

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room B

4730 Casa Cola Way

St. Augustine, Florida

on Monday, July 8, 2019

from 4:00 p.m. to 5:08 p.m.

* * * * *

BOARD MEMBERS PRESENT:

- SUZANNE GREEN, Chairman
- RANDY BRUNSON
- BRUCE MAGUIRE
- STEVE KIRA
- JUSTIN MIRGEAUX

* * * * *

ALSO PRESENT:

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

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

* * * * *

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

2 CHAIRMAN GREEN: Stand for the pledge.

3 (Pledge of Allegiance.)

4 MEETING MINUTES & FINANCIAL REPORT

5 CHAIRMAN GREEN: Okay. The initial part is
6 our meeting minutes and financial report. Have
7 people had a chance to review the minutes and the
8 financial report from last -- last month?

9 MR. KIRA: I did both --

10 CHAIRMAN GREEN: Okay. Any --

11 MR. KIRA: -- and both were fine.

12 CHAIRMAN GREEN: Any comments, exceptions?

13 MR. MIRGEAUX: None.

14 CHAIRMAN GREEN: All right. Hearing none, I
15 guess they'll be accepted as presented.

16 AGENDA APPROVAL

17 CHAIRMAN GREEN: Okay. Next is our agenda
18 approval. The agenda was sent out earlier.

19 Everybody accept the agenda? Any
20 additions/exceptions?

21 MR. KIRA: None here.

22 MR. MIRGEAUX: None.

23 MR. BRUNSON: None.

24 CHAIRMAN GREEN: All right. Hearing none, the
25 agenda will be presented. Thanks. Mr. Wuellner?

1 EXECUTIVE DIRECTOR'S REPORT

2 MR. WUELLNER: Yeah, primarily the project I
3 wanted to update you on -- well, two things.

4 One, just to remind you that we will be again
5 hosting this fall, I believe it's the first weekend
6 in --

7 (Audio feedback.)

8 MR. BRUNSON: I'm trying to get these fixed.

9 MR. WUELLNER: Didn't seem to be that.
10 Anyway, in the first weekend of November, we will
11 again be hosting the MS 150 bike ride at our -- at
12 the airport site.

13 (Mr. Maguire enters the room.)

14 MR. WUELLNER: For the last four or five
15 years --

16 (Audio feedback.)

17 MR. WUELLNER: Last four of five years or
18 so -- I'm not sure what it is. Is that better?

19 MR. KIRA: Could be him. This is --

20 MR. WUELLNER: It may be that device right
21 there.

22 MR. KIRA: -- really really loud. Testing?
23 Testing?

24 CHAIRMAN GREEN: Okay.

25 MR. WUELLNER: Okay. Great.

1 CHAIRMAN GREEN: Okay. MS.

2 MR. WUELLNER: Anyway, MS 150 will be here in
3 early November.

4 They've been about -- I think five or so
5 years, have moved -- they had moved the event up to
6 the PGA headquarters and started out of there,
7 combination with -- or sort of combined with the
8 previous .com tournament that was up there. But
9 with that -- that not being there anymore, that
10 they're looking for a home this year and have moved
11 back down here. We'll -- hopefully that will go as
12 well as it always has.

13 T-hangar Row A, I just wanted -- or let me
14 update you on the T-hangar project in general.
15 Work continues. They're making great progress here
16 at the end.

17 A couple of issues have held up the schedule a
18 little bit, nothing that is sort of airport
19 related, but they had a subcontractor on this job
20 inadvertently do a little damage to the roof of
21 Hangar I guess it will be E, and they managed to
22 stick a number of screws right through the brand
23 new roof of the building.

24 So we've had -- been kind of on a delay
25 wrapping up the roof in that building waiting on

1 replacement metal and the like to come in to get
2 that -- get that repaired -- or I should say
3 replaced because it's not even a repair.

4 That's holding up approximately 50 percent of
5 the hangar units from being completed today. I
6 understand materials are en route, so this
7 should -- should begin to wrap up very quickly.

8 All the driveways are poured. Final grading's
9 been occurring all around the -- particularly
10 around Hangar Row D.

11 (Audio feedback.)

12 MR. WUELLNER: I don't know. Can you bring
13 the main gain down? There we go.

14 The -- I forgot where I was. Anyway,
15 Hangar --

16 CHAIRMAN GREEN: D.

17 MR. WUELLNER: -- D will be completed ahead of
18 that. We are a bit behind waiting on FPL at this
19 point to relocate a couple of power lines that are
20 in the vicinity of where the restrooms would be
21 placed.

22 You may recall these were premade or prefabbed
23 restroom units, and they can't place the one
24 because of where a power line is located. But they
25 are working through that; it's just waiting on

1 FPL's schedule to get out here and do that at this
2 point.

3 The item I just wanted to bring by you, we --
4 I -- if you could get the next slide up -- yeah,
5 thank you.

6 These are some photos that they're -- I just
7 kind of created a collage here to give you an idea
8 of or a feel of Hangar Row A. This is the general
9 condition of the roof, the underlying door track
10 structures, corners, things of that nature related
11 to Hangar Row A.

12 And we are suggesting that you go ahead and
13 allow us to -- this would be at the end of the B
14 and C project, so you're talking near the end of
15 this calendar year when those hangars are
16 completed -- would be to go ahead and relocate
17 those tenants out of Hangar Row A also.

18 That still leaves I think it's 23 T-hangar
19 units available for lease that would go toward the
20 waiting list itself after accommodating everybody
21 in A, B and C rows, accommodating all of those
22 folks in the new buildings. And then we'd go ahead
23 and do a demolition on this.

24 The cost to rehab this hangar, and it really
25 needs to be done quite soon, is going -- we don't

1 even know an exact number, we've got somebody
2 working on that, but it's going to be north of
3 \$250,000.

4 It's in the queue to be replaced, but it's
5 still several years out before the FDOT money kind
6 of shows up for this, so our -- our suggestion is
7 we just go ahead and take care of this problem now,
8 get rid of the building without putting any more
9 money, good money into this kind of a hangar, and
10 then of course build Hangar Row A as a replacement
11 when the time comes, when funds become available
12 for that.

13 I don't think it has any significant impact on
14 anything we're -- you know, anything you're
15 planning or the previous project, but I think -- I
16 think it's something worth doing. And if you don't
17 have any objection, we'll head that direction. And
18 if you feel like you want to talk about it or
19 debate it further, that's fine, we've got plenty of
20 time; we can get as a regular agenda item and get
21 other input.

22 But it seems to me it makes -- makes good
23 fiscal sense anyway to -- to go ahead and move
24 forward with demoing that project and taking care
25 of those tenants.

1 CHAIRMAN GREEN: How many tenants does it
2 displace?

3 MR. WUELLNER: I think it's nine currently.
4 Nine -- nine or ten.

5 CHAIRMAN GREEN: And they can go --

6 MR. WUELLNER: They can go right into B/C when
7 it's time. That still leaves 23 vacant --

8 MR. KIRA: Oh.

9 MR. WUELLNER: -- additional hangars to go --

10 MR. KIRA: It won't have any impact to --

11 MR. WUELLNER: -- toward the hangar row --

12 MR. KIRA: -- anybody.

13 MR. WUELLNER: No, none. Nobody -- nobody
14 goes without a home and we still have 23 to work
15 against the --

16 MR. KIRA: Okay.

17 MR. WUELLNER: -- against the waiting list.

18 MR. MIRGEAUX: Is the plan then to move them
19 back to Hangar Row A when Row A is completed?

20 MR. WUELLNER: That -- we'd really just leave
21 that up to the tenant. If they want to go back to
22 A row later on when it's -- when there's a new
23 building, they can just let us know they want to do
24 that. We typically have great flexibility within
25 the existing lease structure. So before we'd lease

1 it to new people, we'd give them the opportunity if
2 they wanted to go back.

3 Keeping in mind the new buildings -- where we
4 got the capacity on the new buildings is instead of
5 10-unit hangars, they're 12-unit hangars, which
6 is -- adds significantly to the total number of
7 hangars that eventually will be available, so...

8 CHAIRMAN GREEN: So you don't need any board
9 approval to --

10 MR. WUELLNER: If you're okay with that
11 strategy, we'll just head that direction and work
12 it out as we get -- it -- as I said, this is going
13 to be -- this wouldn't happen until the end of the
14 B/C project, which is going to be the end of the
15 year frankly. Near the end of the year, anyway.

16 MR. BRUNSON: Sounds like a good plan.

17 CHAIRMAN GREEN: Right.

18 MR. KIRA: Yeah. Let's go with it.

19 MR. WUELLNER: Fair enough.

20 We've previously provided you -- I'm not going
21 to go over, but previously provided you a -- sort
22 of an operations summary. So if you have any
23 questions.

24 But things are tracking very much like last
25 year in terms of operations and fuel sales and the

1 like. It's -- it's surprisingly close in total --
2 total numbers and total dollars, for that matter.
3 And that's all I have on the director report.

4 CHAIRMAN GREEN: Okay.

5 MR. BRUNSON: Will the update on the
6 restaurant come in later on with --

7 MR. WUELLNER: Well, it's -- it's in
8 construction. That's all -- all I can tell you
9 right now. It'll -- it will be mid -- mid to late
10 summer --

11 MR. BRUNSON: Sure.

12 MR. WUELLNER: -- by the time the work's done.
13 The tenant then wants to do some remodeling
14 at -- on their dime on the inside. They're looking
15 for a fall opening at this point, is what -- that's
16 kind of been the schedule all along.

17 MR. BRUNSON: Okay.

18 CHAIRMAN GREEN: Okay.

19 MR. WUELLNER: But they are actively building
20 right now.

21 CHAIRMAN GREEN: They been over --

22 MR. BRUNSON: You said that at the last
23 meeting probably but I wasn't here.

24 BUSINESS PARTNER UPDATES

25 CHAIRMAN GREEN: All right. Okay. Mr. Dean,

1 anything from the county?

2 COMMISSIONER DEAN: A couple quickly.

3 MR. BRUNSON: Oh, my God, he's going to talk.

4 COMMISSIONER DEAN: Henry Dean. Is this on?

5 Henry Dean, with the St. Johns County Commission.

6 I just wanted to make two observations really or

7 pass along some thoughts that I have quickly and

8 then answer questions.

9 The first is, most of you may have seen the
10 article in the newspaper earlier this month or
11 maybe late June. We had an interesting situation
12 in May, a really huge dip in our tourist revenue.
13 And in discuss -- we discussing this, I also serve
14 on the VCB board with Virginia, and a 30 percent
15 dip resulting because they think when the map --
16 when The Players moved back to March, it left a
17 void in our tourism in May.

18 And we're trying, some of us, the VCB and
19 Richard Goldman specifically, is trying to figure
20 out what possible event we might come up with,
21 because March is already a strong month for tourism
22 and then you add The Players. I mean, March was
23 fine even without The Players, but now we have the
24 void in May.

25 So if anyone has any ideas, maybe we could do

1 a fly-in like they do in Lakeland or Winter --
2 Lake Wales that has huge sunshine days or
3 something.

4 MR. WUELLNER: Beautiful thing.

5 COMMISSIONER DEAN: So if you think of
6 something, let us know.

7 In the meantime, on a -- on a note that
8 excites me, on a bright note, when I first came on
9 the commission about two and a half years ago, our
10 ratio of residential ad valorem to business
11 commercial ad valorem tax revenue was
12 90 percent/10 percent. Statewide, just to give you
13 a sense of how it is, the average statewide is
14 65 percent/35 percent.

15 So, one of the things I think we as a group as
16 a commission have tried to do, it seems like we're
17 all on the same page on this issue, is increase our
18 business revenue, our commercial business
19 ad valorem revenue. And I am glad to report today
20 that it appears that this year has gone again two
21 and a half years ago 90 percent/10 percent, now
22 it's about 82 percent/18 percent we're on the rise
23 with business.

24 There's several good things that happen when
25 we increase our business base. The -- there's not

1 as big -- as Doug wells knows, you don't have the
2 impact you have -- with residential you have
3 school, higher road impacts, and you also have a
4 cap on the residential, particularly if it's
5 homesteaded.

6 So with business, it's -- it's much -- much
7 better. And we need more business in -- I think in
8 this county, you know, restaurants, shops,
9 et cetera. One of the biggest hits of course is
10 Durbin Park. It's opened several big box stores
11 and now there's going to be a lot to follow.

12 So I'm very I guess sort of excited and
13 hopeful that we're going to continue to grow our --
14 our business commercial and light manufacturing.
15 And some of you probably saw, of course you're here
16 at the airport, the announcement by
17 Northrop Grumman that they got a huge Navy
18 contract, a good portion of it here locally.

19 So I -- I just wanted to touch on those
20 things. I felt like I ought to say something when
21 I stand up here, if I'm going to stand up here.
22 So, any questions, comments?

23 CHAIRMAN GREEN: Mr. Maguire?

24 MR. MAGUIRE: The short-term rentals, Airbnb,
25 does that go residential revenue or commercial

1 revenue?

2 COMMISSIONER DEAN: That is basically
3 commercial. I mean, the income that is taxed is
4 really the sale -- the TDC tax, short-term rentals.
5 So that's go to our -- our TDC tax, which is
6 actually going up as we try to ferret out and
7 identify those units more and more.

8 MR. MAGUIRE: That's the 4 1/2 percent.

9 COMMISSIONER DEAN: Bed tax.

10 MR. MAGUIRE: How about the 6 1/2 percent
11 state? Is the 6 1/2 considered residential?

12 COMMISSIONER DEAN: You know, Bruce, I'm not
13 even sure. I'll check. I'll get back with you on
14 that.

15 MR. MAGUIRE: I'm just curious --

16 COMMISSIONER DEAN: I don't know.

17 MR. MAGUIRE: -- which side of the fence it
18 fell on.

19 COMMISSIONER DEAN: Okay. I'll get back to
20 you on it. Randy?

21 MR. BRUNSON: Can you comment on -- I
22 understand the residents of St. Johns --
23 St. Augustine Beach would possibly like the beach
24 to be taken over by the county. Is that rumored
25 or --

1 MS. ALBIN: Tammy Albin, St. Augustine Tower.
2 June's numbers were down just a bit due to all
3 the rain days that we had.

4 There were 12,398 operations. So halfway
5 through the year right now we're down about
6 3 percent from last year. But we shouldn't -- we
7 should probably be making that up here in the next
8 couple of months if the weather holds. And that's
9 it.

10 CHAIRMAN GREEN: Okay. Thank you.
11 Mr. Burnett?

12 MR. BURNETT: Very very briefly.

13 In the Boomerang matter that's pending in
14 federal court, we've gotten an order to refer us to
15 mediation, and so at some point in time we'll be
16 going to mediation.

17 Traditionally the way the Airport Authority's
18 handled these matters, very similar to the way any
19 other local government would, typically you would
20 have obviously your -- your executive director
21 attend mediation along with the chairman, unless it
22 was something that one of the rest of the members
23 had a particular interest in.

24 Obviously only one member can go. And so, for
25 scheduling, we'll be scheduling that with

1 Chairman Green and with Mr. Wuellner. And when
2 it's time for mediation, if we were to reach
3 something for an agreement, it would be a thing
4 that would have to come back to this board to be
5 ratified for y'all to approve it.

6 So that's where things are at at this stage.
7 So I figured I'd give you that update. Again, if
8 you have any questions or you want to talk to me
9 about it in more detail, please feel free to call
10 me any time, e-mail me or schedule me and I'll be
11 happy to meet you here or anywhere else that's
12 convenient for you.

13 CHAIRMAN GREEN: How many parties involved?
14 Did they bring in just -- right now just two?

15 MR. BURNETT: Right now just two, that's
16 correct.

17 CHAIRMAN GREEN: And what are you looking at
18 time frame?

19 MR. BURNETT: Some time in the next couple of
20 months.

21 CHAIRMAN GREEN: All right. Any questions?

22 (None.)

23 CHAIRMAN GREEN: Thank you.

24 RESOLUTION 2019-04

25 CHAIRMAN GREEN: All right. First agenda

1 item, resolution.

2 MR. WUELLNER: The first item I have for you
3 is Resolution 2019-04.

4 This is a funding resolution formerly known as
5 JPAs. They're now called Public Transportation
6 Agreements. So we have a new acronym to learn,
7 PTAs. PTAs are the same thing as JPAs, just
8 renamed.

9 These are the agreements -- basically the
10 resolution authorizes entering into a PTA with the
11 State of Florida for capital improvement money as
12 it pertains to different projects. In this case,
13 it's T-hangars Bravo and Charlie. They were --
14 this supplements, for lack of better words, the
15 original JPA. This was always programmed money
16 related to this project.

17 We were able to get additional funds rolled
18 into this, so there's a little extra area or room
19 to move and wiggle on this project a little bit.
20 I'm hoping that we'll be able to do some things
21 like parking and -- and some additional
22 improvements right around the immediate new
23 T-hangars area as a result of that.

24 With the new -- this adds \$700,000 in state
25 funding to the project, which when matched equals

1 still building.

2 CHAIRMAN GREEN: Okay. Motion?

3 MR. KIRA: Move to approve Resolution 2019-04.

4 CHAIRMAN GREEN: Is there a second?

5 MR. MIRGEAUX: Second.

6 CHAIRMAN GREEN: Any further board discussion?

7 (None.)

8 CHAIRMAN GREEN: All in favor?

9 MR. BRUNSON: Aye.

10 MR. MAGUIRE: Aye.

11 MR. KIRA: Aye.

12 MR. MIRGEAUX: Aye.

13 CHAIRMAN GREEN: Aye. Any opposed?

14 (None.)

15 CHAIRMAN GREEN: Okay. Resolution's passed.

16 MR. WUELLNER: Thank you.

17 RESOLUTION 2019-05

18 MR. WUELLNER: The next one I have is exactly

19 the same thing in that it's an FDOT resolution, a

20 PTA resolution, number 2019-05.

21 This is again just programmed money that's due

22 this year for land acquisition. This adds

23 approximately \$200,000 of FDOT funds to the

24 \$150,000 you got last year.

25 You've been using this money for the two

1 properties on Casa Cola, one of which has closed
2 and is done.

3 The other is in negotiation with the estate, I
4 guess is the best way to say. Appraisals are
5 complete. I think they're just trying to figure
6 out if an acceptable offer is there and then
7 property be named later under this grant. So we'll
8 only spend it with your approval if -- to buy
9 particular parcels.

10 CHAIRMAN GREEN: Appraisals?

11 MR. WUELLNER: Everything we do is based on an
12 appraisal.

13 CHAIRMAN GREEN: No, no. I meant you said
14 appraisals.

15 MR. WUELLNER: With the estate one, I believe
16 they did -- yes, they did an appraisal, too,
17 because I've seen it now.

18 CHAIRMAN GREEN: Okay.

19 MR. WUELLNER: Many cases, one's -- only one's
20 required -- one's normally required because of an
21 estate --

22 CHAIRMAN GREEN: You just said two. That's
23 why I was wondering.

24 MR. WUELLNER: Yeah. Well, I meant two pieces
25 of property. They're two different. The one we

1 took care of four months ago, five months ago.
2 Probably you recall that.

3 So anyway, again our recommendation would be
4 to accept the money, which puts your total project
5 at \$350,000 state money to be matched by the
6 Airport Authority as -- as we go in this. It
7 requires adoption of 2000 -- Resolution 2019-05.

8 CHAIRMAN GREEN: When does it have to be used
9 by?

10 MR. WUELLNER: You've got two years from
11 signature of DOT. So you've got about two years
12 from next month.

13 MR. KIRA: It's easy to use that money up.

14 MR. WUELLNER: Yeah.

15 CHAIRMAN GREEN: Real fast. Any board
16 discussion?

17 MR. KIRA: No.

18 MR. BRUNSON: None.

19 CHAIRMAN GREEN: Public discussion?

20 MS. LUDLOW: No comment.

21 CHAIRMAN GREEN: None? Okay. Back to the
22 board. Entertain a motion.

23 MR. BRUNSON: I make a motion we approve
24 Resolution 2019-5 as submitted.

25 CHAIRMAN GREEN: Second?

1 MR. KIRA: Second.

2 CHAIRMAN GREEN: Any further board discussion?

3 (None.)

4 CHAIRMAN GREEN: Hearing none, all in favor?

5 MR. BRUNSON: Aye.

6 MR. MAGUIRE: Aye.

7 MR. KIRA: Aye.

8 MR. MIRGEAUX: Aye.

9 CHAIRMAN GREEN: Yes. Any opposed?

10 (None.)

11 CHAIRMAN GREEN: Okay. Resolution 2019-05

12 passes.

13 MR. WUELLNER: Thank you.

14 TAXIWAY D - DESIGN ONLY FAA GRANT

15 MR. WUELLNER: Next item I have for you is

16 Taxiway D, design only grant from FAA.

17 We are in receipt of the grant documents at
18 this point, which is rarity. We usually end up
19 ratifying these after the fact. But we have the
20 grant here and it just showed up last week. It is
21 for design only of Taxiway D for the amount of
22 \$225,000 federal money to be matched with 5 percent
23 state and 5 percent Airport Authority money.

24 Would remind the board that the FDOT share is
25 already in place and has been for about six months

1 already. And this involves reconstructing
2 Taxiway Delta connectors D-1, 2 and 3, and drainage
3 improvements along the edge of that to include
4 closing the open ditch along -- that runs between
5 Taxiway Delta and Runway 6. So that will go away
6 at the end of this project.

7 And it involves a slight relocation vis-a-vis
8 widening of it to the south to get the taxiway
9 centerline in current standards for separation of
10 the runway centerline to the run -- to the taxiway
11 centerline. It's about a 15-foot relocation.

12 MR. MIRGEAUX: 15 feet to the south?

13 MR. WUELLNER: 15 feet to the south to get the
14 separation.

15 MR. KIRA: That's only the design.

16 MR. WUELLNER: Yeah. This is only design.

17 This will be followed up -- it's already
18 programmed with FAA, you won't get the grant till
19 about this time next year, but the construction
20 money will be hot on its heels for next year.

21 They are -- they've begun to do this design
22 one year build it the next kind of approach at FAA,
23 which is somewhat helpful especially.

24 CHAIRMAN GREEN: Okay. Okay. Any board
25 discussion?

1 MR. BRUNSON: I second.

2 CHAIRMAN GREEN: Okay. There's a second. Any
3 further board discussion.

4 (None.)

5 CHAIRMAN GREEN: All in favor of accepting the
6 FAA grant as presented, all in favor?

7 MR. BRUNSON: Aye.

8 MR. MAGUIRE: Aye.

9 MR. KIRA: Aye.

10 MR. MIRGEAUX: Aye.

11 CHAIRMAN GREEN: Aye. Any opposed?

12 (None.)

13 CHAIRMAN GREEN: None opposed.

14 MR. WUELLNER: All right.

15 CHAIRMAN GREEN: Budget.

16 PRELIMINARY BUDGET & TRIM NOTICE

17 MR. WUELLNER: Last item I have, which leads
18 to the last item you have, is the sort of
19 presentation, if you will, or walk-through of
20 our -- what we believe to be the preliminary, if I
21 can get that word out, preliminary budget for
22 2019-2020 fiscal year.

23 A couple of things to note. The action, only
24 action required today is in the form of a motion
25 related to the TRIM, the Truth in Millage

1 requirement that occurs in July of every year.

2 This is where the -- I'll remind you that the
3 TRIM means that you cannot exceed that millage rate
4 which you declare or act on today throughout the
5 budget process without creating major problems and
6 expenses on your end in order to -- to do something
7 with that.

8 The historical is you're now considering your
9 eighth year off of ad valorem taxes. The
10 recommendation today again, as you expect, will be
11 a zero ad valorem. So the reality is the TRIM
12 notification for our purposes is -- it doesn't
13 really mean anything for purposes of the budget.
14 But you are I'm sure keenly interested in the
15 budget itself.

16 So we tried to do something a little different
17 this year -- and we'll make copies of this
18 available after -- after your action or after you
19 guys have had a chance to look at it and certainly
20 ahead of going into the public hearings in
21 September related to this budget.

22 As you all know, having -- most of you having
23 been through this before, there are some
24 significant items that aren't really addressed in a
25 deep way until we get a little later or a little

1 closer to the September dates. We just simply
2 don't know what they are.

3 One's related to insurance in general. All of
4 that gets quoted typically in August into early
5 September. So we plug in the last or the final
6 numbers, if you will, related to insurance as we go
7 into that first public hearing. So that results in
8 typically some tweaking.

9 A significant change for this year is we have
10 removed references this year because we have
11 nothing that we can -- we can plan against related
12 to the scheduled air service. So we are not
13 budgeting revenue nor are we budgeting expense
14 against it. So when you see that there's a slight
15 change in revenue, it's entirely focused on that
16 item. Everything else continues to perform well
17 and as expected by the agreements that are in
18 place.

19 The big change for us is the presentation in
20 the form of this -- this document that you got a
21 copy of today but you also have had in your e-mail.
22 I'm glad most of you didn't go to the expense of
23 pub -- printing it for yourselves. But essentially
24 what we've tried to do is create a more
25 user-friendly and public-friendly presentation of

1 our budget as we go forward.

2 I asked our staff to kind of get together and
3 come up with key items and explanations as it
4 related to our budget, and they -- they rose to the
5 task in spades in my opinion and have really come
6 together and provided a lot of background
7 information that hopefully helps you understand the
8 budget and the budget process, the -- what goes
9 into the budget, what the lines, particular lines
10 in the budget might mean beyond what you think.

11 To that end, I'll just skip to the end real
12 quick and point out that we also included for your
13 explanation purposes a copy of the chart of
14 financial accounts.

15 This is the same account setup or layout that
16 the State of Florida uses. We -- I think a few
17 years ago they made it mandatory. We had been
18 using it for years. But it's the same line, same
19 references that the State of Florida uses in
20 their -- their state budget. So it should look
21 familiar, especially if you've spent any time in
22 government like Mr. Maguire has over the years in
23 terms of at least the lines containing what you
24 expect them to contain.

25 For the most part, the budget is -- first of

1 all, we always present a balanced budget. So we're
2 not -- you're not getting anything where you have
3 more revenue than expense or more expense than
4 revenue. We -- we do always present, as required,
5 a balanced budget.

6 We also do always present a 95 percent revenue
7 budget. So, the numbers that you see for revenue
8 represent 95 percent of the expected revenue that
9 will occur for the year.

10 You may have had a clue to that. We tell you
11 that every year. But when you look at our monthly
12 compilations and financial statements, you probably
13 notice that pretty typically we make a little more
14 money than we say we were. That's kind of where
15 that 5 percent falls into the mix. And to give you
16 an overall scope of that, the 5 percent number
17 roughly equates to about \$200,000 in the course
18 of -- of a budgeting process, anyway.

19 If you follow me to Page 5 quickly, the --
20 this is the -- if you will, the 30,000-foot view of
21 the budget. You can see that fuel equates to about
22 \$230,000 of revenue, leases another \$3.4 million in
23 revenues, and operating agreements another \$80,000,
24 a little over \$80,000.

25 We are proposing to move forward approximately

1 \$2.5 million in reserves. So that is -- that is
2 shown there in the next -- in the non-operating
3 revenue category.

4 MR. BRUNSON: Excuse me a minute, Ed.

5 If you do show -- do you show any reserves for
6 hurricane repair? Is that in --

7 MR. WUELLNER: That is reserves.

8 MR. BRUNSON: Uh-huh.

9 MR. WUELLNER: The reserves forward is the
10 accumulated cash that we have in the bank that is
11 sitting there that can be applied for anything you
12 determine it to be worthy of.

13 MR. BRUNSON: Okay.

14 MR. WUELLNER: Historically we don't budget
15 against it, however, last year was an anomaly. We
16 did go against it slightly last year in order to
17 facilitate T-hangar projects, so...

18 MR. BRUNSON: Thank you.

19 MR. WUELLNER: There's no revenue depicted for
20 loans, meaning we have no intention at this point
21 of borrowing money going into next year. We really
22 don't have much of a track history of needing to
23 borrow money, and that trend continues, nor do we
24 have any associated debt service with it.

25 Approximately \$1.2 million in grants are on

1 the books for next year, and I'll go into a little
2 more in capital in just a second. Personnel
3 expenses at \$1.113 million. Operating expenses of
4 \$1.5 million, roughly. For total personnel and
5 operating of about \$2.6 million.

6 Non-operating expenses, of course we have no
7 debt service, as I mentioned. We expect reserves
8 to grow to about \$2.648 million at the conclusion
9 of next fiscal year. That's -- that's where it is
10 today. Of course that assumes no unforeseen
11 circumstances or anything that comes up in the --
12 in the next 12 months or so. And you can see also
13 prominently displayed at the bottom there's no
14 proposed ad valorem taxes at this point. Subject
15 to your action in a few minutes, but I suspect that
16 will remain true at the end.

17 We wanted to give you an idea of what --
18 what -- the high level view, if you will, as a
19 percentage. I think it's only really relevant when
20 you get to Page 6.

21 The table, I'm speaking to the table, you see
22 that currently about 70 percent of the
23 Airport Authority's revenues is in lease and
24 lease-related items. Fuel service is about 5 --
25 4.6 percent of the total revenue. Other agreements

1 at 1.61. And the grants this year equate to about
2 24.14 percent of the total revenue picture on the
3 airport. I already mentioned reserves, so I'm
4 not -- not going to spend much time there.

5 I did want to point out, just give staff a
6 plug, particularly our maintenance and purchasing
7 folks that -- you know, these guys double down
8 every year and get -- do more and more and more
9 internally so that we can keep -- we can keep the
10 operating expense side of our budget as low as
11 reasonably possible.

12 To that end, just to make you aware of some of
13 the things that they do, they do all the airfield
14 electrical work in-house nowadays. All of that's
15 been done for some time. We do even the airport
16 communications.

17 All -- all fiberoptic, fiberoptics placing,
18 anything like that's done in-house, believe it or
19 not. All our own fencing and gates for the most
20 part, unless we happen to have a federal grant that
21 let's somebody else do it for us. But for the most
22 part among things like grass-cutting, general
23 building repairs, things like that. And as -- as
24 required and as is appropriate, we're always
25 looking for the best deal when purchasing anything

1 for the airport's use in the course of the year.

2 I did want to get you a quick look here -- I'm
3 not going to run through it in detail, but you --
4 we did give you a five-year budget operating
5 summary on top of Page 9. It kind of gives you an
6 idea of how we see things playing out.

7 Honestly, the operating revenue is pretty
8 predictable at this moment as are normal expenses.
9 That shows continued good health across the board.
10 As always, our biggest impacts in our budget are
11 related to the capital, capital programs, and at
12 what points the Airport Authority has to put down
13 significant cash to -- to do significant projects.

14 In talking with the chairman a few weeks ago,
15 I think she's in agreement that we're going to try
16 to take a focus over the next four or five years
17 toward revenue-producing projects.

18 So, we -- we've spent frankly about five-plus
19 years now really really focused on getting the core
20 infrastructure of the airport back into shape, and
21 we've done I think a great job of that with the
22 assistance of FAA and Florida DOT. We're now at a
23 point where we need to begin looking long term at
24 the -- at the available monies to match grants as
25 they become available.

1 So the only way to get more projects underway
2 is to increase our revenue available to do more
3 projects. And I'd like to keep us in a great
4 position to be able to accept what grant money can
5 come our way regardless of source at this point.

6 We are aware of some funding sources that may
7 be available to the airport later as it relates to
8 capital, so I'm -- I'm optimistic that we may need
9 the additional revenue as we go forward, which
10 is -- which is actually a good thing.

11 But this really is presented as a five-year
12 projection solely to get the board comfortable with
13 the idea that, you know, nothing we're doing in the
14 short term is going to kill us in the longer term,
15 at least the five-year horizon, and that's --
16 that's sort of borne out in that table for you.

17 Specific questions about years, the -- I do
18 want to point out the five-year that's shown there
19 does represent the capital projects that are
20 current. So it's -- this is against the current
21 prop -- projects that are programmed with both FAA
22 and FDOT. So that considers those into this
23 projection. So those are already accommodated
24 within this projection.

25 MR. KIRA: Is this already in sync with the

1 master plan expenditures?

2 MR. WUELLNER: The first five years are, yes.

3 MR. KIRA: The first five years?

4 MR. WUELLNER: Yes.

5 MR. KIRA: In '22-'23 is \$5.7 million expected
6 in grants?

7 MR. WUELLNER: It's coming.

8 MR. KIRA: Okay.

9 MR. WUELLNER: If you'll hang in there just a
10 second, we'll get to them.

11 I -- the next page, Page 10, kind of gives you
12 an idea of, again, five-year projections. A little
13 more detail. Instead of a summary form, this is
14 the normal budget form you're used to seeing, but
15 you get an idea of the specific breakdowns of fuel
16 for the FBO, for the airport, our different
17 categories of leasing activities, airline
18 operating, use fees, those kinds of things on the
19 revenue side, and our classic expenditure kinds of
20 line items from personnel, travel, technology,
21 communications, things of that nature.
22 Professional development.

23 I did want to point one uptick, and I kind of
24 accidentally glazed over it, but in the
25 current-year projections on outside communications,

1 that's -- that's our I'll call it fancy term for
2 all of the marketing and -- that we do for the
3 airport in general. Any promotional activities we
4 do, any airline-related marketing efforts are all
5 in that kind of line item. Any advertising we do
6 for the airport, all of that's in that line.

7 You'll see that this year has a little bump in
8 that of about \$30,000. And what we're being asked
9 to consider, and I've gone ahead and stuck it in
10 here hopeful that you guys will -- will embrace
11 this idea, many details to come, but we've been
12 asked to actually host one of the air service
13 development conferences this year that will be
14 available really to airports across the nation.

15 The -- the advantage to us hosting this is
16 that 15 domestic airlines or more will be in
17 St. Augustine and will firsthand for the first time
18 get to look at what St. Augustine is and all about.

19 It's been always a challenge to get individual
20 air carriers into your community and kind of catch
21 a flavor for why they should serve here. This
22 brings them to town for meetings and individual
23 opportunities within our community.

24 We would need to sponsor that to some extent.
25 We're expecting that in a \$30- to \$50,000 kind of

1 item within that budget. But I think when you --
2 if you want to think through that a little bit, we
3 don't need a formal action on it today, but I think
4 it -- I think it makes a lot of sense to go ahead
5 and do that.

6 And to the commissioner's point, the timing
7 they'd like to do this is late April early May. So
8 it also just -- just happens to blend well with
9 what you're seeing as an early shoulder season in
10 the community.

11 We have had early conversations with -- with
12 Richard Goldman's office about supporting the
13 event. Not necessarily going to end up a financial
14 support, but these guys understand the impacts of
15 air service in our community and are -- are willing
16 to do anything possible to support the event should
17 you guys decide to go ahead and let that happen
18 here.

19 I would highly re -- I think this is an
20 opportunity that doesn't come around much. The
21 only conference that's bigger than this one, in my
22 opinion, would cost you north of \$100,000 to
23 sponsor, and that's -- that's way more than we'd be
24 prepared to do. And frankly, I think it would
25 overrun our community in terms of attendance. It's

1 typically a thousand-person kind of event. This is
2 150-person kind of event, but with a heavy focus on
3 air carriers.

4 MR. BRUNSON: Ed, is this a sure thing that
5 the --

6 MR. WUELLNER: If we want it, we can have it.

7 MR. BRUNSON: Okay. So nobody else --

8 MR. WUELLNER: That's what it is.

9 MR. BRUNSON: Nobody else is bidding for it
10 or --

11 MR. WUELLNER: No.

12 MR. BRUNSON: Okay.

13 MR. WUELLNER: It's ours for the taking --

14 MR. BRUNSON: That is absolutely --

15 MR. WUELLNER: -- this year.

16 MR. BRUNSON: -- great. Yeah.

17 MR. KIRA: I think the idea is unless you
18 advertise and promote yourself, you're going
19 nowhere. Unless you're going in advance, there's
20 no standing still, you're falling behind.

21 Anything we can do to foster advertising, get
22 ourselves out in the forefront is the best thing.
23 I'm -- I'm 110 percent behind it.

24 MR. WUELLNER: Thank you.

25 CHAIRMAN GREEN: It bumps that airline

1 operations zero line and makes it a positive.

2 MR. WUELLNER: Yeah, exactly. Anything that's
3 positive, that's exactly right. So, without
4 objection, we'll move that direction and --

5 CHAIRMAN GREEN: Yes.

6 MR. WUELLNER: Perfect. Thank you.

7 Lease revenues, we broke it out in the table,
8 maybe it's easier to see on Page 12 real quick, but
9 major leases are the only thing that's up for grabs
10 this year within the major lease classification,
11 and that represents 47 percent of the -- of the
12 lease-related revenues, is a -- we have a lease
13 renewal that is just starting with Northrop Grumman
14 for the east side facilities, the big -- the big
15 hangar over there and the runup area.

16 That goes through an appraisal process by both
17 parties over the summer. They're usually horribly
18 slow in getting it all together. They never
19 dispute -- dispute rent or anything else, but it
20 sometimes takes a little time to get it all inked
21 and everything.

22 So I don't have a -- an additional amount in
23 the budget other than a -- what was covered by all
24 the agreements. It's likely that will go up
25 slightly. What that impact will be, I won't have

1 any way of knowing.

2 Hopefully we'll be closer to that number. The
3 appraisals should all be in by the time we get here
4 in September. So if there's a reasonable change
5 that could be made or -- in the budget line item
6 there, I'll be happy to make it ahead of that
7 meeting.

8 You'll see corporate revenues or corporate
9 hangar rentals account for about 9 percent.
10 Commercial leases about 13 percent. Other leases
11 include things like office space, restaurants,
12 things like that. T-hangars accommodate --
13 accommodate -- amount to about 22 percent of the
14 lease revenue line item.

15 Okay. I'm not going to spend any time with
16 fuel service. Just the only thing I do want to
17 point out is the bottom of 14, talking about fuel
18 service, I just want to make sure we're aware that
19 that really represents about avgas only, not jet
20 fuel, despite the way it's said there. That's the
21 comparison for avgas only.

22 Non-oper -- non-operating revenues, just point
23 out on Page 16, we don't borrow any money, so
24 there's no proceeds expected from this, just --
25 just like I mentioned in the summary. As a result,

1 there's no other debt service or anything else
2 that's got to be set through there.

3 Also, the balance after revenues minus
4 expenses, these are operating revenues and
5 operating expenses, leaves us with about
6 \$1.178 million in an operating profit, for lack of
7 better words. That's the money available to match
8 grants in the coming year.

9 We use approximately \$1 million of that in
10 matching grants this year. \$1,012,000 I believe is
11 the number. The balance of that money, if you
12 follow it down, goes into reserves. So that's --
13 that \$148- I believe it is -623 ultimately rolls
14 into the reserve account and at that point we have
15 a balanced budget.

16 So, I wanted to speak -- since you mention it,
17 I wanted to speak to our capital -- I wanted to
18 anyway. But if you go over to Page 21, you begin
19 to see the pro -- you'll see the projects that are
20 proposed for next year, and that is Taxiway D
21 design only, just the -- just what you accepted
22 grant funds today for.

23 You have the airport master plan, which may
24 actually be completed before we get to the fiscal
25 year. If so, we'll pull it out at the last minute.

1 T-hangars, replacements of B and C, you accepted
2 the additional funds today.

3 Much of that money will be spent before we get
4 into the fiscal year, so I'm -- I'm hopeful that
5 we'll -- this will be done in the first three
6 months or so of next fiscal year. So with any
7 luck, by the end of the calendar year, we'll be --
8 we'll done with the Taxiway B.

9 Design terminal east access road, we do not
10 have the grant for this yet. Actually we did this
11 last month, now that I think about it. You've
12 already accepted this. This is design only money
13 from FDOT. You have your land acquisition money
14 that we just accepted today.

15 And the only other entirely funded project by
16 the Airport Authority is a painting of the airline
17 terminal area, the old -- the GA front area. It's
18 ready to be repainted. So it's -- this facilitates
19 for a bid and contractor to do the -- to do the
20 painting out there.

21 So that brings you \$315,000 in federal money.
22 That includes the master plan. That's why that
23 looks different than just the Delta money. State
24 funds of \$937 -- \$937 -- \$937,000, which is -- and
25 then the Airport Authority has \$987,000 proposed.

1 So approximately \$2.29 million in capital projects.

2 The next pages represent the future years of
3 capital improvement projects. So you get a little
4 flavor for what those projects are, what we expect
5 to occur in each of the next five fiscal years.
6 First year obviously is just what you saw. And
7 then following that, each year is -- follows in
8 order there.

9 So you'll see that, for instance, next year
10 you have perhaps some hangar money and east
11 terminal access road -- I'm sorry, flight -- yeah,
12 flight school, the Taxiway Delta project that FAA
13 would fund, and the east terminal access road is a
14 DOT project or DOT-matched project.

15 The following year is the balance of that
16 capital with DOT. You see some hangar money show
17 up. Both of those -- or that's certainly a
18 revenue-producing project ultimately.

19 Good news for us, you see in the following
20 year going to the top of Page 23, Taxiway B rehab
21 shows up. Then you see corporate hangar design in
22 there. You see in the following year fuel farm
23 construction, corporate hangar construction, which
24 kind of lays out your five-year program as it's in
25 the JACIP currently.

1 We did provide you -- if you'll look the next
2 few pages after that, we did try to provide you
3 with a bit of a -- of an explanation of the current
4 year capital projects. So if you want to -- if I
5 didn't touch a little deep enough for you, there's
6 a little bit of an explanation for it, and then
7 you're welcome to of course pick my brain as to
8 what's in there, why -- why those numbers, most of
9 which are based on some sort of evaluation that's
10 been in process.

11 CHAIRMAN GREEN: The flight school --

12 MR. MIRGEAUX: Page 25? I'm sorry.

13 MR. WUELLNER: Page 25, yeah.

14 MR. MIRGEAUX: Go ahead.

15 CHAIRMAN GREEN: I just wonder. The flight
16 school office space, is that to relocate or to --

17 MR. WUELLNER: Expand, actually. Expand.
18 Additional office space.

19 CHAIRMAN GREEN: New building?

20 MR. WUELLNER: It's their kind of office
21 space, yeah.

22 CHAIRMAN GREEN: That's what I thought. Okay.
23 I'm sorry.

24 MR. WUELLNER: Which is revenue-producing, by
25 the way. Yeah?

1 MR. MIRGEAUX: Page 25, you say that's the
2 Taxiway D design only project --

3 MR. WUELLNER: Uh-huh.

4 MR. MIRGEAUX: -- but that -- that agrees with
5 the actual rehab project itself, not the design
6 only, right?

7 MR. WUELLNER: Correct. Thank you.

8 This is representing the entirety of the -- of
9 the expected cost to do the job versus, so it gives
10 you an idea what the next -- most of next year will
11 look like.

12 MR. MIRGEAUX: Okay. So that's --

13 MR. WUELLNER: Thank you.

14 MR. MIRGEAUX: That is both legs of the
15 contract.

16 MR. WUELLNER: Yes.

17 MR. MIRGEAUX: Okay.

18 MR. WUELLNER: Actually, that probably is --
19 despite how it's labeled, is probably just the
20 construction only.

21 MR. MIRGEAUX: That's the rehab Taxiway D --

22 MR. WUELLNER: Yeah.

23 MR. MIRGEAUX: -- project for 20 --

24 MR. WUELLNER: I'll follow up and make sure we
25 get that graphic fixed.

1 CHAIRMAN GREEN: If not, we'll just --

2 MR. WUELLNER: Well, it's not the graphic but
3 the table.

4 MR. KIRA: Uh-huh.

5 CHAIRMAN GREEN: Uh-huh.

6 MR. WUELLNER: None of -- none of the numbers
7 you're seeing there feed directly to the budget in
8 the sense that they're -- if they're wrong here,
9 they've messed something else. And that follows
10 for the -- just to get a feel for the other
11 projects that are currently in there.

12 And then that pretty much puts you at the
13 point where you have the -- the accounts, list of
14 the chart of accounts at the end.

15 Did we provide them -- you've got the more
16 summarized non-graphic version, if you wish, that's
17 more of a Excel spreadsheet kind of -- which you've
18 kind of been used to seeing over the last few
19 years, those of you that have been on the board for
20 a while.

21 It's the same exact numbers as they're
22 presented here, they're just clearly not as wordy.
23 But it gives you an idea of what's out there and
24 what's -- it's maybe a cleaner way to see it for
25 your purposes.

1 So at the end of the day, that's what we think
2 it's going to look like at this -- at this
3 particular moment. As I mentioned, we'll have some
4 adjustments going into September. They're
5 typically not huge, but they do make little -- you
6 know, little changes.

7 By the time we produce this for you going into
8 the first public hearing on the 9th of September,
9 you will -- the numbers will be pretty well set
10 from our perspective. Then it's up to you to
11 approve that, change that, whatever.

12 But that will be the first public hearing, is
13 on the 9th. That will occur at 5:01. And is
14 that -- I think we -- is that with the regular
15 meeting? So the 9th is also the regular meeting of
16 the Airport Authority.

17 The following week, the 16th is simply the
18 public hearing for the final final budget. So
19 that's historically a pretty short meeting. But it
20 will be right here, occur at 5:01. We'd like to
21 see everybody here. It's always -- always a good
22 sign when we have everybody here for budgets.

23 Anything I can answer? Otherwise our
24 recommendation is and continues to be a 0.0 mill
25 adoption for the TRIM this year.

1 MR. BRUNSON: You don't need anything from us
2 on that except that we agree with you?

3 CHAIRMAN GREEN: No, we need action.

4 MR. WUELLNER: You don't need anything on the
5 budget, per se, but you do need to by motion accept
6 the TRIM level.

7 MR. MAGUIRE: I like the -- I like the
8 document you presented, especially the end where it
9 shows the projects because when we leave here, at
10 least I tend to forget exactly how they all relate.
11 So that's important.

12 I do have a question on the budget, though.
13 On Page 9 --

14 MR. WUELLNER: Okay.

15 MR. MAGUIRE: -- is an example.

16 The -- it says that leases, property leases
17 take up almost 70 percent of the revenue. But if I
18 look at proposed and projected one year to the
19 other, the first two columns, the leases only
20 increase 1 1/2 percent. If I look at operating
21 expenses, they increase at 3 percent. Why does --
22 why does lease revenue not correlate to actual
23 reality?

24 MR. WUELLNER: It -- it's sort of a -- a
25 misleading -- you're correct in the way the numbers

1 are presented.

2 But you've got -- the lease category has, as I
3 mentioned, five categories, six categories within
4 it, subcategories. Not all of those are
5 CPI-adjusted leases. T-hangars, commercial, our
6 corporate hangars, all of those are indexed to CPI,
7 so you would see something like 2.8 or somewhere --
8 something along that line.

9 The other -- the biggest lease component,
10 which is the major leases, are not indexed to CPI,
11 they're indexed to the five-year rate adjustments.
12 So when the rate is set, it's good for five years
13 and then the rate is reset based on actual
14 valuations on appraisals. So it's indexed
15 different, is why it shows different.

16 MR. MAGUIRE: Okay.

17 MR. WUELLNER: And it's particularly dramatic
18 because of the high percentage of major lease --

19 MR. MAGUIRE: Yeah, it's just major.

20 MR. WUELLNER: Yeah, it's like -- yeah, it's
21 what, 50 -- 50-some percent?

22 MR. MAGUIRE: Yeah.

23 MR. WUELLNER: I guess I could turn the page
24 and look at it, but --

25 MR. KIRA: Yeah.

1 MR. WUELLNER: It's 47 percent of the total
2 lease, yeah.

3 MR. MAGUIRE: 47.

4 MR. MIRGEAUX: I have a question about Page 9.

5 MR. WUELLNER: 9?

6 MR. MIRGEAUX: On the -- on the revenue side,
7 revenue section at the top, grants line --

8 MR. WUELLNER: Uh-huh.

9 MR. MIRGEAUX: -- it almost looks like your
10 shaded years, 2020-2021, 2022-2023, it's almost
11 like a sawtooth pattern. Is there --

12 MR. WUELLNER: Well --

13 MR. MIRGEAUX: In your experience what's the
14 driver there?

15 MR. WUELLNER: Well, some of that is was what
16 I was explaining earlier about how FAA is now
17 budgeting our capital projects. So we're going to
18 get these design only grants that are going to be
19 relatively small.

20 MR. MIRGEAUX: Okay.

21 MR. WUELLNER: Like today's only 225-. The
22 next year will be 3 million or 4 million or
23 5 million depending on what the project is. That's
24 contributing to that big up/down.

25 MR. MIRGEAUX: Okay.

1 CHAIRMAN GREEN: Any public discussion?

2 (None.)

3 CHAIRMAN GREEN: Okay. So we need to have
4 action on the TRIM.

5 MR. WUELLNER: Correct.

6 CHAIRMAN GREEN: Any board discussion?

7 MR. MIRGEAUX: I move to accept -- are you
8 asking for a motion or are you asking for
9 discussion?

10 CHAIRMAN GREEN: Well, there's a discussion,
11 but we had a discussion, so then a motion.

12 MR. MIRGEAUX: I move to accept 0.0 TRIM.

13 MR. KIRA: Second.

14 CHAIRMAN GREEN: Any further board discussion?

15 I just have a question. We -- I mean, I know
16 if we accept 6.5 percent of 5.2 when we come back,
17 it's 0.0.

18 MR. WUELLNER: Correct.

19 CHAIRMAN GREEN: But if we do 0.0, just so the
20 board knows, we can't go above that. Not that I'm
21 expecting --

22 MR. WUELLNER: And equally problematic from a
23 PR standpoint is if you put 6 point -- put a number
24 out there, that's what's going to show up in the
25 first notification to everyone in St. Johns County

1 MR. MIRGEAUX: Aye.

2 CHAIRMAN GREEN: Any. Any opposed?

3 (None.)

4 CHAIRMAN GREEN: No. I just wanted to make a
5 comment. Since we have a very active and local
6 Governor, that we utilize what we can since he's a
7 St. Johns County resident, to get whatever funds we
8 can.

9 MR. WUELLNER: That was exactly the point
10 about additional grant possibilities, grant
11 sources. Not so much appropriations, but there are
12 also additional funding sources that if supported
13 by the Governor's office, could be helpful for us.

14 MR. KIRA: Maybe when we have the -- the
15 conference here, maybe the Governor would come by
16 and speak.

17 MR. WUELLNER: Well, you know, we could try
18 that because --

19 CHAIRMAN GREEN: We can always extend.

20 MR. WUELLNER: -- interestingly, we've just
21 heard from the Governor of Massachusetts last week
22 or a few weeks ago. So, I can't say I could rule
23 it out, but I can't -- certainly can't make
24 promises on his behalf.

25 MR. KIRA: It wouldn't hurt to ask.

1 MR. WUELLNER: Exactly right.

2 PUBLIC COMMENT - GENERAL

3 CHAIRMAN GREEN: Okay. I have just a couple
4 of people for public comments. Reba?

5 MS. LUDLOW: Is this the end, the last --

6 CHAIRMAN GREEN: This is the end of the line.

7 COMMISSIONER DEAN: You're at the end of the
8 line.

9 MS. LUDLOW: I'm the end of the line. I'm the
10 beginning of the end of the line. Reba Ludlow in
11 Ponte Vedra Beach. Galin, are you going to talk
12 about SAAPA?

13 Okay. All right. I -- I didn't want to --
14 you know, Galin is our liaison, but I wanted to
15 thank the board of directors for what you do and
16 invite you all to our meeting on Saturday,
17 September 13th, 8:30 coffee and doughnuts, 9:00 --
18 Doug, you can come, too -- 9:00 for the meeting,
19 because I would just like to remind you all that
20 you're here to do more than just vote on
21 construction, future or past, that -- you know,
22 that GA, we would like for you to be more hands-on.

23 GA is an important part of the airport. Yes
24 we support, you know, what Ed's doing, but we don't
25 want to have to get in a big group of people just

1 to say, hey, what about this?

2 So you guys come to our meetings or something
3 so, you know, we can talk to you one-on-one and get
4 to know, you know, what the airport -- what the
5 airport out there really does. Not just, you know,
6 the report. I wanted to just say.

7 MR. MIRGEAUX: Is there an August meeting?

8 MS. LUDLOW: Pardon me?

9 MR. MIRGEAUX: Is there an August meeting?

10 MS. LUDLOW: Audience?

11 MR. WUELLNER: August.

12 MS. LUDLOW: August. Yes, second Saturday.

13 Always second Saturday.

14 MR. MIRGEAUX: You mentioned September, so...

15 MS. LUDLOW: Huh-oh.

16 CHAIRMAN GREEN: You said September.

17 MS. LUDLOW: We'll move it. We can't move it
18 because it's a different report, so we'll move our
19 meeting.

20 CHAIRMAN GREEN: Okay. Galin?

21 MR. HERNANDEZ: No.

22 CHAIRMAN GREEN: And T.J.?

23 MR. WAGNER: Adjust for Reba here. T.J.

24 Wagner, a tenant on the kilo T-hangars.

25 I've got a question regarding the rents, the

1 leases that we're paying on the T-hangars. I
2 understand it's supposed to be \$25 a month for the
3 CPI, which the CPI for the past 10 years has
4 averaged 1.9 percent.

5 How come we're paying \$25? We're trying to
6 get to some artificial number that we've decided
7 that this is where all the hangars need to be, but
8 why can't we go there at -- at the rate of a CPI,
9 unless you're building a new hangar and you've got
10 cut the cost to justify it.

11 It just doesn't seem logical that we are
12 paying between three and four times the CPI every
13 year on our hangar rents. And I'm not the only one
14 concerned about it. There's a whole bunch of us
15 out there that have got the same question.

16 And then the second part of that is, when we
17 finally get to this magic number, which I think is
18 \$400 a month, are we going to stop raising the
19 rates for a while because we've been raising them
20 so dramatically beyond the CPI for the past 10
21 years? That's my question.

22 CHAIRMAN GREEN: Ed, do you want to do a
23 second? Because we went over this quite at
24 length --

25 MR. WUELLNER: Yeah, I mean, there's --

1 there's a lot --

2 CHAIRMAN GREEN: -- at the first board
3 meeting.

4 MR. WUELLNER: There's a lot in that question.
5 I'll try to attack it in pieces.

6 But the \$25 a month rate was recommended and
7 established by the board in order to overcome the
8 obstacle of -- of funding and facilitating the
9 additional T-hangars that are being built now. In
10 order to do that, the total hangar rental revenue
11 needed to come up to where we could have a match
12 against the State DOT dollars to build them.

13 If you isolate the new hangars, just strictly
14 the new hangars and what it cost to build them, the
15 rents for the 48 we're building would -- I think
16 we've shown, I don't remember the exact numbers,
17 but the number without DOT is very near a thousand
18 dollars a month. With DOT stand-alone is still
19 over or about \$500 a month.

20 We have hangars on the property that are
21 effectively un -- slightly under market value when
22 you compare other airport rental rates. And we --
23 we've just in fact surveyed that. We're happy to
24 share the data. We just did this in the last two
25 weeks. But you'll find the hangar rates are very

1 comparable to the area airports.

2 The \$25 a month was a way to equalize the rent
3 across the property for T-hangars with the
4 exclusion of some units that are significantly
5 larger in square footage. Those continue to have a
6 premium attached to them.

7 The CPI, yes, at -- at about the \$400 a month
8 rental rate, the whole thing goes back to a CPI
9 annual adjustment. That's the current policy of
10 the board related to CPI.

11 They changed that -- I say changed it, but we
12 adapted this \$25 a month per-year adjustment to get
13 the base rent to where we could build the new
14 T-hangars. Otherwise they were considered
15 unrentable at 500-plus dollars a month.

16 There's a lot of meeting minute background
17 that's way more detailed than what -- what I'm
18 giving you today. About a year ago, maybe as long
19 as a year and a half ago, there were a number of
20 Airport Authority meetings that presented the --
21 the rationale. There's even a PowerPoint I believe
22 on the web site that kind of walks you through the
23 economics of why we did the -- did it this way.

24 But it's -- it was generally agreed to be the
25 most fair way of getting it up, getting the

1 T-hangar rates to where they need to be for
2 purposes of being able to build more T-hangars in
3 the future, and it just made the most sense at the
4 time.

5 MR. WAGNER: Is there any chance that somebody
6 could -- from the board could address SAAPA with
7 exactly that so that what a lot of --

8 MR. WUELLNER: Absolutely. We can walk
9 through those details. Somebody from the board can
10 do it or I can do it, whatever. But it's about a
11 year -- at least a year, year and a half ago from
12 the last -- when we presented that information and
13 they moved forward with it.

14 And I think we've got, correct me if I'm
15 wrong, Cindy, but about three years left? Two?
16 Two more years. There's two more years of the \$25
17 increase at which point we should be done, or to go
18 back to regular -- you know, normalized adjustment.

19 MR. WAGNER: I just think it would be
20 beneficial if somebody talked to SAAPA and
21 presented exactly what you're talking about.

22 MR. WUELLNER: Sure. We'd be happy to. Sure.

23 MS. LUDLOW: He is scheduled to -- you're
24 already scheduled for one meeting.

25 MR. WUELLNER: Am I?

1 MS. LUDLOW: Aren't you?

2 MR. WUELLNER: I don't know. I could very
3 well be.

4 MS. LUDLOW: You're already scheduled, so I'll
5 check and see.

6 CHAIRMAN GREEN: Any more public discussion?

7 (None.)

8 MEMBER COMMENTS & REPORTS

9 CHAIRMAN GREEN: All right. Mr. Maguire, any
10 comments?

11 MR. MAGUIRE: No, ma'am.

12 CHAIRMAN GREEN: Mr. Kira?

13 MR. KIRA: I went to the last quarterly
14 meeting, breakfast meeting. It was a great show.

15 CHAIRMAN GREEN: The legislative update?

16 MR. KIRA: It was a legislative update.

17 Everything was very -- very entertaining, very
18 informative. So I'm glad to have been there.

19 And at the TPO present -- TPO meeting last
20 month, my announcement to them was that fact that
21 we had this emergency training here of aircraft
22 crash thing. Told them about the fact that is that
23 we are so good here, that from the time the
24 emergency was announced till the first emergency
25 vehicle hit the location was 90 seconds or less,

1 and they were -- I was -- and that was about it.

2 CHAIRMAN GREEN: Thank you. Mr. Brunson?

3 MR. BRUNSON: The only thing, comment I have,
4 thank you so much for this detailed report. And
5 the staff, this is unreal. And this really -- I
6 think it's because I call you too much and ask you
7 too many questions and you --

8 MR. WUELLNER: No, sir.

9 MR. BRUNSON: -- put it in writing.

10 MR. WUELLNER: It's one of the blessings of
11 being able to add Carol to the staff in terms of
12 having someone have some time to really --

13 MR. BRUNSON: Yeah.

14 MR. WUELLNER: -- kind of spearhead that. But
15 everybody, everybody was involved in putting it
16 together.

17 MR. BRUNSON: Well, I -- my major career was
18 commerce lending, and if I had had people prepare
19 things like this, my job would have been easy to
20 make a decision.

21 MR. WUELLNER: So we can look to you for a
22 loan? Is that what --

23 MR. BRUNSON: I got \$5 on me right now.

24 CHAIRMAN GREEN: Thank you. Mr. Mirgeaux?

25 MR. MIRGEAUX: Nothing for me. Thank you.

1 CHAIRMAN GREEN: Okay. I do want to also with
2 the budget and the gentleman that was here that
3 represents a community, I don't know if it's
4 marsh -- across the way, but we've had people
5 request before a budget friendly -- he just left, a
6 budget-friendly approach so that people can
7 understand it and this answers that question.

8 MS. LUDLOW: Can we have a copy of that?

9 MR. WUELLNER: Absolutely.

10 CHAIRMAN GREEN: Yeah. But people have asked
11 and I think this answers that question. It's
12 wonderful. Mr --

13 MR. MAGUIRE: I changed my mind. I do have
14 something to talk about.

15 CHAIRMAN GREEN: All right.

16 MR. MAGUIRE: The -- a couple of weeks ago I
17 was at a function and one of the members of the
18 FIND organization came up to me and asked what the
19 Airport Authority's position was on the new
20 ordinance with the City of St. Augustine regarding
21 seaplane landings in the river, to which I said I
22 have no idea.

23 So I did a little bit of homework and found
24 out, and -- and you two can explain it more in
25 detail -- found out that a particular individual

1 who owns a seaplane was trying to get permission,
2 legal permission to continually land his seaplane
3 down I think just south of the Bridge of Lions and
4 taxi up to his property. And that pushed the city
5 to pass an ordinance saying, no, you cannot do it
6 because the airport has a seaplane landing spot.
7 So -- so that wrapped that up. But it was a
8 surprise to hear something like that.

9 I also want to commend everybody over there.
10 We have such an exciting meeting here, you guys are
11 so thrilled, I didn't see a single yawn tonight.
12 So I was very pleased.

13 MR. HERNANDEZ: We hide it well.

14 MR. MAGUIRE: Kudos to y'all.

15 MR. WUELLNER: Well caffeinated.

16 MR. HERNANDEZ: We hide it well.

17 CHAIRMAN GREEN: I think every boat owner in
18 St. Augustine will appreciate your comment.

19 MR. MAGUIRE: Yeah.

20 CHAIRMAN GREEN: I don't have any comments. I
21 know -- thanks for going to the legislative EDC.

22 MR. KIRA: Oh, it was wonderful.

23 CHAIRMAN GREEN: Yeah. All right. Our next
24 meeting is going to be -- our regular meeting is
25 September 9th and then we have the first public

1 budget hearing right at 5:01, and the next one is
2 the 16th. So put it on your calendars.

3 Thank you. We're adjourned.

4 (Meeting concluded at 5:08 p.m.)

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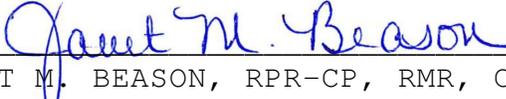
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REPORTER'S CERTIFICATE

STATE OF FLORIDA)
COUNTY OF ST. JOHNS)

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

Dated this 15th day of July, 2019.



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

<p>CHAIRMAN GREEN: [105] COMMISSIONER DEAN: [11] 12/1 12/3 13/4 15/1 15/8 15/11 15/15 15/18 15/25 16/6 56/6 MR. BRUNSON: [39] 3/22 4/7 10/15 11/4 11/10 11/16 11/21 12/2 15/20 16/5 16/17 20/9 20/23 21/8 23/17 23/22 24/4 25/25 26/5 26/25 27/6 32/3 32/7 32/12 32/17 40/3 40/6 40/8 40/11 40/13 40/15 49/25 54/14 54/22 63/2 63/8 63/12 63/16 63/22 MR. BURNETT: [4] 17/11 18/14 18/18 26/20 MR. HERNANDEZ: [4] 16/23 57/20 65/12 65/15 MR. KIRA: [36] 3/8 3/10 3/20 4/18 4/21 9/7 9/9 9/11 9/15 10/17 20/8 21/2 21/10 23/12 23/16 23/25 24/6 25/14 26/16 26/21 27/8 36/24 37/2 37/4 37/7 40/16 48/3 51/24 53/12 54/8 54/24 55/13 55/24 62/12 62/15 65/21 MR. MAGUIRE: [21] 14/23 15/7 15/9 15/14 15/16 21/9 24/5 27/7 50/6 50/14 51/15 51/18 51/21 52/2 54/7 54/23 62/10 64/12 64/15 65/13 65/18 MR. MIRGEAUX: [31] 3/12 3/21 9/17 21/4 21/11 24/7 25/11 26/24 27/9 46/11 46/13 46/25 47/3 47/11 47/13 47/16 47/20 47/22 52/3 52/5 52/8 52/12 52/19 52/24 53/6 53/11 54/25 57/6 57/8 57/13 63/24 MR. WAGNER: [3] 57/22 61/4 61/18 MR. WUELLNER: [107] MS. ALBIN: [1] 16/25 MS. LUDLOW: [13] 20/11 23/19 56/4 56/8 57/7 57/9 57/11 57/14 57/16 61/22 61/25 62/3 64/7</p> <p>\$ \$1 [1] 43/9 \$1,012,000 [1] 43/10</p>	<p>\$1.113 [1] 33/3 \$1.178 [1] 43/6 \$1.2 [1] 32/25 \$1.4 [1] 20/1 \$1.5 [1] 33/4 \$100,000 [1] 39/22 \$148 [1] 43/13 \$150,000 [1] 21/24 \$2.29 [1] 45/1 \$2.5 [1] 32/1 \$2.6 [1] 33/5 \$2.648 [1] 33/8 \$200,000 [2] 21/23 31/17 \$225,000 [2] 24/22 26/1 \$230,000 [1] 31/22 \$25 [6] 58/2 58/5 59/6 60/2 60/12 61/16 \$250,000 [1] 8/3 \$3.4 [1] 31/22 \$30 [1] 38/25 \$30,000 [1] 38/8 \$315,000 [1] 44/21 \$350,000 [1] 23/5 \$400 [2] 58/18 60/7 \$5 [1] 63/23 \$5.7 [1] 37/5 \$50,000 [1] 38/25 \$500 [1] 59/19 \$700,000 [1] 19/24 \$80,000 [2] 31/23 31/24 \$937 [2] 44/24 44/24 \$937,000 [1] 44/24 \$987,000 [1] 44/25</p> <p>' '22 [1] 37/5 '22-'23 [1] 37/5 '23 [1] 37/5</p> <p>- -623 [1] 43/13</p> <p>. .com [1] 5/8</p> <p>0 0.0 [6] 49/24 53/12 53/17 53/19 54/4 54/22 0000 [1] 54/15 04 [5] 2/9 18/24 19/3 20/7 21/3 05 [5] 2/9 21/17 21/20 23/7 24/11 0570 [1] 1/21</p> <p>1 1.5 [1] 20/1 1.61 [1] 34/1 1.885 [1] 20/3 1.9 [1] 58/4 1/2 [4] 15/8 15/10 15/11 50/20</p>	<p>10 [3] 37/11 58/3 58/20 10-unit [1] 10/5 104 [1] 1/15 11 [1] 2/7 110 percent [1] 40/23 12 [2] 33/12 41/8 12,398 [1] 17/4 12-unit [1] 10/5 13 [1] 42/10 13th [1] 56/17 14 [1] 42/17 15 [3] 25/12 25/13 38/16 15-foot [1] 25/11 150 [2] 4/11 5/2 150-person [1] 40/2 1510 [1] 1/20 15th [1] 67/10 16 [1] 42/23 16th [2] 49/17 66/2 18 [2] 2/9 13/22</p> <p>2 2.8 [1] 51/7 20 [1] 47/23 2000 [1] 23/7 2019 [2] 1/6 67/10 2019-04 [2] 2/9 18/24 2019-05 [3] 2/9 21/17 21/20 2019-2020 [1] 27/22 2020 [1] 27/22 2020-2021 [1] 52/10 2021 [1] 52/10 2022-2023 [1] 52/10 2023 [1] 52/10 21 [2] 2/9 43/18 22 [1] 42/13 225 [1] 52/21 23 [4] 7/18 9/7 9/14 45/20 24 [1] 2/10 24.14 [1] 34/2 25 [3] 46/12 46/13 47/1 27 [1] 2/10</p> <p>3 3.7 [1] 20/3 30 percent [1] 12/14 30,000-foot [1] 31/20 32080 [1] 1/15 32084 [1] 1/21 35 [1] 13/14</p> <p>4 4.6 [1] 33/25 47 [3] 41/11 52/1 52/3 4730 [1] 1/4 48 [1] 59/15 4:00 [1] 1/7</p> <p>5 5 percent [4] 24/22 24/23 31/15 31/16 5.2 [1] 53/16</p>	<p>50 [1] 51/21 50 percent [1] 6/4 50-some [1] 51/21 500-plus [1] 60/15 56 [1] 2/11 5:01 [3] 49/13 49/20 66/1 5:08 [2] 1/7 66/4</p> <p>6 6.5 percent [1] 53/16 62 [1] 2/12 623 [1] 43/13 65 [1] 13/14 66 [1] 2/13 67 [1] 2/14</p> <p>7 70 percent [2] 33/22 50/17</p> <p>8 82 [1] 13/22 825-0570 [1] 1/21 8:30 [1] 56/17</p> <p>9 90 [1] 62/25 90 percent/10 percent [2] 13/12 13/21 904 [1] 1/21 95 percent [2] 31/6 31/8 9:00 [2] 56/17 56/18 9th [4] 49/8 49/13 49/15 65/25</p> <p>A A.A.E [1] 1/17 able [5] 19/17 19/20 36/4 61/2 63/11 about [48] 5/4 8/18 13/9 13/22 15/10 16/8 17/5 18/9 20/3 23/11 24/25 25/11 25/19 26/4 31/17 31/21 33/5 33/8 33/22 33/24 34/1 35/18 36/17 38/8 38/18 39/12 42/9 42/10 42/13 42/17 42/19 43/5 44/11 52/4 52/16 55/10 56/12 57/1 58/14 59/19 60/7 60/18 61/10 61/15 61/21 62/22 63/1 64/14 above [1] 53/20 absolutely [3] 40/14 61/8 64/9 accept [8] 3/19 23/4 26/22 36/4 50/5 53/7 53/12 53/16 acceptable [1] 22/6 accepted [5] 3/15 43/21 44/1 44/12 44/14 accepting [2] 27/5 54/21</p>	<p>access [3] 44/9 45/11 45/13 accidentally [1] 37/24 accommodate [2] 42/12 42/13 accommodated [1] 36/23 accommodating [2] 7/20 7/21 account [3] 30/15 42/9 43/14 accounts [3] 30/14 48/13 48/14 accumulated [1] 32/10 acquisition [2] 21/22 44/13 acronym [1] 19/6 across [4] 35/9 38/14 60/3 64/4 act [1] 28/4 action [7] 27/23 27/24 28/18 33/15 39/3 50/3 53/4 active [1] 55/5 actively [1] 11/19 activist [1] 16/5 activities [2] 37/17 38/3 actual [4] 26/4 47/5 50/22 51/13 actually [7] 15/6 36/10 38/12 43/24 44/10 46/17 47/18 ad [6] 13/10 13/11 13/19 28/9 28/11 33/14 ad valorem [5] 13/10 13/19 28/9 28/11 33/14 adapted [1] 60/12 add [2] 12/22 63/11 additional [10] 9/9 19/17 19/21 36/9 41/22 44/2 46/18 55/10 55/12 59/9 additions [1] 3/20 additions/exceptions [1] 3/20 address [1] 61/6 addressed [1] 28/24 adds [3] 10/6 19/24 21/22 adjourned [1] 66/3 ADJOURNMENT [1] 2/13 Adjust [1] 57/23 adjusted [1] 51/5 adjustment [3] 60/9 60/12 61/18 adjustments [2] 49/4 51/11 adopting [1] 20/6 adoption [2] 23/7 49/25 advance [1] 40/19 advantage [1] 38/15 advertise [1] 40/18</p>
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<p>A advertising [2] 38/5 40/21 after [8] 7/20 20/22 24/19 28/18 28/18 28/18 43/3 46/2 again [8] 4/4 4/11 13/20 18/7 21/21 23/3 28/10 37/12 against [8] 9/15 9/17 29/11 29/14 32/15 32/16 36/20 59/12 agenda [8] 2/5 3/16 3/17 3/18 3/19 3/25 8/20 18/25 ago [11] 13/9 13/21 23/1 23/1 30/17 35/14 55/22 60/18 60/19 61/11 64/16 agree [1] 50/2 agreed [1] 60/24 agreement [4] 2/9 2/9 18/3 35/15 agreements [6] 19/6 19/9 29/17 31/23 33/25 41/24 agrees [1] 47/4 ahead [12] 6/17 7/12 7/16 7/22 8/7 8/23 28/20 38/9 39/4 39/17 42/6 46/14 air [5] 29/12 38/12 38/20 39/15 40/3 Airbnb [1] 14/24 aircraft [1] 62/21 airfield [1] 34/13 airline [4] 37/17 38/4 40/25 44/16 airline-related [1] 38/4 airlines [1] 38/16 airport [28] 1/1 1/16 4/12 5/18 14/16 17/17 23/6 24/23 33/23 34/3 34/15 35/12 35/20 36/7 37/16 38/3 38/6 43/23 44/16 44/25 49/16 56/23 57/4 57/5 59/22 60/20 64/19 65/6 Airport Authority [7] 23/6 24/23 35/12 44/16 44/25 49/16 60/20 Airport Authority's [3] 17/17 33/23 64/19 airport's [1] 35/1 airports [2] 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