. Interest rates are  
5 so low. Is anybody knocking on our doors to try to  
6 give us some good interest rates on capital  
7 expenditures?

8 MR. WUELLNER: No, I can't say anybody goes  
9 door to door trying to loan you money. But, you  
10 know, we believe based on the analysis we did going  
11 into looking at borrowing money, that we're an  
12 extremely good credit risk, the Airport Authority  
13 is, and we would expect rates in current  
14 environment of under 4 percent for the airport,  
15 so --

16 MR. BRUNSON: Yeah.

17 MR. WUELLNER: And -- but at this point we're  
18 not anticipating to borrow. I can't predict what  
19 next year will look like any more than you can,  
20 so... I wish I could. But that's kind of where it  
21 is.

22 So anyway, we come out of the nonoperating  
23 side, you'll notice that there is no impact to  
24 the -- to the revenue stream at that point. Still  
25 about \$1.4 million.

1           This is -- this next section entitled Capital  
2 is where we deal with the revenue stream and the  
3 expenditure stream as it relates to our capital  
4 development program.

5           You'll see that FAA next year, we expect to  
6 be -- this is simply the approach lighting system,  
7 so when you -- that number's coming from there, so  
8 that represents about 90 percent of the cost we  
9 expect for the approach lighting. So FAA's in for  
10 \$1,186,600. That's about 168 percent less money  
11 this year under FAA than last year. But that's --  
12 that's not -- there's no guarantee of dollars from  
13 that point.

14           I will -- I do want you to know that starting  
15 next year, so our next year's budget, you'll see a  
16 minimum of \$1 million available every year from FAA  
17 to the airport as a direct result of air service  
18 being here, and enplaning more than 10,000 people.  
19 So as long as our enplanement numbers, which are  
20 closer to 25,000 this year -- or will be, that  
21 guarantees a minimum of \$1 million in grant funding  
22 to the airport for capital development. So that's  
23 a good thing.

24           That is always in arrears. Just so you know,  
25 this will be the first time we get it, even though

1 we've had service for a year now. But it's also a  
2 calendar year to further mess up the conversation.  
3 That's one of the few things FAA looks at from a  
4 calendar year. So -- so in any case, that's a --  
5 that's a good long term.

6 So at this point I would expect a minimum of  
7 two years at a million dollars apiece, even if air  
8 service were to drop some time this year. I mean,  
9 if it were to just suddenly stop, we have enough  
10 enplanements this year that we would at least get  
11 two full years at \$1 million each in capital  
12 investment. So having air service is certainly a  
13 positive in terms of competing for grant funding.  
14 It's definitely a good thing.

15 FDOT participation anticipated at \$1,383,700.  
16 That -- if you remember, approximately \$1 million  
17 of that is the match for the terminal. The balance  
18 being other equipment related and some small  
19 construction activity. You'll see the  
20 Airport Authority match is \$1,383,700. And you'll  
21 see that that's just slightly below what we carry  
22 forward.

23 So when you look at the expenditure side,  
24 there's \$3,954,000 in construction and planning.  
25 There's about \$6300 in equipment. And at this

1 point, we do not expect PF -- we do not have an  
2 ongoing or expect to revive the Passenger Facility  
3 Charge at this airport related to commercial  
4 service, as that's kind of an airline killer, if  
5 you will, at this point. So we're not expecting to  
6 collect any nor expend any under PFCs.

7 So, after you get done here, net income after  
8 debt service was \$1.4 million. Put the capital  
9 grants in there, you take the capital expenditures  
10 out, which includes the Authority share, and you'll  
11 see that we end up with a -- basically a balanced  
12 budget at this point.

13 We antici -- we're carrying reserves forward  
14 of 3.1 -- about \$3.1 million. There's no plan at  
15 this point to contribute to reserves next year.  
16 However, we do not go into reserves in this budget  
17 at all, either.

18 And keep in mind also our history shows that  
19 we realize nearly 100 percent of the revenue we  
20 budget for. So there's still the potential of  
21 putting as much as about \$200,000 ultimately into  
22 reserve, it's just not budgeted into reserve  
23 because of the 5 percent hold-back. That being  
24 said we end up with a total budget projected for --  
25 for the year at \$9,528,133.

1           And again, the next page shows you the  
2 capital -- proposed capital for this coming year,  
3 which includes the approach lighting system, the  
4 terminal improvements, a small amount of  
5 ramp-related work, airline support equipment, and  
6 some additional infrastructure money that's in  
7 there also, airline related.

8           All of these monies are either 50 percent DOT  
9 money, FDOT money, or federal money at 90 percent.  
10 With a local -- with a federal -- excuse me, trying  
11 to get that out -- an FDOT share of 5 percent in  
12 that case. So in the case of federal projects,  
13 we're contributing 5 cents on the dollar. In the  
14 case of state projects, we're contributing 50 cents  
15 on the dollar toward total capital.

16           The top of that page you see just capital  
17 equipment generic right now. I expect that number  
18 to change. I expect some minor tweaks as we get  
19 final numbers on things such as hopefully a lease.  
20 We're still awaiting final quotes on some of the  
21 insurance-related items. Some of that stuff will  
22 not flesh out well until well into August or very  
23 early September. So there'll be some minor  
24 tweaking, but generally this is -- this is where we  
25 expect the year to play out, is at that level.

1           The -- I did want to call your attention --  
2           did we get the -- I guess next is personnel. Is  
3           that your next sheet?

4           MR. MAGUIRE: Yes.

5           MR. WUELLNER: Okay. You'll see that last  
6           year we -- we anticipated and budgeted 18 full time  
7           and two part time. We've been able to really get  
8           in there and dig at this, as a lot of that was  
9           related to airline and not knowing.

10           Our experience shows we can do this with 10  
11           full-time and 8 part-time positions, all the  
12           airport operations, this includes air service. You  
13           can see the about 11 percent reduction in total  
14           salaries across all positions from 688 -- excuse  
15           me, from 766 -- \$766,000 down to \$688-.

16           CHAIRMAN GREEN: That includes our police?

17           MR. WUELLNER: No, they come under the airline  
18           operations line.

19           CHAIRMAN GREEN: Okay.

20           MR. WUELLNER: These are strictly  
21           Airport Authority employees. And our LEOs and fire  
22           are not.

23           Reserves for adjustments, this is  
24           approximately 3 percent. Travel, overtime, auto,  
25           ending up with a subtotal of \$727-, almost

1           \$728,000.

2           Statutory obligations, this is FICA, state  
3           unemployment tax, workers' comp, those kind of  
4           things, equate to \$74,000. Retirement on -- this  
5           is the State of Florida retirement, ends up a total  
6           of about \$99,500. Insurances related to the staff,  
7           \$112,733 includes work -- well, workers' comp's in  
8           the above insurances.

9           So a total proposed personnel expenditure of  
10          \$1,014,049. Again, that is about a 15.1 percent  
11          reduction year over year. Yes, sir?

12          MR. YOUMAN: How do employees secure travel --  
13          travel and auto expenses? I'm curious about that.  
14          Or is that just the heading?

15          MR. WUELLNER: It's -- it's a grouping --

16          MR. YOUMAN: And overtime.

17          MR. WUELLNER: -- of all that stuff. There is  
18          overtime that's involved throughout the year, as  
19          you can imagine. Auto-related expenses are  
20          generally directly related to my contract.

21          MR. YOUMAN: Oh, oh, oh. Okay.

22          MR. WUELLNER: And travel is across --

23          MR. YOUMAN: I thought this was directly  
24          related to the airline service.

25          CHAIRMAN GREEN: Huh-uh.

1 MR. WUELLNER: No, no. This is campus-wide.

2 MR. YOUMAN: Okay. Thank you.

3 MR. WUELLNER: Uh-huh.

4 CHAIRMAN GREEN: Does that overtime goes with  
5 some of the part-time people?

6 MR. WUELLNER: Yeah, yeah.

7 CHAIRMAN GREEN: Okay.

8 MR. WUELLNER: Yeah, anywhere it's earned.

9 CHAIRMAN GREEN: Yeah.

10 MR. WUELLNER: And that's one area we -- we  
11 very carefully watch during the year. And it's not  
12 a big number. I think we only budget around  
13 \$10,000 a year in overtime expense campus-wide. So  
14 that's a -- that's a pretty low number. I think  
15 that's it. That was your last page of your budget.

16 So at this point there's -- as I said, there's  
17 no formal action required other than the agreement  
18 I guess of some level of TRIM-related millage,  
19 which I -- we're recommending and have budgeted at  
20 this point for zero ad valorem dollars to in --  
21 input our budget.

22 We are happy to meet with you individually or  
23 collectively. We can add some time if it's your  
24 desire at the next Authority meeting in August to  
25 further discuss as a board. Keeping in mind the

1 process now moves on to from a statutory standpoint  
2 to two public hearings that will occur both in  
3 September.

4 They'll be advertised, the first of which will  
5 be advertised as a part of the TRIM notification  
6 that gets mailed to every taxpayer in the  
7 community. That will also indicate that we're not  
8 assessing ad valorem, but will also convey the  
9 meeting date. Then after that, approximately a  
10 week to two weeks out from the first public  
11 hearing, we will hold the second one. That will  
12 result in formal and final adoption of a budget to  
13 go into October.

14 We typically, just for those of you -- there's  
15 only one of you that's kind of new, I'm sure Randy  
16 remembers, but we typically take one of the two  
17 September public hearings and combine it with the  
18 Airport Authority's regular meeting. They are  
19 technically separate meetings, but we'll hold them  
20 at the same time so that you don't have to make  
21 time in your schedules for a third meeting during  
22 the month of September. So that with that, any  
23 questions related? If you've got specifics, if --

24 MR. BRUNSON: I certainly have none and I just  
25 hope we can keep it at the zero TRIM.

1           MR. WUELLNER: And we'll -- you know, again,  
2 any point you're welcome to meet with me  
3 individually and of course we can as -- as it  
4 warrants, we can certainly schedule additional  
5 public time ahead of the September public hearings  
6 if you feel it's beneficial and -- at your August  
7 meeting, which I believe's the 17th? Is that when  
8 it is?

9           MR. MAGUIRE: Yeah, two questions.

10          MR. WUELLNER: Uh-huh.

11          CHAIRMAN GREEN: Bruce, yeah.

12          MR. MAGUIRE: The \$1 million that we're going  
13 to guaranteed over the next two years --

14          MR. WUELLNER: Uh-huh.

15          MR. MAGUIRE: -- for capital expenditures,  
16 does that come with any constraint? Can we spend  
17 it any -- as long as it's capital?

18          MR. WUELLNER: The -- the only condition is  
19 they have to be what are considered AIP eligible,  
20 Airport Improvement Program eligible capital  
21 expenditures. Which essentially is airfield core  
22 infrastructure.

23          MR. MAGUIRE: Okay.

24          MR. WUELLNER: So it can go to taxiways,  
25 runways, lighting, any basics out there. It's not

1 a -- it can't be used for buildings.

2 MR. MAGUIRE: Okay.

3 MR. WUELLNER: That's one of the few things  
4 that really isn't in an AIP.

5 MR. MAGUIRE: Okay. So --

6 MR. WUELLNER: So an FAA-eligible project, is  
7 a better way to say it.

8 MR. MAGUIRE: Okay. Second, the reserves. Is  
9 there a mandatory minimum or maximum that we're  
10 required to have?

11 MR. WUELLNER: We do not have a formal, but we  
12 typically like to have approximately one year of  
13 operating expenses in reserves.

14 MR. MAGUIRE: Is that a policy?

15 MR. WUELLNER: It is informal.

16 MR. MAGUIRE: Okay. That's good. All right.

17 MR. WUELLNER: It's sort of been the target.

18 CHAIRMAN GREEN: Any more board comment? Ed,  
19 I just had one question about --

20 MR. WUELLNER: Uh-huh.

21 CHAIRMAN GREEN: -- I'm sure in the back of  
22 your mind while you were putting this together, you  
23 had some tweaking of numbers in case we lose some  
24 of those airline service --

25 MR. WUELLNER: Oh, yeah, yeah. There's --

1           there's several line items that would be, you know,  
2           essentially instantly reduced of course as a  
3           component of the personnel expenditures that  
4           would -- you know, we certainly aren't going to be  
5           carrying people we have no jobs for anymore.

6           CHAIRMAN GREEN:   And fuel.

7           MR. WUELLNER:   Fuel.

8           CHAIRMAN GREEN:   That's a revenue.

9           MR. WUELLNER:   Fuel for us is not a revenue  
10          for airline.   That --

11          CHAIRMAN GREEN:   It's going to be FBO?

12          MR. WUELLNER:   -- flows through the FBO.

13          The -- the other of course is the airline  
14          operating expenditure line item, that goes away or  
15          would go away in that case.   All of which meet or  
16          exceed -- and you'll also see a reduction -- well,  
17          actually it's covered here in the airline revenue  
18          line item, which of course will be greatly reduced  
19          back down to GA levels of rental car revenues and  
20          the like.

21          CHAIRMAN GREEN:   So this is based on what we  
22          know to date.

23          MR. WUELLNER:   Correct.   And -- and I'm not  
24          sure I printed as a note, but there's a -- I'm not  
25          sure I even have a version that has it printed for

1 my reference, but there is a -- you know, we have a  
2 tentative idea of the number of flights we would  
3 have kind of monthly throughout the next year based  
4 on what we know today. And the revenue and  
5 expenses are built around that likely scenario. Of  
6 course that could change. If it's increased,  
7 there's increased revenue that goes with it and we  
8 would adjust hours.

9 There's even a little bit of leeway I will  
10 tell you in the number of hours, manhours  
11 identified for air service. So we actually have a  
12 few extra hours that are plugged in there and  
13 budgeted at this point so that before it starts  
14 hitting the budget cycle, we could cover a little  
15 bit of that expense. If it was a deferment of  
16 service for a short period of time or something  
17 like that, we wouldn't have to start over. And  
18 there's always a training requirement, too, that  
19 goes with it.

20 CHAIRMAN GREEN: Uh-huh. That was just my  
21 concern. We can talk about it when it comes up  
22 again. You know, just --

23 MR. WUELLNER: It should be -- you know, the  
24 way we've put this together, it would ultimately be  
25 revenue neutral. So if you lost the service, then

1 the expenditure sides that go with it go away. So  
2 you're back to basically a GA level budget.

3 MR. BRUNSON: And we start renting out the  
4 terminal to calypso night once a year.

5 MR. WUELLNER: Okay.

6 CHAIRMAN GREEN: Any more board discussion?

7 (None.)

8 CHAIRMAN GREEN: Public comment? I had a  
9 couple of people.

10 MR. MARTINELLI: Yeah, I do.

11 CHAIRMAN GREEN: Vic?

12 MR. MARTINELLI: I think that the discussion  
13 of the operating statement basically budgeted has  
14 been very thorough and very good. Question, have  
15 you gotten to the balance sheet side of the budget  
16 yet?

17 MR. WUELLNER: We typically don't -- we're not  
18 required nor do we do a budget based on a balance  
19 sheet per se.

20 MR. MARTINELLI: It would be based. The  
21 balance sheet would be the result of --

22 MR. WUELLNER: Oh, the result of --

23 MR. MARTINELLI: -- the operating statement.

24 MR. WUELLNER: I don't think we have yet  
25 plugged that in.

1           MR. MARTINELLI: As you know, one of the  
2 measures that I'd like to look at to look at the  
3 overall health and progress of the airport is the  
4 gross capital value or worth of the airport as well  
5 as the net capital worth.

6           And my last look at it about a year ago was in  
7 excess of \$80 million gross capital. I'm just  
8 wondering whether you have any kind of a figure as  
9 of your budget going forward.

10          MR. WUELLNER: I do not as a part of the  
11 budgeting process, but we do develop -- you know,  
12 revise those numbers monthly, so I would be happy  
13 to get it to you. I do not have it in front of me,  
14 I'm sorry.

15          MR. MARTINELLI: To me -- to me, looking at  
16 this airport, if I was to take this airport and try  
17 to do something with it, I'd have to come up with  
18 at least \$80 million to do anything with it.  
19 And -- and to me, that's the overall picture and  
20 that's the overall look at the health of the  
21 airport.

22          MR. WUELLNER: Right.

23          MR. MARTINELLI: And so I'd be interested in  
24 that number.

25          MR. WUELLNER: Sure. And that number that you

1 speak of is -- as you would know even better than I  
2 on this given your illustrious career in the past.  
3 But, you know, for the most part, the number we're  
4 carrying on the books because of it being a  
5 governmental entity is, you know, the undepreciated  
6 number, you know, which doesn't touch land. That's  
7 never touched in our scenarios, of course.

8 MR. MARTINELLI: Right, right.

9 MR. WUELLNER: And of course there are  
10 original investments in the airport that go back  
11 more than typically 20 or 30 years that are long  
12 gone in terms of on the books.

13 MR. MARTINELLI: Right.

14 MR. WUELLNER: So --

15 MR. MARTINELLI: Okay. Thank you.

16 CHAIRMAN GREEN: Thanks, Mr. Martinelli.

17 MR. WUELLNER: So that leaves you with -- oh,  
18 I'm sorry.

19 CHAIRMAN GREEN: I do. Mr. Grundy?

20 MR. GRUNDY: In my experience in a corporate  
21 setting, this budget process would have been  
22 preceded by the development of a strategic plan,  
23 and that means a development of a strategic plan  
24 that all of the board members buy into. So I'm a  
25 little surprised that I haven't heard that yet.

1 That's the first one.

2 The second one is I didn't hear any discussion  
3 about T-hangar construction, and I'm hoping that  
4 that's going to be part of next year's budget.

5 CHAIRMAN GREEN: Okay. I'm -- I'm not -- Ed's  
6 more qualified in that, but just to let you know,  
7 Mr. Grundy, I mean, our strategic plan, normally  
8 what we do, we have a 10-year master plan and that  
9 is a massive undertaking which kind of shows where  
10 we're headed and that's part of what we come up  
11 with with the budget.

12 MR. GRUNDY: He's already rejected the 10-year  
13 master plan because that's outdated.

14 CHAIRMAN GREEN: We're up for a new one.

15 MR. GRUNDY: You really need a strategic plan  
16 every year to look forward four or five years to  
17 help you in your next year's plan.

18 CHAIRMAN GREEN: All right. That's all I had  
19 for budget and public comment. So really you don't  
20 need anything more from us, this is informative --

21 MR. WUELLNER: We need a motion relative to  
22 TRIM.

23 CHAIRMAN GREEN: TRIM? All right. Any --

24 MR. MAGUIRE: So move.

25 CHAIRMAN GREEN: Move to accept staff's

1 recommendation?

2 MR. MAGUIRE: No money.

3 CHAIRMAN GREEN: Zero on the TRIM?

4 MR. MAGUIRE: Zero.

5 CHAIRMAN GREEN: Okay. Is there a second?

6 MR. BRUNSON: Second.

7 CHAIRMAN GREEN: Any further board discussion  
8 on the motion for zero on the TRIM?

9 (None.)

10 MR. WUELLNER: All in favor, say aye.

11 MR. BRUNSON: Aye.

12 MR. YOUMAN: Aye.

13 MR. MAGUIRE: Aye.

14 CHAIRMAN GREEN: Aye. Any opposed?

15 (None.)

16 CHAIRMAN GREEN: Motion carries.

17 PUBLIC COMMENT - GENERAL

18 CHAIRMAN GREEN: That brings us to -- yeah.

19 Okay. Now we have general public comment, and I

20 have a couple of people that wanted to know --

21 Mr. Wolfe?

22 (Not present).

23 CHAIRMAN GREEN: Hans Wolfe? Okay.

24 Mr. Grundy, did you -- there was general public

25 comment. Okay. Vic, you marked it, too. All

1 right. And Mr. Lipton?

2 MR. LIPTON: Was there any more discussion on  
3 T-hangars?

4 CHAIRMAN GREEN: I'm sorry, could you go up to  
5 the microphone? We just want to make sure we can  
6 get you on there.

7 MR. LIPTON: I just was wondering if there was  
8 any more discussion on T-hangars.

9 CHAIRMAN GREEN: Not on the agenda right now.  
10 If you want to make a short public comment on it,  
11 that's fine.

12 MR. LIPTON: When I was asked to come -- I've  
13 been on the list for quite a while and I was just  
14 wondering if there was anything had been discussed  
15 about it or anything coming up.

16 CHAIRMAN GREEN: Ed sets the agenda. I don't  
17 know. We've discussed it I know at length last  
18 meeting. I know it's on our minds and I -- we  
19 understand that SAAPA and our general aviation  
20 people are very concerned about it and so were we.  
21 But it's not on the agenda item.

22 MR. LIPTON: Okay.

23 CHAIRMAN GREEN: Thank you. I see no other  
24 public comment. Board? Mr. Maguire?

25 MEMBER COMMENTS & REPORTS

1 MR. MAGUIRE: Not right now.

2 CHAIRMAN GREEN: Okay. Mr. Youman?

3 MR. YOUMAN: Was there a meeting since the  
4 last EDC meeting?

5 CHAIRMAN GREEN: For EDC?

6 MR. YOUMAN: Yeah.

7 MR. BRUNSON: Suzanne and I attended that.

8 CHAIRMAN GREEN: I went, right.

9 MR. BRUNSON: Yeah, we attended that.

10 MR. YOUMAN: Is that the one with Lankton  
11 (phonetic)?

12 MR. BRUNSON: With who?

13 MR. YOUMAN: Lankton.

14 CHAIRMAN GREEN: No. No. The one after that  
15 was the congressional legislation update, all our  
16 elected --

17 MR. BRUNSON: Cyndi Stevenson and Paul Renner  
18 and --

19 MR. WUELLNER: You were on the road.

20 CHAIRMAN GREEN: That was just all of our  
21 elected officials kind of telling us what was  
22 happening in the session and what they thought were  
23 hotspots and what have you.

24 MR. YOUMAN: Okay. Thank you.

25 MR. BRUNSON: And which is nothing new. But

1 we were awarded --

2 CHAIRMAN GREEN: We were.

3 MR. BRUNSON: -- a nice trophy, and I don't  
4 know what it was for. What was it for, Ed?

5 CHAIRMAN GREEN: The upgrading the  
6 membership --

7 MR. WUELLNER: It was just our membership with  
8 the chamber.

9 CHAIRMAN GREEN: Yeah, which I'm assuming,  
10 Mr. Brunson, you got safely to --

11 MR. WUELLNER: Yes. We have it. He did his  
12 part.

13 CHAIRMAN GREEN: The job -- that's right.  
14 Anything else on EDC, Mr. Brunson?

15 MR. BRUNSON: No.

16 CHAIRMAN GREEN: And intergovernmental, your  
17 next meeting's not till September, right?

18 MR. BRUNSON: Right.

19 CHAIRMAN GREEN: Okay. Bob's not here and I  
20 did not have an Aerospace Academy meeting, as Reba  
21 brought up, but I -- one's coming up, so I'll be  
22 there.

23 I did want to say something. I was able to  
24 attend the AAAE, and one thing I found out was very  
25 interesting was they had small committee meetings,

1 for lack of another word, but there was one that we  
2 went to on marketing for small aircraft -- air  
3 services in the commercial industry. Different  
4 ways to do it, how different airports are doing it.

5 Some are a little larger than we would do it.  
6 But definitely ways out there to market your  
7 airline service within our office instead of  
8 outside offices. So that I think was very  
9 informative and something we can take forward,  
10 especially if our airline service even picks up  
11 just a little bit. So I like that.

12 MR. MAGUIRE: Excuse me. You said we can take  
13 forward?

14 CHAIRMAN GREEN: Some of it can be done  
15 internal. I mean, a lot of it is IT.

16 MR. MAGUIRE: Are you going to pass that on to  
17 us or to Ed or how are we going to do it?

18 CHAIRMAN GREEN: Ed was there with me.

19 MR. MAGUIRE: So how are we going to do this,  
20 I guess is my question.

21 MR. WUELLNER: "We" means staff.

22 CHAIRMAN GREEN: Staff.

23 MR. MAGUIRE: Okay. We being the board, when  
24 will we find out about this?

25 CHAIRMAN GREEN: We can come up -- they had

1 ideas to come up with to see how you want to get it  
2 out there, and I think once we have a little bigger  
3 handle on what our timing is, how much service  
4 we're going to have and, you know, more solidified  
5 dates and how many flights, I know we're coming up  
6 with four in a week, but you have to be careful  
7 what you put out there. But it was interesting.  
8 It was all a multimedia type of thing that you can  
9 have a marketing company do it, but there are some  
10 things we can do with staff.

11 MR. MAGUIRE: I guess what I'm asking is could  
12 you give us a presentation at the next meeting of  
13 what you heard so we can see what y'all are talking  
14 about and thinking about?

15 MR. WUELLNER: We can arrange for it.

16 CHAIRMAN GREEN: Yeah. I'll just have to  
17 get -- I'll have to get my notes from that meeting,  
18 or I'm sure we could get it from AAAE.

19 MR. WUELLNER: Absolutely.

20 CHAIRMAN GREEN: There were several -- there  
21 were three different speakers.

22 MR. WUELLNER: Uh-huh, four.

23 CHAIRMAN GREEN: Four I believe different  
24 speakers from different airports, different sizes,  
25 but not your multi --

1 MR. MAGUIRE: Right --

2 CHAIRMAN GREEN: It wasn't multimedia. I  
3 mean --

4 MR. WUELLNER: It was geared towards smaller.

5 CHAIRMAN GREEN: Uh-huh. It was geared toward  
6 the smaller aviation.

7 MR. MAGUIRE: Good.

8 CHAIRMAN GREEN: And last but not least, I  
9 tried to send Cindy an e-mail. I was sitting here  
10 and I had an old e-mail address, so it didn't  
11 really work.

12 I have a friend who's an attorney whose  
13 daughter is an upcoming senior at Georgia Tech in  
14 aviation, and she's in aviation engineering. She  
15 is taking next semester off because she's working  
16 through this summer. She's actually working  
17 overseas. And I have her resume which I tried to  
18 send to you, but I didn't -- but I can send it out  
19 to at least Cindy.

20 If anybody -- she doesn't want to have to be  
21 paid. She lives in Jacksonville, but she's  
22 interested in helping in any way, shape or form,  
23 but she does all kinds of things. She goes to  
24 Georgia Tech. She's been studying abroad in France  
25 and in Ireland.

1           She's doing research in aerospace engineering  
2 including working with visual studios, and she's  
3 worked with the STEM education and she's been lots  
4 of leadership with women in aerospace. But it  
5 might be somebody if we have any need for anybody  
6 for free for an internship, she is very interested  
7 in helping this airport.

8           MR. MARTINELLI: May I speak?

9           CHAIRMAN GREEN: Sure.

10          MR. MARTINELLI: Well, it doesn't have to be  
11 up there. Just the job for her related -- at the  
12 airport here --

13          CHAIRMAN GREEN: Uh-huh.

14          MR. MARTINELLI: -- to research --

15          CHAIRMAN GREEN: It doesn't have to be here.  
16 It could be Northrop. It could be anybody that  
17 needs someone, you know -- and she's not a high  
18 school student.

19          MR. MARTINELLI: Okay.

20          CHAIRMAN GREEN: We're talking about a -- you  
21 know, Georgia Tech senior grad. She's a senior.

22          MR. MARTINELLI: You know the job that I'm  
23 talking about is the future of drones with -- on an  
24 airport and with airport facilities. I don't think  
25 that's ever been looked at, and right now just a

1 nuisance really to airports, but maybe there's a  
2 lot more to it.

3 CHAIRMAN GREEN: I'm looking at her resume. I  
4 didn't see drones.

5 MR. MARTINELLI: That might be a nice project  
6 for her to look into.

7 MR. MAGUIRE: There might be something to  
8 that. I assume everybody's been watching the news  
9 about the fires out in California.

10 CHAIRMAN GREEN: Uh-huh.

11 MR. MAGUIRE: The firefighters had to stop  
12 fighting fires because there were too many private  
13 drones flying around. So drones are becoming a  
14 hazard we need to look at.

15 MR. MARTINELLI: Yeah. Yeah.

16 CHAIRMAN GREEN: Well, I'll send the resume to  
17 send Cindy and if anyone wants to contact me, feel  
18 free. I don't think there's any conflict. Her  
19 name is Catherine Andux, A-n-d-u-x. Her dad's an  
20 attorney up in Jacksonville.

21 MR. MAGUIRE: And I hate to say it, but I do  
22 have one more question. I forgot. I'm looking at  
23 my notes. What are we doing -- are we involved in  
24 any capacity or what are we doing for the 450th to  
25 prepare ourselves?

1           MR. WUELLNER: We became a partner in that  
2 with the city a couple of years ago, and have  
3 largely been on the outside of whatever they're  
4 doing.

5           MR. MAGUIRE: Don't feel bad, because we own  
6 businesses downtown and we're on the outside of  
7 what's going on.

8           MR. WUELLNER: I believe we've had --

9           CHAIRMAN GREEN: I spoke to  
10 Commissioner Freeman and she's having some very  
11 serious issues with it, too.

12          MR. MAGUIRE: Yeah.

13          MR. WUELLNER: You know, we've had a few  
14 introductory kinds of meetings over the last year  
15 or two, including some discussion about this fall,  
16 but mostly they were looking for money more than  
17 they were looking on ways to partner.

18          MR. MAGUIRE: Are they looking at utilizing  
19 the airport grounds or services or anything?

20          MR. WUELLNER: You know, I've heard yes and  
21 then I've heard no information since then. So I'm  
22 at this point considering that's all coming up in  
23 45 days. I don't know what to expect, frankly.  
24 Yeah, I -- I'm just being blunt. I mean, we're  
25 happy to help. We've --

1           MR. MAGUIRE: Well, no. That's the reason I'm  
2 asking, because like I said, we have four stores  
3 downtown and we're just now starting to get  
4 information only because we're banging on doors.

5           MR. WUELLNER: Yeah.

6           CHAIRMAN GREEN: Right.

7           MR. MAGUIRE: So we feel sort of left out,  
8 too.

9           MR. WUELLNER: I know that we'll have, based  
10 on what I do know, an uptick a little bit in air  
11 activity. You know, we've got some dignitaries and  
12 some other things that are, you know, very likely  
13 to have some impact here. How big that is, I don't  
14 know.

15          MR. MAGUIRE: Do we have any input, any inside  
16 information on the king and queen now that that's  
17 been announced?

18          MR. WUELLNER: Nothing. No conversation at  
19 all.

20          I can tell you a few years back when that  
21 conversation came up -- now this is probably now --  
22 I'm sorry, it's probably closer to ten years now,  
23 the last time they were proposing a visit. They  
24 were unable to come here directly in that time  
25 because of the -- we did not have U.S. Customs.

1 That was the only reason.

2 So my -- my hope is that that's -- that issue  
3 with that being gone away, we have Customs now,  
4 that that should be no issue if they desire to  
5 come -- come through here and we can certainly  
6 accommodate that. That would be no big deal at  
7 this point.

8 So -- now, I know they were looking -- we had  
9 a very high level light conversation about how to  
10 assist them. They were looking at perhaps doing a  
11 remote parking operation, something similar to what  
12 they did for Mumford.

13 MR. MAGUIRE: Uh-huh.

14 MR. WUELLNER: I've heard no more conversation  
15 about that, and now we're out 45 days. So I -- I  
16 don't know whether that's just not an issue anymore  
17 or they're going to surprise us two weeks out with  
18 wanting to park 5000 cars.

19 MR. MAGUIRE: Yeah.

20 CHAIRMAN GREEN: Carl, briefly?

21 MR. YOUMAN: Authority Members commission --  
22 reports, did I get passed over somehow?

23 CHAIRMAN GREEN: No. That's what we went  
24 through and you started on it with your --

25 MR. BRUNSON: MPO?

1 CHAIRMAN GREEN: Uh-huh.

2 MR. MAGUIRE: You asked about the EDC.

3 CHAIRMAN GREEN: The TPO.

4 MR. WUELLNER: Oh.

5 MR. YOUMAN: No, I just asked a question, and  
6 it hadn't come to me yet.

7 CHAIRMAN GREEN: Yep.

8 MR. WUELLNER: It think it did get glossed  
9 over, actually.

10 MR. MAGUIRE: Passed right over you.

11 MR. YOUMAN: Yeah, I was glossed right over.

12 CHAIRMAN GREEN: Okay. Go ahead with the rest  
13 of the TPO, I guess, that you had or --

14 MR. YOUMAN: Just like to ungloss if I may.

15 CHAIRMAN GREEN: Ungloss.

16 MR. YOUMAN: Thank you.

17 They went over the list of 250 -- 2015 list of  
18 priority projects and that was voted in. The  
19 unified planning work program for fiscal years  
20 2015-16 was voted in. And everything else was a  
21 general update of information, and that's my report  
22 on the TPO. And if anybody would like to look at  
23 these, they are here at the middle of the table for  
24 anybody to look at.

25 And I just have one comment about the young

1 lady and the strategic planning. Why not bring her  
2 in and have her put together a strategic plan with  
3 the assistance of Mr. Wuellner as guidelines for  
4 the board's review and approval and include the  
5 T-hangars in the part of the project, since the  
6 plan is out of date -- is currently out of date.  
7 Just a thought.

8 CHAIRMAN GREEN: I'm sure staff will -- like I  
9 said, I'll send the resume and everyone can look at  
10 it and see if she's viable.

11 MR. MAGUIRE: I think that's a good idea. My  
12 only caveat, and I'm sure Ed's already seen this in  
13 the past, is we've had interns in the chocolate  
14 business. Quite often, interns take more time than  
15 they put back in.

16 CHAIRMAN GREEN: Which why I had her resume.  
17 Because she's a little different than your basic  
18 intern. She's a --

19 MR. MAGUIRE: Maybe instead of being an  
20 intern --

21 CHAIRMAN GREEN: -- fifth year Georgia Tech  
22 engineer, so...

23 MR. MAGUIRE: -- maybe being an intern to  
24 Cindy or something --

25 MR. YOUMAN: Not -- not of her caliber.

1 MR. BRUNSON: May I make a motion?

2 CHAIRMAN GREEN: You may.

3 MR. BRUNSON: That we adjourn?

4 CHAIRMAN GREEN: Only if we can -- only if we  
5 can set it for August 17th.

6 MR. BRUNSON: Okay.

7 MR. YOUMAN: Are we going to have a meeting  
8 date August 17th?

9 CHAIRMAN GREEN: August 17th at 4 p.m.  
10 Everyone has that on their calendar. All right.  
11 Then we will see you there. Meeting adjourned.

12 (Meeting adjourned at 5:30 p.m.)

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REPORTER'S CERTIFICATE

STATE OF FLORIDA        )  
COUNTY OF ST. JOHNS    )

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

Dated this 3rd day of August, 2015.

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

<b>\$</b>	<b>16,000 [1]</b> 11/16 <b>16,400 [1]</b> 11/17 <b>168 [1]</b> 55/10 <b>17th [4]</b> 63/7 85/5 85/8 85/9 <b>18 [1]</b> 59/6 <b>1st [1]</b> 14/10	<b>able [6]</b> 13/10 19/8 46/4 52/20 59/7 74/23 <b>about [67]</b> 3/23 4/19 5/22 11/17 11/19 11/24 12/1 12/23 13/25 15/19 16/12 20/12 21/2 22/18 23/24 24/11 25/10 26/10 27/9 27/10 31/25 32/20 40/3 40/13 41/1 41/9 41/10 42/21 43/6 44/6 45/9 45/22 46/8 47/1 47/19 49/17 50/14 50/15 53/2 53/7 54/25 55/8 55/10 56/25 57/14 57/21 59/13 60/6 60/10 60/13 64/19 66/21 68/6 70/3 72/15 72/20 75/24 76/14 76/14 78/20 78/23 79/9 80/15 82/9 82/15 83/2 83/25 <b>above [4]</b> 4/14 9/11 35/22 60/8 <b>abroad [1]</b> 77/24 <b>Absolutely [7]</b> 5/15 5/18 5/20 6/20 6/23 9/23 76/19 <b>abuts [2]</b> 30/3 30/22 <b>Academy [2]</b> 23/16 74/20 <b>accept [1]</b> 70/25 <b>access [1]</b> 7/9 <b>accommodate [1]</b> 82/6 <b>accounting [1]</b> 47/17 <b>accurately [1]</b> 46/5 <b>ACI [1]</b> 50/1 <b>acquired [2]</b> 16/6 31/6 <b>acquisition [8]</b> 2/9 25/7 25/19 30/19 40/7 53/8 53/11 53/15 <b>acres [3]</b> 27/10 32/20 32/22 <b>across [3]</b> 38/16 59/14 60/22 <b>action [1]</b> 61/17 <b>actively [1]</b> 17/7 <b>activities [1]</b> 27/15 <b>activity [3]</b> 17/5 56/19 81/11 <b>actual [7]</b> 5/2 8/8 8/10 14/1 27/22 47/4 51/23 <b>actually [9]</b> 8/15 8/21 28/13 45/22 52/6 65/17 66/11 77/16 83/9 <b>ad [3]</b> 39/21 61/20 62/8 <b>add [1]</b> 61/23 <b>added [5]</b> 8/23 15/24 16/2 49/14 49/15 <b>adding [4]</b> 12/17 15/18 15/20 31/22 <b>additional [5]</b> 14/15 15/21 16/12 58/6 63/4 <b>additions [1]</b> 3/8 <b>address [2]</b> 24/25 77/10 <b>adequate [2]</b> 7/2 50/23 <b>adjourn [1]</b> 85/3 <b>adjourned [2]</b> 85/11 85/12 <b>ADJOURNMENT [1]</b> 2/12 <b>adjust [2]</b> 28/6 66/8 <b>adjustments [1]</b> 59/23 <b>adoption [1]</b> 62/12 <b>advance [2]</b> 26/8 35/11 <b>advertised [2]</b> 62/4 62/5 <b>aerospace [5]</b> 23/16 25/13 74/20 78/1 78/4 <b>Aerospace Academy [1]</b> 74/20 <b>Affairs [1]</b> 6/8 <b>affecting [1]</b> 40/2 <b>affects [1]</b> 52/1 <b>after [7]</b> 12/24 21/20 52/19 57/7 57/7 62/9 73/14 <b>afterwards [1]</b> 24/22 <b>again [10]</b> 28/11 42/5 45/8 45/17 46/17 49/18 58/1 60/10 63/1 66/22 <b>against [2]</b> 22/20 48/22 <b>agencies [1]</b> 49/11 <b>agency [5]</b> 6/2 6/3 6/4 26/19 26/20 <b>agenda [12]</b> 2/5 11/2 11/3 11/6 11/11 25/8 25/18 25/22 53/7 72/9 72/16 72/21 <b>aggregate [1]</b> 46/25 <b>ago [4]</b> 24/11 50/22 68/6 80/2 <b>agree [4]</b> 19/13 19/18 35/10 43/18 <b>agreement [9]</b> 27/23 35/14 35/23 44/20 45/1 45/4 47/4 47/9 61/17 <b>agreements [6]</b> 40/25 43/1 43/24 44/10 44/23 47/16
<b>\$1 [5]</b> 55/16 55/21 56/11 56/16 63/12 <b>\$1,014,000 [1]</b> 45/19 <b>\$1,014,049 [2]</b> 41/20 60/10 <b>\$1,186,600 [1]</b> 55/10 <b>\$1,383,700 [2]</b> 56/15 56/20 <b>\$1,389,936 [1]</b> 50/19 <b>\$1,458,000 [2]</b> 41/24 50/14 <b>\$1,641,337 [1]</b> 43/3 <b>\$1.3 [1]</b> 51/3 <b>\$1.4 [4]</b> 51/3 52/15 54/25 57/8 <b>\$10,000 [1]</b> 61/13 <b>\$100,000 [1]</b> 42/21 <b>\$112,733 [1]</b> 60/7 <b>\$120,000 [1]</b> 51/9 <b>\$14 [1]</b> 12/10 <b>\$14,000 [1]</b> 47/19 <b>\$154,000 [1]</b> 45/22 <b>\$155,000 [1]</b> 5/2 <b>\$170,000 [1]</b> 42/22 <b>\$18,000 [1]</b> 49/17 <b>\$180,000 [1]</b> 44/7 <b>\$2,472,049 [1]</b> 41/25 <b>\$200,000 [4]</b> 41/9 41/10 45/9 57/21 <b>\$204,000 [1]</b> 50/15 <b>\$211,000 [1]</b> 45/9 <b>\$3,862,445 [1]</b> 45/8 <b>\$3,954,000 [1]</b> 56/24 <b>\$3,960,296 [1]</b> 42/5 <b>\$3.1 [1]</b> 57/14 <b>\$30,000 [1]</b> 52/3 <b>\$4,065,311 [2]</b> 41/2 45/7 <b>\$430,000 [1]</b> 42/25 <b>\$450,000 [1]</b> 42/25 <b>\$500,000 [1]</b> 43/7 <b>\$6300 [1]</b> 56/25 <b>\$688 [1]</b> 59/15 <b>\$70,000 [1]</b> 42/20 <b>\$727 [1]</b> 59/25 <b>\$728,000 [1]</b> 60/1 <b>\$74,000 [1]</b> 60/4 <b>\$75,000 [1]</b> 47/1 <b>\$766,000 [1]</b> 59/15 <b>\$80 [2]</b> 68/7 68/18 <b>\$9,528,133 [3]</b> 41/18 42/8 57/25 <b>\$99,500 [1]</b> 60/6	<b>20 [6]</b> 1/6 37/4 37/5 37/6 37/7 69/11 <b>2015 [5]</b> 1/6 36/10 37/3 83/17 86/10 <b>2015-16 [1]</b> 83/20 <b>207 [1]</b> 37/11 <b>23 [1]</b> 2/7 <b>24/7 [1]</b> 47/7 <b>25 [1]</b> 2/9 <b>25,000 [1]</b> 55/20 <b>250 [1]</b> 83/17 <b>2500 [1]</b> 32/20	
<b>\$154,000 [1]</b> 45/22 <b>\$155,000 [1]</b> 5/2 <b>\$170,000 [1]</b> 42/22 <b>\$18,000 [1]</b> 49/17 <b>\$180,000 [1]</b> 44/7 <b>\$2,472,049 [1]</b> 41/25 <b>\$200,000 [4]</b> 41/9 41/10 45/9 57/21 <b>\$204,000 [1]</b> 50/15 <b>\$211,000 [1]</b> 45/9 <b>\$3,862,445 [1]</b> 45/8 <b>\$3,954,000 [1]</b> 56/24 <b>\$3,960,296 [1]</b> 42/5 <b>\$3.1 [1]</b> 57/14 <b>\$30,000 [1]</b> 52/3 <b>\$4,065,311 [2]</b> 41/2 45/7 <b>\$430,000 [1]</b> 42/25 <b>\$450,000 [1]</b> 42/25 <b>\$500,000 [1]</b> 43/7 <b>\$6300 [1]</b> 56/25 <b>\$688 [1]</b> 59/15 <b>\$70,000 [1]</b> 42/20 <b>\$727 [1]</b> 59/25 <b>\$728,000 [1]</b> 60/1 <b>\$74,000 [1]</b> 60/4 <b>\$75,000 [1]</b> 47/1 <b>\$766,000 [1]</b> 59/15 <b>\$80 [2]</b> 68/7 68/18 <b>\$9,528,133 [3]</b> 41/18 42/8 57/25 <b>\$99,500 [1]</b> 60/6	<b>3</b> <b>3.1 [1]</b> 57/14 <b>30 [1]</b> 69/11 <b>30,000 [1]</b> 22/20 <b>31 [2]</b> 13/22 14/16 <b>313 [1]</b> 30/3 <b>32080 [1]</b> 1/17 <b>32084 [1]</b> 1/22 <b>38 [1]</b> 2/9 <b>3rd [1]</b> 86/10	
<b>\$154,000 [1]</b> 45/22 <b>\$155,000 [1]</b> 5/2 <b>\$170,000 [1]</b> 42/22 <b>\$18,000 [1]</b> 49/17 <b>\$180,000 [1]</b> 44/7 <b>\$2,472,049 [1]</b> 41/25 <b>\$200,000 [4]</b> 41/9 41/10 45/9 57/21 <b>\$204,000 [1]</b> 50/15 <b>\$211,000 [1]</b> 45/9 <b>\$3,862,445 [1]</b> 45/8 <b>\$3,954,000 [1]</b> 56/24 <b>\$3,960,296 [1]</b> 42/5 <b>\$3.1 [1]</b> 57/14 <b>\$30,000 [1]</b> 52/3 <b>\$4,065,311 [2]</b> 41/2 45/7 <b>\$430,000 [1]</b> 42/25 <b>\$450,000 [1]</b> 42/25 <b>\$500,000 [1]</b> 43/7 <b>\$6300 [1]</b> 56/25 <b>\$688 [1]</b> 59/15 <b>\$70,000 [1]</b> 42/20 <b>\$727 [1]</b> 59/25 <b>\$728,000 [1]</b> 60/1 <b>\$74,000 [1]</b> 60/4 <b>\$75,000 [1]</b> 47/1 <b>\$766,000 [1]</b> 59/15 <b>\$80 [2]</b> 68/7 68/18 <b>\$9,528,133 [3]</b> 41/18 42/8 57/25 <b>\$99,500 [1]</b> 60/6	<b>4</b> <b>45 [2]</b> 80/23 82/15 <b>450th [1]</b> 79/24 <b>4730 [1]</b> 1/4 <b>4:02 [1]</b> 1/7 <b>4th [1]</b> 13/12	
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<b>\$154,000 [1]</b> 45/22 <b>\$155,000 [1]</b> 5/2 <b>\$170,000 [1]</b> 42/22 <b>\$18,000 [1]</b> 49/17 <b>\$180,000 [1]</b> 44/7 <b>\$2,472,049 [1]</b> 41/25 <b>\$200,000 [4]</b> 41/9 41/10 45/9 57/21 <b>\$204,000 [1]</b> 50/15 <b>\$211,000 [1]</b> 45/9 <b>\$3,862,445 [1]</b> 45/8 <b>\$3,954,000 [1]</b> 56/24 <b>\$3,960,296 [1]</b> 42/5 <b>\$3.1 [1]</b> 57/14 <b>\$30,000 [1]</b> 52/3 <b>\$4,065,311 [2]</b> 41/2 45/7 <b>\$430,000 [1]</b> 42/25 <b>\$450,000 [1]</b> 42/25 <b>\$500,000 [1]</b> 43/7 <b>\$6300 [1]</b> 56/25 <b>\$688 [1]</b> 59/15 <b>\$70,000 [1]</b> 42/20 <b>\$727 [1]</b> 59/25 <b>\$728,000 [1]</b> 60/1 <b>\$74,000 [1]</b> 60/4 <b>\$75,000 [1]</b> 47/1 <b>\$766,000 [1]</b> 59/15 <b>\$80 [2]</b> 68/7 68/18 <b>\$9,528,133 [3]</b> 41/18 42/8 57/25 <b>\$99,500 [1]</b> 60/6	<b>8</b> <b>8.3 [1]</b> 50/14 <b>80 [1]</b> 40/11 <b>825-0570 [1]</b> 1/23 <b>83 [1]</b> 2/12 <b>8300 [1]</b> 11/20 <b>84 [1]</b> 2/13	
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<b>\$154,000 [1]</b> 45/22 <b>\$155,000 [1]</b> 5/2 <b>\$170,000 [1]</b> 42/22 <b>\$18,000 [1]</b> 49/17 <b>\$180,000 [1]</b> 44/7 <b>\$2,472,049 [1]</b> 41/25 <b>\$200,000 [4]</b> 41/9 41/10 45/9 57/21 <b>\$204,000 [1]</b> 50/15 <b>\$211,000 [1]</b> 45/9 <b>\$3,862,445 [1]</b> 45/8 <b>\$3,954,000 [1]</b> 56/24 <b>\$3,960,296 [1]</b> 42/5 <b>\$3.1 [1]</b> 57/14 <b>\$30,000 [1]</b> 52/3 <b>\$4,065,311 [2]</b> 41/2 45/7 <b>\$430,000 [1]</b> 42/25 <b>\$450,000 [1]</b> 42/25 <b>\$500,000 [1]</b> 43/7 <b>\$6300 [1]</b> 56/25 <b>\$688 [1]</b> 59/15 <b>\$70,000 [1]</b> 42/20 <b>\$727 [1]</b> 59/25 <b>\$728,000 [1]</b> 60/1 <b>\$74,000 [1]</b> 60/4 <b>\$75,000 [1]</b> 47/1 <b>\$766,000 [1]</b> 59/15 <b>\$80 [2]</b> 68/7 68/18 <b>\$9,528,133 [3]</b> 41/18 42/8 57/25 <b>\$99,500 [1]</b> 60/6	<b>A</b> <b>A-n-d-u-x [1]</b> 79/19 <b>A.A.E [1]</b> 1/18 <b>AAAE [4]</b> 50/2 50/9 74/24 76/18 <b>abandon [1]</b> 28/7	
<b>\$154,000 [1]</b> 45/22 <b>\$155,000 [1]</b> 5/2 <b>\$170,000 [1]</b> 42/22 <b>\$18,000 [1]</b> 49/17 <b>\$180,000 [1]</b> 44/7 <b>\$2,472,049 [1]</b> 41/25 <b>\$200,000 [4]</b> 41/9 41/10 45/9 57/21 <b>\$204,000 [1]</b> 50/15 <b>\$211,000 [1]</b> 45/9 <b>\$3,862,445 [1]</b> 45/8 <b>\$3,954,000 [1]</b> 56/24 <b>\$3,960,296 [1]</b> 42/5 <b>\$3.1 [1]</b> 57/14 <b>\$30,000 [1]</b> 52/3 <b>\$4,065,311 [2]</b> 41/2 45/7 <b>\$430,000 [1]</b> 42/25 <b>\$450,000 [1]</b> 42/25 <b>\$500,000 [1]</b> 43/7 <b>\$6300 [1]</b> 56/25 <b>\$688 [1]</b> 59/15 <b>\$70,000 [1]</b> 42/20 <b>\$727 [1]</b> 59/25 <b>\$728,000 [1]</b> 60/1 <b>\$74,000 [1]</b> 60/4 <b>\$75,000 [1]</b> 47/1 <b>\$766,000 [1]</b> 59/15 <b>\$80 [2]</b> 68/7 68/18 <b>\$9,528,133 [3]</b> 41/18 42/8 57/25 <b>\$99,500 [1]</b> 60/6	<b>10</b> <b>10 [1]</b> 59/10 <b>10,000 [1]</b> 55/18 <b>10,405 [1]</b> 11/22 <b>10-year [2]</b> 70/8 70/12 <b>100 [2]</b> 53/13 57/19 <b>10:15 [1]</b> 12/23 <b>11 [3]</b> 2/5 2/6 59/13 <b>114,000 [2]</b> 11/19 11/19 <b>12 [1]</b> 46/3 <b>120 [1]</b> 15/24 <b>120-day [1]</b> 14/14 <b>121 [2]</b> 15/25 16/3 <b>13 [1]</b> 37/10 <b>13/31 [1]</b> 13/22 <b>135 [1]</b> 16/10 <b>140,000 [1]</b> 12/1 <b>145s [1]</b> 16/7 <b>15 [3]</b> 44/21 46/8 46/12 <b>15.1 [1]</b> 60/10 <b>1510 [1]</b> 1/22 <b>16 [3]</b> 37/11 37/12 83/20	

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