

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Regular Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, November 17, 2003

6 from 4:00 p.m. to 8:30 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

9 WAYNE "BUZZ" GEORGE, Secretary-Treasurer, Chairman

JOSEPH CIRIELLO

10 JOHN "JACK" GORMAN

11 * * * * *

12 BOARD MEMBERS ABSENT:

13 SUZANNE GREEN, CHAIRMAN

BOB COX

14

15 * * * * *

ALSO PRESENT:

16

DOUG BURNETT, Esquire, Rogers, Towers, Bailey,
17 Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
FL, 32084, Attorney for Airport Authority.

18

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

19

BRYAN COOPER, Assistant Airport Director.

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St. Augustine Court Reporters
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1		I N D E X	
2	PAGE		
3	2. PLEDGE OF ALLEGIANCE		4
4	3. APPROVAL OF MEETING MINUTES		4
5	4. ACCEPTANCE OF FINANCIAL REPORTS		4
6	5. APPROVAL OF MEETING AGENDA		4
7	6. REPORTS:		
8	A. Mr. Bruce Maguire - County Commissioner - Absent		9
	B. Ms. Diane Moser - Aero Sport, Inc.		9
9	C. Mr. John Leslie - Grumman St. Augustine		9
	D. Mr. John Roderick - S.A.P.A.	13, 16	
10	E. Mr. Bjorn Otteson - F.A.C.T. - Absent		21
	F. Mr. Douglas Burnett - Attorney		21
11	7. ACTION ITEMS		
12	A. Project Updates	126	
13	B. Invitation to Araquay Park Residents		23
	C. Legal Services Interviews	56	
14	Rogers, Towers	57	
	Foley & Lardner	72	
15	Lewis, Longman & Walker		86
	Williams, Wilson & Sexton		97
16	Vernis & Bowling	114	
	D. Memorandum of Understanding - Terminal		205
17	E. Borrowing Resolution for Bank Loan		211
	F. MPO Technical Coordination Committee Approval		219
18	G. Records Management Policy Review		222
	H. Meeting Policy Review	223	
19	I. Lease Policy Review	231	
	J. Marketing and Public Relations	248	
20			
21	8. AUTHORITY MEMBER REPORTS:		
22	A. Mr. Joseph Ciriello	251	
	B. Mr. Jack Gorman	252	
23	C. Mr. Wayne "Buzz" George, Acting Chairman		252
24			
	9. PUBLIC COMMENT		253

1 10. NEXT BOARD MEETING 253

2 11. ADJOURNMENT 254

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1 PROCEEDINGS

2 MR. GEORGE: Let's call the meeting to order.

3 Start with the Pledge of Allegiance to the flag.

4 (Pledge of Allegiance.)

5 3. - APPROVAL OF MEETING MINUTES

6 MR. GEORGE: First item on the agenda is the

7 approval of the minutes from the October the 20th

8 meeting. Any comments?

9 (No comments.)

10 MR. GEORGE: Hearing no comments, we will

11 accept them as distributed.

12 4. - ACCEPTANCE OF FINANCIAL REPORTS

13 MR. GEORGE: Acceptance of the financial

14 reports. We have in our packet the financial

15 overview, the summary, but we do not have the

16 October financial report. So, I would disapprove

17 what's here and wait until we get the October

18 things from the -- at the next meeting.

19 MR. WUELLNER: Just don't take any action.

20 MR. GEORGE: I'm sorry. Just not take any

21 action at all. Any comments?

22 (No comments.)

23 MR. GEORGE: Approval of the agenda items?

24 5. - APPROVAL OF AGENDA MEETING AGENDA

25 MR. GORMAN: I have a comment on the approval

5

1 of the agenda items.

2 MR. GEORGE: Okay.

3 MR. GORMAN: Okay. Prior to the previous
4 meeting, and 12 -- in excess of 12 days prior to
5 the previous meeting, I had asked Mr. Wuellner for
6 four items to be added to the agenda.

7 One was the status of the salvage of houses.

8 The other one was the salvage of the Phase II
9 building; the marketing of the -- of the up --
10 second floor of the terminal and the marketing to
11 businesses; and public relations. In other words,
12 if we -- and I had not seen them on the agenda at
13 the last meeting, and I don't see them on the
14 agenda at this meeting. All -- except for one,
15 which has been well addressed.

16 MR. GEORGE: Which one?

17 MR. GORMAN: So, we have three missing.

18 MR. GEORGE: Okay.

19 MR. GORMAN: The one that's been well
20 addressed is the salvage of Phase II building.
21 The other three are missing.

22 MR. WUELLNER: Actually, two -- three out of
23 four have -- have been dealt with. They were
24 dealt with in the Project Update section at the

25 last --

6

1 MR. GORMAN: I don't recall discussing the
2 salvage of the houses.

3 MR. WUELLNER: The salvage -- the salvage of
4 the houses or the status of the demolition was on
5 the last -- it was in Project -- in the Project
6 Update section. It's in again this month, too.

7 MR. GEORGE: Well, if it's in again this
8 month, Mr. Gorman, is that okay with you? I mean,
9 he's -- he's brought it on to the agenda. It is
10 in the Project Update, and we'll get an
11 opportunity to ask questions at that time and --

12 MR. WUELLNER: We -- we --

13 MR. GEORGE: Mr. Gorman?

14 MR. GORMAN: I just wanted -- I wanted to add
15 the salvage of the houses, because I had a few
16 items I wanted to discuss.

17 MR. GEORGE: Okay.

18 MR. GORMAN: Namely the auctioning of the
19 houses.

20 MR. GEORGE: Any other ones?

21 MR. WUELLNER: You're -- you're talking the
22 houses that weren't scheduled to be demolished.

23 MR. GORMAN: Right.

24 MR. WUELLNER: Is that -- is that what you're

25 trying --

7

1 MR. GORMAN: Okay.

2 MR. WUELLNER: Okay. That's -- that's

3 where --

4 MR. GORMAN: Just talking about the project

5 in total.

6 MR. WUELLNER: That's where we're crossing

7 wires, because what I'm providing you an update on

8 is the homes that you elected to --

9 MR. GEORGE: To acquire.

10 MR. WUELLNER: -- to raze. Yeah. Back,

11 whatever it was, 90 days ago or whatever, when

12 that decision was made. We're crossing wires on

13 what I -- what you're asking for, and I apologize

14 for that. You're looking for how we -- homes from

15 this point forward, what the --

16 MR. GORMAN: Well, there were ten houses,

17 and --

18 MR. WUELLNER: Right.

19 MR. GORMAN: -- it was my understanding that

20 houses that were in fair or good shape could be

21 auctioned and then the rest would probably be

22 demolished. And I was looking for just a little

23 bit of a depth in the discussion as to what houses

24 went where.

25 MR. WUELLNER: Well --

8

1 MR. GEORGE: Then let's handle that at the
2 Project Update when we get into talking about the
3 acquisition over there. That's the time to bring
4 those questions up and cover it at that time.

5 MR. GORMAN: Well, they were -- they were --
6 I specifically requested that they be added to the
7 agenda. I don't care where, as long as we discuss
8 them.

9 MR. GEORGE: I understand.

10 MR. GORMAN: The other two are the marketing.

11 MR. GEORGE: The marketing and public
12 relations?

13 MR. GORMAN: Of the second story and the
14 marketing to businesses and public relations. All
15 three of those, I had requested prior to last
16 meeting, and I don't see them here. So, I just
17 would like to discuss them, if I could.

18 MR. GEORGE: Well, would you like to --

19 MR. GORMAN: Wherever you want to.

20 MR. GEORGE: -- request that we add those?

21 MR. GORMAN: Wherever you'd like to add them.

22 Which is the most convenient place would be fine.

23 MR. GEORGE: Let's add them at the bottom, J.

24 MR. GORMAN: That's be fine. Thank you.

25 MR. GEORGE: We'll talk about the marketing

9

1 and the public relations.

2 MR. GORMAN: Thank you.

3 MR. GEORGE: Any other comment on the agenda?

4 (No further comments.)

5 MR. GEORGE: Okay. Then we will approve the

6 agenda with the addition of the two items for J.,

7 which is marketing and public relations, to get

8 into the discussion of that activity at that

9 point.

10 Reports? Mr. Maguire?

11 6.A. - COUNTY COMMISSIONER

12 (Not present.)

13 MR. GEORGE: Not here. Mr. Slingluff or Aero

14 Sport?

15 6.B. - AERO SPORT

16 MS. MOSER: No report.

17 MR. GEORGE: No report? Northrop Grumman?

18 6.C. - NORTHROP GRUMMAN

19 MR. LESLIE: My name's John Leslie. I

20 represent Northrop Grumman. I've been asked by

21 Mr. Ciriello to comment on a noise complaint he

22 received late last week for engine runs at night.

23 And so -- there were several imbedded questions

24 there.

25 So, I'm just going to review the procedures

10

1 we follow, which are written procedures in our
2 flight and ground operations manual, and the
3 reference is St. Johns County Ordinance 88-37,
4 which limits the periods of high-power and
5 low-power engine runs for the purpose -- or any
6 noisemaking activity, actually.

7 We limit our low-power runs from 8 a.m. to 9
8 p.m., low power meaning less than 80 percent
9 power. And that's not unusually noisy.

10 We're allowed to perform high-power runs
11 between the hours of 8 a.m. to 8 p.m., Mondays
12 through Saturdays. And on Sunday, we're allowed
13 only with the site VP's authority from noon to
14 5:00. High power with the EA-6B can be
15 particularly noisy.

16 I checked with the firehouse that keeps
17 records of all the fire protection they provide
18 our -- which is required for all engine runs. We
19 did have an airplane at high power last Thursday
20 evening after dark. It ran between 6:46 p.m. and
21 7:39 p.m., which is well within the -- finished up
22 about 20 minutes prior to the deadline. And that
23 was the only night engine run we've had at night,
24 meaning early evening in this case, not past 8

25 p.m. in the last month or two.

11

1 We're not in the habit of doing that, but in
2 accordance with the guidelines of the ordinance
3 that -- that governs that, we do use it when we
4 need to. Any other questions, sir?

5 MR. CIRIELLO: Yeah. You said 8:00 to 9
6 p.m. -- or 8 a.m. to 9 p.m. Monday through Friday.
7 You gave a Saturday time. I didn't get that.

8 MR. LESLIE: No, sir. The -- what I meant to
9 say was the low power is 8 a.m. to 9 p.m., and
10 that's -- that has no daily limit. It's -- it's
11 seven days a week. The high power is 8 a.m. to 8
12 p.m., Monday through Saturday.

13 MR. CIRIELLO: Oh, Monday through Saturday.
14 Okay.

15 MR. LESLIE: Yes.

16 MR. CIRIELLO: I thought Saturday was a
17 special different time.

18 MR. LESLIE: No, sir.

19 MR. CIRIELLO: Okay.

20 MR. LESLIE: Sunday is the only special day
21 and it's special for high power. And there's only
22 two people on the facility that can approve that,
23 and that's between noon and 5 p.m. on Sundays.

24 MR. CIRIELLO: So generally, you don't ever

25 do it on Sunday.

12

1 MR. LESLIE: We try not to.

2 MR. CIRIELLO: Yeah.

3 MR. LESLIE: But we're -- we're paced by our
4 customers' need --

5 MR. CIRIELLO: Yeah.

6 MR. LESLIE: -- for EA-6Bs and E-2s, and so
7 we will if it's needed to continue the flow of the
8 aircraft to meet its delivery schedule.

9 MR. CIRIELLO: Okay. Thank you.

10 MR. GEORGE: Mr. Leslie? You mentioned
11 that -- the guidelines of the ordinance. Is this
12 a County ordinance or --

13 MR. LESLIE: St. Johns County Ordinance
14 88-37.

15 MR. GEORGE: Okay.

16 MR. LESLIE: And I -- I haven't received any
17 notifications that that has changed, so...

18 MR. GEORGE: Okay.

19 MR. LESLIE: And I would suspect that we
20 would.

21 MR. GEORGE: And you don't see a need for
22 Grumman requesting it to change.

23 MR. LESLIE: No, sir.

24 MR. GEORGE: Okay.

25 MR. CIRIELLO: Thank you.

13

1 MR. LESLIE: Yes, sir.

2 MR. GEORGE: Airport Pilots Association,
3 Mr. Roderick?

4 6.D. - S.A.P.A.

5 MR. RODERICK: I'm looking for Bill Gardner,
6 because Bill was going to give a special report on
7 our last Young Eagles flight. All I -- and I --
8 he had all the details, so I'm sorry he's not
9 here.

10 But, essentially, it was very successful. We
11 had a hundred kids. We had 15 pilots donate their
12 airplanes, volunteers from Aero Sport, lots of
13 great participation. And we had excellent
14 write-ups in all the papers.

15 And once again, that's furtherance of our
16 goal to cooperate and show the public that the
17 airport is indeed theirs.

18 MR. GEORGE: Any information that you can
19 provide about the little girl?

20 MR. RODERICK: Vic, would you address that?
21 You were probably the last one to see her, if you
22 don't mind.

23 MR. GEORGE: You might want to explain what
24 it is.

25 MR. MARTINELLI: First of all, let me say

14

1 that this was not an aircraft or a flying-related
2 accident at all.

3 One of the little girls that was among the
4 hundred or so children that came out here was
5 playing and slipped and fell and broke her thigh
6 bone, as we understand it, and -- and was
7 emergency treated by St. Johns County and taken to
8 Shands Hospital.

9 She was in Shands Hospital, as far as I know,
10 up until last Friday. I went up and visited her
11 in the hospital. It just so happened she was one
12 of the girls that flew with me, and they were
13 very, very cute and just a pleasure, just a
14 pleasure to be with.

15 She was in some pain and apparently is going
16 to be convalescing for some period of time. I
17 called today to find out what the status was. She
18 has been moved from Shands Hospital. I called
19 Wolfson, because I thought maybe she'd be moved to
20 Wolfson's Children's Hospital, and she is not
21 there. So, I don't know where she is at the
22 present time.

23 MR. GEORGE: Okay. Good. Thank you.

24 MR. CIRIELLO: Mr. Chairman?

25 MR. GEORGE: Yes.

15

1 MR. CIRIELLO: I'd like to make a comment.
2 I've known over the years many pilots, people who
3 own airplanes and that, and a lot of them, a lot
4 of them are very, very protective and selfish of
5 their airplanes and everything.

6 And I would really like to thank the Pilots
7 Association here for being so generous to use
8 their airplane, their time, and to do this for
9 young kids. And you can't tell how many of these
10 young kids, not only just here, but throughout the
11 country on this Young Eagles thing, that you might
12 get somebody interested and down the future end up
13 with a outstanding person in the aviation field.

14 So, I think their unselfishness to use their
15 aircraft and their time, that they need a pat on
16 the back for that.

17 MR. GEORGE: Absolutely. One story that the
18 public might be interested in, the last time we
19 did this fly-in, Mr. Bill Gardner, who has been
20 running it, there was a young gentleman that had
21 just told his mom --

22 MR. MARTINELLI: Here he comes.

23 MR. GEORGE: Well, I'll get on with my story.
24 There was a young gentleman that had told his mom

25 and dad that he'd had enough of school; he was

16

1 going to drop out. And after the flight, he told
2 Mr. -- told his mom and dad in Bill's presence, he
3 said, "I'm going to be a pilot, so I guess I've
4 got to go back to school." So, we hope he did.

5 Bill, you came in right at the end of the --
6 of the presentation by John. He -- he basically
7 briefed us. A hundred kids, fifteen pilots.
8 Anything you want to add?

9 MR. GARDNER: I sure do. I brought three
10 tapes with me I'd just like to show you, okay?

11 I am Bill Gardner, St. Augustine Airport
12 Pilots Association. And I brought some videotapes
13 to show and share with everyone here, as well as
14 just briefly talk a little bit about our past
15 year. And so, I guess the first thing I would do
16 is start out by saying, let's put on the TV and
17 show these videos.

18 MR. GEORGE: Well, we -- I think to show a
19 video and take that much time of the board --

20 MR. GARDNER: These are very short videos, 20
21 seconds. I have like five different spots at like
22 20 seconds each.

23 MR. GEORGE: We allocate three minutes to an
24 organization to make a presentation.

25 MR. GARDNER: Okay.

17

1 MR. GEORGE: John has already done that --

2 MR. GARDNER: That's all right.

3 MR. GEORGE: -- but if you'd like to get on
4 the agenda --

5 MR. GARDNER: That's fine. We can do that
6 some other time. But I'd basically like to say
7 that in this past year, we have done so many great
8 things in the community here.

9 My dream was, when I first got here to
10 St. Augustine, to the St. Augustine Airport Pilots
11 Association, was to do something for the kids in
12 our community; number one, for St. Augustine
13 Airport Pilots Association, and for the airport
14 itself. And there's an immense amount of support
15 for us to continue to do this.

16 You had mentioned when I first got in here,
17 that there was parents that their son was
18 completely dropping out of school. There was
19 nothing they could do to get him to go back to
20 school. And I had stories like this happening all
21 the time.

22 And when they finally came up to me and said,
23 "You know, we have never seen him more excited
24 about anything in his whole life than he's been

25 around these airplanes." And they actually came

18

1 up to me and said, "You know, after getting out of
2 that airplane, he came up to us and said, 'Mom, I
3 want to go back to school. I want to be a
4 pilot.'"

5 And I almost lost it. So, it was a very
6 emotional thing. And what it makes you realize is
7 what we are doing out here has significance to it.
8 We really are changing things.

9 In the newspaper just recently, this weekend,
10 one of the -- one of the kids who was very timid
11 didn't want to go up. And I did a little
12 one-on-one with him. And, you know, I let him
13 know that, "You don't have to go up right now and
14 you can think about it."

15 Well, when he finally came back to me, his
16 dad said, "He's ready to go and he wants to go up
17 by himself and he wants to go in that open-cockpit
18 biplane." And I said, "My God, Max, are you
19 sure?" He says, "Yeah." And he had the biggest
20 dimples.

21 When he sat in that airplane, you could --
22 his dad said the dimples were an inch deep. It
23 was amazing. And he said when he came back home,
24 riding in that car, he said to his dad, "Dad, this

25 is the best day of my life."

19

1 MR. GEORGE: Great.

2 MR. GARDNER: And it goes on and on. And
3 there's a lady that says -- a grandmother, she
4 said, "I wouldn't miss this for the world, to be
5 out here," to see her grandson go up. And the
6 stories go on and on.

7 And then there's -- there's a family -- now,
8 we've had several families come out with two or
9 three kids. And Jeff Rhoden of St. Augustine
10 brought three of his kids, Meghan, Emily, and Jay,
11 for rides. And he admitted he was jealous; he
12 wanted to go up. And Meghan, after the end, said,
13 "I want my dad to get a pilot's license."

14 And so, there's -- there's so many things
15 that we're doing here, and one of the --

16 MR. GEORGE: If you'll kind of wrap it up.

17 MR. GARDNER: I'm going to wrap it up here.
18 And -- and all I just want to say, you can see my
19 excitement in what we're doing. But we're
20 touching the lives of our community and we're
21 bringing our community back into the gates, across
22 these gates.

23 We have these gates set up at our airport
24 here. And what I'd like to do -- and

25 metaphorically, I'd -- my whole plan was to tear

20

1 down the gates, to bring the community back in
2 here, because we're using this airport, but it's
3 all the people in the county that have really
4 funded this airport. And the airport belongs to
5 them. And my whole goal is to bring that
6 community back into this airport.

7 And over the past summer and this last
8 weekend, parents have said, "Geez, is there
9 someplace where we can come out here and watch the
10 planes and do things like that?"

11 And I've been talking with members of the
12 club, and I'd like to say here to the Authority
13 that this section right out in front --

14 MR. GEORGE: That would be a good input to
15 the Master Plan. I hate to cut you short.

16 MR. GARDNER: That's great.

17 MR. GEORGE: You guys have run all over.

18 MR. GARDNER: Yes.

19 MR. GEORGE: And a lot of things that you
20 guys don't know is Bill has been in charge. He's
21 been the one chairman, along with Aero Sport's
22 wonderful help and the tower's wonderful help
23 to -- and the Airport Authority Staff, to help
24 these things pull us off.

25 And before you got here, Mr. Ciriello said,

21

1 "We owe you guys a great pat on the back." And we
2 do. And --

3 MR. GARDNER: Thank you.

4 MR. GEORGE: -- some of these things that
5 you'd like to do, we've got a Master Plan now, and
6 that's a good time to -- to bring them up.

7 MR. GARDNER: Great. We have more media
8 coming out, so in the newspaper, St. Augustine
9 Record, maybe in the Friday kids' section, where
10 we're going to talk about airplanes, you might see
11 something there as well. Anyway, thank you very
12 much. I'm sorry I was late.

13 MR. GEORGE: Okay. Florida Aviation?

14 6.E. - FLORIDA AVIATION CAREER TRAINING

15 (Not present.)

16 MR. GEORGE: Bjorn's not here? Airport
17 attorney. Doug.

18 6.F. - AIRPORT AUTHORITY ATTORNEY

19 MR. BURNETT: Thank you. Doug Burnett, for
20 the record. To update you very briefly on the
21 Earth Tech litigation, we are working on
22 coordinating the two depositions of -- Earth
23 Tech's counsel wants to take the deposition of Ed
24 Wuellner, and we naturally want to take the

25 deposition of Brian over at Earth Tech. So, those

22

1 two things are being coordinated, and that's
2 pretty much the best status I can give you at this
3 point in time.

4 MR. GEORGE: Well, what's the time line?

5 MR. BURNETT: For the depositions?

6 MR. GEORGE: For the depositions and then --

7 MR. BURNETT: We've got holidays, obviously.
8 But -- coming up. But we're trying to get those
9 done before the end of the year, potentially.

10 MR. GEORGE: Okay. Well, what's the next
11 milestone as far as the courts go that force us
12 all back together for --

13 MR. BURNETT: Sure. We're still set on the
14 same time line for trial, but I believe --

15 MR. GEORGE: Which is?

16 MR. BURNETT: Yeah, the February trial still.

17 MR. GEORGE: Okay. All right. That's what I
18 needed, yeah.

19 MR. BURNETT: And the only other thing I'd
20 add, other than that, discovery will be ongoing
21 and continuing. But we'll get you a further
22 update when we get it.

23 MR. GEORGE: Okay. Sounds good. Any
24 comments from the board?

1 MR. GEORGE: Okay. Let's get into the action

2 items. We've got a full plate today.

3 Mr. Wuellner, your Project Updates?

4 MR. WUELLNER: I was wondering that perhaps

5 due to the length of time that your --

6 MR. GEORGE: Presentations?

7 MR. WUELLNER: Yeah. You might want to put

8 that after the presentations and go ahead and take

9 your Araquay Park one and let it --

10 MR. GEORGE: Any objections to that?

11 MR. CIRIELLO: What's that?

12 MR. GEORGE: Of let him doing the Project

13 Updates after the presentation -- excuse me, after

14 the Araquay Park discussion and then the legal

15 presentation, since that's -- and then we'll jump

16 into the -- any objection?

17 MR. GORMAN: No.

18 MR. WUELLNER: Unless you see it would be

19 beneficial before doing that.

20 MR. GEORGE: Good idea. Okay. So, let's go

21 to 7.B. first.

22 7.B. - INVITATION TO ARAQUAY PARK RESIDENTS

23 MR. GEORGE: At the last meeting,

24 Mr. Ciriello brought up a suggestion that we open

25 this discussion up to the Araquay Park residents

24

1 to come in and voice any concerns, ask us any
2 questions, you know, or the like.

3 So, let's start it with Mr. Wuellner, can you
4 give us -- I notice you had a map up there a while
5 ago, that maybe you could bring it up and say
6 basically where we stand, what the color codes
7 mean and so on, and I'll turn it over to you.

8 MR. WUELLNER: Right. Some of the detail's a
9 little hard to -- to read. But this is basically
10 the Araquay Park subdivision map (indicating).
11 The U.S. 1, looking at the screen, is oriented to
12 the extreme left-hand side. So it's the west
13 side. North would be up, based on the drawing
14 here (indicating).

15 All that that's in the light blue color is
16 property that's currently owned by the Airport
17 Authority. Kind of helps to get an explanation of
18 how much -- how much is already -- already owned
19 by the Airport Authority.

20 That property which has no coloration to it,
21 which it looks to be about six or seven locations,
22 although they may involve multiple lots, are
23 properties who were contacted when we began this a
24 couple of months ago, but have made no real

25 response back to that initial letter that was sent

25

1 on our behalf. There may be one or two there that
2 have crossed here in the last couple of days, but
3 in general, those are ones that have made no
4 response.

5 The yellow items are ones that have contracts
6 that are currently negotiated, however, have
7 yet -- they have not moved to closing or to even
8 FDOT for concurrence. But basically the
9 transaction part of it's complete, short of moving
10 it to the -- to the end.

11 The magenta-colored items are ones where
12 we've received the property back -- the appraisal
13 back. They were ordered and we've got appraisals
14 back, and negotiations are either underway or will
15 be here shortly based on -- as a starting point
16 with the appraisals.

17 The dark purple ones are ones where
18 appraisals have been ordered, but have not yet
19 been accomplished. So, they're in -- kind of in
20 the middle there. But you get an idea of the
21 progress to date. That pretty well wraps it up in
22 terms of explaining what's up there.

23 MR. GEORGE: Okay. A couple of questions.
24 At what point in time in history did the Airport

25 Authority identify to the public that this was the

26

1 intent to expand the airport into that area? It's

2 my understanding it was in the early '80s?

3 MR. WUELLNER: It would be approximately

4 1985.

5 MR. GEORGE: Okay.

6 MR. WUELLNER: We have evidence in our office

7 at least that far back.

8 MR. GEORGE: Okay.

9 MR. WUELLNER: And we've made acquisitions

10 that far back.

11 MR. GEORGE: What action plan is going to be

12 taken with the ones with no color? You said some

13 of them might have asked --

14 MR. WUELLNER: Our recommendation would be

15 that we make a second contact and -- and see if

16 that does anything. We know of at least one there

17 that has, you know, publicly said that you'll have

18 to -- you know, "over her dead body" kind of

19 mentality.

20 MR. GEORGE: Okay. All right.

21 MR. WUELLNER: That's a likely --

22 MR. GEORGE: You don't need any approval from

23 the Authority to go and make personal phone

24 calls --

25 MR. WUELLNER: No.

27

1 MR. GEORGE: -- or anything like that?

2 MR. WUELLNER: No.

3 MR. GEORGE: So, that's the plan.

4 MR. WUELLNER: This is kind of where we are
5 right now.

6 MR. GEORGE: Okay.

7 MR. WUELLNER: Those who have indicated --
8 what we probably need to discuss either at this
9 meeting or next meeting is those who have -- have
10 indicated that they have no intention of selling
11 and, you know, no matter, on a voluntary basis, if
12 you want to use that term, we'll probably try to
13 get a list to you at the next meeting, and with a
14 request that we move through the first stage of
15 the eminent domain process, wherein you -- you go
16 out and order that -- the very detailed big-deal
17 appraisal that's fairly expensive that's required
18 to kind of open the door and get that process
19 started.

20 It doesn't require you to move through
21 completion, but there are some legal steps you
22 will have to do, and that will be the first one.
23 That takes a while. Those kind of reports take
24 substantially longer than the -- than the

25 short-form appraisals that we use on voluntaries.

28

1 MR. GEORGE: Okay.

2 MR. WUELLNER: So -- and they're in a range
3 from \$3- to \$5-, \$6,000 per appraisal. So, you
4 can see it will add up in a hurry when -- when
5 that route is chosen.

6 MR. GEORGE: Okay. You mentioned that you --
7 one of the colors, you needed to go to Department
8 of Transportation's concurrence. Do they have to
9 concur --

10 MR. WUELLNER: If you're looking --

11 MR. GEORGE: -- with each property?

12 MR. WUELLNER: If you're looking for, which
13 we have been moving along the premise here that
14 we're looking for Florida DOT to continue to
15 participate financially --

16 MR. GEORGE: Okay.

17 MR. WUELLNER: -- in the balance of the
18 acquisition, we will have to gain their
19 concurrence on a transaction-by-transaction basis.

20 That's where we are with these four properties.

21 We can -- we can't -- or as a matter of
22 process, we don't execute those contracts till
23 after Florida DOT has concurred. It's the only
24 contractual stipulation that's in there, is FDOT

25 concurrence.

29

1 MR. GEORGE: Okay.

2 MR. WUELLNER: So, we've got some -- some
3 latitude with Florida DOT because these are
4 properties that are basically in the last -- the
5 last opportunities to do this voluntarily before
6 moving to eminent domain.

7 Florida DOT understands, having done probably
8 millions of acquisitions over the years as eminent
9 domain, and has an ability to be a little more --
10 have more latitude in the process than strictly
11 the appraised value in an effort to avoid going to
12 eminent domain so that it can get wrapped up,
13 knowing that's a tedious and time-consuming
14 process. So, we'll ask them to concur in whatever
15 we have. And I -- my -- and then that kind of
16 begs the next question.

17 Procedurally, are we going to be -- you know,
18 from a staff side, are you going to want to see
19 every property after DOT has concurred in it,
20 before we execute the contract and close on it,
21 or, you know, are you going to keep -- provide
22 some guidance beyond what we would normally do or
23 what?

24 So, at some point, we need to give us some

25 direction on exactly, you know, how involved you

30

1 want to be on individual transactions, if at all.

2 MR. GEORGE: Okay. Like to throw it open for
3 any public comment. Any public questions that
4 they might have of us or of the -- of the
5 Authority right now? Yes, sir?

6 I hate to ask you to do this. When you get
7 to the mic, if you'd give your name and street
8 address. I get dirty stares over here when we
9 don't get that.

10 MR. GLISSON: Okay. My name is Chet Glisson.
11 I live at 161 Araquay Avenue, which is this
12 property right here (indicating).

13 MR. GEORGE: Yeah.

14 MR. GLISSON: And I've heard rumors from
15 different people in the neighborhood that anything
16 west of Casa Cola Way, the airport really wasn't
17 interested in doing anything with for four or five
18 years, and if so, why would they be proceeding
19 with taking those properties at this time? So,
20 I'd like to have an answer to that question.

21 MR. GEORGE: Okay.

22 MR. GLISSON: And another side question:
23 This property here's been on the market for about
24 three years (indicating), and there's no house

25 there, so why haven't they bought it if they were

31

1 interested in taking that -- those parcels there?

2 Thank you.

3 MR. WUELLNER: Do you want me --

4 MR. GEORGE: Yes. Why don't you.

5 MR. WUELLNER: Okay. Basically, the
6 direction that was given to Staff was that we
7 were, with a priority east of Casa Cola, to look
8 at acquiring the balance of Araquay Park. And it
9 would be subject to whatever funds that are left,
10 or availability of funds, as to how we approach
11 west of Casa Cola. So, that's how west of Casa
12 Cola is in the mix.

13 They're two different things in terms of
14 priority. However, if the opportunity is there
15 under this series of acquisitions to -- to
16 complete Araquay Park within the -- the budget and
17 the like that was established over the last few
18 months, then that's the direction, the last
19 direction we got from the Airport Authority. So,
20 that's how west of Casa Cola is still in the mix.

21 Reference to the property, if I'm not
22 mistaken, that's 150 Indian Bend, and it is a lot
23 that's for sale, and I believe we are very close
24 to wrapping up a contract with that.

25 One of the earlier problems -- we have been

32

1 aware of the lot being for sale for quite a while.
2 There were several lots in the neighborhood that
3 were for sale, either listed or out there we were
4 aware of. But frankly, the asking price was so
5 much in excess of the appraised value, that until
6 the Authority moved into the mode of, we do the
7 voluntaries or we move into eminent domain. Until
8 you reach that point, working with Florida DOT, we
9 really don't have the -- the financial latitude,
10 unless the Authority wants to just pony up the
11 difference above an appraised value.

12 You have some latitude when you get to that
13 step, where at the last step before eminent
14 domain, you can exceed appraised values, you can
15 negotiate prices as long as that -- that's on the
16 table with Florida DOT, and that you're truly
17 moving toward eminent domain, which appears to be
18 the case right now.

19 That opened the door, because they were
20 asking essentially 40 percent more than the
21 appraised value was of that property, which kept
22 it outside of the tolerances FDOT would normally
23 have considered up till very recently.

24 So, now that we're in that other mode, we can

25 get in there and be much closer to the

33

1 appraised -- or much closer to the asking price or
2 the market value established by the realtor,
3 keeping in mind that, you know, real estate
4 commissions and things like that add to what the
5 asking price is on a sales basis.

6 Most of our -- in fact, nearly all of our
7 acquisitions to date are without benefit of
8 realtor commissions and the like piled on top of
9 it; so, therefore, the owner gets maximum amount
10 of money and closest to the -- the appraised
11 value.

12 MR. GEORGE: Yeah. Did that answer your
13 question, sir?

14 MR. GLISSON: Yes.

15 MR. GEORGE: As a -- as a further
16 clarification of that, without the Araquay Park
17 property, the present airport has two building
18 sites for small corporate hangars and that's it;
19 we're out of room. So, the plan was in '85, where
20 are we going to go? And so, at that point in
21 time, they said, okay, we're going to go into
22 Araquay Park. So, let's let everybody know and
23 start, you know, acquiring the property as we
24 went.

1 acquire the land is we get participation from the
2 Florida Department of Transportation. In the
3 past, they have set up a schedule based on our
4 previous acquisitions of when we were going to get
5 some money. And over the next five years, it
6 was -- the money has been semi-committed, you
7 know, is maybe the best way of putting it, from
8 the Department of Transportation.

9 So we, the Authority, made the decision, that
10 since we're down to two lots and we have an
11 inventory of people that are standing there ready
12 to help pay for that and get us hopefully off the
13 tax rolls quicker, that maybe we should go ahead
14 and borrow money to the tune of the matching funds
15 from the Department of Transportation and get that
16 done.

17 Not knowing what it was going to actually
18 take until we get into appraisals and
19 negotiations, the board basically said, "We want
20 Casa Cola to be a last line there, that in the
21 event that we cannot acquire it with the money
22 that we're talking about, then we'll stop at Casa
23 Cola and we'll develop everything to the east."

24 And that means that five years from now, six

25 years from now, when we need to get into the rest

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1 of it, it's just going to be added cost to come
2 back in for infrastructure and aprons and, you
3 know, power and drainage and stuff like that. So,
4 we would prefer to have it all done, you know, at
5 one time. But -- so we're -- we're leaving that
6 to open. I'm just rattling. So, does that
7 further define it any way?

8 Any other public comment? Yes, ma'am.

9 MS. McELROY: My name is Carolyn McElroy, 353
10 Indian Bend Road. I would like to know what
11 instructions were given to the realtor who is
12 negotiating with these people, as far as pressure,
13 rudeness, other things that I have been hearing
14 from the people of Araquay Park.

15 MR. GEORGE: Mr. Wuellner?

16 MR. WUELLNER: We expect them to act like the
17 professionals they pretend to be.

18 MS. McELROY: There's been a lot of pressure,
19 not telling people -- in the letter, I don't
20 understand why people weren't notified that --
21 what their rights were, that they are entitled to
22 a lawyer.

23 MR. WUELLNER: That's -- they're only
24 entitled to that if we move into actual eminent

25 domain. I mean, you're certainly entitled to

36

1 employ an attorney on -- at your own expense up to
2 the point where we enter into that eminent domain
3 phase, at which point those things are covered.
4 And that would be a different level of explanation
5 when someone gets to that point.

6 MS. McELROY: My understanding of talking to
7 people, that these realtors have been high
8 pressure, threatening people, telling them their
9 houses were going to be knocked down at certain
10 dates that's not too distant in the future.

11 I think when people -- the head realtor does
12 not understand who Myrtle Hollingsworth is.
13 There's a problem there, because Myrtle came away
14 thinking that this guy thought he was dealing with
15 some little old lady who didn't -- fell off the
16 turnip truck, you know, yesterday.

17 And the amount of money that she was offered,
18 she puts in the bank weekly or daily or something.
19 He thought he was dealing with someone who was not
20 in the know, who didn't know anything. And even
21 with her son, who is in the public, has a public
22 office sitting right there, this person did not
23 know who they were talking to. She was very angry
24 with the way that she was treated.

25 I think somebody needs to talk to this

37

1 realtor and -- realtors and let them know that
2 there is a problem. There's a number of other
3 people that are sitting here who had the same
4 experience, who are not as well-known as Myrtle.
5 And so she was really upset when she heard about
6 that, also, that other people were being treated
7 the same way as she was; that it's not right, what
8 is happening.

9 MR. WUELLNER: That's the first we're hearing
10 of it.

11 MS. McELROY: Well, I'm sure --

12 MR. WUELLNER: Relative to treatment --

13 MS. McELROY: -- he's not going to go tell
14 you.

15 MR. WUELLNER: Well, I would have thought --

16 MR. GEORGE: Can I make a suggestion to any
17 of the members of -- that are affected here of
18 Araquay Park, that if you've had this happen to
19 you, would you mind writing an anonymous note?

20 MR. GORMAN: With specifics.

21 MR. GEORGE: You don't have to put your name
22 on it at all. But send it to Mr. Wuellner, and we
23 will sit down with the attorney --

24 MS. McELROY: That's very good, yes.

25 MR. GEORGE: -- and that way you don't have

38

1 to worry about your name getting out or anything

2 like that. But I'd like to know --

3 MR. GORMAN: But certainly with specifics, if

4 you could, specifics as to person contacted and

5 maybe even a possible date and time --

6 MS. McELROY: They're really --

7 MR. GORMAN: -- because there's no reason to

8 have to do that. This isn't the intent.

9 MS. McELROY: They're really pushy about

10 wanting you to sign on the line. They did not

11 want Myrtle's son to come in with her. And she

12 told him, "If we don't do it today with this son,

13 we'll do it another day with all five of my sons,"

14 and he backed down and went in and talked to her.

15 But she is -- you know, she deals with people

16 of all walks of life daily, and she is a business

17 woman, and she was very angry. So, if she was

18 treated that way, you know -- and I have talked to

19 a number of people that have also been treated

20 this way. So -- well, that would work well. I

21 think you'll get some letters.

22 MR. GEORGE: Good. We'd like to get them.

23 Because no one wants to condone that type of

24 thing. We're --

25 MR. WUELLNER: That was not our intent.

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1 MR. GEORGE: Yeah. We're as sorry as we can
2 be, the constrictions we have with the
3 Intracoastal and U.S. 1 and that we have to do it
4 anyway. So, it needs to be done in a professional
5 manner. Yes, sir.

6 MR. ANGYALFY: My name is Arthur Angyalffy. I
7 came here about 52 years ago and built a house on
8 250 Indian Bend. I would like them to tell me why
9 do we have to have a realtor? Why can't the
10 airport deal with us people directly? Why does
11 the County have to pay a commission to a realtor?

12 MR. GEORGE: Good question.

13 MR. WUELLNER: We did it as a matter of
14 convenience for the sheer number of properties
15 that were involved in this type of acquisition.
16 But historically, all of them have been done
17 individually. And we could do that.

18 MR. ANGYALFY: Without requiring a realtor?

19 MR. WUELLNER: We could do that.

20 MR. ANGYALFY: Why can't we deal direct?

21 MR. WUELLNER: You can.

22 MR. GEORGE: That's what he's saying.

23 MR. WUELLNER: That's what I'm saying. You
24 can.

25 MR. GEORGE: It sounds like, Mr. Wuellner is

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1 saying we did it thinking, you know, that that
2 would be the easiest thing to do. But if anybody
3 would like to deal directly with the --
4 Mr. Wuellner at the Airport Authority, please do
5 so.

6 MR. WUELLNER: Please do. You can certainly
7 do that.

8 MR. GEORGE: Just --

9 MR. ANGYALFY: We'll do it directly.

10 MR. GEORGE: Any other comments?

11 MR. STRASSEL: Yeah. I would -- my name is
12 Curt Strassel. I'm the realtor. I just -- wasn't
13 going to say anything, but I have never had a --
14 one confrontational conversation with a lady that
15 I've never spoken to again. Everybody else has
16 been very helpful.

17 We're sympathetic to this situation. We want
18 to help you. I've never had a harsh word with any
19 of you. And if you did, tell me, because I
20 thought the conversations that I've had with
21 everybody have been professional.

22 I think we walked away feeling better than
23 when you answered the phone. I've answered all of
24 your questions. I've wanted to be helpful. I

25 just wanted to put a face with a name. And thank

41

1 you.

2 MR. GEORGE: Thanks, Curt. Any other
3 comments?

4 (No further comments.)

5 MR. GEORGE: Okay. We'll -- we'll close the
6 public comments. Mr. Ciriello?

7 MR. CIRIELLO: Yes, Mr. Chairman. You asked
8 Mr. Wuellner approximately when this property
9 acquisition started, and he said about '85. None
10 of us was there, but I can only imagine that the
11 board at the time was thinking that if anybody
12 wanted to voluntarily step forward and if they
13 could acquire the right properties to make an
14 expansion of the airport, that was what their idea
15 was. Whether any of them thought about going,
16 I'll say the meanness route of eminent domain, I
17 don't know if they thought that or not.

18 But right now, this present board,
19 notwithstanding, is dealing, as I'll say -- and I
20 don't mean it that way, but dealing with the sins
21 of the past. And all of this problems right now
22 with Araquay Park is past boards, not the present
23 board. That doesn't mean that this present board
24 has to go with the rolling snowball and continue

25 on with it. This board, even with the two members

42

1 gone, if it wanted to, could put a halt to it.

2 Now, I understand what you say about
3 expansion. We have no more room for small
4 hangars, only two more corporate hangars, and
5 we're done. Well, there's nothing in the rules,
6 the laws, or anything that says when you're done
7 in an airport or anything, that you're mandated to
8 continue on.

9 If you're done and you're full, like if you
10 go to a motel and it's full up, they don't -- you
11 know, it's full. They close the doors. You can't
12 get in. So, I can't see where it's justifiable
13 for us to sit here and say that if you don't give
14 us your property so we can do what we want to do
15 to help us, we're going to take it.

16 You're not just taking some vacant lots or
17 empty lots or useless lots to build these hangars.
18 You're taking homes. And it doesn't just mean a
19 physical structure. A home means people's lives.
20 People raise families. Sometimes kids there.
21 There's a lot of them are older like me and
22 they're retired and they -- and at this time in
23 their life, they don't want to get up and move.

24 And I just think it's wrong for anybody on

25 this board to sit here and say, "Well, we have to

43

1 expand. We've got everything but two or three
2 properties, and boy, we're going to have to take
3 it by eminent domain so we can finish our
4 project."

5 I asked Mr. Wuellner a few times, and I don't
6 know if I got a response, to my way of thinking
7 yet. Is there any way -- and it would be hard --
8 don't get me wrong; it would be hard to design the
9 expansion around these people who will not give up
10 their properties without a fight?

11 And you may have one guy in his house sitting
12 here and you may have a dozen T-hangars all around
13 him. And if that's the way he wants to live,
14 that's his -- his prerogative. But -- and it
15 would be harder on us to design. You know, it's
16 easier to build the hangars in a straight row and
17 all of that kind of stuff. But I can't see taking
18 somebody's property that doesn't want to give it
19 up. And, yeah, if the realtor is a little snotty
20 and the people still give it up without saying,
21 well -- you know, they might not like it, but
22 they'll give it up, that's one thing.

23 But to go to court, to use the law which I
24 think is a bad law to start with, and take

25 something that belongs to somebody else, they

44

1 should have a right to hold on to it, no matter

2 comes hell nor ice water freezes over.

3 I can't see it. And -- and I would like to

4 somehow work around the situation that these few

5 people who definitely do want -- do not want to

6 go, can stay there no matter what we have to do to

7 go around them.

8 And like I said, this past board does not

9 have to live with the sins of the past board. We

10 can stop this madness right now.

11 MR. GEORGE: Okay. Mr. Gorman. Comments.

12 MR. GORMAN: To that last one?

13 MR. GEORGE: Comments to this topic, the

14 Araquay Park.

15 MR. CIRIELLO: Agenda item.

16 MR. GEORGE: Agenda item. You don't have to

17 have a comment to Mr. Ciriello's comment. It's

18 just from all of the public comments and

19 everything to add your feelings.

20 MR. GORMAN: Well, I'm unhappy that there's

21 contentious issues involved. The only thing I can

22 say, which is not going to make me popular at this

23 present time, is there has been for 15 years, the

24 people have known of the situation. It's

25 unfortunate that progress sometimes requires

45

1 people to be inconvenienced and worse.

2 AUDIENCE MEMBER: That's not progress.

3 AUDIENCE MEMBER: Why can't they go north?

4 MR. GORMAN: Well, I'm not -- it's not really

5 the time and place -- every --

6 AUDIENCE MEMBER: It's not proper.

7 MR. GORMAN: Every park that was ever

8 dedicated, every bridge ever built, the TVA, the

9 damn projects, all have had a few people that are

10 in opposition. And it's unfortunate that those

11 people are inconvenienced and it's unfortunate.

12 AUDIENCE MEMBER: If you want progress, go to

13 Daytona, places like that. We don't need it here.

14 MR. GORMAN: Like I said, it's unfortunate

15 that it's always the contentious issues.

16 MR. BURNETT: Mr. Chairman, you may want to

17 address the interruptions.

18 MR. GEORGE: That's true. We -- we closed

19 public comment just a second ago. So if you

20 could, hold your comments down. Mr. Gorman? Are

21 you through?

22 MR. GORMAN: I'm through with that one.

23 MR. GEORGE: I would hate to have my house

24 taken for something, absolutely, and I think that

25 every -- everybody that's sitting in this room,

46

1 you know, would -- would hate for that to happen.

2 Since 1985, they've been looking at options
3 of growth. I have spent hours in Mr. Wuellner's
4 office understanding the Master Plan and where the
5 growth is. And I'm sorry to say I -- I support.

6 The easiest way for the airport to acquire the
7 land to expand and get off the tax rolls is with
8 the Araquay, you know, Park project.

9 Mr. Ciriello has repeatedly voiced his
10 concern about it. And I urge him to get with
11 Mr. Wuellner and give us a proposal for another
12 option, if there is one, if you can think of one,
13 and bring it to the next board meeting when all
14 the entire board is here.

15 MR. CIRIELLO: I just gave it to you. Build
16 around them. If they want to stay there, let them
17 stay and build around it. That's up to a designer
18 and an engineer to figure out how to do it.

19 MR. GEORGE: Well, I think that the
20 Interstate 95, if they had to build around every
21 situation that was there, you know, you wouldn't
22 have an interstate. It'd be, you know, like on
23 the other end of it.

24 AUDIENCE MEMBER: That's a road. That's not

25 a good excuse.

47

1 MR. GEORGE: Okay. Mr. Wuellner, is there
2 anything that you need action on?

3 MR. WUELLNER: I think we're going to need
4 some direction relative to whether you want to
5 see --

6 MR. GEORGE: Whether we want to see all of
7 the individual --

8 MR. WUELLNER: You know, prior to submittal
9 to DOT, not till after. If it's approved by DOT,
10 are we -- is it fine to go? You know, what -- and
11 keeping in mind with meetings only once a month,
12 the time line gets added to it, which is --

13 MR. GEORGE: Okay. Any suggestions?
14 Comments? I would pose the following as a
15 suggestion. And if there's no objection, then
16 I'll repose it as a motion. That we give
17 Mr. Wuellner the guidelines of the contracts that
18 he already has, give him the ability to continue
19 in that percentage, you know, price range to the
20 property, maybe extending another 15, 20 percent
21 past that. Anything that goes past that has to
22 come back to the board.

23 MR. GORMAN: You would -- you would put 20
24 percent as a --

25 MR. GEORGE: No, no, no. I said he has

48

1 contracts already, and those contracts have a
2 certain relationship to the appraised value of the
3 property, or the assessed value of the property.
4 And I'm saying, take the ones you already have and
5 come up with there's a guideline. And if you go
6 exceed that by more than 20 percent, we need you
7 to come back here and bring it, that specific one,
8 to us to look at.

9 MR. GORMAN: Certainly. If he has problems
10 in acquisition, then those problems would have to
11 be brought before the board.

12 MR. GEORGE: Exactly.

13 MR. GORMAN: Exactly.

14 MR. GEORGE: That's not giving him a carte
15 blanche to go ahead and go a hundred percent on
16 one, you know, and not on the others. I would
17 think that that would be reasonable.

18 MR. GORMAN: That's certainly reasonable.
19 There are guidelines.

20 MR. GEORGE: That is a guideline.

21 MR. GORMAN: There's a certain percentage
22 over the appraised value you can go and that's it.

23 MR. GEORGE: Yeah.

24 MR. GORMAN: On the guidelines.

25 MR. GEORGE: How many contracts do you

49

1 already have that are signed?

2 MR. WUELLNER: That are signed by the

3 homeowner.

4 MR. GEORGE: Right.

5 MR. WUELLNER: We have four currently, from

6 this -- this latest effort.

7 MR. GEORGE: Okay.

8 MR. WUELLNER: And I understand there are

9 several more in negotiation right now. But four,

10 I have signed.

11 MR. GEORGE: Okay. I'm going to make a

12 motion that we give Mr. Wuellner the authority to

13 take the four that he has now and to come up with

14 a percentage that those four are over the assessed

15 value that's on the tax rolls, and give him the

16 authority to continue to negotiate with people up

17 to that level, plus 20 percent. Anything over

18 that, he has to come back to us.

19 Hypothetical example: I have a piece of

20 property that is on the tax rolls at a hundred

21 thousand dollars. And he has negotiated a price

22 at \$150,000. So, he is 50 percent over the

23 assessed value of that property.

24 In the event that he wants to go more than 20

25 percent more, 20 percent of the 50 being an

50

1 additional 10, that's the limit, then, would be

2 set at 60 in this example, 60 percent.

3 So, anytime he's negotiating that the
4 contract is going to come in more than 60 percent
5 of the tax-assessed value of the property, then he
6 has to bring it back to the board for us to
7 approve that particular one.

8 MR. GORMAN: No. That's a hard thing to --
9 again, not being a realtor, that's a hard thing to
10 just throw up in the air and say yes or no to. If
11 you follow the guidelines and then you've got a
12 slight percentage over that, do you feel that's
13 fair and equitable, still follows the guidelines
14 and is in the public interest? In other words, to
15 not --

16 MR. GEORGE: My intent for coming up with
17 that little scheme was --

18 MR. GORMAN: I understand.

19 MR. GEORGE: -- that we've got some that we
20 have just completed, and I don't know what that
21 percentage is. But what I'm saying is, if we've
22 already done four at that percentage, then keep
23 going. Maybe that's setting the standard. Then
24 maybe the next week we comes in and says, "I've

25 got five more that are more, that exceed my 20

51

1 percent."

2 Fine. Then we'll adjust it then. But don't
3 make him wait until the end of the next meeting to
4 enter into contracts with property owners. That
5 was a motion. Discussion?

6 MR. CIRIELLO: You've got to have a second
7 before you get a discussion.

8 MR. GEORGE: Oh, okay.

9 MR. GORMAN: We're still discussing it.
10 Leaving it open-ended, leaving -- leaves people
11 honestly to speculate to the bitter end. That's
12 my only problem with it. See what I mean?

13 MR. GEORGE: Okay. I didn't think I was
14 leaving it open-ended. I thought it was giving
15 him the authority to sign a contract --

16 MR. GORMAN: Right.

17 MR. GEORGE: -- without coming back to us.
18 So, you get somebody that says, "No, I'm not going
19 to sign; I want a hundred percent," he has to come
20 back to us to see if we will approve that --

21 MR. GORMAN: Oh, fine.

22 MR. GEORGE: -- without him just arbitrarily
23 going ahead and approving it.

24 MR. GORMAN: Fine. I understand.

25 MR. GEORGE: The other option is, no, bring

52

1 every contract to, you know, a member of the board
2 or a -- that's going to be -- that just takes a
3 month. That was the whole purpose of trying to
4 get around it.

5 MR. GORMAN: Considering in the public
6 interest the faster we expedite this, get things
7 built and get the revenue in here, the faster we
8 actually get off the tax rolls.

9 MR. GEORGE: Right.

10 MR. GORMAN: If you don't think that
11 percentage is -- that will work, that that
12 percentage is excessive, then I would second that.

13 MR. GEORGE: I pulled it out of the air. It
14 is a number to start with that we can adjust it at
15 the next meeting. So, do I have a second?

16 MR. GORMAN: You have a second.

17 MR. GEORGE: Okay. I have a motion and I
18 have a second. Now discussion.

19 MR. CIRIELLO: Now discussion. Yeah, I've
20 got a couple of questions. First of all, I'm
21 going to make a comment, not a question, a comment
22 to what Mr. Gorman said about hurry up, build
23 these hangars and get off the tax rolls.

24 I've been here for 16 years. I don't know if

25 Mr. Wuellner can tell me how many hangars we've

53

1 built in 16 years, but it's quite a few, because
2 when I first come here 16 years ago, the Authority
3 didn't have that many. And we've got over a
4 hundred or so now. And we're not off the tax
5 rolls or anything else.

6 So, building these extra hangars you're
7 talking about and telling people we're going to
8 get off the tax rolls is a pie in the sky, won't
9 happen.

10 But my question, Mr. Wuellner, the Chair said
11 something about you had four people already under
12 contract. And how many more is he talking about
13 you negotiating with to get all of these
14 properties we want?

15 MR. WUELLNER: Essentially the balance of
16 Araquay Park of those who will voluntarily move.

17 MR. CIRIELLO: Yeah, but how many is that?

18 MR. GEORGE: Twenty-eight, roughly.

19 MR. WUELLNER: Approximately 20, 22, 28? I
20 don't --

21 MR. CIRIELLO: Twenty-two? Okay. Well, my
22 point being: Have you contacted these people at
23 all?

24 MR. WUELLNER: They were contacted on our

25 behalf by the realtor initially. Now we're going

54

1 to go --

2 MR. CIRIELLO: Okay. Now -- okay. Now he's
3 wanting to have a motion on the floor to allow you
4 to keep continue negotiating up to a certain point
5 of time before you have to come back to us.

6 So, my question to that is, how long are we
7 going to harass these people and how long are you
8 going to go after them to get them to give up
9 their property? I can't see that. That's -- if
10 they hadn't come forward by now, and understand
11 that, hey, we're going to take your place off of
12 you whether you like it or not, maybe you better
13 take our offer. If you haven't budged them by
14 now --

15 MR. GEORGE: Mr. Ciriello, a point of
16 clarification. All this motion does is, when he
17 gets down to the point of signing a contract.
18 Doesn't have anything to do with him harassing
19 them.

20 When people come in and they say, "I'll take
21 this," and he says, "I can go along with that,"
22 does he have to come back to the board to get that
23 approved? And I was trying to give him a limit
24 that he could approve without coming back to us.

25 MR. GORMAN: This is volunteer people.

55

1 MR. CIRIELLO: I understand that. But you've
2 got to keep going back to get them to agree to it.
3 That's what my point is. My point -- you know, I
4 understand what you're saying. But I'm saying
5 that to get these people to make this agreement,
6 you've got to keep going after them, going after
7 them, going after them. How often are you going
8 to go after them?

9 MR. GORMAN: This is all your questions.

10 MR. GEORGE: Are you through, Mr. Ciriello?

11 MR. CIRIELLO: Yes, sir.

12 MR. GEORGE: Okay. Mr. Gorman?

13 MR. GORMAN: He's speaking about the people
14 he's negotiating with now that are volunteer
15 people that we don't have any problems with that.
16 We just have -- he's just in negotiations with.

17 MR. CIRIELLO: Well, then you ought to have
18 the contracts ready to go if there's no problems.

19 MR. GORMAN: Well, there's always -- there's
20 always negotiations with contracts. And what
21 Mr. George is doing is allowing a guideline that
22 the board -- so he can finish these negotiations
23 and close these.

24 MR. CIRIELLO: Go ahead and call the

25 question.

56

1 MR. GORMAN: Which benefits both the airport
2 and the property owners. That's all. He's not --
3 this isn't a guideline to do anything else.

4 MR. CIRIELLO: Call the question.

5 MR. GEORGE: Okay. Close the questions. I
6 will restate the motion. The motion is for
7 contracts, where there's an agreement within the
8 Executive Director of the airport and the property
9 owner, where there is agreement, that we authorize
10 Mr. Wuellner to go ahead and sign contracts for
11 those up to a 20 percent increase in the contract
12 price over whatever the last four contracts you
13 have is over the assessed value. All in favor?

14 MR. GORMAN: Aye.

15 MR. GEORGE: Aye. All opposed?

16 MR. CIRIELLO: No.

17 MR. GEORGE: Motion is not carried.

18 Mr. Wuellner, until the full -- another board gets
19 in next week, I guess you'll have to --

20 MR. WUELLNER: We've got two to one. It
21 carries.

22 MR. GEORGE: Oh, I'm sorry. It is two. I
23 thought we had to have three.

24 MR. WUELLNER: No. It's three to have

25 business.

57

1 MR. GEORGE: Three to have business, but two
2 to approve. Okay, then. I beg your pardon.

3 The motion is carried with a vote of two to
4 one.

5 Next item, legal services.

6 7.C. - LEGAL SERVICES INTERVIEWS

7 ROGERS TOWERS

8 MR. WUELLNER: Okay. First up is, I believe,
9 Rogers Towers. We're running a little late
10 already.

11 MR. GEORGE: Mr. Wuellner, is this -- we'll
12 have -- how long of a presentation are they
13 prepared to make, and then --

14 MR. WUELLNER: You have -- you have a
15 20-minute presentation, I believe it's 10 and 10.
16 You have 10 minutes of presentation, 10 minutes of
17 questions and answers. You have 5 firms.

18 MR. GEORGE: Okay.

19 MR. CIRIELLO: What rank are these firms
20 coming in?

21 MR. WUELLNER: They're in -- I don't think
22 they're in any particular order, frankly.

23 MR. McCLURE: I think we're done randomly,
24 Mr. Ciriello.

25 MR. CIRIELLO: Okay.

58

1 MR. McCLURE: I think.

2 MR. CIRIELLO: But you're going to be first.

3 MR. McCLURE: Lucky me.

4 MR. CIRIELLO: Okay.

5 MR. WUELLNER: Does everybody have a copy of
6 the order?

7 MR. GEORGE: No, I don't.

8 MR. CIRIELLO: No. I've got a copy of the
9 packets, but...

10 MR. GEORGE: Mr. McClure?

11 MR. McCLURE: I didn't know if you wanted to
12 wait for him to bring the packet back or for Ed to
13 get back in or if you have to get something.

14 MR. GEORGE: No. He's just going to bring
15 the list of -- he's just going to bring the list
16 of which order that they're coming in, so --

17 MR. GORMAN: It's written down --

18 MR. GEORGE: -- we'll go ahead and get
19 started.

20 MR. GORMAN: -- what firm you are, so...

21 MR. GEORGE: Need some attention to the
22 business we have at hand. Mr. McClure from Rogers
23 Towers.

24 MR. McCLURE: As I know all of you already

25 know, my name is George McClure and I'm a

59

1 shareholder at Rogers Towers, P.A., which is a
2 Northeast Florida-based law firm which has been in
3 existence continuously since 1905.

4 And after five years of our firm representing
5 the Authority and nearly one year now on the watch
6 of all of you, three years I guess with
7 Mr. Ciriello, we thought it unnecessary to do the
8 kind of presentation that might be appropriate if
9 we were an unknown quantity to you and bring you
10 the PowerPoint of what the partners look like and
11 what the view out the office window is or all of
12 those other kinds of things.

13 But I thought that it might be more
14 appropriate to just take a few moments to talk
15 with you some about the things that we feel have
16 been accomplished by us and the terms of -- in the
17 term of our representation of the Authority and
18 also to make a few comments about those things
19 that I feel make us uniquely qualified to be the
20 general counsel for the Airport Authority.

21 First of all, I'd like to say that it's been
22 an honor representing the Airport Authority over
23 the last five years. We were contacted with a
24 group of a number of law firms back in 1998 to

1 MR. GEORGE: Mr. McClure, I don't know if
2 it's distracting to you, but it is distracting to
3 me. I don't know if anybody wants to leave the
4 meeting, you know, now. We finished the Araquay
5 Park. That's not going to come up again.

6 We're going to go -- follow the rest of the
7 agenda, which is we have five legal firms that are
8 making a presentation to attempt to get our
9 contract to represent us legally for the next
10 year.

11 But I think we need to give Mr. McClure the
12 courtesy of -- of the quiet. I'm sorry.

13 MR. McCLURE: Thank you, Mr. George. As I
14 mentioned, when we first interviewed about five
15 years ago, the Authority had been represented by
16 relatively small practitioners for some time, and
17 I think, frankly, ably represented by local
18 counsel, certainly lawyers with whom I'm familiar
19 and in whom I hold in high regard.

20 But there was a change in the character of
21 that -- of the airport, that it was perceived at
22 that time and I think has continued to happen.
23 And for better or for worse, as probably best
24 evidenced by the arrival of the tower, this

25 airport has gone through substantial changes in

61

1 the last five years. And I think that the arrival
2 of that tower probably represents a seed change in
3 the future of this airport as well. At the same
4 time, our firm has gone through substantial
5 changes.

6 We started out five years ago with probably
7 fewer than 50 lawyers at the time we first started
8 representing the Authority. And I have to look
9 each day to kind of count it up, but I think our
10 latest census is about 85 lawyers in the firm now.
11 And that is representative of the growth of our
12 practice in the Northeast Florida area. I think
13 we are the largest local law firm in the Northeast
14 Florida area.

15 Much of what we've done has been to hire
16 young associates that we feel are uniquely able
17 and who have the intelligence and background to
18 help us. An example of that is Mr. Burnett, who I
19 know you know well, as well as bringing in people
20 laterally, who we feel like are uniquely qualified
21 or have special characteristics to expand the
22 scope of services that our -- that our firm can
23 render.

24 We brought in Allen, Brinton & McCarthy,

25 highly regarded litigators in the Duval County

62

1 area, the Northeast Florida area. We brought in
2 employment attorneys. We brought in intellectual
3 property attorneys, and now pretty much can do
4 anything that any law firm can do and certainly we
5 feel anything that can come up within the ambit of
6 this Authority's needs.

7 And it's coincidence, but an example of that
8 is the fact that Mr. Weinstein is present with us
9 today, who has significant experience in Northeast
10 Florida in public finance, and who has been
11 assisting us and actually leading us, along with
12 Peter Dame, in the issue of the \$5 million
13 financing that you're obtaining in order to
14 complete the Araquay Park acquisitions and
15 development.

16 Examples of Mr. Weinstein's clients include
17 St. Johns County Utility Authority and the City of
18 St. Augustine, Flagler College, and other local
19 entities. So, he's very well familiar with the
20 lenders and the activities that are occurring in
21 the public finance area around here.

22 In the last five years, whether you're aware
23 of it or not, we feel like there are many things
24 that we've been able to accomplish for you. Some

25 of those have been open and the subject of

63

1 scrutiny and public reporting, such as the
2 litigation that we handled that challenged the
3 constitutionality of your charter. And whether or
4 not you agreed or didn't agree with the
5 Authority's position in that, we were successful
6 in prevailing in that position at trial and then
7 on appeal in the Fifth District Court of Appeal.

8 We successfully handled the -- the charter,
9 the charter issues that were raised before the
10 legislature as required statutorily a number of
11 years ago and were able to compile your charter in
12 a way that was very favorable to this Authority.
13 And despite questions that were raised in the
14 process, secured pretty much without debate later,
15 the legislature's approval of continuation of your
16 condemnation authority, which as you know, if you
17 did not retain, would change the entire character
18 of your ability to implement the airport's Master
19 Plan.

20 We dealt successfully with St. Johns County
21 in the implementation of its Land Development
22 Regulations in 1999 in the inclusion of an Airport
23 Zoning District, and in the Comprehensive Plan in
24 2000, in order to assure that the Airport

25 Authority has direct input on zoning and land use

64

1 decisions in the area which would be affecting the
2 airport if developed; and as you know, more
3 recently, interacted with the City of
4 St. Augustine as we began to perceive that their
5 city limits were close enough that they could have
6 an impact upon the airport's activities.

7 We brought and quickly resolved without
8 fanfare and without a lot of expense a federal
9 action in order to establish that the impact fees
10 of St. Johns County did not constitute an unlawful
11 diversion of federal grants and loans.

12 We quickly and quietly handled the unpleasant
13 aspect of eviction suits against some of the
14 airport tenants who haven't been able to meet
15 their obligations. And we successfully dealt with
16 the St. Johns County in Code Enforcement Board
17 issues raised in connection with temporary
18 buildings, land-clearing activity that took awhile
19 to explain to the County that they may like trees,
20 but they're somehow inherently inconsistent with
21 airplane activities close to the airfield.

22 With all of those things, we feel like we
23 understand what your particular needs are and have
24 a history with you that is something that helps us

25 to understand what your problems and what your

65

1 needs are very promptly and to understand those at
2 a depth that perhaps local firms would not
3 understand.

4 And lastly, that local issue is one thing
5 that we think also stands us in different stead.

6 We believe that we're the only firm that is
7 proposing to represent you with truly a local
8 face. There are many lawyers in our firm who live
9 in the Ponte Vedra area or the Julington Creek
10 area or the Switzerland area, and there may be
11 lawyers in other firms who would propose to
12 represent you who do as well. But we have six
13 lawyers in the local office and lawyers who live
14 here in the community with you and with your
15 constituents.

16 I'm a pilot. I use the St. Augustine
17 Airport's facilities myself. Mr. Burnett lives
18 here in St. Augustine. His father, as the
19 Adjutant General of the Florida National Guard, is
20 one of the major tenants or users of the airport
21 facility. We see you and we see the people who
22 are concerned about the issues you're concerned
23 with in the grocery store every day.

24 Whether Len Tucker comes up to talk to me

25 about Embry-Riddle or Dan Holiday wants to talk to

66

1 me about what's happening with the VOR, we have
2 that opportunity to listen to the same things that
3 you do and to be alert to the kinds of issues that
4 you're going to be presented with, not at the last
5 meeting, but at the next meeting.

6 We also feel that your relationships with
7 other units of local government -- other units of
8 local government have clearly become increasingly
9 important.

10 Our interaction with the City of
11 St. Augustine, we hope you were satisfied with in
12 the matter of the Ponce development. That was
13 something that because, for example, we've been
14 engaged by the City of St. Augustine to represent
15 them in contested litigation, as well as by St.
16 Johns County to represent them, that they are
17 bodies which respect our input and which have an
18 open ear to the things that we want to say when
19 we're there to advocate your interests.

20 We can get out here when somebody calls and
21 says, "Chester Stokes is going to be here in an
22 hour; can you be here, too, to make sure that we
23 can explain what the conditions are that we would
24 like to impose on his development?"

1 relationship for a very long time. It is and has
2 been a wonderful experience for the firm generally
3 and certainly for Mr. Burnett, Ms. Bloodworth, and
4 I personally. Mr. Lunny, by the way, would have
5 been here as well, but for the fact that his
6 mediation at our office is continuing longer than
7 he expected it to.

8 That would conclude the presentation. I'd be
9 happy to respond to any questions that you might
10 have regarding the assets of the firm and the
11 areas of expertise that we have, any questions
12 that you may have regarding our ability to
13 continue to meet the needs of the Authority.

14 MR. GEORGE: Any questions?

15 MR. McCLURE: And we don't feel compelled to
16 use the whole 20 minutes.

17 MR. GEORGE: Mr. McClure, in relation to the
18 terminal project problem --

19 MR. McCLURE: That was --

20 MR. GEORGE: -- opportunity, opportunity what
21 would you see -- how would you see your role
22 changing in the event that that came up again?

23 Something like that?

24 MR. McCLURE: Much of what we did before --

25 and I don't mean this as -- as much as a criticism

68

1 as it is an observation. We have tasked other
2 disciplines to perform activities which may
3 perhaps be better performed with legal advice.

4 In the past, we have used engineering and
5 architectural firms to draft contracts with
6 respect to our contractors, with respect to their
7 own services. We issue bid proposals with
8 packages that are put together, which may be
9 appropriate for other types of projects, but not
10 necessarily for publicly financed and publicly
11 used projects.

12 And if there were anything -- and of course,
13 it invites the finger to get pointed at the lawyer
14 who's involved as well. Whether it's us or
15 whether it's one of these other qualified firms
16 that comes before you, it invites risk, but I
17 think that the answer is that if there is a
18 possibility to become involved at an earlier stage
19 of the proceedings before those relationships are
20 created, that we could do that.

21 And that's something that your counsel hasn't
22 done before. It's something that I think that --
23 that certainly utilization of those -- those
24 independent experts and engineers to do this has

25 been a custom in other airports in the past. And

69

1 Mr. Wuellner's not doing anything that any other
2 airport executive wouldn't have done, but given
3 the horrendous outcome of this particular
4 situation, the answer would be that maybe a few
5 ounces of prevention would help.

6 And we obviously would have -- like to have a
7 better contract than a good lawsuit.

8 MR. GEORGE: Yeah. Mr. Wuellner? What is
9 our budget for the annual legal fees?

10 MR. WUELLNER: Approximately \$40,000 a year.

11 MR. GEORGE: Okay.

12 MR. McCLURE: What we did before, just to be
13 accurate on that so that you know, is we were on a
14 monthly retainer of \$3,500 per month. And that
15 comes out to \$42-. And that represents attendance
16 at all the meetings, representation on all matters
17 that generally come up, contract matters, contract
18 interpretation. It did not involve separate
19 litigation, once that was filed.

20 The other thing is, more recently, that was
21 changed because you had a separate firm handling
22 evictions at I think a flat rate of 800 bucks or
23 something like that. And so, what we did is
24 modified our arrangement so that it was a flat \$4-

25 a month, and we handled all eviction litigation as

70

1 a part of our monthly retainer without that being
2 treated as any special engagement. So, whenever
3 there's a problem with a hangar tenant or whatever
4 they call it, Mr. Burnett gets them out and
5 doesn't worry about that. And so, that's --
6 that's what our current arrangement is.

7 MR. GEORGE: Okay. One other question.
8 Having been involved with us for four years, five
9 years --

10 MR. McCLURE: Five.

11 MR. GEORGE: -- what do you see our need for
12 legal counsel to be in the next five years?
13 Increase, decrease, or what do you see our major
14 hurdles?

15 MR. McCLURE: Your issues are going to
16 increase. And hopefully, the only aspect of
17 litigation which will change is the issue of
18 condemnation. And we do have condemnation counsel
19 in-house.

20 But with that expansion of the physical
21 boundaries of the airport, you're going to run
22 into environmental issues with respect to
23 permitting, wetland mitigation and things like
24 that. You are going to deal with issues with

25 respect to the County on land use.

71

1 And even though we were very favorably
2 treated on our zoning and land use classifications
3 by the County, if you were to look at that map
4 that Ed had up there when you were looking at the
5 Araquay Park acquisitions, imagine if you will,
6 that you're going to have to close each of those
7 streets by an action by the County Commission.

8 Those streets that you don't completely close
9 all at one time, you're going to have to negotiate
10 with the County regarding how you're going to
11 provide people access, cul-de-sacs, emergency --
12 emergency access, things like that.

13 You will have the contractual issues, again,
14 hopefully not litigation related, but contractual
15 issues with the great amount of work that's going
16 to be done for that expansion, both horizontal and
17 vertical.

18 We found on a larger scale, for example, that
19 the Greater Jacksonville Plan got all of the
20 construction litigators, construction contract
21 lawyers all very busy simply because of the
22 magnitude of work done, and that's the kind of
23 thing that I think you're going to find present
24 here.

25 MR. GEORGE: Okay. Any other questions?

72

1 (No questions.)

2 MR. GEORGE: Thank you, sir.

3 MR. McCLURE: Thank you very much.

4 7.C. - LEGAL SERVICE INTERVIEWS

5 FOLEY & LARDNER

6 MR. GEORGE: Foley & Lardner?

7 MR. WUELLNER: They're coming.

8 MR. GEORGE: Okay. Oh, that's right. Do we

9 allow the other ones to be in when they're

10 presenting?

11 MR. WUELLNER: We can't really prevent them,

12 you know. So, it will be up to them.

13 MR. GEORGE: It's a public meeting. Okay.

14 MR. McCLURE: There's a podium there.

15 MR. ARKIN: Do you want us to actually do

16 this from the podium or do it --

17 MR. GEORGE: However you feel most

18 comfortable.

19 MR. ARKIN: Let's do it.

20 MR. GEORGE: We apologize for keeping you so

21 late.

22 MR. ARKIN: Not a problem. Not at all.

23 Members of the Authority, good afternoon.

24 I'm Gordon Arkin. I'm the head of Foley &

25 Lardner's airport practice group. And with me are

73

1 my partners, Chauncey Lever and John Welch. I
2 practice out of the firm's Orlando office, and
3 John and Chauncey practice out of our Jacksonville
4 office.

5 We've had one change in our staffing. Our
6 proposal identified Charles Bennett as a
7 participant on the team, and Mr. Bennett is
8 leaving the firm and so he's not with us here
9 today, but John Welch is. I'm going to let John
10 and Chauncey introduce themselves and then talk a
11 little bit more about my practice and our airport
12 practice. John?

13 MR. WELCH: I'm John Welch. I have a general
14 business practice that I've been practicing for 28
15 years. I do --

16 MR. WUELLNER: Get this out of your way.

17 MR. WELCH: And, you know, we realize that an
18 airport is a lot like any other moderate, large
19 business, and you get all sorts of general
20 business issues, as well as strictly
21 aviation-related issues. So, I think that my
22 background will lend itself to helping you with
23 some of those issues.

24 I do quite a bit in the area of commercial

25 real estate, banking, finance. I also do land use

74

1 and frequently appear before governmental
2 agencies. I've been Before the St. Johns County
3 Commission a number of times, the Planning and
4 Zoning Agency here, as well as agencies in
5 Jacksonville, Fernandina, and other areas of
6 Northeast Florida. Chauncey?

7 MR. LEVER: My name is Chauncey Lever. I'm a
8 public finance lawyer with an extensive practice
9 in -- in airport finance. I have represented the
10 Jacksonville Airport Authority since 1992 as bond
11 counsel. Through that representation, we've had
12 broader engagements, FAA matters, bankruptcy
13 matters, real estate matters, a broad -- the
14 typical airport type of legal matters that have --
15 that they've gotten us involved with.

16 But I have experience with large airports,
17 small airports across the state. But I'm a public
18 finance attorney.

19 MR. ARKIN: And I'm Gordon Arkin. I've spent
20 the last 25 years representing airports all over
21 the country. I'm a former general counsel to
22 Orlando International Airport. I served in that
23 position for over 20 years. The Orlando airport
24 system includes Orlando Executive Airport, which

25 is a general aviation airport that I'm sure has

75

1 many of the same issues that you face here today.

2 My vision of this representation is to really
3 combine our strong general practice, public agency
4 practice and airport practice in the Jacksonville
5 office with my national airport expertise, to --
6 to play a supporting role in helping you deal with
7 the issues that you need to address on a -- on a
8 daily basis.

9 Talk a little bit about Orlando Executive
10 Airport. My experience with general aviation
11 airports is they're always looking for sources of
12 revenue. In the case of OEA, they had significant
13 commercial property that they could develop and
14 produce a stream of leasing revenues. Here, I
15 know you have Grumman as a major tenant. And my
16 guesstimate is that that's a source of revenue and
17 also a source of ongoing challenges for the
18 airport.

19 I've, again, in the -- in the 25 years that
20 I've practiced, I've dealt with just about any
21 kind of airport issue that you could -- you could
22 identify for both large and small airports.

23 The other member of our team -- we didn't
24 want to bring four lawyers here today -- is Brad

25 Johnson, another attorney in our Jacksonville

76

1 office, who does labor and employment litigation
2 and general litigation. So, you have -- we're
3 offering you up a team that includes litigation
4 expertise, strong business expertise, and strong
5 airport expertise, and the Jacksonville office is
6 a -- is a 40-minute ride from here. John would
7 attend your meetings.

8 It turns out Orlando is about an hour and a
9 half away. It probably took me a little bit
10 longer than that today to find you for the first
11 time, but I now know how to get here without any
12 problem.

13 I thought it would be productive, because
14 I've been on your website, looked at the RFP. We
15 did not -- we don't know as much about you as I
16 would have liked to have learned in -- in making a
17 presentation like this. I know there's -- there's
18 time for questions, and I would invite you to --
19 to share with us some of the issues that are on
20 your mind and give us a chance to see if we can
21 kind of advance your cause at all here.

22 I wouldn't ask you to ask a very sensitive
23 question. We're in a public meeting contest. I
24 don't know if there's press here. But -- but

25 we've been -- we've been through it all when it

77

1 comes to airports, and if there -- if there are
2 issues on your mind that you'd like to kind of
3 test our expertise on, we're -- we're happy to
4 have you do that or -- or have you ask any other
5 questions that -- that are on your mind.

6 MR. GEORGE: Okay. Any questions? Ed, you
7 jump right in with any questions you might have,
8 too.

9 MR. WUELLNER: Go ahead.

10 MR. GORMAN: Just a very simple one. How
11 many total in your firm in the Jacksonville office
12 that would have easy access within an hour here
13 that are -- that are actually assigned and in that
14 firm?

15 MR. WELCH: We have approximately 30 lawyers
16 in our Jacksonville office. Approximately 950
17 nationwide.

18 MR. GORMAN: And how many of those would you
19 say have airport expertise, in other words, like
20 yourselves who are in front of us?

21 MR. WELCH: Chauncey is -- as far as I know,
22 is the only one who has direct airport expertise.

23 MR. GORMAN: So, Chauncey would be the actual
24 main contact in Jacksonville that is there within

25 an hour's reach.

78

1 MR. ARKIN: We're actually offering John as
2 the lawyer with broad business experience.

3 Airports have lots of problems. Many of them
4 are specialized, require FAA and experience like
5 that. Often, though, the issues that you face are
6 the kind of issues a developer faces or a
7 municipality faces, and we're offering John as the
8 main point of contact, with Chauncey being your
9 airport expertise in Jacksonville, and with me
10 providing the -- to the extent you need a
11 quarterback who can decide whether it's an issue
12 that requires a greater level of expertise, I'd be
13 playing that role.

14 We have probably eight or ten lawyers in the
15 firm who are real experts in airport matters, and
16 I'm the only one in Florida with that kind of
17 national expertise, and I happen to be not 40
18 minutes away, but an hour and a half a way.

19 If you had a -- if you had a problem on your
20 agenda that required the kind of expertise I have,
21 I would simply get in my car and come to your
22 meeting on the theory that we'd have some advance
23 notice of that if you publish an agenda and
24 describe the matters that, you know, are going to

25 come before the Authority as regular business

79

1 items. So, I'm confident we have the expertise in
2 Jacksonville, supported by what we have in
3 Orlando.

4 MR. GORMAN: Just a quick question. How many
5 lawsuits defending an airport within the probably
6 50 to 80 miles -- let's call it 80 miles, within
7 five years have you done? In other words, have
8 you had any major lawsuits, like similar to this
9 Earth Tech lawsuit that we're in now, have you had
10 to defend or represent in this area?

11 MR. ARKIN: Tell me a little bit about the
12 Earth Tech lawsuit.

13 MR. GORMAN: It's just simply a complete
14 meltdown of the situation concerning the -- oh,
15 the -- the contractor, his licensure, the bond
16 issues involved; in other words, where the entire
17 thing was not brought to neither court nor to any
18 kind of fruition for several years.

19 MR. ARKIN: Well, we've been involved on
20 behalf of the Orlando airport, which is -- I
21 haven't looked at a map. It's within 80 miles of
22 here, I believe. We've handled 40 or 50 lawsuits
23 over 20 years for the airport, including
24 contractor claims.

25 I mean, I wouldn't say every one of them was

80

1 your standard commercial litigation, but the
2 airport did several billion dollars worth of
3 construction, and as a result, we had the kinds of
4 construction claims you get when you're involved
5 in that size construction project.

6 We have had an awfully good track record
7 in -- in the results we've achieved in those
8 litigations.

9 MR. GORMAN: These construction projects were
10 in Orlando?

11 MR. ARKIN: Yes.

12 MR. GORMAN: How many construction projects
13 do you have now in Jacksonville? For instance,
14 have you done -- oversaw a lot of those? Do you
15 oversee or -- I'm trying to figure out what your
16 presence is in Jacksonville. That's my last
17 question.

18 MR. WELCH: Well, we have a lot of expertise
19 in general construction law and construction
20 litigation. We have one of the strongest teams of
21 anyone in Northeast Florida.

22 One of our partners is general counsel for
23 the Association of General Contractors, and his
24 specialty really is construction law, bond issues.

25 When you mentioned -- I didn't know whether you

81

1 meant construction bonds or financing bonds, but I
2 assume you meant construction bond issues. But we
3 have a great deal of expertise in that area. Be
4 happy to supplement our -- our response with the
5 particular information about our construction law
6 expertise, if you'd like.

7 MR. ARKIN: In terms of the number of people
8 who were involved in that, John?

9 MR. WELCH: We probably have three partners
10 and two associates who do -- primarily most of
11 their work is in the construction and
12 construction-related area.

13 MR. GORMAN: And that would -- and that has
14 recently been with Jacksonville, with the Jax Port
15 Authority?

16 MR. WELCH: No, not with the Port Authority.
17 This is general expertise in the area of
18 construction and construction litigation.

19 MR. GORMAN: Right. But not recently in --
20 in Jacksonville?

21 MR. WELCH: With the Port Authority? Not
22 that I know of. Chauncey, you may have.

23 MR. GORMAN: I'm just curious.

24 MR. WUELLNER: Anything in the public, public

25 project nature?

82

1 MR. WELCH: Well, our construction litigators
2 are frequently involved in public for their
3 construction company clients and public contract
4 issues, in both litigation and in procurement law
5 issues and so forth.

6 MR. GORMAN: Thank you.

7 MR. GEORGE: Question?

8 MR. CIRIELLO: Thank you, Mr. Chairman.

9 We've had your packets for a time now, and I went
10 over them twice. Then we have a grading sheet.
11 And I have a note at the bottom of mine, and I
12 will admit that right now, I -- it's not fresh
13 what's all in here, but because of my note, I am
14 thinking that when I went over your packets and
15 read your individual resumés, that I thought most
16 of your expertise was in commercial aviation,
17 because I have at the bottom of my grading sheet,
18 "What experience in general aviation airport?" In
19 other words, I'm thinking smaller.

20 This -- I say this is a small airport.
21 Everybody -- you know, physically it's pretty good
22 size, runway and all. But I must have got the
23 impression that your people are all highly rated
24 for commercial airports, you know, like Chicago

1 that. And I wondered just how much expertise you
2 had in general aviation airports, small stuff,
3 is -- is what I'm wondering.

4 MR. ARKIN: I represented Orlando Executive
5 Airport for 20 years. That's a general aviation
6 airport. That's part of the Orlando system. I --
7 I think I probably have more expertise in
8 representing the general aviation airport than any
9 other lawyer in -- in Jacksonville.

10 MR. CIRIELLO: Would you say you're the most
11 expert of all your attorneys in general aviation
12 airport? In other words, we -- we can bank on
13 more than just you for our type of problem?

14 MR. ARKIN: Tom Devine has done work in our
15 Washington office for a number of other general
16 aviation airports. But when you get to Tom,
17 you're dealing with a federal regulatory issue
18 where you need someone on the ground in
19 Washington, because that's going to be a more
20 effective way to try to get the problem solved.

21 I would say there aren't too many lawyers at
22 Foley & Lardner who have had the level of
23 experience with general aviation airports that I
24 have. I mean, I think that's a fair question.

25 On the other hand, I've been practicing with

84

1 the firm for -- and its -- and its predecessors
2 since 1975. I'm not -- I'm not planning on going
3 anywhere.

4 MR. CIRIELLO: Okay. Thank you.

5 MR. GEORGE: Mr. Arkin, you mention in your
6 proposal that your company has a full-service
7 airport services group. Now, that conjures up in
8 my mind images of an organization structure for
9 airport services that basically says I've got, you
10 know, one person on top, and then I've got
11 somebody handling this piece, this piece, and this
12 piece.

13 But what I'm hearing is, I'm hearing, you
14 know, two people that have been involved. I'm not
15 hearing the depth of the full-services group,
16 which it sounds like it's a -- depending on what
17 you need, you pull from another organization, you
18 know, within the -- the law firm to handle that.
19 Is that --

20 MR. ARKIN: We have eight attorneys who spend
21 a substantial amount of their time practicing
22 airport law.

23 MR. GORMAN: Okay.

24 MR. ARKIN: Some of them represent Chicago

25 O'Hare, the Detroit airport, the airport in

85

1 Cleveland.

2 I mean, I think -- I think it's a fair
3 comment to say that most of our airport clients
4 are large commercial aviation airports. We have
5 lots of lawyers who spend lots of time practicing
6 in the airport area. They are part of the team.
7 We -- we market together. We represent these
8 clients together. We don't have a lot of airports
9 as clients the size of yours.

10 We have other airports, airport clients that
11 represent -- that operate general aviation
12 airports, as is -- as was the case in -- in
13 Orlando. But we do have an airport services team
14 or group, whatever you want to call them. Most of
15 them spend their time representing larger
16 airports.

17 MR. GEORGE: Okay. How does -- does this
18 team ever get together to share ideas or to -- do
19 you have -- you know, this services group, do you
20 publish something within the firm that says,
21 "Here's what we're working on, just in case
22 somebody needs or can share some expertise?"

23 Or --

24 MR. ARKIN: We communicate with each other

25 all of the time electronically.

86

1 MR. GEORGE: Okay. All right.

2 MR. ARKIN: All of the communication that
3 takes place in my firm, because we have offices
4 from California to Washington, D.C., takes place
5 electronically.

6 MR. GEORGE: Okay. Any other questions?

7 (No further questions.)

8 MR. GEORGE: Gentlemen, thank you. We
9 appreciate it very much.

10 MR. ARKIN: Thank you.

11 7.C. - LEGAL SERVICES INTERVIEWS

12 LEWIS, LONGMAN & WALKER

13 MR. GEORGE: Lewis, Longman & Walker.

14 MR. FLOWERS: Good afternoon, gentlemen. My
15 name is Wayne Flowers. I'm the managing
16 shareholder of the Jacksonville office of Lewis,
17 Longman & Walker. I don't come bearing PowerPoint
18 or backups, but hopefully come bearing information
19 that will be of interest to you.

20 The Jacksonville office of Lewis, Longman &
21 Walker is located on Baymeadows Road, just off of
22 I-95 in Jacksonville. I am a 15-year resident of
23 St. Johns County. I live over in Switzerland.
24 So, I have for many years been a proud and happy

25 part of your tax base. Of course, I don't live

87

1 right around here around the airport, so my
2 satisfaction with you has been with the things
3 that you're doing that benefit the entire
4 community, which -- which I greatly appreciate.

5 And I want to thank you on behalf of our firm
6 for giving us the opportunity to introduce
7 ourselves to you and to share our qualifications
8 with you. As the materials that we've submitted
9 to you, trying to be brief as your request asked
10 us to be, would show Lewis, Longman & Walker is a
11 28-attorney firm, soon to be 29 attorneys, with
12 offices in Tallahassee, which was where our firm
13 originated, West Palm Beach, and Jacksonville.

14 We focus our representation and our practice
15 on representing private sector and public sector
16 clients. We have about a 50/50 mix of those, and
17 we listed the governmental entities that we
18 represent. There's more than 50 of them,
19 including cities, counties, local government,
20 special districts -- a lot of special districts.

21 We generally help folks, whether it's
22 entities of government in the public sector or
23 whether it's persons in the public -- in the
24 private sector, in getting through the government

25 regulatory process, helping people that have to

88

1 deal with the operations of government, or where
2 we represent public sector clients, helping them
3 in the operation of government, and then helping
4 both the public and private people go to
5 government and get permission to do the things
6 that you have to get permission from them to do.

7 And as you know, entities of government
8 are -- is heavily regulated, if not more, than
9 private sector folks in the things that they do in
10 our modern world.

11 However you characterize it, it generally
12 comes under the -- the umbrella of what we call
13 governmental law, and that is where we focus our
14 practice. And because we focus our practice in
15 that area, we have expertise which I believe, and
16 our firm believes, would be of benefit to you.

17 I am the person that you would be seeing
18 every month. I'm the person that principally,
19 when you picked up the phone or your staff picked
20 up the phone, they would be in contact with.

21 As the materials show, I'm an AV rated
22 attorney by Martindale-Hubbell, the group that
23 rates attorneys, as our firm is, and as are the
24 other two attorneys that we've listed who would be

25 the principal support persons in providing

89

1 services to this body.

2 I am board certified by the Florida Bar as a
3 specialist in city, county, and local government
4 law. And I've represented as general counsel and
5 special counsel entities of government ranging
6 from bodies with budgets in the hundreds of
7 millions of dollars and with hundreds of
8 employees, down to entities with -- with budgets
9 of hundreds of thousands of dollars and no staff
10 at all.

11 So, we -- we have experience, and I
12 personally have experience in that whole range of
13 governmental bodies. And I'm guessing you fall
14 somewhere in the middle there.

15 The other two members of our firm that we've
16 listed who would play a role in serving you are
17 Bill Birchfield, who is an attorney with 39 years
18 of experience in Jacksonville. He's a member of
19 our firm. He's a former legislator, former
20 chairman of the Jacksonville Port Authority and
21 the Jacksonville Transportation Authority.

22 Bill has extensive experience, both in the
23 land-use law arena and general governmental
24 operations and especially in the area of eminent

25 domain. He does the condemnations for

90

1 Jacksonville Transportation Authority, and he also
2 represents private property owners on eminent
3 domain matters. So, he's covered the entire
4 spectrum.

5 The other person we've listed as a -- one of
6 the three primary persons to assist in serving you
7 is Steve Lewis, who's one of the founding
8 shareholders of our firm, who in addition to his
9 experience in representing private- and
10 public-sector clients, including ports
11 authorities, Panama City, Bay County Airport
12 Authority on permitting issues, he also has
13 extensive experience in representing entities
14 before the executive agencies in Tallahassee.

15 Now, beyond what appears on the printed pages
16 of our of Statement of Qualifications, which tells
17 you where we got our degrees and who the clients
18 are we represent, there are a couple of things
19 that I would like to tell you that I believe
20 either characterize or distinguish us from maybe
21 some of the other firms out there who might do the
22 same type of work that we do.

23 The first of those is attention to detail.

24 We believe very strongly in paying attention to

25 detail. A lot of people say that. It's a little

91

1 harder to do than to say. We think that in
2 representing any of our clients, whether they're
3 public sector or private sector, that thorough
4 preparation on any issue that we're called on to
5 address is -- is critical, and that's what
6 achieves success.

7 I think what also characterizes us is our
8 confidence and our ability to solve problems.
9 Sometimes getting our clients the optimum results
10 requires imagination, requires exploring and
11 taking approaches to issues that are unique, doing
12 things that may not have been tried before. And
13 from listening to some of the earlier discussion
14 on the problems that you're facing in your
15 acquisition project, that's the kind of thing that
16 might take some imagination, maybe some different
17 approaches.

18 Our legislative practice in Tallahassee has
19 been significant in helping us find solutions to
20 problems, especially on behalf of the special
21 district clients that we represent.

22 A lot of times, through our legislative
23 practice and our contacts in the legislature, our
24 folks in Tallahassee, we have enabled special

25 districts to overcome obstacles that seemed

92

1 insurmountable until we were able to go to the
2 legislature and find other solutions.

3 Our relationship with decision makers at all
4 levels of government, we see as something that is
5 unique about us, and helps us in our practice. We
6 have worked with and worked for decision makers at
7 every level of government, both elected and
8 appointed. And we have built very strong
9 relationships with those folks. We know who to
10 pick up the phone and call, who to talk to when
11 you need to work something through the process,
12 whether it's here in St. Augustine, whether it's
13 in Tallahassee, Palatka, Jacksonville, at the
14 Corps of Engineers, or anywhere else.

15 We have built and nurtured those
16 relationships, because we take a long view of
17 things, and in that -- and when I say that, what I
18 mean is we look to have a long-term success,
19 positive results for our clients. And we try to,
20 in representing our clients, present our case, if
21 you will, represent our clients in a way that
22 will -- will ensure long-term success. We don't
23 burn bridges on the problem today. We work to get
24 long-term success.

25 And the final thing that I would share with

93

1 you is that our firm motto, our brand, if you
2 will, is the slogan "Helping shape Florida's
3 future."

4 And that may sound a little aspirational, but
5 we really feel like that we live out that motto,
6 that brand, in the work -- we live it out most
7 especially and most realistically in the work that
8 we do for our government clients.

9 You gentlemen know, and I know from living
10 here for the last 15 years, that this body and
11 this particular airport is standing on the
12 threshold of playing a very significant role in
13 development of not only this community, but
14 Northeast Florida generally. And you're shaping
15 Florida's future in the work that you do here
16 every day. I know it seems mundane sometimes when
17 you've got angry citizens who are here who are on
18 both sides of your acquisition project.

19 But in the work that you do, even the mundane
20 stuff, you're helping shape Florida's future. And
21 so, I would like very much, our firm would like
22 very much, to have an opportunity to help you do
23 that.

24 MR. GEORGE: Okay. Any questions?

25 MR. FLOWERS: Yes, sir.

94

1 MR. GORMAN: I'll ask you a few of the same
2 ones. How many of your firm's personnel with
3 considerable airport expertise live within an
4 hour's access of here, besides yourself?

5 MR. FLOWERS: None of the two attorneys who
6 have principally dealt with airport issues live
7 within an hour's drive.

8 We have seven attorneys in our office in
9 Jacksonville. The two attorneys with the most
10 expertise specifically dealing with airport issues
11 are, one is located in our Tallahassee office, and
12 that is Mr. Lewis. The other is Bob Diffenderfer,
13 who has worked with the Palm Beach County Aviation
14 Authority, Palm Beach County Airport. He is in
15 West Palm Beach.

16 MR. GEORGE: When you said -- I'm sorry.

17 MR. FLOWERS: I would just tell you that most
18 firms that have more than one office are so
19 connected these days, and to the extent that you
20 truly integrate your practices between offices,
21 the distance, although a factor, because I know
22 that everyone wants to be familiar with a face and
23 see a face, is -- is probably less important than
24 it might have been, you know, a few years ago, in

25 terms of me, for example, being able to draw on

95

1 the expertise of the other attorneys in our firm
2 who might need to be called on to answer or act on
3 a specific question.

4 But I understand your concern. And -- and as
5 I've said, the two attorneys with the most
6 experience specific to aviation are in our other
7 two offices.

8 MR. GORMAN: Have you had many lawsuits in
9 recent -- recently within a five-year period of
10 time, in for instance, 80 -- 80 mile, a hundred
11 mile radius of here? In other words, have we --
12 have you represented or defended?

13 MR. FLOWERS: On aviation issues?

14 MR. GORMAN: Yes.

15 MR. FLOWERS: No, sir. We have done
16 litigation and worked on assisting clients on
17 public sector construction projects for the South
18 Florida Water Management District and the St.
19 Johns River Water Management District
20 successfully.

21 We have not done -- I'm not aware that we've
22 done any aviation litigation on either of the
23 other airport projects that we've worked on.
24 Fortunately, we've been lawsuit-free.

25 MR. GORMAN: You've been actually

96

1 representing the St. Johns River Water District --

2 Water Management District or --

3 MR. FLOWERS: I was the general counsel for
4 St. Johns from 1998 to 1996. And since 1996, I
5 have represented private sector clients in dealing
6 with the Water Management District on construction
7 issues on multimillion dollar construction
8 projects.

9 MR. GORMAN: Okay. Thank you.

10 MR. GEORGE: Wayne, of the seven airport
11 people, what percentage of their time do they work
12 on airport-related projects?

13 MR. FLOWERS: Okay. Let me make -- let me
14 clarify. We have seven attorneys in our
15 Jacksonville office --

16 MR. GEORGE: Oh, I'm sorry. Okay.

17 MR. FLOWERS: -- who just about I think all
18 of whom work on general governmental issues and
19 represent public sector clients on various issues.

20 MR. GEORGE: As a hundred percent --

21 MR. FLOWERS: The two attorneys --

22 MR. GORMAN: -- of that time?

23 MR. FLOWERS: Not a hundred percent of the
24 time. Our mix of clients is probably about 50/50

25 between public sector and private sector.

97

1 MR. GORMAN: Okay.

2 MR. FLOWERS: But the -- the two attorneys
3 who have the most experience -- there are two
4 other attorneys who have significant experience on
5 airport projects. And as I indicated to
6 Mr. Gorman's question earlier, one of those
7 attorneys is a shareholder in our West Palm Beach
8 office, and the other is a shareholder in our
9 Tallahassee office.

10 MR. GEORGE: Okay. Mr. Wuellner? Any other
11 questions?

12 MR. FLOWERS: I will just tell you thank you
13 for the opportunity. You have a good group.
14 Regardless of who you select, you won't go wrong.

15 MR. GEORGE: Thank you.

16 MR. GORMAN: Thank you.

17 MR. GEORGE: Williams, Wilson & Sexton. And
18 do we need to take a break for the -- okay. We're
19 still rolling.

20 7.C. - LEGAL SERVICES INTERVIEWS

21 WILLIAMS, WILSON & SEXTON

22 MR. WILLIAMS: Good afternoon. Good
23 afternoon. My partner, Mel Wilson, is giving a
24 handout.

25 MR. GEORGE: Thank you.

98

1 MR. WILLIAMS: Proceed?

2 MR. GORMAN: Mr. George, are you ready?

3 MR. GEORGE: Yes, I'm ready.

4 MR. WILLIAMS: Good afternoon. My name is

5 Thornton Williams. With me is my partner, Mel

6 Wilson. If you'll turn to page 2, I'd like to

7 introduce the lawyers in the firm.

8 As I stated earlier, my name is Thornton

9 Williams. I was a former General Counsel for the

10 Florida Department of Transportation under Ben

11 Lotts, and until recently, until my deputy, who

12 became the General Counsel, outserved me, I was

13 the longest-serving General Counsel for the

14 Florida Department of Transportation.

15 I served there over six years. I was there

16 with the largest initiative for the DOT at that

17 time, which was \$1.1 billion a year, an initiative

18 over five years for \$5.5 billion.

19 When I was at the DOT, we had a fairly

20 unsuccessful legal practice. Then Lotts brought

21 me in and in two years, we turned it around and we

22 had a 90 percent success rate in all areas.

23 Paul Sexton worked with me in the DOT. He

24 was the head of the administrative law section,

25 and he supervised all contract matters, bid

99

1 protest procurement matters. Mel Wilson, who is
2 in our Fort Lauderdale office, was the District
3 General Counsel for the District IV office for
4 Rick Chesser. He served in that capacity for over
5 14 years. But involved in all types of
6 transportation matters, eminent domain,
7 contractual matters and the like.

8 If you'll turn to page 3, we have two other
9 attorneys in the firm. One's Veronica McCrackin.
10 She doesn't have a significant transportation
11 experience, but she's an associate in the firm.
12 And we recently hired Rick Davison to join our
13 firm on December 1st.

14 If you'll turn to page 4, you'll see that we
15 have over 60 years of combined legal experience in
16 our law firm. More importantly, we have
17 significant experience involving governmental
18 contract -- contracts with an emphasis on
19 transportation matters. This experience, we
20 think, will give you a wide range of expertise
21 from our firm on governmental matters.

22 If you go to page 5 and we look at the
23 experience that we have, what we think we bring to
24 the Airport Authority is that all of the partners

25 in the firm are former governmental -- have worked

100

1 for former governmental agencies in supervisory
2 capacities.

3 Now, what that means is we're going to hit
4 the ground running for you. We understand your
5 issues. We know how to work with you on your
6 issues. We don't bring just a private sector
7 practice to your agency; we will understand how to
8 address governmental issues for you.

9 If you will turn to page 6, I've outlined
10 some of the significant governmental contracts
11 that we've worked on. Mel Wilson and Paul Sexton
12 were involved in representing the Broward County
13 in a water management dispute issue. It was
14 valued at approximately \$5 million.

15 Our firm is very fortunate to have been
16 selected by the Florida Department of
17 Transportation on its intermodal center in Miami.
18 You probably know it as the MIC. That's \$1.5
19 billion. And we represented them successfully in
20 that matter.

21 We have the expertise and have written for
22 them their RFPs on their select -- on their
23 procurement processes, and because we understand
24 how to write them, we have had one bid protest.

25 But because we anticipated the bid protest, we

101

1 were successful in representing the DOT on that
2 bid protest.

3 Also, when the SunPass was installed for the
4 State of Florida, I had just recently left the
5 DOT. Much smaller then as an organization than we
6 are now. But when they decided to pick a lawyer
7 to represent them, AmTech at that time, they
8 picked me to represent them as a general counsel
9 for them on the SunPass project. Since that time,
10 Transcore has hired us full time to be their
11 corporate counsel for the State of Florida.

12 If you'll turn to page 7, what -- what we
13 offer you, from a governmental perspective, is the
14 ability to draft ordinances, if you need them, or
15 local proposals. We understand administrative law
16 and procedure. We have property acquisition and
17 understand that.

18 And from my research, I understand you have
19 some eminent domain issues pending before you,
20 that you've negotiated out most of your contracts
21 as relates to your acquisition, and you do need --
22 you do need someone who understands a production
23 schedule and how to make sure that when you
24 determine that you need to go forward with eminent

25 domain, that it will be done timely. Our firm

102

1 knows how to do that. We understand issues
2 relating to regulatory matters and land -- land
3 use regulations.

4 On page 8, I thought it was interesting and
5 would be important for you to recognize for a very
6 young firm relative to some of the other firms
7 that you're interviewing today, we have had a
8 fairly extensive list of private sector clients
9 who have come to us and said that they think we
10 can get the job done for them. And we have.

11 You see the likes of AT&T, AT&T Wireless.
12 Practically all of these issues are transportation
13 issues. Burger King. Clear Channel Outdoor, one
14 of the largest outdoor advertising companies in
15 the -- in the state uses us for all their
16 transportation issues.

17 We have done some work for Earth Tech. It
18 was a very small matter involving a lobbying issue
19 for them to get issues through the DOT.

20 The Florida Electric Coordinating Company is
21 the -- is the umbrella organization for all of the
22 electric utilities in the State of Florida. And
23 when they have issues in transportation, they use
24 our firm to represent them.

1 high-speed rail applicants that has bid on the
2 high-speed rail proposal. They -- they lost.
3 It's a \$2.5 billion proposal, but even as we
4 speak, a bid protest has been filed, and our firm
5 is representing them on that. And that's two and
6 a half billion dollars.

7 Interestingly enough, if you look at
8 Infrastructure Corporation of America and VMS, VMS
9 introduced the concept in the nation called asset
10 management, where they went to the different DOTs
11 around the nation and asked them to come up with
12 a -- or accept a proposal to privatize the
13 maintenance of highway systems. The DOTs around
14 the nation accepted it. When VMS came to the
15 State of Florida, they hired our firm to represent
16 them on those matters.

17 ICA is one of their fiercest competitors.
18 And ICA, when they do not have conflicts with VMS,
19 will use our firm to represent them. We think
20 that speaks well of what we bring in terms of
21 legal representation.

22 You go to page 9, what are we -- what are
23 we -- what are we telling you about our firm?
24 We've had continued growth since our inception,

25 and we think it's because we provide dedicated --

104

1 a dedicative firm services to your needs. And
2 we're committed to providing excellent service and
3 representation for you.

4 On page 10, when we look at the growth, we
5 were at three employees in 1998. We're at 15
6 employees now and we're growing. We're corporate
7 counsel of the Transcore, as I mentioned. We're
8 corporate counsel to VMS. We're counsel to the
9 Florida Department of Transportation; corporate
10 counsel for Global Rail, a high speed rail
11 applicant, and counsel to Clear Channel
12 Communications.

13 If you'll turn to page 11, the firm would
14 dedicate its resources to the airport. I will be
15 your primary contact. I will be available at all
16 of your meetings to address the issues that come
17 before you. We have no current conflicts of
18 interest associated with this work. If there is a
19 need for us to do -- provide additional staffing,
20 we'll obviously provide that as the -- as the need
21 arose -- arises.

22 On page 12, we have another interesting point
23 about our firm. Martindale-Hubbell, which rates
24 firms nationally, rated me as a lawyer when I left

25 the DOT. As you're probably aware, ratings are

105

1 very protected by that firm. I'm one of the few
2 lawyers nationally that ever got an AV rating on
3 the first rating ever achieved.

4 Obviously our firm also has an AV rating.
5 And what that tells you is that we bring a quality
6 of practice that you would expect from much larger
7 firms, from our firm, because we -- we understand
8 what your needs are. We know how to provide
9 quality service to you.

10 The -- on page 13, what we do and how we
11 understand it, is we give you a risk analysis.
12 What we learned a long time ago is that clients
13 know that they're supposed to make the decision,
14 not the attorney. We understand what your issues
15 are. We then take that and give you options.
16 When we give you the options, we tell you what the
17 risks are. As a client, you should know the risk
18 up front, not after the fact. Then we let you
19 make the decision, which is what you're supposed
20 to do, not us. We believe that's one of the
21 reasons we've been able to acquire clients so
22 quickly in our firm.

23 On page 14, in conclusion, we're committed to
24 providing excellent service to you. I have been

25 involved many times in seeing these transfers. I

106

1 understand you do have a law firm representing you
2 now. When Ben Watts hired me to be the General
3 Counsel for DOT, I had no transportation
4 experience. We had no mistakes. We had no
5 errors. I'm very comfortable that we could do a
6 seamless trans -- transfer for you without any
7 glitch in service to you from a legal perspective.

8 We have the relationships that you need. As
9 a former General Counsel for the DOT, I have a
10 relationship with every secretary that has been
11 the secretary of DOT since I've left. Ben Watts
12 obviously hired me in. He's a good friend. Tom
13 Barry, when he was the secretary, was a good
14 friend. Jose Abreu now is even as much a good a
15 friend.

16 I called over to the District II secretary
17 before I came over here today, just to see if
18 there are any issues out here, and he advised me
19 that there were no issues. He put me then over at
20 Roland Lester to talk about the issues that you
21 had here. He advised me about your construction
22 concerns that were going on here, and that -- also
23 about the grants that you go after and how you
24 approach those.

25 So, we have the access to the people that are

107

1 important to you. They know us. We know them.

2 We'd like to have your business.

3 MR. GEORGE: Did you know Bill Rose? One of

4 our ex-Authority members was Secretary

5 Transportation for the State of Florida. I don't

6 know what time period.

7 MR. McCLURE: He was under Askew.

8 MR. WUELLNER: '81.

9 MR. GEORGE: In '81, right. I just didn't

10 know if you knew him. But, I'm sorry. Go ahead.

11 MR. WILLIAMS: I'd have to say no to that

12 one.

13 MR. GEORGE: Questions?

14 MR. GORMAN: Question time. I'll ask you the

15 same questions on most of them. Let's see. How

16 many lawsuits or representations for airports have

17 you done within -- in the State of Florida in this

18 immediate area -- area? Have you represented any

19 airports on any issues? In other words, specific

20 FDOT issues, any related airport litigation --

21 MR. WILLIAMS: We've had --

22 MR. GORMAN: -- representation?

23 MR. WILLIAMS: We've had an interaction with

24 the Miami airport. Right after 9/11, there was a

1 Government, and the Miami airport as it related to
2 the development of the MIC proposal. And funding
3 obviously was a problem at that time. It
4 didn't -- it didn't result into litigation, but it
5 was on the brink of litigation, but the issue was
6 negotiated out.

7 MR. GORMAN: And how many attorneys would you
8 be able to provide? In other words, what is your
9 access within an hour's drive of here, would you
10 say, your firm?

11 MR. WILLIAMS: We provide in our proposal
12 that if you selected us, we would set up an office
13 in this vicinity. So, we would set one up in this
14 area or in Jacksonville. So, at that time, we
15 would probably have one or two lawyers available.
16 But I would be the lawyer that would come over
17 from Tallahassee. I think that -- that you would
18 be better served that way.

19 I can tell you that most of our clients,
20 actually 90 percent of our clients, are not
21 located in Tallahassee, and they've all been very
22 pleased, extremely pleased with the service we've
23 provided for them.

24 MR. GEORGE: Mr. Ciriello?

1 your packet, when I had to read it and evaluate
2 and score on you guys, unless I'm wrong, I
3 understand that you have two offices, one in
4 Tallahassee and one in Fort Lauderdale. And
5 neither -- I've never driven those two distances.
6 It must be at least a four-hour drive. And I saw
7 nowhere in your packet that you had a local
8 office.

9 And I was just concerned, thinking, well, if
10 you got the -- our business, that once a month,
11 you was going to come driving from Tallahassee
12 down here or send somebody up from Fort Lauderdale
13 to sit in an hour, an-hour-and-a-half's meeting.
14 I don't like what -- having to sound the way I'm
15 saying it. But it didn't make much sense.

16 And you say you're going to locate an office
17 down here. Well, I like to hear that, because
18 I -- actually, I got you people rated pretty good
19 as far as your qualifications and everything go.
20 It's that distance that's bothering me.

21 And for what we're offering as wages, so to
22 speak for a year, other than other lawsuits other
23 than just normal everyday business, I don't see
24 how anybody could go and relocate and put in an

25 office with a couple of people and make any money,

110

1 unless you figured you could get a lot more
2 clients than just us.

3 So, I'm really hurting on this distance
4 thing. I like you, your organization, but the
5 distance is bothering me, to be downright
6 truthful.

7 MR. WILLIAMS: Well, we -- it's -- it's a not
8 quite short answer. If you'll just bear -- bide
9 with me for a second.

10 We like transportation. Mel Wilson had a
11 career in DOT. He had no reason to leave. And I
12 told him what we were doing out here, and he got
13 excited about it. So, he opened up an office for
14 us in Fort Lauderdale.

15 What we have found is there are a lot of
16 clients like you out there that really need
17 someone who focuses on this issue. So, the
18 opportunity to work with you, open up an office
19 here, we -- of course we believe that we will be
20 able to grow the office. But fundamentally, we
21 like what we do.

22 So, I will drive initially -- we've already
23 talked about it. For the first month, if need be,
24 I'll come in -- and I think I should, come in and

25 stay a week and then go home -- my wife probably

111

1 won't like that, but go home on the weekends

2 and --

3 MR. CIRIELLO: Bring her with you.

4 MR. WILLIAMS: Works for me. But -- but

5 we're going to make sure the transition is smooth

6 and we're going to make sure that your needs are

7 taken care of. And again, we -- we're good at

8 that. We've done that before. In fact, my entire

9 legal career has been jobs that I never had

10 before.

11 Very briefly, when I got out of law school, I

12 was a felony prosecutor. And the State Attorney

13 left me because she had to go over to a

14 legislative meeting, so I'm doing a first --

15 attempted first degree murder trial against three

16 defense attorneys by myself.

17 I worked for a governor for two years. I

18 worked in business reg. And each of these jobs

19 were different. And then when I went to DOT, I

20 had never done it before.

21 So, the idea of how to facilitate this for

22 you so that you're comfortable with what we do and

23 we're happy with it is something that is almost

24 second nature to us.

25 MR. CIRIELLO: Okay. Thank you.

112

1 MR. GEORGE: How long have you had the white
2 hair? All this running around and everything, it
3 sounds like --

4 MR. WILLIAMS: Well, it got there pretty
5 fast. If you saw my role at DOT...

6 MR. GEORGE: Yeah, right. I can talk about
7 that, too.

8 MR. WILLIAMS: Can't get this last --

9 MR. GEORGE: Right. Mr. Williams, I'm very
10 much enthused about your -- your Florida
11 Department of Transportation and what you are
12 doing in transportation. What we need here is a
13 general counsel, you know, that takes care of not
14 only the transportation needs that we have in
15 Tallahassee, but, you know, the eviction this and
16 eviction that and so forth.

17 Are any of these clients that you've, you
18 know, referenced in here, are they -- I want to
19 say full-service clients of yours, where you've
20 general counsel for a period of a year, two years,
21 and you handled whatever came up, or are most --
22 it sounded like most of them were, you know, we've
23 been retained to take care of this problem or
24 retained to take care of this problem. And I

25 realize that's good -- that's good experience.

113

1 But I'm also concerned about Tallahassee,
2 Miami, Fort Lauderdale. You know, Miami's a big
3 project down there. And then the other part of
4 the state, you know, getting around. But have you
5 done any soup-to-nuts thing? Because we're kind
6 of a touchy-feely, you know, group. We like to
7 see you sitting here, you know, all the time.

8 MR. WILLIAMS: We -- we haven't had a -- what
9 you would call full-service representation of any
10 particular client. Transcore has indicated that
11 they want us to do that for them and they're
12 beginning to integrate us into that type of a role
13 for them.

14 When you're a younger firm, you prove
15 yourself every day. And having done that, you get
16 greater responsibilities with clients. And what
17 has happened for our firm has been that we have
18 gotten that additional responsibility with our
19 clients.

20 We -- in fact, Rick Davison, who we're hiring
21 on, has done environmental work for about --
22 excuse me -- employee work for about the last
23 seven years. And he's going to bring employment
24 matters and -- and that type of representation to

25 our firm --

114

1 MR. GEORGE: Sounds good. Any other
2 questions?

3 (No further questions.)

4 MR. GEORGE: Thank you, sir. Appreciate it
5 very much.

6 MR. WILLIAMS: Thank you.

7 MR. GEORGE: Vernis & Bowling?

8 7.C. - LEGAL SERVICES INTERVIEWS

9 VERNIS & BOWLING

10 MR. WITHERS: Good evening. My name is
11 Richard Withers. I am one of the managing
12 attorneys of the Jacksonville, Florida office of
13 Vernis & Bowling.

14 As you can see by our materials and by the
15 brochure I handed you just a moment ago, we are a
16 statewide firm. We have offices all over the
17 place. But we have a specific presence in
18 Northeast Florida, which is a growing presence and
19 one that we would certainly enjoy expanding into
20 St. Augustine. As a matter of fact, my partner,
21 Mr. Bridgers, who joins me today, is one of the
22 attorneys in this office.

23 We -- we have several attorneys available,
24 not just in Jacksonville, but we also have an

25 office in DeLand, which is within the radius that

115

1 you've referred to a couple of times. They have
2 expertise in -- in differing areas.

3 One of the things our firm does, and we think
4 does well, is to represent governmental entities.
5 We represent, for example, the State of Florida on
6 numerous matters. We represent several of the
7 counties, some municipalities, and serve as
8 general counsel for at least two school boards.

9 One of the things that I have learned in
10 representing the Nassau County School Board is
11 that it is essential to work closely with -- in
12 that case, the superintendent of schools; it's
13 comparable to your airport manager's position, the
14 executive officer -- to try to ensure that the
15 daily operations keep you out of the mine fields,
16 keep you away from the pitfalls and the problems
17 that unnecessarily lead you into litigation or
18 controversy with other people.

19 Sometimes those are unavoidable, and when
20 that happens, we're prepared to deal with that.
21 We have a -- our firm is primarily known as a
22 litigation firm, although we have expanded our --
23 our practice. But we are known for doing a
24 variety of different types of litigation.

25 One of the areas which would be of course

116

1 useful to you folks is area of eminent domain.
2 School boards, as you may know, have condemnation
3 powers and we are frequently called upon to
4 exercise that power when the need for building a
5 new school arises.

6 One of the other things we also notice, too,
7 is that not only do you deal with the people and
8 try to work closely with the people who are
9 charged with the day-to-day operations of the
10 governmental entity, but also with the policy
11 makers, the people that sit in your position.

12 One of the things that we recognize is that
13 very often, board members will have questions that
14 they need to have addressed, and they -- they --
15 because of pressures being placed on them by the
16 people who are calling and asking those questions,
17 they want to have a fast response, fast and
18 accurate response to the questions they pose.

19 We pride ourselves on providing that. And I
20 think if you'll -- if you would check with any of
21 the members of the Nassau or Monroe County School
22 Boards, I think you'll be told that they get fast
23 responses, accurate responses, and as much detail
24 as required to allow them to address the issues

25 that they're concerned with.

117

1 We deal a lot with administrative law as a
2 result of that. And we deal with governmental
3 agencies all the time, both federal and state, and
4 have a broad area of expertise in dealing with
5 other governments, trying to keep our -- both our
6 governments functioning well.

7 We also have -- in -- in mentioning our
8 litigation experience, we have a considerable
9 amount of experience in representing governments
10 on construction cases, construction-related
11 litigation. Yeah, that's a mine field. I heard
12 your present counsel addressing you earlier,
13 addressing the question of what can you do to
14 avoid that. And we have our own thoughts on that.

15 One of the things we preach constantly to our
16 school boards is you really have to get in at the
17 very basic level. Once the general outline of a
18 deal has been negotiated, then get in with a
19 contract that's as tight as you can make it in
20 favor of your client, without being unfair. But
21 still try to anticipate where those mine fields
22 and where those problems are going to be and be --
23 put yourself in a position to -- to deal with them
24 before they become significant problems.

25 We're happy to have the opportunity to speak

118

1 to you, happy to have been able to submit our
2 application. And we'd be happy to answer any
3 questions you might have for us.

4 MR. GEORGE: Okay.

5 MR. GORMAN: A number of personnel in your
6 firm?

7 MR. WITHERS: It varies between 55 and 60.
8 Right now, I think we're about 57.

9 MR. GORMAN: I'll ask my two standard
10 questions --

11 MR. GEORGE: Is that in the State of Florida?

12 MR. WITHERS: Yes, sir. We're going to open
13 an Atlanta office as -- currently, we have -- we
14 have a chief and no Indians for that one.

15 MR. GEORGE: Okay. I'm sorry.

16 MR. GORMAN: Are you -- in other words, are
17 you involved right now with Jax Port in
18 representing Jax Port or the Jacksonville Port
19 Authority?

20 MR. WITHERS: No, sir. We don't represent
21 them.

22 MR. GORMAN: Okay.

23 MR. WITHERS: I think -- actually, I believe
24 they're -- they are represented by general

25 counsel.

119

1 MR. GORMAN: And -- and again, the number of
2 lawsuits or representations for airports within
3 the Florida area?

4 MR. WITHERS: None I can think of. We have
5 lots of -- we have had lots of litigation and some
6 involving airport employees, I mean, in an airport
7 setting, but none actually representing people in
8 your position.

9 MR. GORMAN: And my last -- and I'm quick;
10 I've got this down here. And the number of
11 individuals with the one-hour access, in other
12 words, that we have immediate access to within an
13 hour.

14 MR. WITHERS: We have -- we have three, going
15 to be four attorneys in the Jacksonville office.
16 I think it's eight in DeLand, all within a
17 reasonable distance to get up here for whatever
18 the needs are. But you're looking at the guy who
19 would be the point man.

20 MR. GORMAN: So, you would be -- you would be
21 the --

22 MR. WITHERS: Yeah. We would -- as a matter
23 of fact, I made an inquiry, was told that
24 certainly, if the opportunity arises, we would

25 be -- maybe get a chance to rent some space from

120

1 this -- this Authority.

2 I think there's no -- there's really no
3 substitute -- I can tell you from -- from 32 years
4 of doing this work, there is no substitute for
5 accessibility, for being on-site, to answer those
6 questions that come up, because a lot of times,
7 it's the little questions that you're not there to
8 answer, and somebody takes a guess and guesses
9 wrong, and all of a sudden, it grows up and the
10 next morning has grown into a monster. So,
11 there's really no substitute with being -- being
12 around, and that's something we would certainly
13 guarantee to you.

14 MR. GEORGE: Mr. Ciriello?

15 MR. CIRIELLO: No questions.

16 MR. GEORGE: Mr. Wuellner?

17 MR. WUELLNER: (Shakes head.)

18 MR. GEORGE: With your present work load and
19 you being our watchdog down here, is that going to
20 impose any problem on your work load for your
21 other clients that you've got?

22 MR. WITHERS: No. We -- we are always able
23 to accommodate the work loads. Besides, I like
24 flying. I'm -- I'm a student pilot. As one of

25 your -- one of your employees can tell you, I've

121

1 had some experience flying into just about every
2 airport on the east coast except this one.

3 MR. GEORGE: Oh, is that right?

4 MR. WITHERS: This is --

5 MR. GEORGE: As a student pilot?

6 MR. WITHERS: As a student pilot or as a
7 passenger wanting to be one.

8 MR. GEORGE: Okay. Yeah. Okay. Well, if
9 there are no other questions, thank you, sir.

10 Appreciate it.

11 MR. WITHERS: Thank you, gentlemen. Thank
12 you, sir.

13 MR. GEORGE: Any public comment?

14 (No public comment.)

15 MR. GEORGE: If there's no public comment,
16 we'll close the public comment, then.

17 Board discussion? And I think maybe the
18 first discussion, let's let Mr. Wuellner tell us
19 what he expects us to accomplish at this meeting.

20 MR. WUELLNER: I think procedurally, you need
21 to make a decision initially whether you intend to
22 debate and rank the firms you've heard from
23 tonight, whether you intend to defer that to a
24 future meeting. You have -- you know, you have

25 three out of five members here. In the past,

122

1 you've at least discussed deferring that till you
2 have everyone here.

3 The advantage of having the transcripts that
4 we do develop is that somebody can hear all of the
5 questions, all of the answers and all the
6 presentations. So, it's almost like being here,
7 if you can --

8 MR. GEORGE: Right.

9 MR. WUELLNER: -- if you can muddle through
10 all that text. That's probably at its core. In
11 the event you elect to move forward tonight, the
12 process really is to rank those firms one through
13 five, and direct Staff to begin substantive
14 negotiations with the number one firm, and at some
15 point, bring a contract back for consideration
16 with the Airport Authority. But that's if you're
17 going that far tonight.

18 MR. GORMAN: Now, as far as legalities are,
19 and when we -- if we deferred this, are -- can we
20 then discuss this one at a time with you --

21 MR. WUELLNER: Sure.

22 MR. GORMAN: -- to see what your thoughts
23 are?

24 MR. WUELLNER: You -- you can always do that.

25 MR. GORMAN: Because, obviously, you're in

123

1 the mix there.

2 MR. WUELLNER: Yes, sir.

3 MR. GORMAN: And if we did defer it, we could
4 then discuss with Mr. Wuellner what his thoughts
5 were and then reconvene with a more full board to
6 make a decision?

7 MR. GEORGE: Uh-huh. I have no problem with
8 that. Mr. Ciriello, how do you feel?

9 MR. CIRIELLO: Mr. Chairman, in light of what
10 Mr. Gorman is saying, I had a thought similar to
11 that, only a little different. I was just
12 wondering legally, is this somewhere that we can
13 go into an executive session? No? Okay.

14 Then I firmly believe that all five should
15 have a voice in picking a firm, because this is a
16 pretty big item. So, why -- so we don't have to
17 wait a whole month or something, why can't we set
18 a special meeting? It has to be in the sunshine.
19 Although it would be more for the board than the
20 public, that the notes that Mr. Gorman, yourself
21 and I took, that the two board members who are
22 missing -- of course they have the agenda packets
23 that we have, and they probably ranked everybody
24 themselves. But they could ask us some questions

25 of what we heard from these gentlemen. Plus, if

124

1 it would be possible for the court recorder to
2 just get us the actual presentation to give to the
3 board members --

4 MR. GEORGE: Right.

5 MR. CIRIELLO: -- ahead of time so they can
6 read that; they would know what was said. And
7 then we could vote on who we want.

8 MR. GEORGE: I'm sure that Mr. Wuellner could
9 take the minutes of this meeting and identify page
10 and paragraph where each one of them starts.

11 MR. WUELLNER: Those typically take ten days
12 to two weeks to get. And you're only three weeks
13 from your next meeting, so...

14 MR. CIRIELLO: Yeah, but I'm asking if she
15 can do it in a hurry, like in a couple of days,
16 just -- just this much of the -- and she's shaking
17 her head yes.

18 MR. WUELLNER: You'd need to take that up
19 with her. Correct.

20 MR. CIRIELLO: Are you going to want extra
21 pay for that?

22 MR. GEORGE: Mr. Ciriello, I -- it's not like
23 that we have a contract with our present legal
24 counsel that is expiring in 14 days, and at that

25 point in time they walk off the job. And we've

125

1 been on a month-to-month basis for a long time.

2 So, I like your idea, but since this is
3 someone that's going to actually join us in this
4 room every day, you know, for our meetings, then I
5 think that the other five members should be here.

6 But can I suggest that we do that at the next
7 meeting?

8 MR. CIRIELLO: Well, I wasn't so much worried
9 about the time element that you're just pointing
10 out. It's -- I was thinking more of the gentlemen
11 who traveled the distance to get here to present
12 the problem, for them to have the sit around and
13 wait for another whole month for a decision. I
14 just thought we could have a special meeting and
15 get together and -- and --

16 MR. GEORGE: Yeah.

17 MR. CIRIELLO: That's the reason I was
18 wanting to hurry. But if -- if they have no
19 objections or if you think it's proper that they
20 have to wait another month, why, I can go along
21 with that. It's just that I wanted to speak for
22 them.

23 MR. GEORGE: How do you feel, Mr. Gorman?

24 MR. GORMAN: I don't think we should make the

25 decision without more of a full board.

126

1 MR. GEORGE: Okay. I think it's -- we're --
2 the board is in agreement that we'll postpone it
3 till the next meeting, and we ask you to please
4 get the agenda item identified where each one
5 starts and where each presentations starts. And I
6 urge you to have a discussion with each of the
7 other two board members as to your feelings, as
8 well as us, and anybody else that we might want to
9 have discussions with.

10 Gentlemen, thank you very much. And I
11 apologize for the lateness of the hour. But we'll
12 pass on that. So, let's go into the Project
13 Update, then.

14 MR. WUELLNER: The court reporter has asked
15 for five minutes to --

16 MR. GEORGE: She didn't ask me.

17 MR. WUELLNER: She just -- her eyes are
18 floating.

19 MR. GEORGE: Okay. We will -- is adjourn the
20 proper -- no, not adjourn. We will --

21 MR. WUELLNER: Just take a break.

22 MR. GEORGE: We'll just take a break.

23 Legally speaking, we'll take a break. Five
24 minutes, be back in.

25 (Whereupon, a recess was had.)

127

1 MR. GEORGE: Okay. The Authority's regular
2 meeting is reconvened after the -- take a break.

3 And Mr. Wuellner, you have the floor.

4 7.A. - PROJECT UPDATE

5 MR. WUELLNER: Yes, sir. By way of Project
6 Updates --

7 MR. GEORGE: I have a point of clarification.
8 We go through the entire Project Update and then
9 we ask for public comment. Would it be more
10 appropriate to take each one of your projects and
11 then do the public comment and the discussion
12 before we go to the next one?

13 MR. WUELLNER: That's fine. It doesn't
14 bother me.

15 MR. GORMAN: Thank you. That's a good idea.

16 MR. GEORGE: Mr. Ciriello, you concur with
17 that?

18 MR. CIRIELLO: I don't care. Any way you
19 want to do it.

20 MR. GEORGE: Okay. Fine.

21 MR. GORMAN: That's a good idea.

22 MR. WUELLNER: Okay. Walking -- trying to
23 walk through this here. We'll be talking briefly
24 about the TVOR project; northeast development

25 area; the terminal project; the Phase II of the

128

1 terminal project; airport maintenance facility;
2 Taxiway Bravo; and the parking hardstand; land
3 acquisition in Araquay Park, which we've pretty
4 much covered already, but we'll go through the
5 highlights of that again if we need to.

6 Home demolition update, bring that up to
7 speed; and the old Phase II hangar structure
8 rehab, which we've also provided some additional
9 background material I think in the packet for you.

10 And topping it all off with the Airport Master
11 Plan, which LPA will come up and bring you up to
12 date on the TAC committee, as well as where the
13 process is today.

14 Moving along here, TVOR relocation, equipment
15 and shelter is still expected in early December.

16 In fact, we've got word that the technicians who
17 will be kind of assisting putting all this
18 together will be here beginning the first of
19 December. Hoping to get through the shelter
20 construction and equipment install. And I've
21 heard a tentative date of December 11th.

22 I don't know if that will fall out at this
23 point, that they've got mapped with FAA, tech
24 people out of St. Pete to come up and begin the

25 process of bringing the facility on line from a

129

1 power-up and check-out from the technology side.

2 The -- what do they call it, the ground check of

3 the navaid itself as early as the 11th of

4 December. So, that's --

5 MR. GEORGE: Good, sounds like --

6 MR. WUELLNER: Hopefully will move along a

7 little bit.

8 Thales, as I mentioned being the first

9 electrical work, should be completed within this

10 week. It looks like the transformers arrived

11 last -- I believe it was last Thursday. They

12 are -- excuse me -- a week ago Thursday. They are

13 now in place on the site. They're -- finished the

14 cable pulling.

15 They've got to do the tap-ins, which less

16 than a day's worth of worth, and they've got power

17 to all the sites at that point. And we're going

18 to erect a small temporary power pole there to

19 allow them to be able to use power tools and all

20 that in the erection of the shelter, which is a

21 lot of nut-and-bolt kind of work that power tools

22 would be helpful on.

23 Hopefully still tentative flight check in

24 February -- in January. VFR use would be approved

25 immediately after that. The IFR, of course, waits

130

1 on the publication and the chart, when that
2 happens. And it looks like the worst-case
3 scenario is that will occur in the -- I think it's
4 in the March publication, the charts. You should
5 have a VOR approach reestablished and -- and if
6 all goes well, which we anticipate it will, we'll
7 be back in business with the VOR that's IFR
8 certified and -- and back where we were a year
9 ago, roughly.

10 MR. GEORGE: Any public comment on this item?

11 (No public comment.)

12 MR. GEORGE: Any Authority Members' comment?

13 (No comment.)

14 MR. GEORGE: Thank you, sir. Next.

15 MR. WUELLNER: Okay. Northeast development

16 area. All of the hangars are erected in their
17 truest form, and they're dried out -- or dried in,
18 as they call it now. Office buildout is being
19 accomplished more or less as we speak, although
20 I'm sure they're home for the evening. The door
21 installs are complete on hangars 5 and 6, which is
22 the SK buildings and the Ring Power facility.
23 Those big doors we're talking about have already
24 been installed and appear to be fully functional

25 and doing great.

131

1 Hangar 7, the doors, of course, on-site and
2 they're -- they're basically beginning the effort
3 of installing those doors right now and expect to
4 be out of here by December 1st. So, they're
5 looking at maybe less than two weeks at this
6 point. And the door installer will be totally
7 gone, which will leave just buildout stuff,
8 site-related issues.

9 Hangars 5 and 6, which are tied to the same
10 building permit, we should be in a position to
11 call for final CO kind of work in December.
12 Probably won't allow occupancy until the very,
13 very earliest part of January, just given the
14 schedule around the holidays with the County and
15 actually physically getting this -- the CO in our
16 hands. But that -- it's -- it's looking good.

17 They'll be paving by Thanksgiving. The
18 schedule is that they'll be in on Monday. I got a
19 confirmation of that earlier today that they'll be
20 in on Monday next to do the paving in the
21 northeast area, which will take care of all the
22 parking lots, as well as taxiway access and
23 connectors to those taxiways. So, all of that
24 stuff should be wrapped up before we get to

25 Thanksgiving, which will allow them to begin the

132

1 final grading effort and -- for the exterior

2 portion, site-type stuff.

3 Interior work is progressing. They're doing

4 floor tile installation in many of -- Drywall is

5 up in many of the hangars. And I noticed this

6 morning that they've got the first coat, the

7 primer coat done in one of the two large hangar

8 bays. So, that is entirely painted as of today

9 with a -- the primer coat. So, they'll be back,

10 I'm sure, adding the additional color coat

11 tomorrow or starting tomorrow, or they'll move in

12 and primer the other half, whichever -- whatever

13 their paint schedule is. But it's progressively

14 getting larger every time they make it whiter

15 inside that building. That hangar just looks

16 bigger and bigger each time.

17 Hangar 7's about 30 to 45 days behind the

18 other two. It's a stand-alone permit. Won't

19 affect occupancy of the other two units, but

20 it's -- it's on track also.

21 MR. GEORGE: Any public comment?

22 (No public comment.)

23 MR. GEORGE: Board comments?

24 MR. GORMAN: So we get a rent check the first

25 of January?

133

1 MR. WUELLNER: It will be close.

2 MR. GORMAN: Okay.

3 MR. WUELLNER: Will be close.

4 MR. GEORGE: I have a couple of questions.

5 Have you planned any grand opening functions or
6 activities --

7 MR. WUELLNER: Not at this point.

8 MR. GEORGE: -- over there?

9 MR. WUELLNER: We had not at this point,
10 figuring we'd let them all get in there. But if
11 we want to do something like that, it would be --

12 MR. GEORGE: Yeah. If we let them all get in
13 there, then they can pay for the grand opening.

14 MR. WUELLNER: Well, I'll mention that.
15 We'll see how far that goes.

16 MR. GEORGE: Yeah.

17 MR. WUELLNER: There goes the rent check.

18 MR. GEORGE: So, if you've got -- if you've
19 got occupancy set up for late December and in
20 February, does that mean that we have notified the
21 people on our waiting list for hangar to start
22 negotiations for the hangars that they will be
23 vacating to move into these?

24 MR. WUELLNER: You are going to see a flurry

25 of leasing activity over the next month or so.

134

1 MR. GEORGE: Okay. Let me write down

2 "flurry."

3 MR. WUELLNER: Flurry.

4 MR. GEORGE: Okay. Terminal project, Phase

5 I.

6 MR. WUELLNER: Phase I, doing -- again, doing

7 minor warranty work. The only significant work

8 item left to be done is the skinning, if you want

9 to call that term, of the inside of the large

10 hangar doors. I understand they've just now begun

11 that.

12 We have a meeting tomorrow morning with the

13 bonding company representative on site again. I

14 think all of the underground work's done.

15 Landscaping was wrapped up over the last week or

16 so, to my understanding. We're down to just

17 almost nothing left to do on it. So, once the

18 hangar doors are done, I think we're at a point

19 where we can do final punch-out, if there is any,

20 and -- and get this thing finally closed out, the

21 Phase I work.

22 As I said, I'll know more about what the

23 final schedule is, but I'm thinking we got to be

24 awful darn close here.

25 The only lead item I see is we've got to --

135

1 the City is requiring, which I would agree with
2 them on, they're requiring that since we had
3 issues identified or deficiencies identified when
4 they -- they TV the inside of the sewer lines of
5 that project before the City will accept them.

6 That was done and some deficiencies were found.
7 Those have been corrected, is my understanding.

8 The City's requiring that you revideo that to
9 show to their satisfaction that the work -- remedy
10 work was done. That videotaping has not been
11 accomplished, and that typically takes a few days
12 to get them out here, a day or so to do the work,
13 and then they've got to generate the video back
14 and get to the City. But I don't -- I don't see
15 that -- it's all being done concurrently. They're
16 still a few weeks away on the door stuff getting
17 finished.

18 MR. GORMAN: The office -- this includes the
19 office space completion and so the tenant can move
20 in.

21 MR. WUELLNER: The tenant?

22 MR. GORMAN: Don't we have --

23 MR. WUELLNER: First floor stuff?

24 MR. GORMAN: The first -- yeah, the first

25 floor stuff.

136

1 MR. WUELLNER: The first floor stuff is
2 largely done, yeah.

3 MR. GORMAN: Right. Right. That's what I
4 understand.

5 MR. WUELLNER: If they have any punch list
6 item left in that small -- that
7 900-and-some-square-foot section that's connected
8 to the bulk hangar, I don't know what it is. It
9 was really, really minor three months ago.

10 So -- and the other half, the flight school
11 section's been occupied for a while, and I think
12 we've worked through most of the -- the things
13 that have come up since then.

14 We've gotten some outdoor -- that heavy-duty
15 cement-type furniture that will be delivered later
16 this week to augment outside the flight school, to
17 take care of what they used to have there. That
18 stuff will be on site. And I think everybody's
19 generally pretty pleased with the performance of
20 the building at this point.

21 MR. GEORGE: Any public comment? Tracine,
22 are you pleased?

23 MS. ANDERSON: I'm very happy.

24 MR. GEORGE: All right.

25 MS. ANDERSON: Getting happier every day.

137

1 MR. GARDNER: The use of the --

2 MR. GEORGE: Mr. Gardner?

3 MR. GARDNER: The use of the upstairs level,
4 you know, I was thinking it would be great for
5 social functions until somebody actually moves in
6 there.

7 MR. GEORGE: Would you like to rent it?

8 MR. GARDNER: Well, I'm saying, without
9 anybody renting it. No, I wouldn't like to rent
10 it.

11 MR. GEORGE: Okay.

12 MR. GARDNER: No, I'm saying if it's
13 available to hold airport social things, it would
14 be a fun place until someone actually moves in and
15 rents the place.

16 MR. WUELLNER: I'm hoping that --

17 MR. GEORGE: We want money, Bill.

18 MR. WUELLNER: -- we have a very short social
19 schedule.

20 MR. GARDNER: Of course. But until that
21 day --

22 MR. GEORGE: Okay. Any other public comment?

23 (No further public comment.)

24 MR. GEORGE: Public comment closed.

1 (No Authority comments.)

2 MR. GEORGE: None. Moving on, Phase II,
3 canopy project. I'll have to see again. Phase
4 II, is -- I took these pictures this morning, but
5 the Phase II work is off and running. Footer was
6 poured last Friday -- dug on Wednesday, poured on
7 Friday. The block masons were out here this
8 morning. They'll be out of here within two weeks,
9 which will have all the -- for the most part, the
10 exterior walls will be in place. The steel's
11 already in Danus's workshop up there and will be
12 brought down as soon as we're doing -- the floor
13 will be poured among the last things done on the
14 hangar so that they can pave that and match the
15 grade of the existing apron there properly.
16 They're telling us that if they're here by the
17 first week of March, that there will be something
18 wrong. So...

19 MR. GEORGE: If they're not through by the
20 first week of March.

21 MR. GORMAN: By the first of March.

22 MR. WUELLNER: Which will be two months ahead
23 of their actual contract schedule, so...

24 MR. GEORGE: But the contract requires it by

25 May the 1st?

139

1 MR. WUELLNER: I think it's a six months'
2 time.

3 MR. GEORGE: Okay. Fine.

4 MR. WUELLNER: I have to catch the dates
5 there, but it's in that general area, yes.

6 MR. GEORGE: Okay.

7 MR. WUELLNER: They actually have only had
8 notice to proceed for two weeks, something like
9 that?

10 MR. GEORGE: Do they have a contractor's
11 license? I just thought I'd ask.

12 MR. WUELLNER: Yes.

13 MR. GEORGE: I'm sorry. Okay. Fine.

14 MR. WUELLNER: Just give you the direct
15 answer. Yes.

16 MS. ANDERSON: And they have actual people
17 there working.

18 MR. WUELLNER: And they have actual people
19 there working, too.

20 MS. ANDERSON: I'd just like to say that
21 March 1st, would be -- that would be awesome, if
22 we could get it done before TPC this year.

23 MR. WUELLNER: That's -- that's the -- the
24 urgency we're placing on them. And they see no

25 issues in meeting it. It's just not that -- with

140

1 everything on site for the most part, it's going
2 to go quickly.

3 MR. GEORGE: Any public comment on it? Oh,
4 I'm sorry. Are you not through? Yeah, you are.

5 Public comment?

6 (No public comment.)

7 MR. GEORGE: Public comment closed.

8 Authority comment?

9 (No Authority comment.)

10 MR. WUELLNER: Other than keep chugging?

11 MR. GEORGE: Keep chugging right along.

12 MR. WUELLNER: Airport maintenance facility,
13 not much new to report here. The final design and
14 coordination with the County and DRC and all of
15 that is still ongoing.

16 We hope -- I'd like to think we'll actually
17 get some dirt moved in December, but that's really
18 out of our hands; it's with County and their
19 schedule. So, we're plugging at the pace they'll
20 let us go to get -- to get to a point where we're
21 actually holding building permits and can get
22 started. So, we'll just -- all I can do is keep
23 you updated on the -- on that. There's nothing
24 new to report. It's all paper at this point.

1 MR. GEORGE: Wait a minute.

2 MR. WUELLNER: I'm sorry. We didn't do --

3 MR. GEORGE: Airport maintenance facility.

4 Any public comment?

5 MR. WUELLNER: Sorry.

6 (No public comment.)

7 MR. GEORGE: Mr. Ciriello?

8 MR. CIRIELLO: Yes. On your historical
9 survey approved by State, the property where this
10 maintenance facility is going, it's bare right
11 now, isn't it? Or is there still buildings on it?

12 MR. WUELLNER: There is one building that's
13 going to remain there. The other was a mobile --
14 it was a mobile -- a double-wide kind of unit that
15 was --

16 MR. CIRIELLO: Oh, I thought everything was
17 coming down and something new was going in there
18 completely.

19 MR. WUELLNER: The double-wide is long gone.
20 It's been gone for working on a year, probably.

21 MR. CIRIELLO: Well, I just wondered, because
22 I've been getting a couple of calls from this -- a
23 lady that works as a volunteer for Historical
24 Society of some kind and she keeps asking me about

25 the Araquay Park. And she said, "There's some

142

1 historical sites in there. How are you guys going
2 to buy that property and tear it all down when you
3 don't have all the approvals and everything?"

4 And I know nothing about that. And I'm just
5 wondering -- you mentioned historical survey.

6 MR. WUELLNER: Yeah. Apparently, she's
7 talked to everyone but us, because I've talked to
8 the State agency. I've talked to FAA. She's
9 called everyone but us to find out the status of
10 those permits and what we've done.

11 This site, the County requires as a part of
12 the DRC, the Development Review Committee process,
13 requires us to do a -- an archaeological survey of
14 that property prior to their issuing -- or
15 actually clearing DRC in the permitting.

16 That was done. We hired an archaeological
17 research firm, whatever you want to call it. A
18 contractor, professional, like an engineer-type
19 firm, came out, did the survey of the property,
20 which includes actually turning dirt over and
21 looking for any type -- evidence of artifacts or
22 the like.

23 It includes a detailed record survey of that
24 property all the way back to its original deeding,

25 and determine if that property was ever used for

143

1 anything that might result in some significant
2 archaeological dig or site or something being
3 there, all of which came back negative.

4 There is absolutely no evidence to support
5 there's any archaeological significance to the
6 site where the maintenance building is being done.

7 That permit -- that information is forwarded in
8 report form to the State of Florida. The State of
9 Florida has reviewed that information, and that
10 report is reviewed and signed off on. It is now
11 in the County's hands.

12 Now you're actually waiting for the building
13 redesign, that is, placing it on properly zoned
14 lots now to take place so that it -- we can get
15 through the DRC process. The historical part has
16 literally gone away. We've satisfied all the
17 requirements related to developing the new
18 project.

19 Now, you will have to do this same kind of
20 study, just to -- to broaden the talk a second.

21 You will have to do this before you can develop
22 the balance of Araquay Park. But that's different
23 than the historical reviews that will be done for
24 buildings prior to their demolition.

25 MR. CIRIELLO: Is all our historical reviews

144

1 done?

2 MR. WUELLNER: Relative to this project, yes,
3 it is.

4 MR. CIRIELLO: I mean, for Araquay Park in --
5 in its total.

6 MR. WUELLNER: To date?

7 MR. CIRIELLO: Yeah.

8 MR. WUELLNER: Anything we have touched or
9 intending to touch over the next couple of months,
10 we have satisfied those requirements. We have
11 done the reports. We have done the approvals of
12 the State and the like.

13 The broader picture, that is, the
14 archaeological review, the looking at the dirt
15 parts of it and settlement, that won't occur until
16 we actually get to the point where we're trying to
17 permit that facility -- permit that property to
18 develop something new. We've satisfied everything
19 to get to the point where you tear what we wanted
20 to down and have looked at the new aspects of this
21 project.

22 But the balance of it will still need to be
23 accomplished before we can go in there and
24 wholesale just demolish the houses or change the

25 characteristic of the neighborhood from -- from

145

1 neighborhood to airport.

2 MR. CIRIELLO: Well, then you're saying, as
3 far as you know, on the historical side of this --
4 the issues that this lady keeps asking me about,
5 you don't see any block -- blockades for us.

6 MR. WUELLNER: No. We've still got to go
7 through the motions, and at this point I don't
8 anticipate any --

9 MR. CIRIELLO: Okay.

10 MR. WUELLNER: -- significant historical or
11 archaeological issues.

12 MR. CIRIELLO: Okay.

13 MR. WUELLNER: And we'll -- and we'll have to
14 do all of those things to just get there -- to get
15 there.

16 MR. GEORGE: One other question. How much
17 has LPA Group looked at the location of this in
18 light of the Master Plan?

19 MR. WUELLNER: I don't know --

20 MR. GEORGE: Because I would assume that they
21 are --

22 MR. WUELLNER: -- that they're facility
23 planning at this location, are you?

24 MR. DiCARLO: Not yet.

25 MR. WUELLNER: Well, we're in no danger of

146

1 getting a permit in the next few weeks, so
2 we'll -- we'll bounce it off them, make sure they
3 don't have any -- before we get to the point where
4 we've built something.

5 MR. GEORGE: We are asking them to -- to look
6 at a --

7 MR. WUELLNER: The whole area.

8 MR. GEORGE: -- conceptual plan for the
9 Araquay Park, and that's hot on our list to -- to
10 get in there. I would hate like the devil for
11 them to come up the first time they look at it and
12 say, "My God, why did you put the maintenance
13 facility there?"

14 MR. WUELLNER: I think they're fully aware of
15 where we're planning to build it. I haven't had
16 anybody hit me on the head yet and say what a dumb
17 idea, but...

18 MR. GEORGE: Okay. If you wouldn't mind --
19 if you wouldn't mind specifically asking them --

20 MR. WUELLNER: We'll do that.

21 MR. GEORGE: -- to look at it, because if
22 we're getting ready to get the permits and
23 finalize it and somebody's going to throw their
24 hand up, I'd like to know it now.

25 MR. WUELLNER: So would I.

147

1 MR. GEORGE: Okay.

2 MR. WUELLNER: Good idea.

3 MR. GEORGE: Sorry.

4 MR. WUELLNER: I think you just asked them.

5 MR. GEORGE: Okay.

6 MR. WUELLNER: Taxiway Bravo. We had the
7 preconstruction meeting last -- I think it was
8 last week. Tentatively in a position to issue
9 notice to proceed this week, which contractor is
10 already tentatively scheduled to be in here on the
11 1st of December to begin construction efforts
12 relative to Taxiway B.

13 We have found a way working with them on the
14 schedule that we are at this point extremely
15 optimistic that we will have the Taxiway Bravo and
16 hardstand elements of the project completed before
17 TPC. It should be awful darn close.

18 But this originally was scheduled to go well
19 into May, by the contract terms. But being able
20 to combine some phases of this work and work very
21 closely with the tower and the -- and the
22 contractor itself, we think, and they think, that
23 we can shorten that schedule considerably because
24 we wouldn't have to wait for one piece of it to

25 get done before they really begin work on the next

148

1 piece.

2 So, we're going to be able to kind of hit
3 this thing completely and trying to get out of
4 here -- get them out of here in as short as
5 possible time. So, that's our goal, is to get
6 them out of here before TPC.

7 MR. GEORGE: Okay. Any public comment?

8 (No public comment.)

9 MR. GEORGE: Close public comment. Board
10 comment?

11 MR. GORMAN: Yeah, I have one. I understand
12 that the permits for the actual completion for the
13 full length of Taxiway B are still two years or
14 more; in other words, for the Charlie to turn into
15 Bravo for the actual chunk of --

16 MR. WUELLNER: The environmental permits,
17 yes.

18 MR. GORMAN: Right. The environmental. And
19 my question is, if the possible acquisition of
20 Araquay Park -- Araquay Park area along that --
21 along the -- will that help expedite that any? In
22 other words --

23 MR. WUELLNER: Potentially --

24 MR. GORMAN: -- two years seems such a long

25 time to be able to actually complete this thing so

149

1 it's a real taxiway --

2 MR. WUELLNER: That's --

3 MR. GORMAN: -- and so you really don't
4 have --

5 MR. WUELLNER: That's completion of the
6 environmental process. Construction can take
7 significantly longer than that.

8 You know, as long as we have the Congressman
9 we have, we can keep the construction dollars
10 probably flowing toward the project. But the --
11 the review by the environmental entities is --
12 we've done the environmental assessment. I don't
13 think it's got final sign-off from FAA, but
14 they've looked at the -- the basics, which
15 involves also coordinating with those
16 environmental entities.

17 Everybody seems to understand the project and
18 is generally in agreement with what we want to do
19 relative to mitigation. However, they're --
20 the -- the level of work done in the environmental
21 assessment does not constitute a permit to do the
22 work. And you literally, in a sense, start over
23 with the filing of a permit application once you
24 have an EA. And you can't do the two things

25 concurrently for some reason.

150

1 MR. GORMAN: So, you've got the funding in
2 place and secure, but you've got the permits --

3 MR. WUELLNER: Well, I can't guarantee that,
4 but I think that -- I think there's an excellent
5 chance you'll have the money to build it when you
6 get to the point where you can -- you're allowed
7 to build it. That's the short long answer, or
8 long short answer.

9 MR. GEORGE: Okay. Any other questions?
10 Comments?

11 (No further comments.)

12 MR. GEORGE: Continue.

13 MR. WUELLNER: Land acquisition, Araquay
14 Park. I think most of that, we've already hit.

15 MR. GEORGE: I think so.

16 MR. WUELLNER: Two dozen owners contacted.
17 You know, we've had --

18 MR. GEORGE: We've already had public
19 comment --

20 MR. WUELLNER: I think the chart probably
21 told you more than this does.

22 MR. GEORGE: And we've already had public
23 comment and Authority comment, so let's just go to
24 the next one.

1 understanding of what Mr. Gorman's request was,
2 which I think we're partially on the same page,
3 but not.

4 Historical permitting is pending perhaps on
5 one or two of -- there were four -- six homes, if
6 my memory's correct, in the entire neighborhood at
7 this point that were flagged for this historical
8 study, some of which we do not own yet, but we'll
9 eventually have to go through this for. Go ahead.

10 MR. GORMAN: My -- my question is, is that --
11 and it's just going to be blunt, blunt and base
12 about it. My question and concern is zero out of
13 ten houses with any salvage value. In other
14 words, it was initially in my concept that of
15 course we had a lot of the houses that were going
16 to have to be demolished. They were not -- it was
17 not a good idea to actually put any money into
18 them. But zero out of ten seems like such a
19 farfetched figure. And considering there were
20 some of them rated good and some rated fair, I
21 don't understand why they weren't put up for
22 auction, and still don't. And that's why I had
23 insisted that we speak about them. That sums it
24 up.

1 asked you to -- to approve, as an Authority, which
2 was to approve the demolition of the ten homes,
3 that's what we've done, is demolish the ten homes.

4 MR. GORMAN: The same --

5 MR. GEORGE: I think that Mr. Gorman's asking
6 another question. To assess, you know, the entire
7 inventory that we have of homes, how many of them
8 would still be remaining and could be sold in the
9 future when we go there? Isn't that the question?

10 MR. GORMAN: Out of the seven out of ten,
11 I -- to be honest with you, when we first did
12 that -- that voting, I understood that we had --
13 we had ten homes, and that -- but out of the ten,
14 there were some that were labeled good and some
15 were labeled fair condition.

16 MR. WUELLNER: There was one.

17 MR. GORMAN: And it was my understanding that
18 we were going to actually pursue the possible
19 auction of those. And I'm -- what I'm looking for
20 is money. I'm looking to auction off what we can
21 and try to get some proceeds from these.

22 MR. WUELLNER: Well, I think -- the -- we
23 got -- we brought forward the ten homes that
24 required us to do something --

25 MR. GORMAN: Right.

153

1 MR. WUELLNER: -- in a relative urgency.

2 Those are, you know, in a sense, off -- off the
3 books in a sense.

4 As we move forward to the balance of the
5 homes in that neighborhood, I think you -- you're
6 exactly right; you know, just taking the approach
7 of razing those homes probably doesn't make a lot
8 of sense. And from -- actually, it's been on
9 something we needed to deal with as we finish up
10 ownership, is, what are we going to do with the
11 homes?

12 There are some mobiles back there that
13 certainly could be resold and removed off the
14 property with relative ease. Some of the
15 conventionally built or stick-built homes, I could
16 tell you there's probably a half a dozen that I'm
17 aware of in Araquay Park that were brought there.
18 That's how they got there.

19 MR. GORMAN: That's part of my point, is
20 in -- we've got some value there.

21 MR. WUELLNER: I don't know whether they'd
22 survive another move; really wouldn't be my risk.
23 But they could certainly be put up -- they'd have
24 to be done by auction --

1 MR. WUELLNER: -- public auction of the
2 facilities. They'd make the determination whether
3 they can move it. You'd have -- you could make
4 that a condition of the auction, that within so
5 many days, the home must be removed or at least a
6 contract presented for its removal on a schedule
7 that's satisfactory to us. So, there's lots of
8 ways to perhaps stem just wholesale demolition of
9 the neighborhood.

10 The ten that were here -- frankly, the one
11 that was in -- in the better of the shape, the
12 only one that was rated at good, was in that last
13 block of Araquay, was a low-rise or a -- not one
14 that would be easily moved. It's a
15 slab-poured-type home.

16 We've looked into, on various projects, what
17 the cost of moving those homes are. We looked at
18 first, did it make any sense to move it for the
19 Authority purposes, find another lot we own,
20 someplace, move it, get it out of the way. When
21 you're moving that kind of home, you're staring at
22 \$30- to \$50- to \$60,000 just to move the home
23 because of the type of construction.

24 MR. GORMAN: Slab, slab construction.

25 MR. WUELLNER: Because of slab.

155

1 MR. GORMAN: Right.

2 MR. WUELLNER: Now, there are other types of
3 homes in there that are much easier to move --

4 MR. GORMAN: Off-grade.

5 MR. WUELLNER: -- because they're off the
6 slab, they're already up and ready to go. And
7 those, maybe we still want to look at.

8 But when you look at you'd pay impact fees
9 again for the home, you've got to reestablish
10 septic, sewer, water, electric, and all of those
11 things, from our perspective, it just stopped
12 making sense.

13 Now, from a private sector, the only thing
14 that was a negative for us is the price of \$30- to
15 \$60,000 to move one of these homes is literally
16 within a -- my understanding, a three-mile radius
17 of where they picked the home up. Otherwise, the
18 charges keep going up and you get the utility
19 moving issues and all the things that go with
20 moving a full home.

21 And when you looked at where Araquay Park was
22 relative to development of the airport, you're
23 like, "I don't know that we want to set it down
24 somewhere else that's in an area of the airport."

25 MR. GORMAN: My point is not for us to use

156

1 them; it's to put them up for public auction.

2 MR. WUELLNER: No, I -- that's what I'm
3 saying.

4 MR. GORMAN: And then so that the public has
5 an opportunity to bid on these homes. And also
6 people that are going to sell their homes, if they
7 want to keep their home, they have an opportunity
8 to bid on the salvage of it, whatever. That might
9 possibly ease some -- that's one of the painful
10 structures we have here.

11 MR. WUELLNER: Well, we certainly -- we
12 entered into an agreement that ultimately didn't
13 go anywhere, but back about '96, with one of the
14 ones that -- in fact, the only home that I'm aware
15 of we actually took by eminent domain --

16 MR. GORMAN: Right.

17 MR. WUELLNER: -- that gentleman had the
18 option of moving the home. And by the time he was
19 through checking into it, it just frankly didn't
20 make any sense for him to do it. And he elected
21 not to do it.

22 MR. GEORGE: Well, Mr. Gorman's point is that
23 in the future, we need to make that option
24 available to the public. They could come to the

25 same conclusion that we have, but we know that we

157

1 have exercised --

2 MR. WUELLNER: Sure.

3 MR. GEORGE: -- that option.

4 MR. GORMAN: Exactly.

5 MR. WUELLNER: If an individual owner, even
6 working through voluntary sale now, wanted to keep
7 the home and relocate it off there, that's
8 certainly -- we would -- we'd be open to that.

9 I think as long as the relocation of the home
10 didn't amount to more than the purchase price of
11 the home itself, there may be a way we could
12 participate in moving the physical home someplace.

13 MR. GORMAN: I don't think the Authority
14 needs to be involved in the cost of the moving of
15 the home. They put it up for auction, somebody
16 wants to auction, it is then now their situation
17 to move it.

18 MR. WUELLNER: Oh, absolutely.

19 MR. GORMAN: And if it -- it does not gather
20 a bid, then it doesn't. Then we certainly --

21 MR. WUELLNER: Exactly right. And I think
22 only a fraction of them will actually be movable.

23 MR. GORMAN: I just want to keep this
24 dialogue going and fresh.

25 MR. GEORGE: Yes. I can't remember if I

158

1 asked for public comment on this subject. Anybody
2 from the public have any? Yes, sir.

3 MR. WILEY: I'd like to know then how much it
4 costs to tear it down.

5 MR. GEORGE: Name, please, sir?

6 MR. WILEY: Pardon?

7 MR. GEORGE: Let the lady know your name so
8 she can get it.

9 MR. WILEY: Oh. Wiley, James Wiley. I'd
10 like to know the difference in price from tearing
11 down a house, then, than moving it?

12 MR. WUELLNER: The variance from the last --

13 MR. WILEY: I know they tore down two or
14 three of them on Araquay, and I'd like to know the
15 difference in price.

16 MR. WUELLNER: They ranged -- of the ten we
17 did, they ranged from \$2,900 to \$15,000. It's
18 function of size, type of construction, and -- and
19 all the things on the lot. Looks to be the
20 average was probably in the area of \$4,000,
21 \$4,500; with one at \$3- and one at \$15-. The
22 balance of them hang -- looked to be right \$4,000
23 to \$5,000.

24 MR. GEORGE: And that demolition was get it

25 all off the property.

159

1 MR. WUELLNER: That's -- that's entirely
2 removed slab, septic tank properly disposed, well
3 capped, the whole megillah, so it's --

4 MR. GEORGE: Okay. Does that answer your
5 question, Mr. Wiley?

6 MR. WUELLNER: That's hauled off-site, too.

7 MR. GEORGE: Any other public comment?

8 Questions?

9 (No further public comment.)

10 MR. GEORGE: Close it. Any other Authority
11 members' questions?

12 MR. GORMAN: No. As long as we keep a
13 constant dialogue, I'm -- the possible revenue
14 stream would be fine. Thanks.

15 MR. GEORGE: Next item, Mr. Wuellner?

16 MR. WUELLNER: The old -- old Phase II, we
17 provided a lot of detail to you in an item with
18 your packet. But approximately 90 percent of the
19 materials that were associated with the old Phase
20 II are reusable.

21 Fortunately, the only stuff that's not is
22 that really light-weight purlin girt kind of steel
23 that's fairly thin. Might -- Z steel, some people
24 refer to it that way. A lot of that's not good.

25 But the structural steel is 100 percent there and

160

1 a hundred percent intact.

2 MR. GORMAN: I suppose my point would be,
3 what initially grated me when I looked at this
4 whole situation, because I was over there, is the
5 fact that I never saw a complete inventory of
6 siding delivered here. I never saw enough siding
7 to even --

8 MR. WUELLNER: We had it at another location;
9 that's why.

10 MR. GORMAN: So, you feel you actually have
11 90 percent of the siding --

12 MR. WUELLNER: Oh, yeah.

13 MR. GORMAN: Or 90 percent of it's usable.
14 Or you have 90 percent of the siding?

15 MR. WUELLNER: Oh, there are going to be
16 sheets you need to be replaced. And we know we're
17 going to have to replace a significant portion, if
18 not nearly all, of the purlins and girts, but
19 they're the least expensive component of the -- of
20 the building.

21 MR. GORMAN: But the -- but the siding
22 itself -- that's my question.

23 MR. WUELLNER: Yes.

24 MR. GORMAN: The siding itself, you actually

25 have 90 percent of that in a usable condition?

161

1 MR. WUELLNER: We even have the insulation.

2 MR. GEORGE: We also saved the insulation.

3 Yeah. The insulation is being stored.

4 MR. WUELLNER: It's being stored indoors.

5 MR. GEORGE: Yeah.

6 MR. GORMAN: Okay. That's a very pleasing

7 thing to hear. We have a building, we can just

8 put up now.

9 MR. GEORGE: Let me make a note of that.

10 That was pleasing.

11 MR. WUELLNER: In fact, without doing a whole

12 lot of the purlins and girts, I'm fairly

13 comfortable with telling you, you can build three

14 out of four today in terms of having everything on

15 site to do it.

16 MR. GEORGE: Any public comment?

17 MR. WUELLNER: It's that complete.

18 MR. GEORGE: Public comment?

19 MR. MARTINELLI: We, too, make a note of that

20 "pleased."

21 MR. WUELLNER: Some assembly required.

22 MR. GEORGE: I'm sorry?

23 MR. MARTINELLI: We, too, make a note of that

24 "pleased."

25 MR. GEORGE: That was Mr. Martinelli. Okay.

162

1 Close public comment. Any other Authority
2 members?

3 (No additional Authority comments.)

4 MR. GEORGE: Next subject.

5 MR. WUELLNER: It's out of my hands.

6 MR. GEORGE: No, it's not. He reports to
7 you. It's not out of your hands.

8 MR. WUELLNER: He reports to you; what are
9 you talking?

10 MR. GEORGE: No.

11 MR. DiCARLO: Doug DiCarlo, with the LPA
12 Group. Good evening. I want to give you guys an
13 update on the Master Plan.

14 MR. WUELLNER: Am I changing this for you, or
15 does she -- I mean, is this -- I'm qualified,
16 probably.

17 MR. DiCARLO: Okay. I want to give you
18 gentlemen an update. I'm sorry Susan and Bob
19 aren't here. But as you know, we've been moving
20 forward with the project. We had the first
21 Technical Advisory Committee meeting, which we
22 foreshadowed last time we were here.

23 I think that went very well on the 7th, and
24 culminated in, if you will, very few changes to

25 the document. In fact, there were only a few

163

1 additions of some textual-type things. There were
2 some definition on subsidies, and we added some
3 clarification to the fact that, I'll get into, on
4 that the numbers could vary a little bit based on
5 hours that the tower closed. But I think all in
6 all -- and I hope Ed would agree, that it was a
7 very good Technical Advisory Committee meeting.

8 The document and the text, the chapters
9 you've seen were well-received. And I'd like to
10 go over just some of the key highlights here which
11 basically are going to include what the forecast
12 numbers showed in that. And Gloria will take a
13 second to maybe step through the air service
14 analysis that was conducted, and really more
15 importantly, get to any questions or comments you
16 have, because I would hope, I guess the first
17 thing I should have asked is that everyone did
18 receive, I would assume, the document.

19 Unfortunately, as we said before, it was only
20 going to be about a week before this meeting --

21 MR. GEORGE: That's fine.

22 MR. DiCARLO: -- but I see you have yours.

23 MR. GEORGE: You mentioned most emphatically
24 a good evening, and I picked that up. So, how

25 long will this briefing take?

164

1 MR. DiCARLO: I'm going to be as brief as I
2 can just possibly be.

3 MR. GEORGE: Okay.

4 MR. DiCARLO: In fact, maybe --

5 MR. GEORGE: I just didn't know, are you
6 looking at thirty minutes or five to ten?

7 MR. DiCARLO: Five to ten.

8 MR. GEORGE: Fine. Good.

9 MR. DiCARLO: If that's not a problem.

10 MR. GEORGE: No.

11 MR. DiCARLO: Okay. As you saw, of course,
12 this included the introduction, the inventory, and
13 the forecast with some supporting appendices. The
14 inventory, I don't think there's really a lot
15 to -- to say there, but I did include this in case
16 we wanted a talking point later.

17 We did receive the aerial photo.
18 Unfortunately, it was too late to get the
19 photogrammetry, the actual drawing, in the
20 document. We just received that last week which,
21 going back to your previous question for us, yes,
22 we will now take a look at what our opinion is of
23 what could be done over in Araquay Park. And
24 that's something I know that we keep promising

25 Jack, also. And now that we have the drawings and

165

1 we're starting to condition them for our use, that
2 will be forthcoming.

3 But what I really want to talk about was the
4 key issue in this working paper was certainly the
5 forecast. And as you probably saw, there are a
6 lot of different elements that were looked at,
7 brought in from the inventory, including the
8 socioeconomic.

9 And to be -- to be again brief, I think it
10 goes without saying that not only the State, but
11 certainly when you get more closer to the regional
12 level, St. Johns County and certainly here at the
13 airport, as we'll see later, has just been very
14 phenomenal growth rate and is expected to
15 continue.

16 So -- and as documented in the report, the
17 State of Florida that does those for -- excuse me,
18 University of Florida that does the forecasts for
19 the State of socioeconomic data, that was the
20 source we used. And we discussed that in the TAC.
21 There are obviously some local sources. But this
22 was the consistent source we wanted to use for a
23 number of different elements to compare to the
24 State.

25 It shows that St. Johns quite aggressively

166

1 will be growing, continuing to grow into the
2 future. And this was just some of the numbers
3 here that I wanted to highlight.

4 Again, they're all in -- that's actually
5 Appendix, I think, B of the -- the study. But to
6 get into the numbers, the two key things we looked
7 at were certainly the based aircraft and the
8 annual operations that are conducted here. Those
9 are by far the most essential elements as we move
10 towards other elements in the Master Plan as to
11 where are we going.

12 And, of course, we need to look at where
13 we've been. And the historical numbers were, for
14 lack of a better word, very -- they came from
15 different sources. There were a lot of reasons
16 that sometimes they flat-lined. Sometimes they
17 didn't. And as you'll see at 2002, thanks to the
18 control tower, we were finally able to get a good
19 hold of what is actually going on here on an
20 annual operations basis.

21 And as we get into the next one -- well, I --
22 I hit jump, but he doesn't need to go back. We
23 estimated -- since we didn't have quite a full
24 year for 2003 and we didn't have a full year of

25 2002, we looked at a couple of different ways of

167

1 the numbers to say what was the average year based
2 on the first full year of operation. And that's
3 about 105,000 annual operations.

4 MR. GEORGE: During tower operation.

5 MR. DiCARLO: Yes, sir. During tower. And
6 that's a pretty standard FAA and FDOT way of
7 looking at the annual operations.

8 MR. GEORGE: All right.

9 MR. DiCARLO: And, again, we added some text
10 in there to say this is not to say there aren't
11 other operations beyond those hours. In fact, we
12 all agreed of an estimate of about 5 to 10 percent
13 more annual operations could occur after hours.

14 But knowing now we have about 105,000, it
15 made looking at the past master planning effort
16 very intriguing. In fact, you can see that their
17 base year, what -- we haven't even reached their
18 base year. So, this kind of highlights the fact
19 why we need to go back and look at a Master Plan
20 every now and then, especially as you get more
21 accurate data.

22 We also looked at a number of other
23 historical sources or other forecasts, including
24 the FAA's and the Florida State's, both of which

25 were also fairly aggressive, given the fact that

168

1 none of them had the benefit of working with
2 actual numbers.

3 So, if you will, Ed. So, the first basic
4 forecast we did was the number of airplanes that
5 are here. This is a little easier to get a hold
6 on, because it is a number that's more tangible,
7 that's easier to go out with or without a control
8 tower and obtain.

9 And you'll see in the report, or hopefully
10 you did see in the report, there were a number of
11 different methodologies used. Unfortunately, for
12 both based aircraft and annual operations, we
13 couldn't do any socioeconomic regressions, because
14 while we had great data on the area and the State,
15 the local data fluctuated so much that no
16 correlations could even be conceived whatsoever.

17 We did look at based aircraft, based on
18 historical growth, you know, looking at it based
19 on trend populations, the national average, what
20 are the manufacturers doing? There's a lot of
21 different sources out there we used.

22 And ultimately, we combined some of the
23 national trends with some of the local trends and
24 came up with our recommended based aircraft

25 forecast, which was also adjusted -- this is

169

1 coming back to some discussions you had earlier --
2 which is also adjusted slightly in the first ten
3 years based on your T-hangar waiting list and your
4 corporate hangar waiting list, because those are
5 very significant elements that we need to consider
6 here locally.

7 This, I've said, that the TAC is one of the
8 few, if not only airport I've ever worked at that
9 had a corporate waiting list. And for those that
10 aren't as familiar, there are 17, roughly, today
11 on the corporate, and about 107, I believe, on the
12 T-hangar. Some of those may be down at Flagler on
13 their list, too, but all in all, there's about 124
14 people waiting to put an airplane here. And
15 that's a very significant element that we
16 considered.

17 That resulted in the numbers you see here,
18 the based aircraft going from -- get my bearings.
19 Well, it's not on there. Three hundred
20 twenty-one, we have, approximately, today, to
21 about 394 by the end of the planning period. And
22 that's --

23 MR. GEORGE: The end of the five years or ten
24 years?

25 MR. DiCARLO: I'm sorry. The end of the

170

1 20-year planning period.

2 MR. GEORGE: Okay. So, you're taking it from
3 what to what over 20 years?

4 MR. DiCARLO: Okay. 2003, of 321 based
5 aircraft today, to 2023 of 394. So, we're looking
6 at an increase of about 20 -- 23 -- excuse me, 73,
7 can't do my math this late -- 73 additional
8 airplanes over the planning period being based
9 here. That was what the recommended, or excuse
10 me, preferred forecasts were in the report.

11 And also in the report, I won't go into the
12 details tonight, there was a closer look at what
13 those airplanes would be, how many would be jets,
14 how many anticipated there would be single-engine,
15 multi-engine, the rotorcraft that -- that operate
16 here and such.

17 So, the next thing -- and again, I'm trying
18 to be brief and I'll certainly answer any
19 questions after. We needed to look at the
20 operations forecast. And we did a lot of similar
21 analyses based on historical, what some of the
22 national trends were.

23 We also were able to incorporate taking the
24 based aircraft forecast, since we now have that,

25 which is again a very standard FAA methodology,

171

1 and applying that to what does each aircraft
2 contribute? And that's another way of kind of
3 estimating what the future level of operations
4 could be.

5 And looking at all those different
6 methodologies, we ended up again combining a
7 couple of them to kind of get a balance of what's
8 going on in the industry nationwide and what's
9 going on here locally. Because it's really -- and
10 if you read in the report, there's a lot of
11 description about a lot of the stuff on the
12 national level is -- is very flat-lined or very
13 low growth. It's a lot to do with insurance
14 rates, the events of September 11, a lot of other
15 things, the economy in general.

16 But we here in Florida have always been a
17 little bit ahead of the curve. And certainly,
18 when you look at some of the historical factors
19 here, again on based aircraft, the waiting list,
20 you guys are much more ahead of the curve, so we
21 needed to temper the two together. And that's
22 culminated in an average annual growth of about
23 1.54 percent, is what we felt would be good for
24 the general aviation operations.

25 After that -- that -- the next slide. You

172

1 went from that 105- that we have today, annual
2 operations occurring with the tower counts, to
3 about 145,000, almost 146,000 by the end of the
4 planning year -- or planning period, 20 years from
5 now, for the recommended forecast.

6 Now, what I'd like Gloria to briefly go over
7 is this was just the general aviation operations.
8 As another part of the Master Plan scope, you had
9 asked us to do a brief look on the air service
10 analysis. What was the potential of possibly that
11 coming in within 20 years?

12 With that, I'll let Gloria talk about
13 really -- real quickly what we found there.

14 MS. GLORIA: Thanks, Doug. As Doug said, we
15 were tasked with trying to assess the possibility
16 of bringing commercial air service to
17 St. Augustine. And we really began that analysis
18 by first reviewing socioeconomic data, because the
19 amount of passengers is generally tied to the
20 population in the local area, which seems pretty
21 consistent around the country.

22 And the other major point that we looked at
23 was the state of the airline industry today. And
24 as we all are probably aware, since September

25 11th, the airline industry has been doing rather

173

1 poorly, although there are signs of recovery, et
2 cetera.

3 So, we really felt that if the possibility
4 was going to be there, it would be later in the
5 planning period, mostly because the growth in the
6 new, totally new airports that do not currently
7 have service, would generally occur in the next
8 kind of big growth spurt in the airline industry.

9 So, with that, we kind of looked at, well,
10 we're looking in the later half. When would a
11 population be such that airline service could be
12 profitable? Because one of the key things the
13 airport and the community would need to be able to
14 provide to the airline is profitable service if it
15 needs -- if it's going to be sustainable well into
16 the future.

17 So, we set up some assumptions as we went to
18 look at to see when could air service begin here.
19 And one of the key points -- there are several
20 listed up here -- is for the airport to undertake
21 some improvements to come into compliance so they
22 can obtain their full FAR Part 139 certification,
23 which would allow them to have scheduled
24 commercial service with aircraft over 50 -- over

1 And so there's some -- some things the
2 airport has to do for that, and also, to meet
3 security regulations for commercial air service;
4 such as you need a designated area for the planes
5 to be totally separated from general aviation
6 access. You really have to restrict the access
7 and have a sterile area. And so there's some
8 improvements the airport has to do there.

9 So, with that kind of -- with those
10 assumptions kind of in place, we went forward with
11 developing a methodology, which is shown on the
12 next slide, which is based on St. Johns -- the
13 population of St. Johns County. Because we really
14 felt that St. Johns County and the towns and
15 developments right along the edge of the county
16 would be the potential initial service area if
17 commercial service began here.

18 Just kind of picking out a few things here,
19 we -- we set a threshold level of enplanement as
20 being 50 -- sorry -- 36,500 passengers. And that
21 was based upon an airline coming in and starting
22 service of two daily flights of a regional jet
23 with 50 passengers.

24 So, we really felt that whatever kind of --

25 however we kind of adjust the population for

175

1 enplanement had to at least exceed or come very
2 near to exceeding that level.

3 So, we looked at airports, Florida airports
4 that are -- that would be of the relative same
5 size, and came up with an
6 enplanement-to-population ratio, which said how
7 many passengers could I have per one person in the
8 area.

9 And we took that -- that ratio, multiplied by
10 the -- the forecasted population, and then we
11 adjusted for what -- what we term in the report as
12 a nonleakage factor. And the nonleakage factor is
13 really the fact that -- accounts for the fact that
14 it will take some time for the community to kind
15 of change their flying habits as far as commercial
16 service goes and begin to use St. Augustine. So,
17 once service began, it would take a little bit of
18 time for the full community support and everyone
19 to change their habits to fly out of here.

20 And going forward with that methodology, if
21 we could have the next slide, gave the following
22 forecast: We really felt that probably the --
23 potentially the earliest service to begin is
24 around 2013, which is about 10 years out. And

25 that -- that assumes a lot of things come into

176

1 alignment. That's -- the airport and the
2 community actively seeks commercial service; that
3 the airport is able to get the facilities in place
4 in order to support that service; that the airline
5 industry has a full rebound and can get back to a
6 point where they can go into a totally new market
7 and support that expansion.

8 And so, but kind of beginning there, we kind
9 of forecasted out based on the population for the
10 county and came up with, at the end of the 20-year
11 planning period, about 111,000 enplanements. And
12 we took the enplanements and transferred that into
13 operations divided by the number of seats per
14 operations. So, now I'd like to turn it over to
15 Doug to wrap things up.

16 MR. DiCARLO: This, of course, as you see in
17 this last part, this was the -- the potential
18 commercial service operations, and again, as
19 Gloria pointed out, would take a lot of things to
20 really fall into place. We needed to add that
21 into the GA that I talked about prior to getting
22 the final, full operations forecast that we have
23 for the 20-year planning period.

24 And again, much like the based aircraft,

25 there are about -- a bunch of other subsets of

177

1 operations that are within that forecast chapter,
2 whether it be the local versus itinerant-type
3 operations, instrument operations, the fleet mix,
4 what type of airplanes. Are they, you know, the
5 business jets, the rotorcraft again? And then
6 some of the military type. There are other,
7 again, more detailed types of numbers that are put
8 into that chapter.

9 Having said that, the number -- the based
10 aircraft number I mentioned before and the number
11 you see here on the total annual operations were
12 the two key numbers that went forward in the
13 document, or that we hope to go forward in the
14 document that we recommend, and that will be --
15 that were presented to the TAC and that have been
16 submitted to FAA and FDOT for their review.

17 And that's the numbers that we wanted to get
18 your input or questions upon, as well as every --
19 all the other sections that we've completed to
20 date on the document.

21 And I believe that's -- that was the last
22 slide I had just for tonight. But what's
23 interesting to note is, much to my surprise, this
24 document, with the TAC submittal, was submitted to

25 FAA and FDOT, and without -- I don't know if it

178

1 was a good work load or what, but we had almost
2 immediate response from the FAA that they agree
3 with the forecast -- excuse me -- forecast
4 methodology, and the numbers were in line with
5 what they had deemed as acceptable for their
6 forecast method -- or their forecast use.

7 And they've actually already written a letter
8 to approve the forecast should the Authority
9 decide that these are the numbers we want to move
10 forward with in the study.

11 And that, of course, the next sections that
12 are coming up are the airfield capacity and demand
13 capacity for other facil -- future facility
14 requirements, which would include both GA and
15 looking at what it would take, again, as Gloria
16 hinted to, to secure or preserve the ability of
17 maybe having that option for commercial service in
18 the future. And that's where we're going with the
19 next stages of the study.

20 With that, I'd like to see if there are any
21 questions and ask your opinion on the -- the
22 numbers to date.

23 MR. GEORGE: Let's get -- let's get public
24 comment.

25 MR. DiCARLO: I'm sorry.

179

1 MR. GEORGE: Mr. Martinelli?

2 MR. MARTINELLI: Please. Several questions

3 and one comment. The comment is that I think this

4 is the most realistic five-year plan or Master

5 Plan that I -- and I've lived through two of them.

6 This is now the third. But this looks realistic.

7 The others were pie in the sky, self-serving in

8 many respects, and my comments to Mr. DiCarlo and

9 his group, I think they've got their feet on the

10 ground.

11 My questions are, first of all, the Technical

12 Advisory Committee, who's on that committee?

13 MR. WUELLNER: It's like 18 or 20.

14 MR. GEORGE: John Roderick is from your --

15 MR. WUELLNER: The Pilots Association.

16 MR. GEORGE: -- the Pilots Association.

17 MR. MARTINELLI: Excellent. Okay.

18 MR. DiCARLO: Yeah, we have a pretty good

19 cross-section of --

20 MR. WUELLNER: Representatives from the

21 County, City, Chamber, citizens.

22 MR. MARTINELLI: On the commercial service,

23 there's a couple of things that are kind of unique

24 about St. Johns County in the way we're structured

25 and our proximity to Jacksonville International.

180

1 The northern part of the county, which
2 happens to be where I live, the proximity to
3 Jacksonville International is really a factor I
4 think you must take into consideration, when you
5 look at the population -- the demographics of St.
6 Johns County.

7 Right now, you're going to be seeing, and
8 over the last five or so years, maybe even longer,
9 a skew where the density is increasing at a much
10 more rapid rate in the northern section of the
11 county than in the southern. And the northern
12 section of the county is much closer to
13 Jacksonville International, which offers, of
14 course, flights to anywhere, everywhere in the
15 country, which is going to be in competition to
16 two flights a day coming out of St. Augustine,
17 which might go to where; I don't know. But
18 they're obviously connecting flights that have to
19 be connected to somewhere else if you're going to
20 go to California, if you're going to go to the
21 midwest, Chicago, or wherever. So, I think that's
22 a consideration you really have to take into
23 effect here.

24 That being said, from what I've heard, and

25 from my own experience, I would say that your

181

1 commercial forecast is very optimistic. I don't
2 think you're going to see the commercial figures
3 that you're forecasting. That's just my
4 observation based upon what I know and what I've
5 seen.

6 So, other than that, I want to compliment
7 you. I think it's a --

8 MR. DiCARLO: And I think, just to kind of
9 give a little more information -- I'm not sure if
10 you saw the copy -- but unfortunately, we had a
11 very limited scope, but we did look at ticket
12 prices and tickets. We looked at drive times.
13 There were a lot of things that we certainly
14 considered, but unfortunately, it was a very
15 limited scope.

16 And, you know, you could almost do an air
17 service study to the magnitude of the entire
18 Master Plan process. And that's something that we
19 were not able to do, unfortunately. But I think
20 the key point here is that we looked at -- down
21 the road, the potential is there. It may be a
22 little further out than we've said.

23 I hate to say it, but it would almost be like
24 Gloria said; there's a lot of things that really

25 have to be lined up properly for it to even happen

182

1 within ten years.

2 But we want to look at what is the
3 possibility. And more importantly, how can we
4 preserve or keep that possibility from not eroding
5 in -- in short term.

6 MR. MARTINELLI: That brings to mind one
7 other point, which I will again compliment you on.
8 In the past, I think the philosophy was, if you
9 build it, they'll come. Let's put a grandiose
10 terminal here and we'll get commercial service.

11 And I'm awful glad to hear you say
12 hypothetically you need that, but don't build it
13 until after you're sure you're going to have the
14 commercial -- the basic passengers that are going
15 to justify commercial service. And I think that's
16 good, too.

17 MR. GEORGE: Any other public comment?

18 MR. GARDNER: Bill Gardner, St. Augustine.
19 Yeah, I was -- through the year, I've been
20 approached by parents from the Young Eagles we had
21 flown for public use access and to have an area to
22 where they could maybe, if we had some picnic
23 tables near the runway, that they could sit and
24 look over the terminal and watch the operations.

25 And so, I'd like to suggest at this time, in our

183

1 Master Plan, that we would have something like
2 that.

3 And my first and foremost thought would be,
4 right out here in front near U.S. 1, where it
5 would be not right in front of the threshold of
6 the runway, but to the south of the runway, maybe
7 in front of the taxiway area there.

8 In other words, we could take the fence
9 that's out there that goes straight across, we
10 could take that fence and just bring it in a
11 little bit in a rectangular fashion, and we could
12 have that area set aside for picnic tables, maybe
13 a little overhead structure there just to keep --
14 you know, for shade. But I think it would be a
15 wonderful area. People would be dry -- because
16 every time I'm on the highway, sometimes I'll see
17 a car stop, and they have their kids out there,
18 and they're watching airplanes either on the north
19 end of the airport or even here on the south end
20 of the airport.

21 And so, to have that type of a place --
22 parents, especially this last Young Eagles, they
23 asked me, "Is there a place we can come and the
24 kids could watch airplanes and that?" And I think

25 that's something that we have such a tax base here

184

1 providing our airport, I think we need to provide
2 a place for our public citizens, for a section, a
3 place.

4 MR. GEORGE: I'd like to make a comment that
5 the Pilots Association has come up with that idea
6 and has provided the -- the LPA Group with some
7 suggestions on where it should be. And
8 Mr. Roderick is your representative on that.

9 MR. GARDNER: Yes, I -- I'm aware of those.
10 And that is down by the waterfront. And it's far
11 away. It's far away from the road here and where
12 all the terminal activity is. And, yes, this
13 would be in addition to that. In other words, I
14 like the plan that we have submitted and it's
15 great down there, but to have this in addition up
16 front near the highway, I think is excellent.

17 Now, I'm not -- this is not to replace the
18 existing plan that we have already submitted with
19 St. Augustine Airport Pilots Association. This is
20 in addition to that. Thank you.

21 MR. GEORGE: Any other public comment?

22 (No further public comment.)

23 MR. GEORGE: I'll close public comment.

24 Mr. Ciriello?

25 MR. CIRIELLO: Yeah. I didn't give it too

185

1 much thought until I heard this young lady say
2 something.

3 I think we need to get away from the idea of
4 commercializing anything on this airport. Before
5 9/11, yes. But since then, airports have been
6 coming under a very tight scrutiny. They don't
7 want anybody walking around, period. So,
8 Mr. Gardner's idea of letting little kids come in
9 here and picnic and everything is nice for small
10 airports years ago when I was a kid.

11 The lady, young lady said that getting
12 commercial aviation on an airport, you have to
13 come up with certain considerations. You guys
14 realize from the Pilots Association, when you get
15 commercial aviation in here, they're going to
16 chase you clean off of this airport, because
17 they're not going to want you anywhere near.

18 Example: Last December 1st, I flew over to
19 Gainesville. I was going to meet a lady in the
20 main terminal, because I didn't know Gainesville
21 had the little fixed base operator on the other
22 side of the airport. I start to taxi over there.
23 When I got to the point of the airport where you
24 have those goofy yellow lines that we have here

25 that I don't understand, the tower, "Whoa, where

186

1 are you going?" I said, "I've got to meet a lady
2 at the terminal." "That's an airline terminal.
3 You can't go there. Turn your bucket around and
4 get over to that FBO 180 degrees away. You're not
5 coming over here. This is an airline place." And
6 yet, there was no airliners parked there. I mean,
7 it's not like Gainesville has them coming in every
8 30 seconds.

9 But if you get one or two airliners coming in
10 here, the considerations you have to go through
11 and the hoops you've got to jump through, the
12 security, this and that and the special place for
13 the people and the special baggage area and
14 everything is going to chase the little guys so
15 far off this airport, you're going to be sorry you
16 ever did that.

17 So, I think instead of wasting a lot of time
18 and money on the future for the LPA people to
19 consider that one day we're going to have airline
20 terminal in here, get off of that and keep on the
21 general aviation airport. This airport is not
22 going to be able to mix with commercial aviation
23 because of that 9/11. Not at this airport, but
24 any general aviation airport.

25 And then when I hear all of these -- you

187

1 know, these grandeur ideas of commercial aviation,
2 it just upsets me, because it's not going to
3 happen. And let's be practical about it and
4 honest. It just won't do it.

5 MR. GARDNER: I'd like to respond.

6 MR. GEORGE: Mr. Gorman?

7 MR. GARDNER: I'd like to respond.

8 MR. GEORGE: No, public comment is over.

9 MR. GARDNER: Okay. I can't respond? Go
10 ahead, Mr. Gorman.

11 MR. GORMAN: We can reopen it for him
12 afterwards, though, can't we, very shortly, or
13 what?

14 MR. GEORGE: We could.

15 MR. GORMAN: Anyway, we've got -- I'd like
16 to -- I hate to squash the public, but let's -- I
17 agree with Mr. Martinelli that the -- that LPA is
18 doing a good job so far. But I have a real quick
19 question. And I should know this and I don't.

20 Mr. Wuellner, if we build the maximum number
21 of hangars out there in the Araquay Park
22 development area, how many hangars will we have?
23 Guess. Just guess.

24 MR. GEORGE: WAG.

25 MR. GORMAN: Yes. That's something I don't

188

1 know at all. You're going to know better than I
2 do.

3 MR. WUELLNER: In excess of 150 new units,
4 you could put there.

5 MR. GORMAN: In excess of 150 new units. If
6 you don't lock a hangar really tightly around
7 here, there will be an airplane in it. So, as
8 soon as those things are built, those -- it will
9 add 150 airplanes. That's -- that's my only
10 comment.

11 And as I -- and I don't mean to be so
12 corrective of LPA; they've done a good job. But,
13 I mean, that's an instantaneous, almost, as soon
14 as they're built, that's it. There's that growth.

15 MR. WUELLNER: Yeah. And the other is, it's
16 not -- even though it's depicted that way, it's
17 not linear.

18 MR. GORMAN: Right.

19 MR. WUELLNER: You know, as you add a 10- or
20 12-unit hangar, you have 10 or 12 new residents.

21 MR. GORMAN: Right.

22 MR. WUELLNER: That's kind of the way it
23 works --

24 MR. GORMAN: You'll be adding pieces as fast

25 as you can erect them.

189

1 MR. WUELLNER: Stair steps.

2 MR. GORMAN: That's true. That -- that's
3 just one comment. I agree with Joe, though, as
4 far as the -- as far as the other comment Joe
5 said, as far as the security; 9/11 changed
6 everything. And Part 121, mixing with general
7 aviation, is tough.

8 MR. GEORGE: Absolutely.

9 MR. GORMAN: It's tough. That's what
10 makes -- it's a whole different scenario.

11 MR. GEORGE: Well, I think the LPA Group was
12 just asked to look at it --

13 MR. GORMAN: Right.

14 MR. GEORGE: -- on the surface. They're not
15 recommending that we plan for it.

16 MR. GORMAN: Right. Then they're --

17 MR. GEORGE: They're just saying we did what
18 we were told. We looked at it.

19 MR. WUELLNER: The real reality, too, is that
20 even where they're beginning that effort, it's ten
21 years down the road. And -- and the reality is
22 you'd likely do this effort again or it -- if that
23 indeed were going to happen, you'd be within that
24 next planning threshold. So, you'd have a fresh

25 Master Plan that, if that was on the horizon,

190

1 would be within the first five years. So, you're
2 going to look at it again before you really get --

3 MR. GORMAN: Sure.

4 MR. WUELLNER: -- having to deal with it.

5 MR. CIRIELLO: Can I ask LPA Group a
6 question?

7 MR. GEORGE: Yes, sir.

8 MR. CIRIELLO: I don't know if I mentioned to
9 you guys specifically, or somebody at a meeting,
10 that I suggested one time, because of we're
11 talking about airport expansion, you know, buying
12 Araquay Park and everything, that if the traffic
13 and airplanes and everything are going to be
14 generated so much into the future, that possibly
15 we could stand to use another airport in the
16 county. And I was thinking south, down by 206 or
17 something like that. Did I ask you guys to look
18 into the possibility of -- I mean --

19 MR. DiCARLO: Yes. Yes, you did, Joe.

20 MR. CIRIELLO: -- for us to own the
21 airport -- you know, St. Johns County, not
22 somebody else, but -- because some counties
23 have -- or own more than two -- one airport. So,
24 to leave -- that would be able to get your

25 commercial aviation in here easier, if you take a

191

1 lot of the smaller planes and move them to another
2 area.

3 MR. DiCARLO: Or if the demand dictates, you
4 move the commercial somewhere else. I mean, you
5 did mention that to us.

6 MR. CIRIELLO: Well, I wasn't thinking of
7 that big of an airport. I was thinking maybe a
8 5,000-foot runway being the most -- you know, the
9 longest and everything.

10 But to get commercial aviation in here, if
11 you could squeeze out some of the general
12 aviation, which you're going to have to do, if you
13 had a second airport that we own, that the people
14 could put their smaller airplanes on, it would
15 make it easier. But I just wondered if you was
16 aware that I wanted you to look into the
17 possibility of another airport in another
18 location.

19 MR. WUELLNER: They -- they really can't do
20 that.

21 MR. CIRIELLO: Why?

22 MR. WUELLNER: Because the scope of -- that
23 you have with FAA for the grants focuses
24 specifically on this airport. They could make a

25 recommendation to do another study that you could

192

1 possibly get funded by FAA if you had enough to
2 support that, but you can't -- you can't involve
3 another airport in your basic -- your Airport
4 Master Plan study.

5 I'm just saying that the scope of what's been
6 funded is going to limit you to looking at
7 planning issues related to this airport.

8 MR. CIRIELLO: That other runway you want to
9 put across, it doesn't fall in that --

10 MR. WUELLNER: It's this airport.

11 MR. CIRIELLO: -- that category.

12 MR. WUELLNER: It's contiguous to this
13 airport and it would be this airport.

14 MR. CIRIELLO: All right. Okay.

15 MR. WUELLNER: Now, the recommendation on the
16 Master Plan could be to look at a remote site,
17 which might justify a study to look at another
18 site.

19 MR. CIRIELLO: Okay.

20 MR. WUELLNER: But you can't just look at
21 that site.

22 MR. GEORGE: Okay. I get to dump now. I
23 disagree with your forecast. I -- first of all, I
24 am a salesman, okay? And I am an optimistic

1 But if I have a hangar waiting list of 107
2 just for T-hangars, and half of those come in,
3 there's 50 new occupants of hangars here hopefully
4 in the next two years, two and a half years. So,
5 your forecast of 73 in 20 years, I think is way
6 low.

7 Second point, let's say that St. Augustine
8 has the proper mix of population-to-airplane
9 owners. You're talking about a 1.3 percent
10 increase, but we're looking for St. Johns County
11 to increase by double digits for population. So,
12 that doesn't make the forecast, in my opinion,
13 hold water.

14 We got beaten up by the Chamber of Commercial
15 for our handling of Embry-Riddle. And the message
16 they were saying is we're out there beating for
17 businesses to come in here because we've got the
18 infrastructure of residential that has started in
19 the north end of the county, and we're out there
20 beating for businesses. Businesses bring in
21 corporate airplanes and bring in bigger demand.
22 So, there's a -- that and the new developments
23 that are going on, I think also, in my opinion,
24 taints your -- your estimate.

1 your estimate coincide with close proximity to an
2 FAA estimate that has been made, because they base
3 theirs on certain parameters, and if we come in
4 close to it, therefore we're legitimizing theirs,
5 if you will. I feel strongly enough, you know,
6 about it, if you looked at it, you know, to even
7 go to FDOT and talk to them about, you know, what
8 do you really see, you know, for St. Augustine as
9 opposed to a general aviation airplane -- airport.

10 I agree with you, the air service, until you
11 can get airplanes coming in here that's going to
12 go point A to point B and provide a profit, it
13 ain't going to happen. But one of the things that
14 we are responsible for, along with the County, is
15 providing better access for our residents to
16 transportation. And that might include rail
17 service, you know, to Jacksonville or to Orlando.

18 But -- that's not your Master Plan, you know,
19 type of thing, but I think that sometime we need
20 to sit back and talk to the County about, you
21 know, those possibilities and Jax Port Authority.
22 We've got the railroad right out here, and they
23 don't have a spur yet going to the airport. So,
24 it might be in their Master Plan down the road.

25 I appreciate everything that you guys have

195

1 done. You talked to a lot of people, and you're
2 putting together a lot of good information. I
3 think that this board feels so strongly about it,
4 that when you get down to your next phase, we
5 probably need to hold a special meeting, you know,
6 the board, where the total subject is what this
7 Master Plan is going to do.

8 Any other public comment? I'll open it back
9 up for you, Mr. Gardner, if you have anything else
10 to say. Briefly.

11 MR. GARDNER: Yeah, I was just saying when
12 Joe was mentioning "I don't want kids running
13 around," I think he was really talking about that
14 we'd be really in a lockdown here if we had the
15 commercial service. And I think that's what he's
16 addressing.

17 What I'm addressing is we have an area that's
18 fenced off, that they're on the outside of the
19 airport; they're not walking around the airport
20 area. But I think you were addressing the fact
21 that if we went commercial, it'd be a real
22 lockdown here. And that's possibly -- that's a
23 very possibility. Anyway, thank you.

24 MR. CIRIELLO: Yeah, you're right. I wasn't

25 condemning your -- your idea or anything, because

196

1 I remember back when I was a kid, airports were
2 wide open, no fences. You could walk up and look
3 at airplanes and do whatever you wanted.

4 But because of 9/11, it makes it tougher for
5 everybody, even with your ideas. You know, I
6 haven't -- in fact, I applaud you guys for what
7 you're doing with the Young Eagles thing. I think
8 it's great.

9 MR. GARDNER: Thank you.

10 MR. GEORGE: Okay. Moving right along, let's
11 get to item D., Memorandum of Understanding on the
12 terminal.

13 MR. WUELLNER: I think you guys need to kind
14 of, at least tacitly, in some way approve the
15 forecast, either the way they are, make some
16 change, determination, whatever you're going to
17 do.

18 The balance of the study is -- is really
19 contingent upon the acceptance by all parties of
20 some reasonableness on the forecast. And, you
21 know, they're going to go on from here to develop
22 requirements and demand capacity and -- and
23 alternatives ultimately, and take it the full rest
24 of the way.

25 You know, FAA's looked at it -- not that this

197

1 should influence your decision. But FAA's looked
2 at it and determined them to be -- I'll use the
3 term "reasonable," or within what they consider a
4 reasonable expectation, what's going to happen.

5 You know, something along that idea would be
6 appropriate for you or, "Look, I'm not happy with
7 this part of it; let's keep looking."

8 We could always keep sending it back to FAA
9 to keep looking at. We weren't -- we didn't ask
10 them to approve it; let's put it that way. They
11 just kind of, in a review copy, looked at it and
12 said, "We like it," signed off on it. I mean,
13 that almost never happens in FAA world.

14 MR. GORMAN: Just to fix the concern that
15 Mr. George and I had as far as the total
16 airplanes, I mean, go four years down the road,
17 add 150 airplanes. Because if we don't, when we
18 finish these hangars, we're going to have
19 instantaneously 150 more airplanes. That just
20 fixes that. That's -- it's a simple matter.

21 MR. GEORGE: Yes, Doug.

22 MR. DiCARLO: Unfortunately, I would disagree
23 in that I don't think it's that simple. As soon
24 as we were to do that --

25 MR. GEORGE: Do you think it's worth us --

198

1 MR. DiCARLO: -- the approval is null and

2 void.

3 MR. GEORGE: Do you think it's worth us
4 having a special meeting? Because I have two more

5 board members that might have an input on this.

6 Or, do you want to do it one on one with me and

7 one on one with Mr. Gorman in the next 48 hours?

8 If that's what you need --

9 MR. WUELLNER: There's a tendency --

10 MR. GEORGE: -- we'll make ourselves

11 available.

12 MR. WUELLNER: There's a tendency in -- in

13 airport planning to get really, really caught up

14 in what 20 years is forecasting. And I remember

15 having this discussion on my first days here in

16 this county, with -- back when Vic was on the

17 board, that one of the sticking points and

18 stumbling points to approving even the last Master

19 Plan was an inability to get past the thinking in

20 the 10- to 20-year period.

21 There's nothing wrong with exceeding your

22 forecast as -- as you actually develop. There's

23 absolutely nothing wrong with that. You can

24 continue to justify additional hangars and

25 development and things of that nature. What

199

1 you're trying to do is present a reasonable
2 estimate of what would occur in the next 20 years.

3 Now, I -- I hear what you're saying relative
4 to that. But there's a point there where the
5 pent -- pent-up demand that we have perhaps right
6 now, which is represented by a waiting list of a
7 hundred and some names, disappears. And you're
8 into a much more normal, when we finally reach --
9 you know, I don't know what the magic number is.

10 Let's say 50 or 60 additional T-hangar units in
11 the next couple of years, if we can get there, you
12 know, now that list is down to 10 or 20 in a
13 normal time line. And that's perhaps a healthy
14 list. And maybe we're only looking at building a
15 10- or a 12-unit every three years, two or three
16 years, to take 12 names off the list.

17 I don't think it's reasonable to expect
18 you're going to see 110 names every time you build
19 43 units like we did down the street. The reality
20 of that -- of what happens, the dynamics of the
21 waiting list, were you had 90 names, round numbers
22 here, 90 names on the list when we opened up 42
23 T-hangars. That list went down to less than 10 to
24 occupy 42. By the time it was all done, we had

25 less than 10 people on the hangar waiting list.

200

1 Since that time -- and that's only been three
2 years ago. But the list swelled because there's a
3 resurgence of interest in the belief that they'll
4 get hangar space virtually instantly when you do
5 that. The list swelled again to a hundred and --
6 almost 110 names again.

7 We see it every day when we -- just normal
8 leasing activities. We'll go through at least two
9 for every one we can lease; I mean, two names on
10 the list for every one that ultimately doesn't.
11 Sometimes it's more than that. Sometimes it's
12 three. Sometimes it's four names. Sometimes they
13 come completely off the list. Sometimes they go
14 to the end of the list. I mean, it -- it varies.
15 But 108 names is not representative of what the
16 actual demand is.

17 MR. GEORGE: Mr. Wuellner, I personally try
18 to make decisions based on all of the information
19 that I have.

20 MR. WUELLNER: Uh-huh.

21 MR. GEORGE: And if I was going to live with
22 73 new airplanes, I would side with Mr. Ciriello
23 to take another look at why we're displacing
24 people out of Araquay Park.

25 MR. GORMAN: Again, can I say something, too?

201

1 I think that if you built a hundred hangars here,
2 you'd fill them. I'd put a large -- you know,
3 every place -- there is no place in Florida that
4 does not have a hangar waiting list. I know
5 you're an expert at this. You've been doing this.

6 MR. WUELLNER: No, you're true.

7 MR. GORMAN: However, I've never seen --
8 there is no hangar space anywhere in Florida, and
9 especially in developing areas.

10 MR. WUELLNER: I bet you'd find 30 percent of
11 the waiting list in Northeast Florida is
12 identical.

13 MR. DiCARLO: That -- that was the other
14 thing. I think there was another number --

15 MR. GORMAN: That's probably true.

16 MR. WUELLNER: There's that much demand for
17 space.

18 MR. DiCARLO: Well, they're already based --

19 MR. GEORGE: Okay. Let me -- let me --

20 MR. GORMAN: Anyway --

21 MR. GEORGE: In the essence of moving this
22 on, we have two other members that I'm sure feel
23 just as --

24 MR. WUELLNER: Passionate.

25 MR. GEORGE: -- enthusiastic as the board

202

1 members on this. So, I would like to suggest that
2 we call a special session just to go over the
3 forecast and the Master Plan and what we expect
4 LPA to continue to do.

5 MR. GORMAN: He needs to get this done, too.
6 I mean, the LPA Group needs to get this --

7 MR. GEORGE: Right. So, to put that in the
8 form of a motion, I make a motion that we do
9 another session within two weeks for the specific
10 purpose of going over the Master Plan and the
11 forecast so that we all get in sync, or at least
12 we get the majority of what the direction is going
13 to be, and we know what the implications that's
14 going to be with the Araquay Park.

15 MR. GORMAN: I'll second that.

16 MR. WUELLNER: Can we just put this ahead of
17 the next Authority meeting on the 15th? You're
18 only three weeks from the next meeting as it is.

19 MR. GEORGE: You're the one that said he
20 needed it quick, so...

21 MR. WUELLNER: The reality is if you elect to
22 change something, it's going back to FAA anyway,
23 and the time line's extended slightly anyway. I
24 mean, you've got FAA concurrence today. And I'm

25 not -- again, I'm not trying to influence you; I'm

203

1 just stating the fact that you've got that now.

2 If you want to change it, we've got to re --
3 resend it through FAA. Not -- I mean, we might
4 get it the next day again; I don't know. But it's
5 not just, you know, a slam dunk when you guys make
6 your -- you know, if you're going to do something
7 that departs from reasonable, if -- and I mean
8 "reasonable" in terms of the --

9 MR. GEORGE: I resent that implication.

10 MR. WUELLNER: I knew you would.

11 MR. GEORGE: Maybe we're going to --

12 MR. WUELLNER: But I mean, relative to how
13 FAA would look at that raw data, not -- not what
14 you consider reasonable here. All you have to do
15 is be able to support what you've determined to be
16 reasonable for this facility. If we can justify
17 that, we can have that kind of discussion with FAA
18 and either bring them to our position, they bring
19 them -- you know, find somewhere in between,
20 whatever -- whatever all happens there.

21 MR. GORMAN: Then what's your recommendation?

22 MR. GEORGE: I have a motion and a second.
23 Discussion? The motion is in the next two weeks,
24 we have this meeting. Any discussion?

25 MR. CIRIELLO: Just the one agenda item, the

204

1 Master Plan.

2 MR. GEORGE: That one agenda item, right.

3 Yes.

4 MR. CIRIELLO: What time?

5 MR. GEORGE: Let's get the meeting first.

6 MR. CIRIELLO: Oh.

7 MR. GEORGE: If there's no discussion, then

8 I'll call for a vote. All of those in favor?

9 MR. CIRIELLO: Aye.

10 MR. GORMAN: Aye.

11 MR. GEORGE: Aye. We got it. Now, when in
12 the next two weeks do you want to have it? What's
13 convenient for you guys? Thanksgiving is coming
14 up.

15 MR. CIRIELLO: Thanksgiving Day. I have a
16 houseful of people coming and I don't want to be
17 there.

18 MR. WUELLNER: Let's find --

19 MR. GEORGE: Your suggestion?

20 MR. WUELLNER: Find two days so that we can
21 increase the probability of getting all five of
22 you together.

23 MR. GEORGE: Okay.

24 MR. WUELLNER: You're looking at --

25 MR. GEORGE: Let's make --

205

1 MR. WUELLNER: You're looking at least
2 December 1st from this point, which is two weeks.

3 MR. GEORGE: Saturday is December the 6th. I
4 suggest December the 4th and 5th as the two dates.
5 That's a Wednesday and a Thursday. No, that's a
6 Thursday and a Friday.

7 MR. WUELLNER: 4th and 5th? You want to find
8 it there?

9 MR. GEORGE: Yes.

10 MR. CIRIELLO: 4th or the 5th.

11 MR. GEORGE: Right. Whichever they can get
12 the most of us together.

13 MR. WUELLNER: Have you got that?

14 MR. GEORGE: Okay? All right.

15 Memorandum of Understanding on the terminal.
16 Would you like me to talk?

17 MR. WUELLNER: It's your request.

18 7.D. - MEMORANDUM OF UNDERSTANDING - TERMINAL

19 MR. GEORGE: I requested that this Memorandum
20 of Understanding be forwarded to all the board
21 members, because this Memorandum of Understanding
22 was generated while a different board, probably in
23 its entirety, you know, was there, and the
24 mentality at the time, as far as return on

25 investment, was different.

206

1 Mr. Wuellner's given us an assessment of it,
2 and he's tried to project the revenues. And I'm
3 going back to the next-to-the-last page, that the
4 terminal building, Phase I and Phase II, that he
5 is looking at over a 20-year time period, a 5.1
6 percent return on our investment, not on FDOT's
7 investment.

8 We have in the past talked about 7 to 10
9 percent, and I wanted to bring it up so that you
10 were aware of it, and in the event that you wanted
11 to suggest any changes to it, that we bring it up
12 now.

13 My thought is, the document of understanding
14 was generated in good faith, and I think we
15 probably need to adhere to that, the only
16 difference being that the canopy hangar was
17 originally planned for \$600,000, and now it's up
18 to \$800-something thousand. So, that was the
19 reason I had him bring it up.

20 And action I would look for it is for you
21 guys to give concurrence to continue with the
22 letter of understanding, you know, but don't
23 deviate anything below it, or whether you say no,
24 take the canopy hangar, since it's costing us more

25 money, and renegotiate that piece of it.

207

1 I will point out that the canopy hangar is
2 giving us 16,000 square feet of space, whereas the
3 old four hangars we have there were 14,600. So,
4 you're getting about a 10 percent increase in
5 space, but we're getting a 30 percent increase or
6 50 percent increase in the cost of the structure.

7 MR. GORMAN: I think your point's well taken.
8 I think we need a full board to discuss that, but
9 I think it's a really well-taken point.

10 MR. GEORGE: Let me open it to -- anybody
11 from the public want to make a comment on it?

12 (No public comment.)

13 MR. GEORGE: Okay. Your suggestion, we need
14 to get a full board to discuss it, I can support
15 that. I said I can support that and I can also
16 support, you know, just -- since we in good faith
17 negotiated something, and in February, when we got
18 Aero Sport to sign off on the new structure, we
19 did not come forth and say it's costing us another
20 50 percent; therefore, your rate's going to have
21 to go up. We didn't say that. So, that's
22 probably our fault.

23 Mr. Ciriello, how do you feel?

24 MR. CIRIELLO: There's nothing in writing

25 yet, is there?

208

1 MR. GEORGE: This -- this is the document --

2 MR. CIRIELLO: No, no, no. I mean, if you

3 remember back -- I don't know if you do -- back in

4 the old paint hangar and everything, that they had

5 a contract signed with the guy in the paint

6 hangar, before the thing was constructed, and

7 afterwards, it should have doubled his rent. And

8 he said, "No, no, I got a contract that says I

9 only have to pay so much." And we took a beating.

10 There's nothing like that here.

11 MR. GEORGE: We don't have a contract, but

12 it's my understanding we have a Memorandum of

13 Understanding of how the costs are going to be

14 absorbed in that whole terminal Phase I and Phase

15 II project. Now, is that a contract? No, it's

16 not a contract.

17 MR. CIRIELLO: Well then, legally we can

18 re -- we can negotiate it.

19 MR. GEORGE: Yes, we could.

20 MR. CIRIELLO: So, I have no problem with

21 that.

22 MR. GEORGE: So, you have no problem in

23 bringing it up again in front of the full board?

24 MR. CIRIELLO: Right. It's -- it's not a

25 done deal. It's not in writing. It's not saying

209

1 that they're going to pay X number of dollars'
2 rent. Until they get a contract that says that,
3 we can say how much we want anytime we want.

4 MR. GEORGE: Okay. Then I would like to do
5 that --

6 MR. CIRIELLO: If that's legal -- I mean,
7 you've got the legal man here. Am I right or
8 wrong?

9 MR. GEORGE: Good question. Mr. Burnett?

10 MR. BURNETT: I was just commenting to Ed
11 about part of this. I would -- I would like the
12 opportunity to get with you and speak to you
13 individually about this. I certainly can do it
14 in -- in this setting as well.

15 No matter how the Memorandum of Understanding
16 were to be construed, there is certainly room for
17 the terms to be modified, especially in
18 consideration of the facts that you've brought up
19 related to the additional cost and the change in
20 dynamic of the structure itself. It is a
21 different structure and there's added square
22 footage there as well.

23 There's other things, of course, related to
24 the contracts as they exist and then will be

25 changed over into the final lease document, which

210

1 will be more of a master lease covering other
2 aspects that are governed by other leases right
3 now that's sort -- perhaps outside of the scope of
4 that Memorandum of Understanding, that are going
5 into the final lease, or most likely will go into
6 the final lease. So, there's other points that
7 get --

8 MR. GEORGE: Are you saying that what we're
9 going to wind up with is a brand-new lease that
10 covers everything and maybe extends the contract
11 time period?

12 MR. BURNETT: Yes.

13 MR. WUELLNER: It's in your memo of
14 understanding.

15 MR. BURNETT: Yes.

16 MR. GEORGE: Okay. All right. Then if you
17 could have that looked at by the time of the next
18 meeting, let's leave this on the agenda to discuss
19 it at the next meeting, but let's see what it
20 takes or what our cost is on the hangar, you know,
21 and what rate of return -- what the rent would be
22 for -- for any changes that we might want to come
23 up with.

24 MR. WUELLNER: Okay.

25 MR. GEORGE: All right? Loan agreement.

211

1 7.E. - BORROWING RESOLUTION FOR BANK LOAN

2 MR. WEINSTEIN: Gentlemen, my name is Irv
3 Weinstein. I'm with the Rogers Towers law firm.
4 You have before you a resolution that would
5 provide a \$5,000 loan by --

6 MR. WUELLNER: Five million.

7 MR. WEINSTEIN: Five million dollar loan by
8 Wachovia Bank to you for the acquisition of the
9 property. You asked for proposals from financial
10 institutions. You received proposals. It was
11 determined that the Wachovia proposal was the best
12 proposal. This resolution selects Wachovia's
13 proposal and authorizes you to issue a note of up
14 to \$5 million, approves a loan agreement pursuant
15 to which Wachovia would make that loan to you.

16 It would be what we call a draw-down loan; in
17 other words, as you need the money, the funds
18 would be advanced, but not in excess of \$5
19 million. The term of the loan would be roughly, I
20 think it's 2015, is when it would have to be
21 repaid. It's a variable-rate loan. You can
22 convert it to fixed. While it's in the variable
23 rate, you can prepay it.

24 Once it's in fixed, there are potential

25 prepayment penalties, depending on what the market

212

1 rate is. But that's what this resolution does.

2 And I'll be happy to -- to answer any questions

3 regarding the structure of the transaction. It's

4 a tax-exempt loan.

5 MR. GEORGE: Were there any changes,

6 Mr. Wuellner, from what the summary of what you

7 talked to Wachovia?

8 MR. WUELLNER: No. I think the only -- the

9 item that was hanging out there was related to

10 prepayment. The prepayment aspect was qualified

11 that while the loan remained in a variable state,

12 which it could remain the entire life of the loan,

13 that it's the option of the Authority, you have

14 literally free reign to repay that loan at any

15 time.

16 If at some point you convert that loan, all

17 or part of it, to a fixed rate, you may be subject

18 to the normal prepayment. Now, the bank would

19 make the determination whether you'd have a

20 prepayment penalty at that time or not. And

21 again, it would be a market function. You know,

22 if it makes sense for them business-wise -- you

23 know, if the rate was such that reloading that

24 money made more sense, getting it back, then it

25 may be that they waive that -- that clause.

213

1 MR. WEINSTEIN: Right. And it's not really
2 within the bank's discretion. There are specific
3 prepayment parameters in terms of what the
4 prepayment penalty would be. The bank could, in
5 addition, waive any fee. But there are fixed
6 provisions in terms of what the prepayment --

7 MR. WUELLNER: How they calculate.

8 MR. WEINSTEIN: Right.

9 MR. GEORGE: If we convert it to a fixed,
10 could we change the term of it at the same time?

11 MR. WEINSTEIN: If the bank agreed.
12 Otherwise, by approving this documentation, the
13 terms of the prepayment provision are in this
14 document. So, if at the time you later decided to
15 convert to fixed and you thought at that point in
16 time that the market was such that you could do
17 better in terms of getting a prepayment penalty
18 for a fixed-rate loan, you could negotiate that
19 with Wachovia, but they would be under no
20 obligation to agree to change that.

21 Of course, you could simply prepay their loan
22 and get money from someone else. And at that
23 point in time, it would still be in the variable
24 rate and you would have the right to prepay it

25 with no penalty.

214

1 MR. WUELLNER: You could always shop for
2 another lender at that point.

3 MR. WEINSTEIN: Right.

4 MR. GEORGE: So, it gives you all the options
5 there. Yeah. Yes, sir. Mr. Gorman?

6 MR. GORMAN: Without reading through the
7 entire -- not being a lawyer, is there a mechanism
8 in here where you have a rapid rise in interest
9 rates so that you can then lock this thing quickly
10 without any further damage to actually your cash
11 flow?

12 MR. WEINSTEIN: Oh, you can lock it in --

13 MR. GORMAN: You can lock it in --

14 MR. WEINSTEIN: -- immediately.

15 MR. GORMAN: -- immediately.

16 MR. WEINSTEIN: If you decide --

17 MR. GORMAN: And the mechanism is a -- is a
18 rapid mechanism where Mr. Wuellner can expedite
19 it, and there is a --

20 MR. WUELLNER: Yeah.

21 MR. WEINSTEIN: The nature of -- of the fixed
22 rate is stated in this document. And so, if at
23 any point in time you made the financial decision
24 that variable rate didn't make sense anymore,

25 written into the documents are the terms by which

215

1 it would be converted to fixed rate -- the rate at
2 which it would be converted to fixed rate. It's a
3 market -- it would be based on the market at that
4 point in time.

5 MR. GORMAN: To me, that's the only liability
6 in this loan. So, as long as that liability is
7 fixable rather instantaneously by Mr. Wuellner
8 with direction from the board with only -- with
9 the prepayment penalty being the only then --

10 MR. WUELLNER: Correct.

11 MR. GORMAN: -- having a possible prepayment
12 penalty being then the only liability left over --
13 you know, if you had \$5 million out and then all
14 of a sudden you had a meteoric rise, all right,
15 that's fine.

16 MR. WEINSTEIN: Of course, you could decide
17 that at the time you didn't like the variable
18 rates anymore, it's certainly possible that that
19 point in time, the formula by which it converted
20 to fixed was equally unattractive to you.

21 MR. WUELLNER: At which point you could
22 solicit new proposals.

23 MR. WEINSTEIN: But that -- it could be that
24 the market, in hindsight, you would look and say,

25 "Well, gee, three weeks ago, we should have

216

1 converted this -- had we had the benefit of
2 hindsight, we should have converted to fixed three
3 weeks ago."

4 MR. GORMAN: That's my point, right.

5 MR. WEINSTEIN: But nobody knows the future
6 market.

7 MR. GORMAN: Right. Because with -- with
8 that being at a 30-year low, you've got to look at
9 that being the -- the liability on this loan.

10 MR. WEINSTEIN: Right.

11 MR. GEORGE: Are you -- from your knowledge
12 of the industry, are you recommending that we
13 accept this because it's a good deal, I mean,
14 it's -- from your involvement with other, you
15 know, loans of this nature?

16 MR. WEINSTEIN: I -- I think it's a
17 market-based deal, and that's evidenced by the
18 fact that you solicited proposals and this was the
19 best proposal of those that you received. But
20 it's a competitive proposal.

21 I don't know what the rates would be today,
22 but in the bank's response to the proposal, they
23 say, for example, that on October 14th, the
24 floating rate would be 1.07 percent. It's hard to

25 say that's not a good rate.

217

1 MR. GEORGE: Absolutely, yeah. Okay. Are
2 there any public comments?

3 (No public comments.)

4 MR. GEORGE: Mr. Martinelli's not here,
5 but -- okay. I will close public comment. Any
6 other questions or comments from here?

7 (No questions or comments.)

8 MR. GEORGE: Okay. I think the action that
9 we're going to be asked to take is to approve a
10 resolution to allow them to press forward with
11 doing this loan.

12 MR. WEINSTEIN: Right. There would be -- the
13 proposal would be to close this Thanksgiving week.
14 And one thing we need to find out from the board,
15 we need the chairman and the secretary to be
16 available sometime during the week of the --

17 MR. GEORGE: I understand. Right.

18 MR. WEINSTEIN: -- Thanksgiving week so that
19 we can have the closing --

20 MR. GEORGE: Okay.

21 MR. WEINSTEIN: -- if you decide to approve
22 this.

23 MR. GEORGE: Okay. So, the action required
24 to do is to approve it and for them to proceed

1 MR. WUELLNER: You're going to adopt the
2 resolution.

3 MR. GEORGE: I'm sorry. It's to adopt the
4 resolution.

5 MR. CIRIELLO: I'll make the motion.

6 MR. WUELLNER: And we are getting you a
7 number for that.

8 MR. CIRIELLO: I'll make a motion to adopt
9 the resolution.

10 MR. GEORGE: Do I have a second?

11 MR. GORMAN: Second.

12 MR. GEORGE: Any discussion?

13 (No discussion.)

14 MR. GEORGE: Then let's vote. All in favor,
15 say aye.

16 MR. CIRIELLO: Aye.

17 MR. GEORGE: Aye.

18 MR. GORMAN: Aye.

19 MR. GEORGE: The ayes have it, so approved.

20 MR. WUELLNER: Let the -- our record reflect
21 that that's Resolution 03-11. 03-11.

22 MR. GEORGE: 03-11.

23 MR. WUELLNER: Now, we're going to need to
24 have -- Mr. George, we're going to need your

25 availability over a course of a few days, so don't

219

1 leave here without --

2 MR. GEORGE: I will be in town until Saturday
3 after Thanksgiving.

4 MR. WUELLNER: That will work.

5 MR. GEORGE: And then I'll be gone for two or
6 three days.

7 MR. WUELLNER: Well, we need to coordinate
8 that with Suzanne.

9 MR. GEORGE: Fine. No problem. You've got
10 my cell number.

11 MR. WUELLNER: Thank you. Okay.

12 7.F. - MPO TECHNICAL COORDINATION COMMITTEE APPROVAL

13 MR. WUELLNER: Next item we have is item F,
14 which is the MPO Technical Committee.
15 Participation by Staff, as you are aware, with the
16 expansion of the MPO boundaries at some point here
17 in the fairly certain future, you are going to be
18 asked to appoint an individual from the Authority
19 to the actual MPO board.

20 A subset of that board is not -- is basically
21 a staff-related board that provides technical
22 assistance to the board. The board -- MPO board
23 is all elected officials. They can only be
24 elected officials, in which you guys will occupy

25 one seat at that table.

220

1 The technical committee is made up of Staff,
2 and we're asking, based on the MPO's request that
3 we begin participating in that technical side in
4 advance of the board, that we be authorized to
5 notify the MPO that we'll begin participating in
6 that from the staff level, and we'll attend those
7 meetings and actively be engaged in that.

8 That's basically what we're asking you to do.

9 MR. GEORGE: Okay. Any public comment?

10 (No public comment.)

11 MR. GEORGE: Board comment? You know, this
12 is the thing we approved about six months ago to
13 work toward that. And so now it's coming to
14 fruition. I would suggest that we not specify
15 somebody to be on the board, but approve the
16 Authority to get involved with it.

17 MR. WUELLNER: Yeah, this is strictly a
18 Staff -- we're just asking for Staff to be
19 involved at this point. At some point, you're
20 going to have to decide who does that from an MPO
21 board, but that will be later.

22 MR. GEORGE: Okay. So, I would -- that's
23 what's before us. Who wants to make a
24 recommendation or --

25 MR. CIRIELLO: I'll move. We --

221

1 MR. GEORGE: For Staff -- we implement

2 Staff's recommendation.

3 MR. CIRIELLO: Yeah.

4 MR. GORMAN: Second.

5 MR. GEORGE: We have a motion and a second.

6 Any discussion?

7 (No discussion.)

8 MR. GEORGE: Any -- all in favor, aye?

9 MR. CIRIELLO: Aye.

10 MR. GEORGE: Aye.

11 MR. GORMAN: Aye.

12 MR. GEORGE: Ayes have it.

13 MR. WUELLNER: Thank you. The next item I've

14 got's --

15 MR. GEORGE: Would you, Mr. Wuellner, get

16 with each one of the members of the board to

17 explain the demand on time so that when we bring

18 it up, who's going to be on this, everybody's

19 aware of what it is?

20 MR. WUELLNER: On the MPO proper?

21 MR. GEORGE: Right. Yeah.

22 MR. WUELLNER: We'll try to get that -- I

23 don't know right offhand, but we'll see what we

24 can find out for you.

25 MR. GEORGE: Okay.

222

1 7.G. - RECORDS MANAGEMENT POLICY REVIEW

2 MR. WUELLNER: Next item I have is reference
3 the revisions to policy, what is 99-01, but will
4 be in the future referred to as 2003-03, which is
5 the Authority's record management policy. It is
6 99.9 percent directly out of Florida Statutes, but
7 you're essentially required by statute to adopt a
8 policy that's consistent with the statute.

9 The only significant change within here is
10 previously we had identified the executive
11 secretary for the Airport Authority as the records
12 custodian, and we are changing that, or requesting
13 to change that, to that of the fiscal assistant,
14 because if you follow the history of Staff around
15 here, it's the same person; it's just the job
16 title has changed.

17 MR. GEORGE: Okay.

18 MR. WUELLNER: And we're recommending that
19 you adopt Policy 2003-03 in replacement of 99-01.

20 MR. GEORGE: Any public comment?

21 (No public comment.)

22 MR. GEORGE: Close public comment. Board
23 comments?

24 MR. GORMAN: Just one little bit silly one.

25 In other words, are we going to be moving all of

223

1 these file cabinets anytime soon?

2 MR. WUELLNER: No. It really has nothing to
3 do with moving the thing. It has to do with who's
4 responsible for maintenance of the Authority's
5 public records.

6 MR. GORMAN: I was wondering if there was any
7 caveat in here as to their condition or anything.

8 MR. WUELLNER: No.

9 MR. GEORGE: I make a motion we accept
10 Staff's recommendation.

11 MR. GORMAN: Second.

12 MR. GEORGE: I have a motion and a second.
13 Any discussion?

14 (No discussion.)

15 MR. GEORGE: All in favor?

16 MR. CIRIELLO: Aye.

17 MR. GEORGE: Aye.

18 MR. GORMAN: Aye.

19 7.H. MEETING POLICY REVIEW

20 MR. WUELLNER: Next item I have is the
21 meeting policy review. Meeting policy, we
22 provided it several meetings ago. We did not
23 resend it with you, however.

24 The only changes -- appears we didn't copy it

25 into mine, either, so -- but the changes were

224

1 related to the expansion of how we advertise the
2 Airport Authority meetings. It included an
3 expanded sentence under that section to deal with
4 the placement of the agenda on the web. That's
5 essentially the guts of the change.

6 Your policies require you to review them
7 periodically. I think it was about a three- or
8 four-year-old policy.

9 MR. GEORGE: Right.

10 MR. WUELLNER: Otherwise, other than a few
11 scrivener error or wordsmithing, it's essentially
12 what it was with the exception of adding a
13 provision requiring or generally agreeing that we
14 place the agendas on the web at the earliest
15 possible time and -- and maintain that agenda.

16 And our recommendation was to readopt the
17 policy. I'm sorry; I don't have a copy in front
18 of me, either, so...

19 MR. GEORGE: Any public comment?

20 (No public comment.)

21 MR. GEORGE: Close public comment. Authority
22 comment?

23 MR. GORMAN: In other words, this -- the web
24 publishment was in lieu of actually trying to

25 publish the agenda in the paper.

225

1 MR. WUELLNER: That's in addition to.

2 MR. GORMAN: In addition to.

3 MR. GEORGE: In addition to, yeah.

4 MR. GORMAN: We are going to publish it in

5 the paper, the agenda in the paper, and we're

6 going to put it on the web.

7 MR. WUELLNER: Correct.

8 MR. GORMAN: Okay.

9 MR. WUELLNER: Basically, we've implemented

10 it, but it's -- we need to catch the policy up.

11 MR. GORMAN: In other words, so if we do have

12 a last-minute change, it will be on the web, but

13 it might not be in the paper.

14 MR. WUELLNER: Exactly.

15 MR. GORMAN: Okay. That's fine. Understood.

16 MR. GEORGE: I would like to suggest -- I'm

17 sorry I didn't suggest this the first time

18 through. But we have a TV channel here in town

19 that is government oriented. Maybe we need to

20 also just put it on a -- have a standard ad, you

21 know, that says here's when the meeting is; go to

22 the website to see what it is. So, that's just

23 another way of -- of getting, you know, the idea

24 across to other people.

1 doing that. I don't -- certainly no problems

2 doing it.

3 MR. GEORGE: Okay.

4 MR. BURNETT: That -- that -- from my
5 experience with the County, I can give you some
6 insight into that process.

7 MR. GEORGE: Okay.

8 MR. BURNETT: The County has several cable
9 television operators. The prime -- the primary
10 cable operator, Time Warner, is the one serves --
11 serving most of the county residents. That one is
12 much easier for the County's GTV channel to put
13 the agendas on, as the County currently does.

14 The other ones, to get the -- either the
15 agenda or to broadcast a County meeting or what
16 have you, not all of the cable operators carry
17 live feeds or can the County -- currently, the
18 County, for Time Warner, for example, can carry a
19 live feed, or they can just pop a tape in the VCR
20 and play and it goes out.

21 With other -- with other operators, for
22 example, the -- I believe it's BellSouth, serves
23 the World Golf Village area, they have to give
24 them a tape and it has to be physically carried up

25 there. It's -- and so, there's a bit -- there's a

227

1 dynamic there, that --

2 MR. GEORGE: Doesn't the County generate the
3 tape to go up there for their stuff so that they
4 cover that end of the county?

5 MR. BURNETT: Yes.

6 MR. GEORGE: I would be proposing that we get
7 with the County and as part of our
8 intergovernmental agencies, pat each other on the
9 back, we get those organizations to put our --

10 MR. BURNETT: My only suggestion is you may
11 not want to make that a -- make a change to the
12 policy at this time, other than to direct Staff to
13 start that ball rolling --

14 MR. GEORGE: Okay. Good point.

15 MR. BURNETT: -- to get it directed --

16 MR. GEORGE: That's a good point.

17 MR. BURNETT: -- to get it coordinated with
18 Margarete Laidlaw at the County's government
19 channel. Margarete's the person who's the head of
20 that department.

21 MR. GEORGE: Okay. The other item that I
22 came up with is on the action items where we're
23 talking about the agenda.

24 MR. WUELLNER: Uh-huh.

25 MR. GEORGE: I'm wondering if it would be

228

1 appropriate that in our summary on the website,
2 for any action item, we have another section that
3 says the impact on budget, the impact on noise,
4 the impact on air traffic, and the impact on
5 future expansion of the airport.

6 MR. WUELLNER: On all agenda items? Is that
7 what you're asking?

8 MR. GEORGE: Well, let's say the ones that do
9 affect any of those, that we proactively state
10 that this action item could affect noise at the
11 airport.

12 MR. WUELLNER: Okay. As a part of the
13 agenda.

14 MR. GEORGE: Yeah.

15 MR. WUELLNER: Okay.

16 MR. GEORGE: How do you guys feel about that?

17 MR. GORMAN: More information to the public
18 is better.

19 MR. GEORGE: That's right. Yeah. Well, let
20 me -- let's direct Staff then to take a look at
21 those options, and -- and come back. Let's keep
22 this item on the agenda and take a look at those
23 options so we can discuss it at the next one.
24 Okay? He's trying to find out what we approved

25 the last time.

229

1 MR. WUELLNER: No. I was trying to see if
2 there was a red-line version. Did we give you a
3 red-line version last time?

4 MR. GEORGE: Yes. I have it right here. It
5 was item 7.G. of last months's. And maybe we did
6 not -- maybe this is one of the ones from last
7 month that we said, "Hey, let's postpone it and go
8 over," but, yes. Ed, here (indicating).

9 MR. WUELLNER: She's going to grab that out.
10 I have one from the August meeting. It looks to
11 be just a copy of what the -- of the one.

12 MR. GEORGE: Why don't you take mine? I had
13 a few other circles, like we've still got Bill
14 Rose, Chairman, and Dennis Watts,
15 secretary/treasurer, as the names on them.

16 MR. WUELLNER: On the signature part, you
17 mean?

18 MR. GEORGE: Yes. So, can we just move right
19 along to the next item, then?

20 MR. WUELLNER: I was trying to see if there
21 was anything else in there that you had.
22 Actually, I think --

23 MR. GEORGE: It seems like my colleagues
24 would rather just continue --

25 MR. WUELLNER: If you looked at the -- I was

230

1 going to say, if you looked at the next page, it's
2 already corrected. It's part of the red-line part
3 of it.

4 MR. GEORGE: Ah, it sure is. Okay. Gotcha.

5 MR. WUELLNER: That part.

6 MR. GEORGE: Well, to keep us from having to
7 change it, why don't you just put the chairman at
8 that particular time, and the secretary/treasurer
9 at that particular time?

10 MR. WUELLNER: Well, it's related to the
11 adoption of it, not its future.

12 MR. GEORGE: Every year, we have the
13 possibility of changing those two individuals.
14 I'd hate to have to reproduce this and re-have it
15 as an agenda item just to change it.

16 MR. WUELLNER: You don't. You only open the
17 possibility of amending it when you review the
18 entirety of it.

19 MR. GEORGE: Fine. Sounds good. So, we'll
20 bring this one up later. Lease policy.

21 MR. WUELLNER: Yes.

22 MR. GEORGE: Before you start, I want to
23 apologize for not picking up my packet until this
24 morning.

25 MR. WUELLNER: Well, you were out of town.

231

1 MR. GEORGE: I have my old one, and I haven't
2 bounced the changes from that one against it.

3 7.I. - LEASE POLICY REVIEW

4 MR. WUELLNER: All right. What we have --
5 just maybe to walk through the summary part,
6 because that may be the simplest way.

7 MR. GEORGE: Okay.

8 MR. WUELLNER: You've had the document quite
9 a while.

10 MR. GEORGE: Right.

11 MR. WUELLNER: And you -- you, in your case,
12 were -- were certainly kind enough to get us some
13 comments early on and, you know, we -- we've beat
14 them up internally, and some of which are
15 reflected in here. Others --

16 MR. GEORGE: Tough.

17 MR. WUELLNER: -- we still don't like and you
18 guys can tell us what we're going to do.

19 Primarily, the biggest change is that we have
20 taken the three policies that previously had been
21 adopted by the Authority related to the leasing of
22 T-hangars and have integrated that into this
23 document.

24 So, all of those -- those three previous

25 policies now are contained within this, so that

232

1 this is now the -- would be the only
2 leasing-related policy of the airport.

3 MR. GEORGE: So, we've got T-hangars, we have
4 corporate hangars, and we have --

5 MR. WUELLNER: Commercial hangars.

6 MR. GEORGE: -- commercial hangars.

7 MR. WUELLNER: As well as any other
8 nonaviation commercial uses of the property, which
9 would cover, you know, if somebody wanted to put a
10 mini warehouse on airport property, should that be
11 an acceptable use.

12 MR. GEORGE: Okay.

13 MR. WUELLNER: We have -- in order to
14 accomplish that, we have amended a number of -- a
15 number of sections, created at least three
16 provisions in here, or sections, to put that
17 information from other policies, one of which, and
18 probably primary, is we extended -- maybe not
19 primary here, but the introduction was adapted to
20 include the distinction or that the inclusion of
21 T-hangars in the -- in what we were trying to
22 accomplish in the policy.

23 We added definitions for commercial,
24 corporate, and T-hangar-related uses so we have

25 some definition of what we're all talking about

233

1 when we -- when we use those terms in this
2 document.

3 The next thing we did was in the application
4 and waiting list part, is we have created a
5 section or provision in here -- it starts on page
6 9 -- that differentiates lease -- lease-type
7 waiting lists, including a special section for
8 T-hangar lists that preserves the exact same thing
9 we've been operating under, but there's a section
10 here that lets us go right here and say this is
11 the applicable section on the waiting list for
12 T-hangars. So, it doesn't change anything, but it
13 wraps it into the agreement again.

14 It's currently bolded in the text you have,
15 but that will be corrected. It shouldn't be
16 bolded, but it's the same --

17 MR. GEORGE: Okay.

18 MR. WUELLNER: -- same exact, and it's
19 literally the exact language. We pulled it out of
20 the -- electronically and stuck it in there. So,
21 there are no -- you know, we didn't change the
22 wording again on anything.

23 We added a section -- I believe it's 6.3 --
24 which deals -- I've got to find it. Begins on

1 the last developed T-hangar policy and plugged
2 that in here. And it deals -- it's exact again,
3 same language in there, but it's in its own
4 section within the lease policy that deals with
5 T-hangar-type aviation leases.

6 In addition to that, under that section, we
7 created a new section, which is exactly the same
8 as the other types of leases, that dealt with in
9 the event we -- we leased land to a developer or
10 something to develop T-hangars, that this is how
11 we would do that. Otherwise, it would fall into
12 normal aviation or nonaviation-related uses as
13 applicable.

14 I did want to -- I'm sorry. I moved on a
15 little quickly. But the waiting list idea, you
16 had some ideas of that. Frankly, we still, from a
17 Staff side, continue to believe that the best way
18 to deal with that is to -- for non-T-hangar uses,
19 commercial and corporate uses, is to try, at the
20 very beginning of putting someone on a waiting
21 list or having discussions with them, is to try to
22 qualify and quantify exactly what they would do on
23 the airport and how much space would be required
24 to do that, and then identify where best to -- to

25 fit them into the population of the airport, where

235

1 on the property and how best to do that, and match
2 them with either existing product or put them in
3 the queue for new products, should it come out.

4 We continue to believe there should be a
5 priority for commercial-related businesses on the
6 airport, as they ultimately generate a better
7 revenue stream to the airport for the same dollar
8 invested, should we have to -- should we be
9 putting them in our facilities. Otherwise, we're
10 trying to match a guy coming in, wanting 3,000,
11 5,000, 20,000 square foot of hangar space for
12 whichever purpose, to what's available, likely to
13 be available, or to be constructed for them. And
14 that would be a function of what grant funds are
15 available in the case where we're building new
16 facility.

17 We -- as an example, we have a number of
18 people that are high on the hangar waiting list
19 currently, who we have reaffirmed are really only
20 looking for a 50 x 60 hangar. But the only 50 x
21 60 hangars we have on the airport are
22 commercial-type hangars. So, they're on that list
23 in almost every case as a necessity to get that
24 size hangar space.

25 They're not interested in 9,000 square foot

236

1 or 15,000 square foot of hangar when it becomes
2 available on the other side of the airport.

3 They've made that perfectly clear.

4 As a result, we would naturally skip over
5 them when 15,000 square foot has been identified
6 as available for lease. We wouldn't waste their
7 time or our time contacting them, knowing that
8 their require -- their interest is in 3,500 square
9 foot.

10 And that's really what we're -- we're trying
11 to say in how we treat the waiting list, is that
12 the next guy on the list that fits or matches or
13 reasonably matches the space to be available or
14 the space to be constructed, would get that
15 hangar, or would have the first opportunity to --
16 to negotiate a lease for it. That's -- that's
17 fair. We believe there's -- there needs to be a
18 fair amount of latitude on matching that. I mean,
19 it is relatively straightforward. But
20 occasionally a tenant needs change. And, of
21 course, the project itself, if it's a new
22 construction project, needs to be, you know,
23 quantified. For instance, you have \$500,000 of --
24 of project available, that -- that could build

25 3,500 square foot.

237

1 But from an Authority standpoint, does it
2 make sense to go out and build a stand-alone 3,500
3 square foot hangar for one individual, eat up 80
4 percent of the grant, because it still costs the
5 same amount to design it and permit it and do all
6 of those things and ultimately not get an ROI that
7 makes any sense because of how much it costs you
8 to put them in there, versus letting the guy
9 remain on the list and lease the next available
10 6,000 -- or 3,500 square foot hangar. We get more
11 bang for the buck, perhaps building that 7,000 or
12 8,000 or 9,000 square foot building and putting a
13 new tenant in there.

14 So, we -- you know, we have tried to
15 accommodate that we'll do the best possible job of
16 matching available space to those on the list in
17 order of occurrence to the greatest extent
18 possible, but we continue to believe there has got
19 to be some flexibility. And forcing us in a
20 waiting list scenario to go through, you know, all
21 those names just to get to the one we know that's
22 going to take -- the first one that's going to
23 take 10,000 square foot, seems -- seems a little
24 onerous on Staff time when -- and even the tenants

25 when there's really nothing there for it.

238

1 MR. GEORGE: The only thing it does, though,
2 is it covers your anatomy --

3 MR. WUELLNER: Oh, I understand that.

4 MR. GEORGE: -- okay?

5 MR. WUELLNER: I understand that. But --

6 MR. GEORGE: Because you're opening yourself
7 up to exposure when something happens that we
8 didn't understand or something --

9 MR. WUELLNER: Well --

10 MR. GEORGE: -- that was preconceived or
11 postconceived by somebody else's understanding,
12 and then we on the board are also caught with --

13 MR. WUELLNER: Well, it kind of does -- we've
14 kind of covered that in another section of the
15 policy.

16 What we've done is go back to the preparation
17 of agenda items section and say, look, we've
18 beefed that up to this extent, that if it's a
19 commercial-type lease, we don't even -- we don't
20 begin any substantive lease negotiations with that
21 tenant until we've brought it forward to the
22 Airport Authority and briefed you on what its
23 potential impacts are, what that business is, you
24 know, what -- what's likely to occur, where we're

25 thinking of placing it on the airport, going over

239

1 those parameters with the Airport Authority, and
2 getting your, quote, unquote, blessing on --

3 MR. GEORGE: Okay.

4 MR. WUELLNER: -- moving forward with a
5 commercial-type lease.

6 So, no one will be able to set up business on
7 the airport without it first being -- you guys
8 first being notified, and you concurrently telling
9 Staff exactly how you want us to move through
10 negotiations for a commercial lease.

11 Corporates are basically T-hangars in a
12 bigger building. They're not generating a
13 business, they're not subject to the public use
14 and benefit criteria, and as such we just would,
15 you know, essentially treat those on a space
16 available. We don't always have commercial use --
17 in fact, I'm not sure we have any right now, any
18 commercial use requests on the waiting list, short
19 of other FBOs wanting it, which is an entirely
20 different process anyway.

21 We think that kind of covers it. We're not
22 going to come back to you in advance of a
23 corporate hangar tenant and ask your permission to
24 negotiate a lease with the next guy in line for a

25 corporate hangar. It's -- it's space that's

240

1 identified as corporate. The next guy on the list
2 gets -- gets the thing at whatever prevailing
3 rates are. You'll see it -- you have to sign off
4 on it still. I mean, it's -- we're just not going
5 to ask you beforehand, negotiating a corporate
6 storage hangar for a lease.

7 We will on a commercial lease. We don't on a
8 T-hangar lease. We're saying on a T-hangar lease,
9 it's exactly the way we do it now, which is we
10 don't bother you at all with T-hangar leases. You
11 don't see them. I mean, we just -- we run through
12 the list, we do what we're supposed to do, I
13 execute those leases on your behalf, and it's a
14 done deal.

15 If it's corporate or commercial, it requires
16 you guys to approve the lease agreement
17 specifically, because it generally relates to a
18 whole bunch of money in terms of the lease, as
19 well as what physical facility you're putting them
20 in, even if it's an existing facility. You know,
21 those things conservatively are, you know,
22 \$300,000 and up to multimillion dollars.

23 So, you know, we agree you need to be
24 involved and need to know that in advance of

25 anybody executing any lease. T-hangar lease,

241

1 another matter. It's almost perfunctory in terms
2 of -- of how it's done.

3 That's kind of it in a nutshell. I've got
4 it -- you know, we added -- we brought into the
5 policy the existing policy on common lock system
6 on the airport. We brought into the policy --
7 there's one other provision we added,
8 administrative -- under administrative provisions.

9 The late -- you had a late fees and evictions
10 policy that you maybe recall last summer gave the
11 20 -- or 20-day grace period and all that in
12 there. All we did was bring that intact in there
13 and place it in here because it was related to the
14 leasing activity on the airport. So, it's -- it's
15 been brought intact and brought back here under
16 section 8-- looks like 8.10.

17 Other than that, the only other addition to
18 the -- to what you've seen before was we added a
19 standard form T-hangar lease agreement to the
20 appendices section so that it was in there by
21 reference also. Beyond that, it's -- it's
22 virtually what you've seen before -- or what
23 you've had for several months, anyway.

24 MR. GEORGE: Okay. Is there any advantage to

25 accumulating all of these leases, you know,

242

1 policies into one document?

2 I'm just thinking of two years from now, when
3 you want to go -- you know, go look at something
4 because something came up, we've got egg on our
5 face, we've got to read through 80 to a hundred
6 pages to see where the loopholes are; whereas if
7 we keep it, you know, to individual policies, it's
8 easier.

9 MR. WUELLNER: It's as easy -- I mean, you're
10 coming back. It's -- you know, in terms of the
11 format, it's -- you know, it's all electronic now.
12 You can come back and, you know, amend a paragraph
13 as quickly as you can. Everything in here is in
14 one, quote, unquote, text file, so that everything
15 can -- anything and everything can be amended, and
16 frankly, the policy adjusts for itself --

17 MR. GEORGE: Yeah.

18 MR. WUELLNER: -- physically. It's just as
19 easy to amend a section, you know, if it becomes
20 problematic moving forward.

21 I think the only piece of this that we need
22 to seriously take a look at, moving forward, is
23 our minimum operating standards document. It's
24 been almost eight years, nine years since it was

25 last looked at by the Authority. It's -- it's a

243

1 critical component to commercial aviation leasing.

2 And it's, in my opinion, probably sorely in need

3 of opening that process again and looking at

4 exactly what we're asking folks who want to come

5 in and do commercial aviation operations on the

6 airport, what we're asking them to do. What's the

7 minimum acceptable level of a business that begins

8 operation on the airport?

9 And there's some much better formats than

10 what the Authority adopted, you know, about eight

11 months before I got here. It's -- we refer to

12 everything as special FBOs. The terminology gets

13 muddled, and we're probably the only place in the

14 world that uses some of those terms.

15 And there's a way to do that in a much

16 friendlier format that allows you almost to go to

17 a matrix, and go, oh, you want to start a paint

18 shop, you need, you know, 5 employees, 2,000

19 square foot of paint shop, 2,000 foot of strip.

20 You know, you go down that list of things that

21 you're saying constitute minimally accepted to be

22 in that business. And, you know, that's a much

23 friendlier way. Everybody up front sees what

24 everybody's required to do.

25 You know, in fairness, you're going to have

244

1 existing businesses lobbying to raise that bar,
2 you know, to try to make it as difficult as
3 possible, or as close to what they have today as
4 the minimum in trying to preserve their own
5 businesses. Frankly, that's for you guys to sort
6 out when we get there.

7 MR. GEORGE: Mr. Burnett? Let's say six
8 months from now -- I have a hypothetical situation
9 of somebody might want to come to the airport
10 to -- to open airport operations, and he thought
11 that our procedures made us have prejudicial
12 treatment of him to the negative. Having one
13 document that goes through all three of
14 everything, as opposed to having one for corporate
15 and everything, is that going to extend your
16 effort in defending this?

17 MR. BURNETT: I don't think putting it all in
18 one place is going to be harmful to you.

19 MR. GEORGE: Fine. That's good. Okay.
20 That's all --

21 MR. BURNETT: I will just say very briefly,
22 what you have now is the opportunity, and I think
23 what Ed's trying to accomplish is to get the --
24 the T-hangars and the corporate hangars are not

25 the ones that are unusual. You expect that type

245

1 of activity and those types of rentals to come in
2 all the time.

3 It's the other commercial activities where
4 they have special build requirements, high dollar
5 amounts, where you have more of an investment --
6 more of an interest in the return on investment,
7 the type of facility that gets constructed or the
8 like, where more input on the front end is what
9 this is partly trying to address.

10 MR. WUELLNER: Plus, there's more potential
11 impact on the airport facility itself, both
12 infrastructure and operating.

13 MR. GEORGE: Yeah. Yeah.

14 MR. WUELLNER: And that -- that's another
15 point I should hear. The -- under that agenda
16 section, back in the administrative where we bring
17 things to you, that when we bring you potential
18 corporate aviation leases -- I mean, not the
19 lease, but the question, can we -- can we move
20 forward with commercial leases, one of the things
21 we're going to try and give you is an explanation
22 or our best educated guess as to what those
23 impacts are.

24 You know, what's the likely impact on

25 airfield infrastructure? What's the likely impact

246

1 on anything? I mean, environmental. It could be
2 operating. It might be even just a quick guess of
3 what the economic impact is, just as a "What if?"

4 You know, they add a hundred people to the
5 payroll, they're new to the community, you know,
6 it's a hundred jobs. And, you know, maybe there's
7 a million dollar economic impact fee here or -- in
8 addition to adding, you know, they're -- if
9 they're in the paint shop business, it's not a lot
10 of new aprons, but however, you've got an exposure
11 perhaps on environmental that we can cover in the
12 lease, but it -- need to be aware of that when you
13 say, yes, we want to move forward with the lease
14 negotiation. So, we -- we made a provision that
15 we're going to do that.

16 MR. GEORGE: Okay. Any public comment?

17 (No public comment.)

18 MR. GEORGE: Close public comment. Any --
19 I'm sorry. Before we get into that, what action
20 do you -- are you looking for us to take on this
21 document?

22 MR. WUELLNER: We'd like to see it adopted,
23 obviously. I mean, if there's no other reason --

24 MR. GEORGE: Next best guess?

25 MR. WUELLNER: We'll take what we can get,

247

1 you know. This one's been on the table for quite
2 a while. You can always come back and amend your
3 policy. I mean, if you find something in here,
4 you know, in a month that you just still don't
5 like and you want to keep going, we can keep --
6 you know, we can keep going at it and implement
7 the balance of it.

8 MR. GEORGE: That's a good point.

9 MR. GORMAN: Real quick. Was there any
10 changes to insurance requirements?

11 MR. WUELLNER: No.

12 MR. GORMAN: No. Any changes to this lock --
13 any changes to lock?

14 MR. WUELLNER: It's identical to what was in
15 place before.

16 MR. GORMAN: Identical to form. Okay.

17 MR. WUELLNER: We just copied it out and
18 pasted it in.

19 MR. GORMAN: And we can -- we can amend this
20 later if we need to?

21 MR. GEORGE: Absolutely. Yeah.

22 MR. GORMAN: Then in an effort to expedite
23 things, I make a motion that we accept it.

24 MR. CIRIELLO: I'll second.

25 MR. GEORGE: We have a motion and a second.

248

1 Any other discussion?

2 (No discussion.)

3 MR. GEORGE: Let's vote on it. All in favor
4 of adopting it --

5 MR. CIRIELLO: Aye.

6 MR. GEORGE: Aye.

7 MR. GORMAN: Aye.

8 MR. GEORGE: The ayes have it.

9 MR. GORMAN: Are you happy, Mr. Wuellner?

10 MR. WUELLNER: What's that?

11 MR. GORMAN: Are you happy?

12 MR. WUELLNER: I'm happy it's off my desk, I
13 tell you that.

14 MR. GORMAN: That's a huge document.

15 MR. GEORGE: Okay. Item J., marketing and
16 public relations.

17 7.J. - MARKETING AND PUBLIC RELATIONS

18 MR. GORMAN: I'll be real brief because I
19 want to do it -- I want this -- I want this added
20 to the agenda at the next, so we can discuss it in
21 more detail since we've been here for hours. And
22 I'll give you a very quick update. I want this
23 added to -- again to the agenda. I'd like to have
24 this -- to start consistent discussions along

25 these lines so that we can develop it.

249

1 For instance, marketing: Northrop Grumman
2 provides jobs. So can firms providing aviation
3 services be made aware of our location and our
4 facilities. I've seen some articles in magazines
5 that are very, very good recently. I can't
6 remember the one that had Patty Wagstaff's name on
7 it. It was just very good, very positive.

8 MR. WUELLNER: The -- yeah.

9 MR. GORMAN: What's the name of that? See my
10 memory --

11 MR. WUELLNER: Auto Pilot.

12 MR. GORMAN: Auto Pilot. That was great.
13 Good -- you know, that. In other words, can we
14 promote that type of magazine article being put in
15 some of the aviation publications?

16 And the second point of -- for marketing,
17 this is a negative one. You're used to me being
18 negative. And for two years, we've been fooling
19 with that terminal building and the second floor
20 is not occupied.

21 So, I would like to see the status of the
22 marketing on -- updated as part of -- as part of
23 the projects. In other words, Project Update,
24 status marketing, because it's not an easy thing

25 to do. But we should be further along than we

250

1 are. To get a tenant in there to get some revenue

2 out of that. That's the marketing part of it.

3 I'll be real brief. There's other things I want

4 to talk about, but let's not do it now.

5 Public relations, again, Mr. Gardner was here

6 before, talking about things like this. But an

7 awareness of the positive economic impact of the

8 airport and the fact that the public can

9 participate, even if they're nonpilots.

10 In other words, with planned events, you need

11 to be aware of planned developments like these

12 picnic spots with public access to be built even

13 from nonpilots, and the end result to provide a

14 positive input to the public about airport

15 activities so that they don't have such a negative

16 bent about the fence they can't get through. And,

17 you know, that's it.

18 In other words, I'm very -- paraphrasing this

19 thing real quickly. So, I'd like to discuss these

20 as projects, marketing and public relations,

21 during board meetings to get ideas from the board

22 and from the public.

23 MR. WUELLNER: Okay.

24 MR. GORMAN: Just add those projects.

1 all right? I mean --

2 MR. GORMAN: Sure. Wherever you want to put
3 them is just fine. I mean, wherever you want to
4 do them.

5 MR. WUELLNER: Okay.

6 MR. GEORGE: Do you have any other -- any
7 questions on that or discussion on it? Okay.

8 That concludes our action items. Now comments
9 from the Authority members.

10 8.A. - MR. JOSEPH CIRIELLO

11 MR. CIRIELLO: Yeah. I guess I'm first on
12 the list. I only have one simple little thing.
13 Is Mr. Gardner going to be added to the agenda for
14 next month to show his videos that he didn't get
15 to show today? Because I'd like to see them.

16 MR. WUELLNER: I didn't get that.

17 MR. GEORGE: Mr. Gardner, if we could get him
18 to get his videos so that we could have it as --

19 MR. WUELLNER: The next regular meeting?

20 Sure.

21 MR. CIRIELLO: Have him on the agenda for
22 that.

23 MR. GEORGE: Good idea.

24 MR. CIRIELLO: That's all I've got.

25 MR. GEORGE: Mr. Gorman? Any other comments

252

1 as final comments that you'd like to make?

2 8.B. - MR. JOHN GORMAN

3 MR. GORMAN: No. As -- as long as we're
4 adding those two project agenda items, I'm happy
5 with that. We've gotten some work done.

6 8.C. - MR. WAYNE GEORGE

7 MR. GEORGE: Okay. We -- my comments, we
8 have another document that was put in front of us,
9 which is a letter from the FAA --

10 MR. GORMAN: That's true.

11 MR. GEORGE: -- in reference to the
12 Embry-Riddle formal complaint. I'd like to read
13 it just to get it into the minutes.

14 This is a letter by Mr. Richard Owen, Program
15 Manager, FAA, Department -- U.S. Department of
16 Transportation, Orlando Airports District Office.
17 It's written to Mr. Paul Woessner, the Executive
18 Director of Commercial Airline Pilot Training
19 Program, Embry-Riddle.

20 "Enclosed please find a copy of the response
21 the St. Augustine-St. Johns County Authority
22 provided to address concerns you presented in your
23 letter dated September the 11th. Upon careful
24 review of the information provided by the

1 concluded that no improprieties exist regarding
2 the Authority's leasing practices at the
3 St. Augustine Airport. Further, we have concluded
4 no current tenant at the airport has been granted
5 exclusive rights for use of airport facilities,
6 nor has the Authority improperly used federal
7 grant funds. The FAA considers the Authority to
8 be in compliance with their federal obligations
9 and grant assurances. Please contact me if you
10 have any additional concerns or questions on these
11 matters."

12 Any public comment before we end the meeting?

13 9. - PUBLIC COMMENT

14 (No public comment.)

15 10. - NEXT REGULAR BOARD MEETING

16 MR. GEORGE: Hearing none, then we'll set the
17 next meeting for December the 15th. And we
18 adjourn.

19 MR. CIRIELLO: 4 o'clock?

20 MR. GEORGE: At 4 o'clock.

21 MR. WUELLNER: Next regular meeting?

22 MR. GEORGE: Next regular meeting.

23 MR. WUELLNER: And we'll get --

24 MR. GEORGE: 4 o'clock.

25 MR. WUELLNER: -- you a date on the 4th or

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1 5th for your special meeting.

2 MR. GEORGE: Right. Meeting's adjourned.

3 (Thereupon, the meeting adjourned at 8:30 p.m.)

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1 REPORTER'S COURT CERTIFICATE

2

3 STATE OF FLORIDA)

4 COUNTY OF ST. JOHNS)

5

6 I, JANET M. BEASON, RPR-CP, RMR, CRR, certify

7 that I was authorized to and did stenographically

8 report the foregoing proceedings and that the

9 transcript is a true record of my stenographic

10 notes.

11

12 Dated this 8th day of December, 2003.

13

14

JANET M. BEASON, RPR-CP, RMR, CRR
Notary Public - State of Florida
My Commission No.: DD102224
Expires: April 30, 2006

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