

ST. JOHNS AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room B

4730 Casa Cola Way

St. Augustine, Florida

on Monday, July 8, 2024

from 4:00 p.m. to 6:06 p.m.

* * * * *

BOARD MEMBERS PRESENT:

- REBA LUDLOW, Chairman
- ROBERT OLSON
- MICHELLE CASH-CHAPMAN
- DENNIS CLARKE, Treasurer
- JENNIFER LIOTTA

* * * * *

ALSO PRESENT:

JEREMIAH R. BLOCKER, ESQUIRE, and LISA MILES, ESQUIRE,
Douglas Law Firm, 100 Southpark Boulevard, Suite 414,
St. Augustine, Florida, 32086, General Counsel for
Airport Authority.

CHAD S. ROBERTS, ESQUIRE, The Roberts Firm, PLLC,
1633 Challen Avenue, Jacksonville, Florida, 32205,
Aviation Counsel for Airport Authority.

COURTNEY PITTMAN, Interim Executive Director.

* * * * *

JANET M. BEASON, FPR-C, RPR, RMR, CRR
 St. Augustine Court Reporters
 1260 North Ponce de Leon Boulevard, Suite E
 St. Augustine, FL 32084
 (904) 825-0570

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

2 CHAIRMAN LUDLOW: It's 4:00. I will call the
3 meeting to order. Stand up for the Pledge, please.

4 (Pledge of Allegiance.)

5 CHAIRMAN LUDLOW: Welcome, everybody. I hope
6 we don't get rained on. So I -- huh-oh.

7 Henry Dean isn't here. He was notified, right?

8 MR. PITTMAN: That's affirmative.

9 CHAIRMAN LUDLOW: Okay.

10 MR. OLSON: Yeah, he was at the last meeting,
11 though.

12 CHAIRMAN LUDLOW: Yeah.

13 MR. OLSON: He gave us a detail.

14 CHAIRMAN LUDLOW: We -- yeah. Well, we can
15 reprimand him like he reprimanded us for not
16 letting him know.

17 AGENDA APPROVAL

18 CHAIRMAN LUDLOW: So -- all right. We have no
19 minutes to approve. We -- can we approve the
20 agenda, please?

21 MS. LIOTTA: I'll move to approve the agenda.

22 MR. OLSON: Second.

23 CHAIRMAN LUDLOW: Motion and second to approve
24 the agenda. All in favor, say aye.

25 MR. OLSON: Aye.

1 MR. CLARKE: Aye.

2 MS. LIOTTA: Aye.

3 MS. CASH-CHAPMAN: Aye.

4 CHAIRMAN LUDLOW: Aye. Thank you. Agenda is
5 approved.

6 BUSINESS PARTNER UPDATES

7 CHAIRMAN LUDLOW: Business partner updates.
8 We have Mr. Henry Dean who is absent. I hope
9 you're watching, Henry. And Mr. Vinny Beyers with
10 Atlantic.

11 MR. BEYERS: No comments.

12 CHAIRMAN LUDLOW: Jose Riera? Oh, I thought
13 you were coming up to comment.

14 MR. CLARKE: He's taking a call.

15 CHAIRMAN LUDLOW: Jose.

16 MR. RIERA: Yes. The only thing I have to add
17 is that our social gathering, which was supposed to
18 be last Friday but it coincided with the 4th of
19 July weekend, we moved it to this Friday. So all
20 of you are invited to attend our SAAPA social. It
21 starts at 5:30. That will be hotdogs and burgers
22 and stuff like that, and you can bring whatever you
23 else -- whatever else you want to eat.

24 And our regular meeting, which is the second
25 Saturday, will take place on Saturday 8:30

1 around -- that's when we start if we're having
2 social doughnuts and coffee. And at 9:00, 9:00 to
3 10:00, we will have our regular meeting. I will
4 not be there either one of the events --
5 unfortunately, I'm traveling -- but you are all
6 invited to attend.

7 CHAIRMAN LUDLOW: We have a great turnout.
8 What do we usually have, 60 -- 50, 60 people?

9 MR. RIERA: Yeah, anywhere between 30 to 50 --

10 CHAIRMAN LUDLOW: Okay. 30 to 50.

11 MR. RIERA: -- depending on, you know, what's
12 going on.

13 CHAIRMAN LUDLOW: And aren't we having a
14 speaker? Isn't Rau -- Tom Rau going to do his
15 class or something?

16 MR. RIERA: I believe he is. I -- I was
17 traveling last week and I'm traveling again this
18 week, so I'm trying to catch up. So this is one of
19 the things I wasn't be able to catch up in the
20 meeting. In fact, I almost forgot about this one
21 today.

22 CHAIRMAN LUDLOW: Yeah, we try to have good
23 speakers, you know, for the Saturday. And I think
24 one of our members has volunteered to do not
25 Rusty Pilots, but it was how to get into Oshkosh

1 and --

2 MR. RIERA: Yes. Yeah.

3 CHAIRMAN LUDLOW: -- something else. Anyway,
4 it will be a surprise. Show up. That's a good
5 idea.

6 We have to welcome Dennis back. He's been
7 gone for ten days and he's been home about two
8 hours.

9 MR. CLARKE: Not quite.

10 CHAIRMAN LUDLOW: Not quite two hours.

11 MR. CLARKE: 30 minutes.

12 CHAIRMAN LUDLOW: 30 minutes. So anyway.

13 All right. Thank you, Jose. Nate McKendrick,
14 Northrop?

15 (Not present.)

16 CHAIRMAN LUDLOW: Somebody needs to bring a
17 picture of him and hold it up for us. Oh, Reid,
18 I'm sorry, they don't -- we have to change Bruce
19 Kreis' name to Reid Deputy.

20 MR. PITTMAN: Got it.

21 CHAIRMAN LUDLOW: And it made it on one, but I
22 think it slipped through. So do you have a report
23 for us?

24 MR. DEPUTY: Co comment.

25 CHAIRMAN LUDLOW: No comment. Did you learn

1 that from Vinny? I'm glad you're here, though.

2 Okay. We can go ahead and start with old
3 business. You know what? I'm supposed to say that
4 the whole board is here; no one is absent.

5 So we have -- we have Courtney, we have the
6 court reporter, we have Ms. Jennifer, we have
7 Dennis, we have Reba, we have Bob, we have
8 Michelle. Jeremiah and Chad are the attorneys and
9 Lisa attorney, and I already forgot.

10 MS. CURTAIN: Emma.

11 CHAIRMAN LUDLOW: And Emma is our guest. That
12 way, we're all family.

13 GUN CLUB LEASE

14 CHAIRMAN LUDLOW: Okay. For old business
15 items, the Gun Club property purchase. It says
16 current status of purchase, but it is a property
17 purchase. Is that --

18 MS. MILES: Sure. We are in the --

19 CHAIRMAN LUDLOW: Is that going to be Lisa?

20 MS. MILES: Yes, ma'am.

21 CHAIRMAN LUDLOW: Good. Thank you.

22 MS. MILES: We are in the final stages of
23 finalizing all of the paperwork with the Gun Club
24 purchase.

25 We have ordered the title search. We have

1 ordered a boundary survey, and shortly soon after
2 that, we will be scheduling a closing date once we
3 start wrapping up all of the -- the final language.

4 CHAIRMAN LUDLOW: So when do you anticipate
5 closing?

6 MS. MILES: Hopefully in the next --

7 CHAIRMAN LUDLOW: Is it --

8 MR. ROBERTS: 30 days.

9 CHAIRMAN LUDLOW: 30 days? Is there a
10 deadline --

11 MS. MILES: As soon as possible.

12 CHAIRMAN LUDLOW: -- that we -- okay.

13 MR. OLSON: Does this -- does this board need
14 to take any further action to authorize anything
15 happening at the closing?

16 MS. MILES: No, sir.

17 MR. OLSON: Okay. Thank you.

18 CHAIRMAN LUDLOW: Good. Thank you, Lisa.

19 MS. MILES: You're welcome.

20 CHAIRMAN LUDLOW: Okay. So I don't need to
21 have a motion on that. So I can ask for public
22 comment?

23 MR. BLOCKER: Yes, ma'am, you can.

24 CHAIRMAN LUDLOW: Would anybody like to have
25 any questions or an -- questions, not answers, for

1 Lisa or about the Gun Club property?

2 (None.)

3 CHAIRMAN LUDLOW: Well, we're excited about
4 that. And they're excited, also, aren't they?
5 Good.

6 VOLATO LAND LEASE AGREEMENT

7 CHAIRMAN LUDLOW: Okay. Back to the board.
8 The next item would be the Volato land lease
9 agreement.

10 MR. ROBERTS: Not a lot of new news to report
11 on that. Volato, now that it's publicly traded,
12 can't be as entirely transparent with the ease that
13 they could previously.

14 We simply know that they are working
15 diligently to put a package of stakeholders
16 together that will participate in the development
17 in a broad way. And that's what they're working
18 on, and -- and that's where we are.

19 MR. OLSON: Madam Chair, I have a couple of
20 questions.

21 CHAIRMAN LUDLOW: Yes. I have something about
22 that, too, but in the meantime, Bob has some
23 questions.

24 MR. OLSON: Oh, okay. There was some key
25 dates that I believe were missed in the Volato

1 lease agreement. I believe they are in technical
2 default at this point of their land lease. What do
3 we do about it?

4 MR. ROBERTS: So -- so, we're -- we told them
5 that we're in a period of forbearance, which is
6 basically that we would not act on any of those for
7 a period that they can rehabilitate the things that
8 they're late with.

9 We're not looking for ways to get out of this
10 agreement; we're looking for ways to try to make
11 this agreement successful and to bend over
12 backwards and make sure that if there's some extra
13 mile we can go to help them be successful, we're
14 going to take that extra mile and go with them.

15 But -- but I would agree they're -- they're
16 technically in default, but we -- we've told them,
17 based on their request that they were close to
18 putting together some stakeholders for their
19 project, that -- that to keep working on that, and
20 until September 6th, we would not declare a default
21 and declare the contract.

22 MR. OLSON: Forbearance is not contemplated,
23 that I know of, in the lease agreement.

24 MR. ROBERTS: It is not. It's
25 extra-contractual. It's just -- it's literally

1 just the discretion of the staff at this point
2 that -- that we're not pulling the trigger yet
3 because -- because they've represented to us that
4 they're close to putting a package together.

5 So, that's -- you know, we -- we invested a
6 lot in trying to make this a success, and if -- if
7 market circumstances have changed and it's no
8 longer a project that makes economic sense, that
9 will be the conclusion that we -- we need to
10 mutually come to together.

11 MR. OLSON: Would granting Volato a
12 forbearance, which is -- sounds like an extension,
13 wouldn't that require board action?

14 MR. ROBERTS: So that's why the last time I
15 said I was real careful with my words.

16 It is a forbearance and not an extension. So
17 it simply says: You're in default. We're not
18 going to move on that default because they said
19 we're close to putting things together. We said
20 okay. We -- we both spent a lot. We both invested
21 a lot in your success. We want you to be
22 successful. If you're that close and you need a
23 little forbearance, we'll give you some
24 forbearance. So...

25 MR. OLSON: I -- I don't believe this board

1 has had the benefit of seeing that communication,
2 but I understand that the term "default" is not
3 used in that communication that extended that.

4 MR. ROBERTS: Mr. Pittman forwarded my
5 confirmation e-mail to Volato about that to the
6 board. So that was -- that's -- that last thing,
7 that's what that was. Look, if -- if the board has
8 a different direction, the board can go in a
9 different direction. We're just --

10 MR. OLSON: No. I'm --

11 MR. ROBERTS: -- keeping the board updated on
12 staff doing what a contractual partner --

13 MR. OLSON: Well, you're -- you're not -- I
14 mean, you're not staff, you're advising us.

15 MR. ROBERTS: Understood.

16 CHAIRMAN LUDLOW: Thank you.

17 MR. ROBERTS: But when I say "staff," I think
18 it was a collective -- a collective consensus.

19 MR. OLSON: Oh, okay. So staff -- okay. So
20 you worked it with staff.

21 MR. ROBERTS: Yes, sir.

22 MR. OLSON: Okay.

23 MR. ROBERTS: I'm not making these decisions
24 unilaterally on my own.

25 MR. OLSON: Okay. Oh, I guess my other

1 question was: Because Volato is publicly traded, I
2 don't understand how that prevents them from coming
3 to this board and giving us an update on where they
4 are with their work.

5 Because there's a -- they're now having a --
6 their deadline is being more compressed. They have
7 contractually committed to completing and opening
8 and operating a full-service FBO and hangar
9 facility --

10 MR. ROBERTS: 30 months.

11 MR. OLSON: Yeah. And now six of those 30
12 months have gone.

13 MR. ROBERTS: Right.

14 MR. OLSON: I believe this board deserves --
15 and the last time we had any presentation on this
16 project by Volato was over a year ago.

17 MR. ROBERTS: Correct. In -- I think in May
18 of '23 or --

19 MR. OLSON: So, I -- I do not understand, and
20 it's hard to accept the reason being that they're
21 publicly traded that they cannot make a
22 presentation on this project, because publicly
23 traded companies are always doing that.

24 MR. ROBERTS: I would agree. There -- nothing
25 would preclude Volato from coming to one of these

1 meetings and giving the board an update.

2 MR. OLSON: Well, I think our board should
3 insist on it.

4 MR. ROBERTS: I will communicate that --

5 MR. OLSON: I mean, I don't know how others
6 feel, but it's the largest piece of real estate
7 that this airport has ever put into private hands
8 other than perhaps Northrop Grumman.

9 MR. ROBERTS: Correct.

10 MR. OLSON: It's very significant.

11 MR. ROBERTS: I'll communicate that to them.

12 MR. OLSON: Okay.

13 MR. CLARKE: Madam Chair, I have a -- I have a
14 question.

15 I appreciate Mr. Olson's comments. I agree
16 with him. My question is: Is the status of the
17 Volato lease agreement, does it have any impact on
18 the development, the other development in the
19 northeast quadrant of the airport? Is there any --
20 is it impeding that at all or is it an
21 independent -- are they independent --

22 MR. ROBERTS: As things are --

23 MR. CLARKE: -- as far as --

24 MR. ROBERTS: I'm sorry. As things are
25 presently structured, it's completely

1 independent --

2 MR. CLARKE: Okay.

3 MR. ROBERTS: -- and -- but in a way
4 complementary to the relocation of Hawkeye View
5 Lane. And to the degree that we are also working
6 on the infrastructure package that would benefit
7 the entirety of the east side development parcels,
8 there would be some overlap there.

9 But -- but to answer your question directly,
10 two separate independent tracts, one's not slowing
11 the other down.

12 MR. CLARKE: Okay. Thank you.

13 CHAIRMAN LUDLOW: Any other questions or...

14 I would like to clarify some things on that,
15 also. And I appreciate our board members staying
16 on top of that because, you know, we go through our
17 papers and we say, you know, they haven't showed
18 the engineering plans, they haven't signed the
19 lease, they haven't done anything like that. So
20 anybody would say, Well, why don't we call it and
21 put it back out for bid? That would be standard
22 procedure.

23 So the other question that came up was
24 staff -- because I have Chad's reports here, and it
25 says "Staff is comfortable making a recommendation

1 that the Airport Authority agree to the second
2 90-day extension." Well, in my mind, who is staff?
3 I mean, it wasn't Courtney, so who made that
4 decision?

5 MR. ROBERTS: So that -- first of all, no
6 request for a second 90-day extension was ever
7 made.

8 CHAIRMAN LUDLOW: I -- I have it right here.

9 MR. ROBERTS: I understand, but --

10 CHAIRMAN LUDLOW: Yeah.

11 MR. ROBERTS: -- but we were telling Volato,
12 We're comfortable giving you some more time.

13 CHAIRMAN LUDLOW: Well, the board didn't say
14 that.

15 MR. ROBERTS: But -- but the executive
16 director is the first decision level, right?

17 CHAIRMAN LUDLOW: The board --

18 MR. ROBERTS: And that's why he's on that
19 e-mail.

20 CHAIRMAN LUDLOW: The --

21 MR. ROBERTS: That's why he's on that e-mail.

22 CHAIRMAN LUDLOW: He's -- Courtney said he did
23 not approve anything like that.

24 MR. ROBERTS: Okay. So -- so we can get that
25 straightened out, but -- but I can tell you we

1 worked with consensus.

2 And let -- let me just -- let me say this.
3 When you're on the other side of the table in a
4 contract, you have the obligation to work in good
5 faith. We're not trying to default Volato. We're
6 trying to help them be successful.

7 CHAIRMAN LUDLOW: But --

8 MR. ROBERTS: If --

9 CHAIRMAN LUDLOW: Of course.

10 MR. ROBERTS: We're not trying to default
11 them. We're trying to help them.

12 CHAIRMAN LUDLOW: Right.

13 MR. ROBERTS: We -- we both invested an
14 enormous amount of money into this project. If
15 it's not going to work, we're going to call it and
16 it's not going to work, but --

17 CHAIRMAN LUDLOW: Well, who -- who is going to
18 call it?

19 MR. ROBERTS: Well, staff will make a
20 recommendation to the board.

21 CHAIRMAN LUDLOW: Staff. There we go again:
22 Staff.

23 All right. I'm not going to go into that
24 anymore, but that was definitely overstepping some
25 grounds, I would say.

1 MR. ROBERTS: Okay.

2 CHAIRMAN LUDLOW: But I want to say this,
3 also, in -- in the defense of Volato.

4 On -- on their land lease where you have
5 stated Articles 18 through 20, and Article 18, the
6 last line does say, "30 months following
7 Authority's written approval of such plans, subject
8 to automatic extensions as provided herein, which
9 approval shall not be unreasonably withheld,
10 conditioned, or delayed." Got it.

11 MR. OLSON: But as you've just read it, the
12 timing that you're reading is keyed upon Volato,
13 within 90 days of the contract execution,
14 presenting the -- those plans for approval.

15 MR. ROBERTS: Correct.

16 MR. OLSON: That never happened.

17 CHAIRMAN LUDLOW: Right.

18 MR. OLSON: So the whole thing has been now
19 delayed. And I don't think anyone on this board is
20 trying to push them into default. Why would we do
21 that?

22 MR. ROBERTS: We wouldn't.

23 MR. OLSON: So I just hope that that -- your
24 comment doesn't give the impression that anyone's
25 trying.

1 MR. ROBERTS: Certainly.

2 MR. OLSON: I just think that when we
3 contract -- when we go into a contract, this is a
4 publicly-owned piece of -- the public owns it.
5 We're stewards of the airport. So we have to act
6 responsibly and responsible to imple- -- to observe
7 and implement contracts. So...

8 CHAIRMAN LUDLOW: Any other discussion? Oh,
9 I'm sorry, Jeremiah.

10 MR. BLOCKER: Madam Chair, I -- just to -- to
11 just kind of highlight a couple of things.

12 One, this has been litigated before. Part of
13 our role as your attorneys is to protect the
14 Airport Authority and this board. So it's always
15 important, Mr. Olson and for the board, for us to
16 act in good faith. That's what we have made an
17 effort to do because this board acts in good faith.

18 There has been litigation involved in this.
19 It's important that we demonstrate good faith, and
20 that's exactly what Mr. Roberts has done. There
21 have been conversations with myself and Mr. Pittman
22 about this.

23 The board will always be appraised and
24 ultimately the board will make a final decision,
25 but it is normal in our experience, in my

1 experience, and I think probably y'all's experience
2 as well, when you have a publicly traded company
3 that's coming in to do business, there are market
4 conditions that change, there are opportunities
5 to -- to, you know, adjust as needed. And that's
6 what we're doing, is just bringing this information
7 to y'all as board. And if y'all have different
8 direction, we can follow that. I just want to make
9 sure we're clear on that.

10 CHAIRMAN LUDLOW: At least it came to the
11 board now.

12 MR. OLSON: Well, yeah, I don't think we can
13 adjust what's been granted now that we've learned
14 about because that would be stepping -- could be
15 stepping into litigation. So I guess I don't know
16 what else --

17 MR. BLOCKER: Well, I understand. But that's
18 why we have an executive director and that's why
19 staff has to -- because y'all, as a -- as a board,
20 this is not your full-time job or role, so we have
21 to work with the team in place.

22 As y'all know, we've had a little bit of
23 turnover and some of this, you know, is a leftover
24 from that. But we're -- we'll continue to work
25 with Mr. Pittman and the board to keep y'all

1 appraised as -- as needed, so...

2 CHAIRMAN LUDLOW: I would accentuate that,
3 please. Keep working with Mr. Pittman, because it
4 seems like, you know, a lot of decisions were being
5 made outside of Mr. Pittman and the board.

6 MR. OLSON: Yeah. Actually, I don't want to
7 put -- unduly put Mr. Pittman on the spot, but does
8 this conversation that everyone -- everything
9 everyone has said square with what you understand
10 has happened?

11 MR. PITTMAN: Not completely.

12 MR. OLSON: Okay.

13 MR. PITTMAN: Some of the -- some of the
14 things, yes, but not completely.

15 MR. OLSON: Okay.

16 CHAIRMAN LUDLOW: But -- but he did
17 specifically say he did not approve a 90-day
18 extension.

19 MR. OLSON: Yes.

20 CHAIRMAN LUDLOW: Okay. So I guess that's all
21 we're going to get him to say.

22 Any other comment? Public comment?

23 MS. BREWER: Yes.

24 CHAIRMAN LUDLOW: Okay. Jan.

25 MS. BREWER: Jan Brewer, airport tenant. And

1 I do have a comment.

2 It sounds like this has been a -- an agenda
3 item for quite a long time. And I apologize, this
4 is my first meeting, but now I'm retired, so I'll
5 be attending meetings from here on out. But I went
6 to find the background documentation for each of
7 the agenda items and I could not find that on the
8 website to get myself up to speed on these items.

9 Many times, like with the Board of County
10 Commissioners, you go to their agenda, you click on
11 the item, and the background documentation comes
12 up.

13 CHAIRMAN LUDLOW: Yes.

14 MS. BREWER: Do we have -- am I just missing
15 it? Is there a location I should have been for the
16 background documentation?

17 And then my last comment on this would be,
18 since it has been so long and it sounds like the
19 board members are, you know, having some issues,
20 maybe we could have the individuals come back in
21 and give another presentation so we could all be
22 updated.

23 CHAIRMAN LUDLOW: I think that's a fabulous
24 idea. So I agree with both you and Mr. Olson.
25 So -- our next meeting is workshop, so the meeting

1 following the workshop --

2 MR. OLSON: Yes.

3 CHAIRMAN LUDLOW: -- we will ask them to have
4 it.

5 MR. OLSON: We have a meeting in August.

6 MS. BREWER: Are there background
7 documentation? I mean, how do you get the
8 background documentation?

9 CHAIRMAN LUDLOW: Well, the -- their contract
10 goes to December '23. So that's where I got some
11 of the information, is on the articles and things
12 that he allude -- specified, not alluded to --
13 specified. So I went back to the -- the article --
14 I mean, the whole land lease agreement and pulled
15 out those. But how would you know that?

16 MS. BREWER: Right. How does the general
17 public access background documentation?

18 MR. OLSON: Let me ask our general counsel.

19 The -- the land lease agreement that
20 Ms. Brewer would -- is asking about that really
21 encompasses the entire arrangement that was put
22 out, that is a public document. Would that be --
23 could that be informally requested or would it have
24 to be a formal request?

25 MR. BLOCKER: Absolutely. I know Mrs. Brewer

1 very well. We've worked together for many years in
2 St. Johns County, as has Commissioner Dean. So I'd
3 be happy to get with her and get her --

4 MR. OLSON: Okay.

5 MR. BLOCKER: -- those documents.

6 MR. OLSON: Thank you. Okay.

7 MR. BLOCKER: So, Jan, after this if you -- we
8 can get just get -- get in contact and we'll
9 provide you with that backup material.

10 MR. OLSON: Good.

11 MS. BREWER: Thank you.

12 MR. BLOCKER: Yes, ma'am. Thank you.

13 MS. BREWER: Hey, Henry.

14 CHAIRMAN LUDLOW: Thank you. We're getting to
15 you. So, August 12th, we're -- we will put on the
16 agenda for a Volato presentation.

17 MR. OLSON: Good. Good.

18 CHAIRMAN LUDLOW: Okay. Thank you. That's
19 very good.

20 MS. LIOTTA: I just think it might be helpful
21 to make sure that Volato can be here.

22 CHAIRMAN LUDLOW: Well, we had to pick a date.
23 So now we can ask if they'll be here.

24 MS. LIOTTA: Understood.

25 CHAIRMAN LUDLOW: Okay. Thank you. So we

1 missed -- all right. That's all on the Volato land
2 lease, and so we're going to call Mr. Henry Dean
3 because he's our favorite county commissioner.

4 COMMISSIONER DEAN: Oh, don't say that. This
5 is the season.

6 All right. This is real quick, but first of
7 all, I apologize for being late; I had another
8 meeting back-to-back.

9 CHAIRMAN LUDLOW: We thought you were paying
10 us back.

11 COMMISSIONER DEAN: I -- I was with a very
12 talkative person and --

13 CHAIRMAN LUDLOW: We know those.

14 COMMISSIONER DEAN: We're having our next
15 meeting January -- January, listen to me --
16 July 16th, a week from tomorrow. Probably the
17 primary item on the agenda is the setting the
18 millage rate that y'all are well familiar with.

19 CHAIRMAN LUDLOW: Right.

20 COMMISSIONER DEAN: Although, y'all are
21 fortunate enough and in a good enough position you
22 haven't had to set the millage rate to adopt
23 property taxes for quite some time. But anyway,
24 that's on the agenda.

25 My -- my thought is, my guess is we certainly

1 won't be raising the millage rate. There may be
2 some discussion about lowering it. How much, I'm
3 not sure. We had another, no surprise, increase in
4 our assessed valuations this year, roughly
5 10 percent.

6 The county continues to grow, and that's a
7 whole other set of problems that we're dealing
8 with. I told you about the regional parks. We
9 have a couple of hundred million dollar road
10 construction capital projects underway, including
11 the four-laning -- actually the six-laning of 210
12 east of 95 and also 210 headed out west, west of
13 95. And we're making some progress on -- with DOT
14 on State Road 16, which has been way way over
15 capacity for years.

16 But those are some of the budget issues we're
17 dealing with. And again, I stand ready, obviously
18 we do at the county, to work with all of you --

19 CHAIRMAN LUDLOW: Right.

20 COMMISSIONER DEAN: -- and your director as
21 needed.

22 CHAIRMAN LUDLOW: We appreciate your help and
23 you're really coming along on that beach
24 renourishment.

25 COMMISSIONER DEAN: That's -- yeah, that -- I

1 have to say, thanks to Paul Renner, in the '23
2 budget, he was able to include \$25 million in the
3 budget to do the -- to do the beach renourishment
4 now instead of continuing to ask for 3 million a
5 year for the next five years to do it. He -- he
6 stepped up and we got it done and off -- it's
7 worked out real well.

8 CHAIRMAN LUDLOW: Well, you've done a
9 fantastic job, I can tell you.

10 Okay. Any questions for Henry Dean, our
11 county -- Jack Gorman?

12 MR. GORMAN: In the millage rates, do you
13 expect to --

14 COMMISSIONER DEAN: What?

15 MR. GORMAN: In the millage, do you expect to
16 advance any airport ad valorem tax?

17 COMMISSIONER DEAN: Do I? No, not at all.
18 That's not my job. I have enough problems without
19 asking the Airport Authority to raise or not raise
20 millage rates. I don't -- that's why they're
21 elected, not me at the airport.

22 MR. GORMAN: That's fine. In other words, you
23 will not promote it, you're not going to pull in
24 with the board or anything else.

25 COMMISSIONER DEAN: I'm not going to promote

1 part of it.

2 MR. PITTMAN: Absolutely.

3 CHAIRMAN LUDLOW: Okay.

4 MR. PITTMAN: Okay. So, Cherry Bekaert was
5 the ones that did our audit. All right. So,
6 during the course of doing our audit, as you see to
7 the left column where it says 46,800 was the
8 initial agreed-upon budget for doing the audit, the
9 actual price ended up being 79,560.

10 The work in -- the hours that was supposed to
11 have been done was 74,790. The actual hours was
12 211,633. So they went -- as you can see, they went
13 over 136,845, and we have a remaining balance with
14 them of 32,760.

15 So if you look at the -- the corresponding
16 e-mail that I placed on -- in front of you-all that
17 outlines from Mr. Jeff Zeichner, who is the
18 director of Cherry Bekaert -- and I will make this
19 available for everybody else if you want to see a
20 copy of it, I just need to redact a couple of
21 things -- he outlines where that price came --
22 where that price came from.

23 He said it was an additional billing of
24 70 percent of the original fee. And this was
25 roughly half of the overrun. The time reflects the

1 discussion -- he had a discussion with my
2 predecessor and the -- the additional bill would be
3 \$32,760.

4 So the reason why I'm bringing this before the
5 board today, because I need for us to vote on
6 whether or not or need you-all to vote whether or
7 not to pay that bill or to -- and to answer any
8 questions that you might have.

9 CHAIRMAN LUDLOW: Okay. I will say as
10 clarification, they did show -- show us exactly
11 that, how much they went over. And it was -- it
12 was not their fault; it was the fault of our
13 employee that didn't get them the information in a
14 timely manner. So, we feel like the 30,000 --
15 \$32,000 is totally justified. Any other --

16 MR. OLSON: Were they waiting for the
17 information since it --

18 CHAIRMAN LUDLOW: Yes.

19 MR. OLSON: -- didn't get to them? Because --
20 did they bill us while they were simply waiting for
21 it or they must have done -- been doing work, some
22 kind of work rather than simply waiting for
23 information, is the way I'm -- I mean, I guess I'm
24 a little confused as to the huge amount of extra
25 hours.

1 CHAIRMAN LUDLOW: Yes, it was. But I can also
2 tell you that -- well, if you want to, we can go
3 back and have them pull out all of the telephone
4 requests and everything there is.

5 This is something that we -- we need
6 documented, like, how many hours they took over and
7 said it was not their fault actually, it was our
8 fault.

9 MS. CASH-CHAPMAN: I think what Mr. Olson
10 might be getting at is that while they were waiting
11 for these documents that weren't brought to them --

12 CHAIRMAN LUDLOW: I understand.

13 MS. CASH-CHAPMAN: -- what were they doing?

14 CHAIRMAN LUDLOW: Well, I don't think we can
15 answer that exactly. They gave us their billable
16 hours, and from a hundred and so many dollars down
17 to 32, I would say we're lucky, that we should pay
18 it out of good faith. We've worked with them a
19 long time. And I don't want to say anything --

20 MR. CLARKE: I can tell you --

21 CHAIRMAN LUDLOW: -- unkind about employees.

22 MR. CLARKE: I can add a little bit to it.

23 You know, having -- I was communicating with
24 our former executive director, Mr. Topp, during
25 this period. Their -- Cherry Bekaert had scheduled

1 internally to do -- perform the bulk of the work by
2 December 31st, three months after and we simply
3 are -- were not ready, and there was back and forth
4 continuously going on.

5 The -- Cherry Bekaert had to perform, had to
6 do actual accounting work that is not in their --
7 should not be performed by the auditor in order to
8 take us to the next step in the audit.

9 So it was a back and forth, back and forth.
10 They -- they were expending hours unanticipated --
11 I can't get into specifics because I wasn't privy
12 to that information --

13 CHAIRMAN LUDLOW: Right.

14 MR. CLARKE: -- but I was aware that it was
15 going on. And the -- they waited -- I guess they
16 didn't get their final information until the end of
17 February. So it was at least two months later.

18 So as a consequence, our audit was -- was
19 late. It should have been completed by -- probably
20 by the end of January and it was not. So may --
21 maybe Mr. Berry can add or Mr. Edwards can add some
22 details to the --

23 CHAIRMAN LUDLOW: This is a --

24 MR. CLARKE: -- what they've heard.

25 CHAIRMAN LUDLOW: This is a public document,

1 public e-mail. I just wanted to show Bob the
2 correspondence. It says the same thing.

3 MR. BLOCKER: Madam Chair, if I can.

4 So -- through the Chair. So, Mr. Topp, the
5 former executive director, did reach out to me a
6 number -- a number of times and let me know that
7 there was some concerns -- without getting into it
8 because it involves potential litigation -- but
9 there were issues with one of our employees
10 performing the work that was required. And at that
11 time, he did -- he was informed and then informed
12 me that -- potentially would overages that would
13 incur costs.

14 That related to some other issues that we were
15 dealing with, but that was -- that was a concern.
16 And this was months in advance, that information
17 was not being provided in a timely manner. And --
18 and my understanding is that these -- this agency
19 was, you know, working and trying to work with
20 Mr. Topp and do that. We had concerns, which I
21 won't get into now in a public meeting, but there
22 were some performance issues and concerns, so...

23 CHAIRMAN LUDLOW: I see. I understand. And
24 we have to remember that our executive director has
25 latitude to \$35,000, so he didn't have to bring

1 this to our attention.

2 MR. OLSON: Well, I assume -- I mean, I'm glad
3 he did --

4 CHAIRMAN LUDLOW: Yes. Me, too.

5 MR. OLSON: -- but I -- if we don't need
6 formal action, I guess we just need concurrence
7 that we need to pay our bills?

8 CHAIRMAN LUDLOW: Yes.

9 MR. OLSON: Okay.

10 CHAIRMAN LUDLOW: I think that's it.

11 MS. CASH-CHAPMAN: And I do appreciate that
12 they -- they did come down. It's not like they
13 charged us --

14 CHAIRMAN LUDLOW: Right.

15 MS. CASH-CHAPMAN: -- for everything that they
16 could have, and I think that's important to
17 remember, too.

18 CHAIRMAN LUDLOW: 145 percent.

19 MS. CASH-CHAPMAN: It's unfortunate that we're
20 in this situation --

21 CHAIRMAN LUDLOW: Yes.

22 MS. CASH-CHAPMAN: -- but I think that it's --
23 we're -- we are fortunate in the sense that they're
24 willing to work with us as well.

25 CHAIRMAN LUDLOW: I agree.

1 MR. CLARKE: I just have one more comment.

2 I think -- I don't want to speak for, you
3 know, Shandon's work that they're performing for
4 us, but part of their mission is to make sure that
5 we are -- we have procedures in place and workflows
6 and policies and so on that would prevent this from
7 happening in the future.

8 It's -- it's very important that everything is
9 so well-oiled and well-organized, that when the
10 auditor requests information, that they get it in a
11 timely manner. And that's part of what I think
12 Mr. Berry will be speaking to that shortly. So...

13 CHAIRMAN LUDLOW: That's right. Thank you.
14 So I -- to make me feel better or to make us feel
15 better, I would just like a vote that we concur
16 that we should pay the \$32,000. Ms. Liotta?

17 MS. LIOTTA: Well, can I have a comment first?

18 CHAIRMAN LUDLOW: Yes.

19 MS. LIOTTA: I don't have a problem with it.
20 I agree with what's been said.

21 It would just -- to me, this highlights things
22 that we've been seeing in the past about -- whether
23 they be performance issues or just simply
24 understaffing or, you know, not -- not having the
25 correct skill set, you know, in the staffing, this

1 is the sort of thing that happens when you have
2 the -- those lack of robust staffing.

3 And in this case, it looks like what happened
4 was that we ended up having our outside providers
5 with a -- you know, probably a pretty healthy
6 hourly billable rate doing work that's less
7 sophisticated, so, you know, not what you would
8 normally look to pay for those sort of accounting
9 services.

10 Someone had to do it because it, you know,
11 needed to get done. So I can totally understand
12 how we got here, but this is the sort of thing that
13 really makes me want to see progress on the
14 interlocal agreement as well as the work that we're
15 doing with our outside providers to fix our own
16 internal processes, to --

17 CHAIRMAN LUDLOW: Right.

18 MS. LIOTTA: -- address some of these
19 structural problems.

20 CHAIRMAN LUDLOW: Right. Well, it's nice to
21 know that we -- we have somebody in place now that
22 we hope this will never occur again. So, do you
23 have a comment?

24 MR. CLARKE: No, no. Other than what I've
25 already said, I agree with --

1 CHAIRMAN LUDLOW: Do you concur?

2 MS. LIOTTA: Yeah.

3 CHAIRMAN LUDLOW: Do you concur? I want to
4 hear concur.

5 MR. OLSON: I concur.

6 CHAIRMAN LUDLOW: Okay. Michelle?

7 MS. CASH-CHAPMAN: Let's pay it.

8 CHAIRMAN LUDLOW: Okay. And I concur. So
9 we're good, Courtney.

10 MR. PITTMAN: Yes. If I may, I would like to
11 bring Shandon up to make a brief presentation that
12 may go hand-in-hand with this.

13 CHAIRMAN LUDLOW: Jeff, he -- Ross, he wants
14 you or Jeff to come and talk about this. Oh, you
15 mean talk about how this happened?

16 MR. PITTMAN: No, no. They've got a brief
17 presentation to go to the point of fixing this and
18 so we don't have this issue in the future.

19 CHAIRMAN LUDLOW: Oh.

20 MR. PITTMAN: They have a brief presentation
21 that they want to give that goes hand-in-hand.

22 CHAIRMAN LUDLOW: Do you want your
23 presentation now or --

24 MR. BERRY: It's at the discretion of the
25 chair woman. Whatever you'd like for us to do. We

1 will cover this among other topics.

2 CHAIRMAN LUDLOW: Okay. So staff --

3 MR. PITTMAN: We only have one other item on
4 the agenda.

5 CHAIRMAN LUDLOW: Yeah, we only have --

6 MR. OLSON: That could be a long one, though.

7 CHAIRMAN LUDLOW: Yes. Oh, yeah, could be.

8 So, yeah, Ross and Jeff, if you don't mind, if
9 that's a good idea before we get into the northeast
10 terminal, would you guys like to come up and make a
11 presentation --

12 MR. BERRY: Sure.

13 CHAIRMAN LUDLOW: -- and show us how this is
14 never going to happen again? For more reasons than
15 one, thank you.

16 We have Ross Berry and Jeff Edwards here.
17 They are financial officers, they're on a contract
18 basis, and they are going -- they're doing forensic
19 accounting, I would say. Something like that.

20 So, we're happy to -- do you want to address
21 this first before you go?

22 MR. BERRY: If I may, can I just kind of walk
23 through how we got --

24 CHAIRMAN LUDLOW: Sure.

25 MR. BERRY: -- set up and just know it will be

1 talked about in just a minute, if that's okay?

2 CHAIRMAN LUDLOW: Good. Yes, that's great.

3 MR. BERRY: So before we get into the
4 PowerPoint presentation, I wanted to circle back
5 around.

6 Mr. Olson's asked a couple of times about
7 where we are with, you know, bank accounts and cash
8 flow and reserves and that sort of thing. And as
9 we have gotten into -- into the math and taken a
10 look back retrospectively to last -- to where we
11 are year to date and last year to -- to build a
12 budget for October the 1st, we kind of -- and
13 Mr. Olson, you kept asking me, you know, like,
14 where are we with contribution, how much money's
15 coming in and that sort of thing. We're prepared
16 to answer that a little bit today at a high level.
17 So I'm -- I'm just going to kind of go through a
18 couple of stats here that I think make it fairly
19 clear.

20 And -- and we have -- basically you have two
21 bank accounts, as you have it right now: One that
22 is dedicated to credit cards and one that's your
23 normal operating bank account. Dennis, I'm sure
24 you know all of this really well. And then you've
25 got six investment accounts out there.

1 So in terms of -- of what you have right now
2 in reserves, you actually have \$3.8 million sitting
3 in reserves in those six investment accounts. The
4 checking account is roughly about 2.5 million.

5 I -- I keep getting asked a question, like,
6 what is our operating income, or will we be in a
7 position to put money in the reserves and that sort
8 of thing, and so, just taking where we are year to
9 date, which I think Jeff did the lion's share of
10 the work on this, through June the 30th and taking
11 that and annualizing, so that's nine operational
12 months for this fiscal year, taking that and
13 annualizing for the year, you're -- generally
14 speaking, and -- and this is to answer your
15 question, both of you have asked me several times:
16 How are we treating the grants? Because if that's
17 in the operational -- if it's in QuickBooks and
18 your operational pro formas excuse all the numbers.

19 To oversimplify just for a little bit of
20 clarity and understanding, when you have a grant,
21 you know, the grant is to reimburse for money
22 that's already spent. So that's a capital
23 contribution. It literally needs to be pulled out
24 of the operating account.

25 And Jeff has done that, he's pulled that

1 capital contribution out and set it aside and begun
2 to work just on the operational side to see what's
3 actually happening to the cash going through the
4 company, and it's pretty good news actually.

5 You roughly operate off of just under
6 \$6 million a year in operating revenues. You have
7 about \$4.3 million in operating expenses -- now
8 this is after taking the grants and all that and
9 just setting those aside -- which leaves you about
10 \$1.7 million of what we call contribution margin.

11 It's money coming that's coming in through
12 operations that you're left to spend or put in
13 reserve for whatever you want to with it. That
14 comes to about \$4.5 thousand per day -- isn't that
15 right -- per day, which gives you about a
16 28 percent margin on what you're doing in
17 operating.

18 That's one of the first things we do to just
19 kind of level set when we're helping walk through
20 this process, is just to make sure there's positive
21 cash flow, that the organization's sustainable, and
22 everything's running like it's supposed to run.

23 And -- and for those of you that are in the
24 business like Jeff and I are and others, you know,
25 normally you look for at the very minimum a

1 10 percent of what we call flow-through operating
2 margin or better. It's what you want in terms to
3 label a company sustainable. It doesn't mean if
4 it's less than that, it's not, but it's just
5 generally the threshold. And you guys are
6 operating about 28 percent.

7 So you are putting about \$1.7 million on the
8 bottom line every year in cash. Now we're talking
9 cash with -- with the capital contribution set
10 aside. And you have -- as we talked about earlier,
11 you have about \$3.8 million in your reserves now.

12 MR. OLSON: That's interesting, what you just
13 said, because I'm not sure that our -- the numbers
14 that we've been looking at show that much amount
15 coming to the bottom line each year. I don't
16 believe that was our experience last year, but
17 maybe it was.

18 But I guess one -- and I appreciate you
19 bringing it forward. One of things that we have to
20 look at is that we have to generate enough each
21 year to be able to have available cash to match our
22 grants. I mean, that's a big thing. So that, what
23 is it, 1.4 that you say we're clearing this year,
24 we may clear this year --

25 MR. BERRY: 1.7.

1 MR. OLSON: 1.7. We have to probably use most
2 of it in order to match grants and do our projects
3 next year. It's a thought.

4 I guess my other question is: Is the
5 3.8 million current balance on our reserves, does
6 that reflect the amounts that we have recently
7 committed? The two big things was the commitment
8 to purchase one and a half million dollars roughly
9 of mitigation credits --

10 MR. BERRY: It -- it doesn't anticipate
11 anything like that.

12 MR. OLSON: Okay.

13 MR. BERRY: It's just simply a snapshot of
14 where you are today.

15 MR. OLSON: Okay. Okay. So it's -- that is
16 an actual commitment. We -- we executed a contract
17 to do that, correct?

18 MR. ROBERTS: Yes, sir.

19 MR. OLSON: And then the other contract -- I'm
20 not the -- don't want to be the naysayer, but the
21 other contract that we authorized at the last
22 meeting was the construction contract for the
23 hangars. And we -- we had funds earmarked for that
24 from our reserve, but we have had to actually add
25 to that.

1 So those are my only comments. So I guess
2 probably the best -- the best thing is to take the
3 wonderful work that you're -- you're doing or have
4 just done about looking at our nine-month and then
5 apply that to the forward look of what we've
6 already committed of the reserves and what our
7 obligations are going to be under those.

8 MR. BERRY: Yes, sir. Again, what we've put
9 in front of you doesn't contemplate -- like the
10 1.5 million, it's our understanding \$150,000 or
11 1 percent was spent on an option, but the
12 1.5 million is not legally committed at this point.

13 MR. OLSON: We're committed, right? Because
14 those could come available -- as soon as they come
15 available, we have to purchase them, and it was
16 300 -- how much did we put in the deposit?

17 MR. ROBERTS: So it's not a deposit. It was
18 actually, the option to purchase was \$140,000, by
19 my --

20 MR. OLSON: But that's deducted from the full
21 purchase price.

22 MR. ROBERTS: Correct. The 9 percent of
23 the -- what's allotted that remains is the
24 9 percent --

25 MR. OLSON: Yeah.

1 MR. ROBERTS: -- and that's about the 1.5.

2 MR. OLSON: Yeah. Okay. Oh --

3 MR. BERRY: So there's monies committed in
4 there. When we get to the budgeting process,
5 we'll --

6 MR. OLSON: One thing that we do need to -- if
7 I may, Madam Chair.

8 One thing I do -- we -- I believe we do need
9 to put in the mix of what you're doing is assessing
10 and reporting to the board an acceptable level of
11 reserve that we would not go below because of
12 emergencies.

13 And, you know, again, we're facing an active
14 storm season, we're on the threshold of it, and,
15 you know, we -- we hope we don't need to, but we
16 may need to draw on resources quickly in order to
17 reopen the airport or deal with damages that need
18 to be addressed right away.

19 MR. BERRY: Part of our exercise in this when
20 we get to the budget is to -- to gather an
21 understanding of what the board -- what the
22 Authority will do moving forward in terms of
23 grants.

24 And -- and we're working with your other
25 vendors in this just to try to figure out to make

1 sure that the local funding needs will be met and
2 that there's obviously ample resources in how that
3 gets timed. And so we're in the process of doing
4 that. We're going to talk about that for just a
5 brief second.

6 MR. OLSON: Good.

7 CHAIRMAN LUDLOW: Any other questions?

8 MR. CLARKE: Just -- just to clarify that the
9 cash or the expenses are exclusive of depreciation.

10 MR. EDWARDS: Yes, it's cash.

11 MR. CLARKE: Cash.

12 CHAIRMAN LUDLOW: Well, I for one can't wait
13 to see all of the fruition of all of this work.
14 Okay. Anything else, Courtney?

15 MR. BERRY: So, I just wanted to bring you
16 guys up to date, because a lot of work goes on in
17 the background and I'm sure you -- you're kind of
18 wondering what are we -- what are we doing. And
19 so, I thought now might be just a -- take a minute.
20 We've got I think ten slides up here with
21 information on it just to kind of bring you up to
22 date on where we are.

23 Here's our agenda. This is what we're working
24 on. You know, our concurrent efforts, we're going
25 to talk a little bit about that. The income

1 statement review, I've shared with Mr. Clarke and
2 this -- earlier today, Mr. Olson that, you know,
3 the income statement side of this is probably the
4 more complicated and time-consuming. Balance sheet
5 review, internal controls over the financial
6 reporting, which gets back to the whole audit issue
7 that you were dealing with other -- earlier.
8 Courtney.

9 So -- and when we talk about concurrent
10 efforts, one of the things Jeff is working on, and
11 he's -- you know, he's -- he's here to answer
12 questions if you guys have it, he's very astute at
13 preparing the work that gets done during the course
14 of a fiscal year.

15 And because he's a CPA and we talked about the
16 cert of a masters in accounting and he's done this,
17 when he gets the books organized and restated
18 beginning October 1 -- well, even for last year --
19 the data will be in a format when it's handed to
20 the auditors where they will simply ideally just
21 have to test it, right? And if there's something
22 wrong in the test, then we answer the questions.
23 But not assimilate data, wait on data, wait on
24 people to respond --

25 CHAIRMAN LUDLOW: Maybe they'll give us back

1 32,000.

2 MR. BERRY: I highly wouldn't look for that to
3 happen. Do you want to comment on this?

4 MR. EDWARDS: Yeah. There's a -- that very
5 first item, preparing for an audit, very detailed,
6 and it takes -- we're working with Michelle. We're
7 going account by account on the balance sheet
8 because that's where the Authority tripped up last
9 time, was the balance sheet wasn't properly stated.

10 And what I mean by that, there are accounting
11 tech -- accounting standards that are supposed to
12 be applied to the accounting for transactions that
13 weren't properly or fully applied. And some of it,
14 you're better to do it now than try to do it under
15 the heat of an audit because time starts compacting
16 on you.

17 And so, one of the things we've been doing is
18 account by account cleaning up lease accounting,
19 cleaning up depreciation recording, cleaning up
20 sales tax balances to where when we hand the books
21 to the auditors, ideally it's like Ross said, they
22 look at a balance and they say, How can I test to
23 that make sure that that balance is accurate,
24 materially accurate? So it's very detailed work,
25 it takes a lot of effort, and Michelle is very

1 involved in what we're doing.

2 MR. CLARKE: Would that -- any of that -- any
3 of your work require a restatement of the previous
4 year? Because we had that issue several years ago.

5 MR. EDWARDS: I'm not really focused on last
6 year. I'm focused on, so the audit -- the auditors
7 went through and did a lot of work, all right? And
8 so I'm relying on the auditors' work.

9 MR. CLARKE: Okay.

10 MR. EDWARDS: And so, looking at the current
11 year-end balance, does the current year-end balance
12 make sense? That -- that includes going back and
13 looking at adjusting entries that were made during
14 the closeout of the audit to say, Hey, do those
15 need to be reversed? And that -- so it goes all
16 the way back to that.

17 MR. CLARKE: Okay.

18 MR. EDWARDS: But it doesn't go back to
19 October 1st of 2022.

20 MR. CLARKE: Oh, okay.

21 MR. EDWARDS: Okay. It doesn't do that,
22 but --

23 MR. CLARKE: So the -- what I had been
24 concerned about, you had mentioned the balance
25 sheet, the presentation of the balance sheet itself

1 was a little -- the way it was done in the past was
2 a little bit awkward.

3 It was -- mathematically, I understood it to
4 be accurate, you know, the cash flow statement,
5 et cetera, but how it's presented to the board and
6 explained was not optimal, let's put it that way,
7 for our operation, for the airport's operation.

8 MR. EDWARDS: Right. One of the things is to
9 make the financials easy to use -- easy to make
10 decisions with --

11 MR. CLARKE: Yeah.

12 MR. EDWARDS: -- but it's not necessarily how
13 they need to be stated for financial reporting --

14 MR. CLARKE: Right.

15 MR. EDWARDS: -- under GAAP.

16 So one of the things we do is design the
17 internal financial reporting to where there are
18 tools in place that you don't have to get caught up
19 in that all that other stuff.

20 MR. CLARKE: Right.

21 MR. EDWARDS: We're pulling out data,
22 reformatting it to where it makes more sense
23 operationally. How do I make a decision with this
24 kind of information? Always with the intention
25 when the auditors show up, it maps back to the

1 format that they're looking for.

2 MR. BERRY: So you won't get to the end of the
3 year and be making adjustments or scrambling around
4 trying to get it in an auditable format.

5 MR. CLARKE: Right.

6 MR. BERRY: You'll be able to walk right in
7 there while simultaneously being able to use it to
8 make business decisions as you go through the year.

9 And when we're done -- and we've talked about
10 this, the sensitivity analysis -- you'll be able
11 to, you know, run what-ifs, if you will, and be
12 able to figure out how you're going to do local
13 funding to grants and things like that.

14 MR. CLARKE: We'll also, I think it's
15 important to note, be able to facilitate a
16 progressive audit, a quarterly audit --

17 MR. BERRY: You could.

18 MR. CLARKE: -- possibly.

19 MR. BERRY: You could. It will be great for
20 that. Because of the policies and procedures that
21 will be mapped alongside of the workflow, it should
22 always be current.

23 CHAIRMAN LUDLOW: Is that the -- going to be
24 the green book, or the green book monthly or
25 quarterly, however?

1 MR. BERRY: It's typically monthly --

2 CHAIRMAN LUDLOW: Okay.

3 MR. BERRY: -- and it will have -- it's --
4 it's -- so what the green book does and what Jeff
5 was talking about is translating it to operational.
6 That's what the green book does. It's more
7 operationally oriented --

8 CHAIRMAN LUDLOW: Oh.

9 MR. BERRY: -- taking out anything that would
10 confuse your operations, you know, like taking the
11 capital contributions and making sure that the side
12 you're seeing is just operations --

13 CHAIRMAN LUDLOW: Right.

14 MR. BERRY: -- so that you can make better
15 decisions based on timing, available resources,
16 things like that.

17 CHAIRMAN LUDLOW: I got you.

18 MR. BERRY: And once we get through this heavy
19 lift, you know, of getting everything straight the
20 first time, producing the green book is relatively
21 less burdensome.

22 CHAIRMAN LUDLOW: Okay.

23 MR. BERRY: The rest of this, you know, we're
24 doing the income statement review -- we've talked
25 about this I think every time I've been in here,

1 because the income statement review is probably,
2 every time we do undertake a project like this,
3 that's typically the most time-consuming and
4 heaviest lift.

5 And the reason being is because to do this
6 properly, you have to do a two-part GAAP analysis.
7 Number one is, you've got to make sure that
8 everything that's supposed to be coming to you is
9 coming to you. Everything that's income-related,
10 that there's a lease, that's something that's
11 triggering the income that makes it accountable and
12 that it's there. So that's GAAP analysis number
13 one.

14 The -- the -- the companion GAAP analysis is
15 to make sure that everything that is documented and
16 is supposed to be coming to you is coming to you
17 when you -- it's in its entirety, right?

18 So that would apply to like the hangar leases.
19 Did CPI get applied to it at the right time, you
20 know, things that that might be missed. And in
21 y'all's case, because there was some
22 transitional -- there was some employee
23 transitional activities going on and some of that
24 stuff, you know, just naturally slips through the
25 cracks. And so, that's kind of the heavy lift.

1 We put up there the -- the four -- what we
2 consider the four categories, broad categories of
3 the sources of revenue. Grants, I think we're
4 going to talk about in just a second; t-hangar and
5 box leases; other leases, which would be commercial
6 leases and whatnot; and then there's like 42 I
7 think service agreements out there that we're
8 looking at as well just to make sure everything
9 that's documented is actually happening in -- in
10 QuickBooks and in the accounting world.

11 MS. LIOTTA: I have a question. Does that
12 include any sort of review of the underlying
13 agreements themselves?

14 MR. BERRY: Only insomuch as: Is there an
15 agreement and it is implemented properly?
16 Reviewing the document for legalities or what --
17 whoever set the price or whatever, that's not our
18 role.

19 MS. LIOTTA: Yeah. One --

20 MR. BERRY: Our role is just to make sure it's
21 accounted for.

22 MS. LIOTTA: One -- and I don't know how much
23 it matters, but -- and I'm, again, not an
24 accounting person, but I did hear one person
25 comment at one point, I don't remember who, that

1 how a lease revenue is accounted for could be
2 different if it's a short-term versus a long-term
3 lease.

4 MR. BERRY: Jeff, take it away.

5 MS. LIOTTA: And we do have a number of leases
6 that have 30-day termination for convenience
7 clauses. And I don't know what that means as far
8 as: Are they being accounted for correctly? Does
9 that -- has that been reviewed?

10 MR. BERRY: Yeah.

11 MS. LIOTTA: Is -- and if it -- and if it
12 isn't -- if it does need to be changed, like kind
13 of the so-what question: What are the
14 implications?

15 MR. BERRY: Okay. Go ahead.

16 MR. EDWARDS: There are four leases that
17 qualify for long-term treatment like you're talking
18 about. Let's see if I can get them.

19 Passero, iVentures, Hangar One, and TowerCom,
20 the cell tower. Those four leases are required to
21 be accounted for under a lease standard that says
22 you are to recognize on your balance sheet future
23 earnings. The other T-hangar -- all of the other
24 leases do not qualify.

25 MS. LIOTTA: Not even our -- not even the --

1 sorry. I'm sorry, I just -- Atlantic?

2 MR. EDWARDS: No, not even Atlantic. If
3 they -- it is regulated, if it's in a regulatory
4 environment -- and the way I'm envisioning that is
5 sitting in -- outside in operations, then it is not
6 required to be that -- that lease accounting
7 standard is not required to be implemented.

8 MR. OLSON: So the Northrop leases wouldn't
9 be --

10 MR. EDWARDS: No.

11 MR. OLSON: -- meet that? None of the ground
12 leases would?

13 MR. EDWARDS: No.

14 MR. OLSON: Okay.

15 MR. EDWARDS: And that's -- that's how
16 Cherry Bekaert treated them, as well --

17 MR. OLSON: Oh.

18 MR. EDWARDS: -- the same way.

19 MR. OLSON: Okay.

20 MR. EDWARDS: And if the lease has a 30-day
21 cancellation, if it's a -- considered a short-term
22 lease like that, it falls outside the requirement
23 as well. So, really there's only four leases that
24 qualify, and this is in agreement with the audit
25 that was just done.

1 And on the balance sheet, you will see long --
2 short-term lease receivable, long-term lease
3 receivable, and then some deferred inflow, which
4 gets very confusing, by the way.

5 Usually if you think of unearned revenue,
6 okay, I've got somebody owes me something but I
7 haven't earned it yet, that is the equivalent of
8 deferred inflow, which government accounting says
9 you use deferred inflow. It's a confusing term.

10 MS. LIOTTA: Would that only be applicable to
11 those four --

12 MR. EDWARDS: Correct.

13 MS. LIOTTA: -- because everybody else, you
14 can't --

15 MR. EDWARDS: Correct.

16 MS. LIOTTA: -- you can't --

17 MR. EDWARDS: That's correct.

18 MS. LIOTTA: -- you can't rely that it's going
19 to be there because they don't have the obligation?

20 MR. EDWARDS: Well, see, they're not
21 regulate -- if it's a regulatory-controlled lease,
22 it's not -- it doesn't qualify.

23 But these four are long-term multiyear leases,
24 and they do qualify. So we've gone through that
25 work and we've trued up all of the balances. We've

1 got it all up to date.

2 MR. BERRY: We're probably not familiar with
3 the software they all use.

4 MR. EDWARDS: Oh.

5 MR. CLARKE: Just a question, Jeff, on -- we
6 have that same condition with pension liabilities,
7 do we not?

8 MR. EDWARDS: With what?

9 MR. CLARKE: Pensions. Deferred inflows,
10 deferred outflows --

11 MR. EDWARDS: What kind of liability?

12 MR. BERRY: Pension.

13 MR. EDWARDS: Pension, pension. Yes, internal
14 accounting --

15 MR. CLARKE: So we're able where we can split
16 different accounts, the --

17 MR. EDWARDS: Yeah, pension accounting is some
18 of the complex accounting in the -- you typically
19 rely on your experts to -- to do that pension
20 accounting, because the -- what you're talk --
21 talking about is deferred benefit plans that are in
22 place?

23 MR. CLARKE: Right.

24 MR. EDWARDS: And there are accounting
25 standards that apply to how do you recognize your

1 future pension liability, your current pension
2 costs, that kind of thing.

3 Cherry Bekaert does that accounting for you.
4 And I recommend they continue to do that accounting
5 because it's complex. It's very complex, including
6 getting the report out of the State of Florida for
7 their Florida Retirement System plan and the HIS
8 plan, I think it's called. But, yes, that's on the
9 balance sheet. That's going to get trued up at the
10 end of the year.

11 MR. CLARKE: But it -- it -- we'll be able to
12 distinguish between pension-related inflows --

13 MR. EDWARDS: Yes.

14 MR. CLARKE: -- and outflows and the lease?

15 MR. EDWARDS: Yes. Yes, you will be able to
16 differentiate.

17 MR. CLARKE: And aren't we -- just to clarify
18 maybe for -- for the public and the benefit of the
19 other board members. I believe we have to wait for
20 the, what is it, the Florida Retirement System to
21 provide us with our report of our small piece of
22 the total --

23 MR. EDWARDS: Well, here's how it works. So
24 the Florida Retirement System will produce a report
25 June 30th, effective June 30th. Then the

1 Authority's piece is not specifically identified.
2 So what the approach that Cherry Bekaert is using
3 is what percentage of the contributions that were
4 made by the Authority, what percentage of the total
5 contributions were made to the plan --

6 MR. CLARKE: Okay.

7 MR. EDWARDS: -- and that helps you identify
8 the net pension liability.

9 But then there are other factors in the
10 pension calculation, like plan changes that have
11 taken place, losses in the plan prior to what was
12 originally assumed. It's -- it's complex.

13 MR. CLARKE: The actuarial --

14 MR. EDWARDS: The actuarial stuff's going on.
15 It's just very complex.

16 MR. CLARKE: There's a lot of estimates that
17 go into a lot of the balance sheet.

18 MR. EDWARDS: It is. But what you won't
19 see -- you won't see in that Florida plan: This is
20 the St. Johns County Airport Authority. You won't
21 see that.

22 MR. CLARKE: Thank you for that clarification,
23 because I know that's complicated.

24 MR. EDWARDS: Yeah.

25 CHAIRMAN LUDLOW: You'll have to give us

1 lessons in Read -- Read My Accounting 101.

2 MR. EDWARDS: Yeah, you probably won't want
3 it. That's why we want to make it operationally
4 easy to use, so you don't have to get lost in all
5 of that.

6 CHAIRMAN LUDLOW: Okay. Thank you.

7 MR. BERRY: So your grant revenue, one of the
8 things we do when we look at all your contracts is
9 abstract them. We just pull out what we think's
10 pertinent information in there because it does two
11 things. It allows us to look at all of the -- the
12 governing aspects of the contract and the
13 commitment part of what's in the contract.

14 But it also is going to feed into the green
15 book where you're actually going to have a chart in
16 there that will list every contract you have, the
17 name of the contract, the value of the contract,
18 who signs it, what the termination provisions are,
19 when can it be terminated, you know, if it's
20 evergreen or something like that. And then all of
21 that will be a snapshot in that green book. So you
22 don't have to wonder like how many contracts will I
23 have out there. You'll have every one of them at
24 your fingertips.

25 MS. LIOTTA: I have a -- same question, same

1 issue -- different question, same issue. How do
2 you value contracts that have a 30-day term for
3 cause?

4 MR. BERRY: How do you value --

5 MS. LIOTTA: Are you valuing them on the whole
6 term even though they can be terminated for
7 convenience or --

8 MR. BERRY: Value them for what purpose?

9 MS. LIOTTA: Like if it's like a five-year --

10 MR. EDWARDS: Are you talking about the lease?

11 MS. LIOTTA: -- term -- like a lease.

12 MR. EDWARDS: The lease.

13 MS. LIOTTA: Like if it says five years on it
14 but it can be terminated at 30 days' notice by
15 either party, just out of curiosity, how are we
16 valuing that? Like what's --

17 MR. EDWARDS: So that's not valued on the
18 balance sheet.

19 MS. LIOTTA: But I guess that there was a
20 reference to it being in the green book, what's the
21 value of the contract?

22 MR. BERRY: No, just the value, meaning what
23 does it mean to you operationally? Income, right?
24 Getting back to that \$6 million income, that's the
25 value we're talking about. We're not talking about

1 it in the value of a sense of a valuation.

2 MS. LIOTTA: Oh, okay. Okay.

3 MR. BERRY: Okay. So we're in the process of
4 doing that. We've got -- we've ab- -- we've
5 abstracted six FAA and nine FDOT contract
6 agreements. They've been added to the contract
7 master. We're missing -- we're working to find
8 three of them that we're missing, but we're --
9 everybody's working on that. But as of today,
10 we've got three more to find.

11 Again, Jeff's working on the balance sheet.
12 On the construction projects, we've got \$188,000 of
13 expenditures ready to be submitted for -- to the
14 FAA, FDOT. You want to talk about that?

15 MR. EDWARDS: Sure.

16 MR. BERRY: Just what we need for the process.

17 MR. EDWARDS: Yeah. So we've identified
18 expenditures that have been made that were
19 identified as a construction project tied to the
20 grant on the balance sheet, and one of the things
21 that we're working toward is the mechanics of
22 actually getting it submitted for reimbursement.

23 MR. BERRY: Passwords, log-ins.

24 MR. EDWARDS: Yeah. I'll give you an example.

25 The Delphi eInvoicing is the process used for

1 FAA to get that money. And that was in Dana's
2 name. That's a government system. So, you know,
3 nobody was comfortable using Dana's log-in
4 credentials to do something like that.

5 So now Michelle has been -- has gotten a
6 log-in for e -- for Delphi eInvoicing. So now it's
7 a matter of what -- getting the -- the invoices
8 together, getting other reporting together that
9 needs to go with it.

10 On the FDOT site -- and I think, Chad, you
11 were mentioning it earlier today -- there's a site
12 where you can see all of the grants and all --

13 MR. ROBERTS: Yes.

14 MR. EDWARDS: -- and we've been looking for
15 that site, so --

16 MR. ROBERTS: Okay. Mr. Holesko will get you
17 hooked right up, or Mr. Singletary sitting behind
18 you will --

19 MR. EDWARDS: So there's a meeting coming
20 Wednesday where several -- a group of us are
21 meeting with the -- with Kyle Kaufman with FDOT,
22 and Kyle's going to educate Michelle as well as
23 others on how do you actually -- what is the system
24 you use, what documentation do you need to send,
25 what -- what do you -- we need to get in order to

1 be reimbursed. And the key is having more than one
2 person who knows how to get it.

3 CHAIRMAN LUDLOW: Right.

4 MR. EDWARDS: So that if one person's not
5 available, the second one knows how to do it.

6 MR. BERRY: And a policy and procedure written
7 down so you don't have to go figure this out if
8 there's a transition again.

9 MR. EDWARDS: One of the things, and I think
10 that was Andrew that told us about this, you know,
11 as a heads-up, you don't have to wait till you've
12 spent the money to file for the reimbursement for
13 the grant.

14 But, you know, there are things that you have
15 to show that you've incurred the expense. For
16 example, I've cut a check but I haven't mailed it
17 yet. That doesn't -- that doesn't preclude you
18 necessarily from submitting your reimbursement
19 request.

20 Now, you won't get the reimbursement
21 necessarily before you turn that check loose, but
22 it shortens the time when you're out your cash to
23 you're getting capital from the -- the government.

24 MR. CLARKE: Question on the \$188,000.

25 Were these -- are these new expend --

1 expenditures that you've located based on your work
2 or were they previously run through the income
3 statement that would -- will now be capitalized?

4 MR. EDWARDS: No, they're -- they -- the
5 money's been spent so it's sitting on the balance
6 sheet in the construction in process accounts.

7 MR. CLARKE: Of what we haven't received
8 reimbursement.

9 MR. EDWARDS: We haven't submitted a request
10 to be reimbursed.

11 MR. CLARKE: Would that have been under the
12 past practices?

13 MR. EDWARDS: Yes.

14 MR. CLARKE: It would have, okay.

15 MR. EDWARDS: And so, in the -- all the
16 shifting back and forth --

17 MR. CLARKE: Yeah.

18 MR. EDWARDS: -- that was stopped.

19 MR. CLARKE: It was delayed --

20 MR. EDWARDS: Yes.

21 MR. CLARKE: -- okay.

22 MR. EDWARDS: So we've identified -- using the
23 construction in process accounts, we identified
24 what had been spent that is elig- -- not eligible,
25 that we can now submit.

1 MR. CLARKE: Okay.

2 MR. EDWARDS: But ideally you want this --
3 this is a every -- I mean, frequent-frequent, at
4 least monthly frequent, you know, because you don't
5 want to get behind it. That's --

6 MR. CLARKE: Yeah.

7 CHAIRMAN LUDLOW: That's for sure.

8 MR. EDWARDS: Especially if it's a one and a
9 half million dollar expenditure. Because it's
10 coming out of your reserves and you want it to go
11 right back in there.

12 CHAIRMAN LUDLOW: Yes.

13 MR. EDWARDS: Or wherever you're going to put
14 it.

15 MR. CLARKE: Now, do you -- you anticipate
16 putting a practice in place whereby an asset goes
17 into service, it goes -- is transferred out of
18 construction and the fixed assets and
19 depreciation --

20 MR. EDWARDS: Yes.

21 MR. CLARKE: -- is initiated? Okay. That was
22 not being done.

23 MR. EDWARDS: It wasn't?

24 MR. CLARKE: No. It was -- that was a
25 year-end auditor's adjustment.

1 MR. EDWARDS: Oh, no, no. That should be part
2 of the monthly process.

3 MR. CLARKE: Right.

4 MR. EDWARDS: As a matter of fact, the
5 security gate project right now --

6 MR. CLARKE: Yeah.

7 MR. EDWARDS: -- when we were going through
8 this, my question to Michelle: Have you finished
9 your project?

10 MR. CLARKE: Right.

11 MR. EDWARDS: And I think she asked Courtney:
12 Have you finished your project? So -- and Passero
13 I think is now talking about it. So I think it was
14 Matt that was asking about it earlier.

15 Yes, that should be part of the month-end
16 close process. Are there any projects that have
17 been finished? Number one, are any projects been
18 finished that needs to go in service or any
19 expenses that haven't been submitted that need to
20 be submitted?

21 MR. CLARKE: That -- that whole -- you know,
22 the lack of action contributed to this delay in the
23 audit --

24 MR. EDWARDS: Yes --

25 MR. CLARKE: -- we're talking about.

1 MR. EDWARDS: -- because your -- it's a
2 snowball on you.

3 MR. CLARKE: It piled up and so all of the
4 work piled up to the end, a lot of the
5 accounting-type work, so...

6 MR. EDWARDS: Yes.

7 CHAIRMAN LUDLOW: Well, we have a lot --

8 MR. CLARKE: Thank you.

9 CHAIRMAN LUDLOW: -- a lot to straighten out.
10 Like, where did you put that -- the penalty where
11 our -- one of our bills was not paid on time and we
12 got penalized big hunks of money? Was -- that went
13 from -- I mean, that was clerical?

14 MR. EDWARDS: I haven't seen the penalty.

15 CHAIRMAN LUDLOW: No, no. That's okay. It's
16 in there somewhere.

17 MR. EDWARDS: Well, that's important because
18 it needs to be accounted for --

19 CHAIRMAN LUDLOW: Oh, it --

20 MR. EDWARDS: -- differently maybe.

21 CHAIRMAN LUDLOW: Okay. I can remember those
22 things.

23 MR. EDWARDS: Okay. Typically you will set
24 your penalties out separately on your income
25 statement --

1 CHAIRMAN LUDLOW: Okay.

2 MR. EDWARDS: -- for something like that.

3 CHAIRMAN LUDLOW: Yeah. We were in such
4 bad -- we had such bad reputation, they wouldn't
5 even let us send in a check, cashier's check.

6 MR. EDWARDS: Are you talking about, like, a
7 vendor?

8 MR. CLARKE: American Express.

9 CHAIRMAN LUDLOW: Yeah, American Express.

10 MR. EDWARDS: Oh, that's going to be small.
11 That's --

12 CHAIRMAN LUDLOW: Yeah.

13 MR. EDWARDS: Okay. I thought you meant like
14 a lot, a big penalty.

15 CHAIRMAN LUDLOW: That was -- oh, no, that
16 was -- that was a big penalty, but...

17 MR. EDWARDS: Okay.

18 MR. OLSON: Those charge cards, when was that?

19 CHAIRMAN LUDLOW: When?

20 MR. OLSON: When? In the past year?

21 CHAIRMAN LUDLOW: Oh, Dana was here.

22 MR. OLSON: Oh, okay.

23 MR. EDWARDS: I would call that an interest
24 charge. I think of penalty as you've been
25 punished.

1 CHAIRMAN LUDLOW: Oh, okay.

2 MR. EDWARDS: You know, you were -- you were
3 late filing your incomes taxes and the IRS assessed
4 you a penalty.

5 CHAIRMAN LUDLOW: Yeah, right. There was no
6 excuse, we had the money, we --

7 MR. EDWARDS: Yeah.

8 CHAIRMAN LUDLOW: -- it just didn't get sent.

9 MS. LIOTTA: Okay. Sorry just a -- I guess a
10 public service announcement for everybody's. The
11 court reporter's having a difficult time hearing
12 everybody sometimes. So if everyone could just
13 speak up a little bit, I think that would -- that
14 would help her out.

15 CHAIRMAN LUDLOW: Thank you. Public service
16 announcement.

17 MR. BERRY: So I won't spend a whole lot of
18 time on these last couple of slides, because I
19 think we've covered most everything we needed to
20 cover.

21 This is just to show you that, working on that
22 lease revenue, we've got 148 and 151 T-hangar box
23 leases. We've gotten and have gone through those
24 million dollars in revenue.

25 We're working -- this is just to let you know

1 we're working through each one of those to make
2 sure that we've got all the leases and that the
3 money that's flowing from the leases to the bank
4 account is the appropriate dollar amount.

5 This is -- again, this is the -- we put the
6 leases in two different categories. One's the
7 T-hangar and box hangar leases. This is all the
8 other offices leases. Again, going through the
9 exact same exercise with all of these leases.

10 This is just to show you -- we talked about
11 earlier there's \$1.7 million of contribution coming
12 in from operations. When you take out the two big
13 buckets of leases, which are your really big
14 buckets, then you're down to these 40 -- 42 service
15 agreements. And we're going through the 42 service
16 agreements and just making sure there's -- each
17 service out there is memorialized in writing and
18 that what's being billed and paid is what's per the
19 agreement.

20 And there are conversations going on with --
21 with Courtney and Michelle and others to make sure
22 that we're not missing some agreement that's out
23 there or there's not something showing up, and just
24 doing -- going through QuickBooks and making sure
25 there's not something show up in QuickBooks that's

1 not an agreement or an agreement that's not showing
2 up in QuickBooks. So that GAAP analysis is
3 continuing on through the service agreements.

4 MS. LIOTTA: I have, I guess, maybe more of a
5 comment than a question.

6 I notice on that list did not include
7 operating agreements. Now, we have operating
8 agreements that are built into leases where we have
9 someone physically here, but then we have operating
10 agreements with people who don't necessarily have a
11 direct lease with the Authority. And it's my
12 understanding that those operating agreements that
13 are not tied to a lease, a direct lease, are
14 actually a license.

15 MR. BERRY: Yeah, they're in the service
16 agreements.

17 MS. LIOTTA: Okay. So they're -- they're
18 bucketed, but --

19 MR. EDWARDS: Yeah.

20 MS. LIOTTA: -- because I understand that
21 there was a time, and I don't know if it's been
22 fully corrected, where those --

23 MR. BERRY: I can think of two or three
24 examples right off the top of my head, but they're
25 in there.

1 MS. LIOTTA: -- that they were being -- that
2 the parties to those were being charged sales tax,
3 and you don't charge sales tax on a license. So I
4 want to make sure that that's fixed.

5 MS. CASH-CHAPMAN: I don't -- I don't mean
6 to -- well, I guess I do mean to interrupt.

7 And I love all the information that we're
8 getting, but this wasn't on our agenda for today,
9 and so I'm a little concerned with the fact that
10 the public wasn't prepared for this, so they -- we
11 weren't prepared for this.

12 So I'm just wondering if perhaps -- and it
13 wasn't mentioned when we asked for amendments for
14 the agenda. So I'm wondering if this is something
15 that we could maybe push to -- on another meeting
16 where we have it prepared for on the agenda so the
17 public's also well-informed prior to the meeting.

18 CHAIRMAN LUDLOW: Well, I think, you know, our
19 executive director went from -- or interim, went
20 from staff reports and that led into this report,
21 so...

22 MS. CASH-CHAPMAN: But I don't see that --

23 CHAIRMAN LUDLOW: No, it isn't.

24 MS. CASH-CHAPMAN: -- on here.

25 CHAIRMAN LUDLOW: It was a part of Courtney's

1 report.

2 MS. CASH-CHAPMAN: Under which part, though?

3 CHAIRMAN LUDLOW: The one --

4 MS. CASH-CHAPMAN: Because I'm seeing --

5 CHAIRMAN LUDLOW: -- you're listening to.

6 MS. CASH-CHAPMAN: -- Hangar 5 fuel tank,

7 self-serve fuel tank side --

8 CHAIRMAN LUDLOW: No, no, no.

9 MS. CASH-CHAPMAN: That's the staff report.

10 CHAIRMAN LUDLOW: It's under -- did -- you
11 know, when Courtney was giving his report --

12 MS. CASH-CHAPMAN: He hasn't given his report
13 yet.

14 CHAIRMAN LUDLOW: Okay. No, no, no. Not that
15 one. What were we talking about?

16 MR. PITTMAN: It was the --

17 MR. CLARKE: Cherry Bekaert.

18 MR. PITTMAN: -- Cherry Bekaert.

19 CHAIRMAN LUDLOW: Yeah, Cherry Bekaert.

20 MS. CASH-CHAPMAN: But this is far beyond that
21 at this point.

22 CHAIRMAN LUDLOW: Cherry Bekaert. Well --

23 MS. LIOTTA: Yeah, well, I agree that

24 something, especially detailed information like

25 this, it is best for the board and the public to

1 get these materials. I understand that they can't
2 always be provided well in advance, but this is
3 zero advance.

4 MS. CASH-CHAPMAN: Or at least added to the
5 agenda when we approved the agenda. This was a --
6 this was a surprise presentation for me and I just
7 feel like we should --

8 MR. BLOCKER: If -- if I may, Madam Chair.

9 CHAIRMAN LUDLOW: Thank you.

10 MR. BLOCKER: I think, you know, maybe this --
11 I'll work with Mr. Pittman and we'll worked to
12 coordinate this little bit better.

13 The appropriate way to have brought this up --
14 and this is not criticism; this is just so we can
15 kind of highlight and address what's been brought
16 up. The most appropriate way to have brought this
17 up, because you want to give the public an
18 opportunity to hear about this.

19 So when the agenda went out, the agenda was
20 final. If there is a change to the agenda, when
21 the chair asks, because the chair -- Madam Chair,
22 you're running the meeting. So the chair -- a
23 recommendation can be made to the chair for a
24 change to the agenda.

25 CHAIRMAN LUDLOW: Uh-huh.

1 MR. BLOCKER: The chair can decide to put that
2 to a -- you know, to the -- so that would have been
3 the most appropriate time. But I know we're all
4 kind of working through kind of sorting through
5 this.

6 You know, I'll -- I'll work with Mr. Pittman
7 and when these things come up, we'll make sure that
8 it goes through the right procedure. Nothing wrong
9 with the presentation; it's just we want to make
10 sure the public, when we went sent out the agenda
11 and said it -- it's final at that point, until the
12 chair hears for an amendment and then -- and then
13 go from there. Does that make sense?

14 CHAIRMAN LUDLOW: Yes, of course.

15 MR. BERRY: Might I offer? We're functioning
16 right now as your virtual CFO. It seems to me it'd
17 be appropriate just to be a standing agenda item as
18 a CFO report.

19 Because it's always going to vary depending
20 on -- I mean, you guys are meeting pretty quick.
21 You're meeting every two weeks.

22 MR. BLOCKER: Sure.

23 MR. BERRY: We don't want to spend more time
24 preparing for meetings --

25 MR. BLOCKER: Of course.

1 MR. BERRY: -- than we are doing work. But
2 it -- in my mind, this could offered up as a
3 standing agenda item as --

4 CHAIRMAN LUDLOW: Okay. I agree.

5 MS. LIOTTA: I don't --

6 MR. BERRY: -- Courtney's CFO report.

7 MS. LIOTTA: I'm not sure we need this in our
8 workshops. Our workshops are I think really meant
9 to be -- I mean, very different changing topics
10 and --

11 MS. CASH-CHAPMAN: Unless there's something
12 pressing that we need to really discuss.

13 CHAIRMAN LUDLOW: We're not talking about this
14 coming up as a workshop; we're talking about this
15 being a regular staff report, a regular agenda
16 item.

17 MS. LIOTTA: Just to clarify expectations. We
18 just -- you know, we just mentioned meeting twice a
19 month, but one of those is a regular meeting, one
20 of those is a workshop, and I don't know that we
21 need a financial presentation twice a month when --
22 I mean, we've got the -- the workshop's really
23 meant for other things unless, like as Michelle
24 mentioned, we've got something pressing and we need
25 to get up to speed on something ahead of some

1 financial decision that needs to be made at the
2 next regular meeting.

3 CHAIRMAN LUDLOW: I see. And thank you. And
4 so, Courtney, thank you for bringing that up, and
5 then thank you, Ross and Jeff. Did you have any
6 more of the --

7 MR. CLARKE: They have a couple of more
8 slides.

9 CHAIRMAN LUDLOW: Oh, you have a couple more?

10 MR. CLARKE: In fact, I'd like to see the rest
11 of the slides.

12 CHAIRMAN LUDLOW: Oh, we'd like to see the
13 rest since we've started. Good. Thank you.

14 MR. BERRY: All right. We'll go on down to
15 the next one. Balance sheet review, I think we
16 pretty much covered that. So, what's next? Let's
17 go on to the next one.

18 Yeah, I think we've covered everything.
19 Again, all of the work we're doing is -- part of
20 what we're doing is to strengthen your reporting
21 and -- and ease of transition to the auditors at
22 the end of the year. So I think we've covered
23 everything.

24 CHAIRMAN LUDLOW: Thank you.

25 MS. LIOTTA: I've got one question.

1 CHAIRMAN LUDLOW: Okay.

2 MS. LIOTTA: You know, thank you for the
3 presentation; it was very helpful, and definitely
4 you're putting in a lot of time and I think it's
5 for the benefit of the airport.

6 You -- the scope of work under the original
7 engagement, back of the napkin, how would you think
8 we're -- where we at, like, on a percentage
9 progress of -- of the work that's laid out?

10 MR. BERRY: Back of the napkin --

11 CHAIRMAN LUDLOW: You'd -- they'd have to add
12 that up, I'm sure.

13 MR. BERRY: Yeah, I'm -- I'm not sure.

14 I mean, just -- just in getting ready for the
15 QuickBooks and the budget, we're about 50 percent
16 there just for that part.

17 Because it's -- again, as we talked about
18 earlier at the onset of this presentation, getting
19 the revenue side, the GAAP analysis on the revenue
20 side done is the -- is the most time-consuming
21 tricky part of all of this. Then it starts to get
22 where it moves along a little faster.

23 MS. LIOTTA: Okay. So you think some of the
24 later milestones will happen, this is the heavier
25 lift up front?

1 MR. BERRY: The heavier lift is on the income
2 side.

3 MS. LIOTTA: Makes sense.

4 MR. BERRY: Just less predictable. And then,
5 you know, with the -- with the expense side,
6 invoices are turned in and things happen, common
7 things happen commonly and they recur. It's a
8 little more predictable.

9 On the income side, you've got to go back, and
10 when you're stepping into the environment we've
11 stepped into, you've got to go back and make
12 sure -- the GAAP analysis on the income side is the
13 hard part. It's: Do you have all the contracts?
14 Is it translating to QuickBooks? Is it translating
15 the right dollar amount? And you've got to get all
16 of that buttoned down.

17 Then the expense side, prep -- preparing for
18 the budget will go a little bit faster and then the
19 budget. And then when that's done, you overlay all
20 the work you've done with policies and procedures
21 so this doesn't happen again. So that's -- right
22 now, we've sort of finished the income side and
23 we're about to tackle the expense side of it.

24 MR. EDWARDS: And we've hit the balance sheet
25 hard.

1 MR. BERRY: Yeah, and the balance sheet's been
2 hit really hard.

3 MS. LIOTTA: As far as policies and
4 procedures, that's a -- policy's a little bit of
5 a -- can be a sensitive topic for -- for a public
6 entity.

7 When you say policy, is that like normal
8 everyday operating kind of stuff that you're
9 working on or are there things that are more true
10 policy that needs to come to the board for a review
11 and --

12 MR. BERRY: No. Policy is up to you guys.
13 Our job is to help you just account for what's
14 going on and get it reported back to you smoothly,
15 right?

16 And so, when we talk about policies and
17 procedures, we're talking about how Courtney and
18 Michelle and all these, how they handle the
19 accounting, the recording, the reporting
20 internally, not policies and procedures of what the
21 board's doing.

22 It's -- so if you put in something, you know,
23 needs to be recorded and -- as a depreciable asset,
24 what's the how we're going to do it and when we're
25 going to do it? Like, are we going to wait till

1 the end of the year and do it right before the
2 audit, or is the policy says the staff will do that
3 monthly, so there's a clear concise accurate
4 snapshot every month? That's what we're talking
5 about.

6 MS. LIOTTA: Yeah, that's what I would have
7 expected. I just think it's helpful to get that
8 out there in case there's anybody in the public has
9 any --

10 MR. BERRY: We're absolutely --

11 MS. LIOTTA: -- misunderstandings.

12 MR. BERRY: -- on the same page.

13 CHAIRMAN LUDLOW: And -- thank you. Do we
14 have any questions from the audience that -- for
15 them?

16 MS. BREWER: Yes, I do.

17 CHAIRMAN LUDLOW: That was a --

18 MS. BREWER: It's Jan Brewer again.

19 CHAIRMAN LUDLOW: Jan? Uh-huh.

20 MS. BREWER: This accounting that you have
21 been doing has covered what -- what period of
22 years?

23 MR. EDWARDS: Current year.

24 MS. BREWER: Just the current year?

25 And also, I looked on the website again and I

1 don't know -- you know, Mr. Blocker, is this like
2 Sunshine with the budget? Is this something that
3 we should as public able to find on the website and
4 actually download the budget?

5 MR. BLOCKER: Through the chair -- may I
6 respond, Madam Chair?

7 CHAIRMAN LUDLOW: Yes, Mr. Blocker, please
8 respond.

9 MR. BLOCKER: Thank you.

10 Yes, Mrs. Brewer, these are publicly
11 accessible documents and we can make sure you get a
12 copy of that, so absolutely.

13 MS. BREWER: Thank you.

14 MR. BLOCKER: Yes, ma'am.

15 CHAIRMAN LUDLOW: We're getting whipped into
16 shape. We still make mistakes, so we're still
17 trying to streamline things. We've come a long
18 long way.

19 So Courtney and I goofed on this one, so I'm
20 sorry that we didn't have it on the agenda, but I
21 do appreciate all the work, and that won't happen
22 again. From now on, it will be as a staff report.
23 So, thank you so much.

24 NORTH TERMINAL & SOUTH GA TERMINAL AREA

25 CHAIRMAN LUDLOW: Okay. No public comment and

1 no other board comment, so our new business items
2 then.

3 We have to talk about the northeast terminal
4 area and south -- those are -- sound like the same
5 thing to me -- and south general aviation terminal
6 area infrastructure development.

7 There we go. Okay. I didn't have to say all
8 that. Thank you. And so who is going to report on
9 that, Courtney, are you or --

10 MR. ROBERTS: I can do it, if you like.

11 MR. PITTMAN: Go ahead.

12 MR. ROBERTS: Okay. I'm happy to.

13 CHAIRMAN LUDLOW: Okay.

14 MR. ROBERTS: So, big picture, we at some
15 point recognized, you know, this incremental
16 approach to our grants and our projects was really
17 stretching out the horizon for the development of
18 the east side of the airport --

19 CHAIRMAN LUDLOW: Uh-huh.

20 MR. ROBERTS: -- and we began to think about
21 what we sometimes just call the big swing at the
22 fence, where we say, look, we just -- we need to
23 get this all done at once and not in a piecemeal
24 way.

25 So, Mr. Blocker's initiatives of building a

1 relationship with St. Johns County government and
2 the resources they have, they've got a lot of
3 lobbying resources, they've got grant writing
4 resources, and they have access to buckets of money
5 that kind of not are available to us. And they
6 have proven to be an enormously cooperative partner
7 for us. For every outreach, it's just been: What
8 can we do to help? So, we gave them our wish list
9 of -- of what everything's going to cost to get the
10 east side into a turnkey development condition.

11 The Passero team put together a very
12 comprehensive summary of the items. They made
13 their best estimates of what those items would
14 cost, and wrote a very nice description of the
15 program, got that in a very timely way to the
16 St. Johns County government grant writers that
17 asked for it.

18 So that total's around \$15 million. 14,5-,
19 something like that, right? 14,5-, 15 million.
20 And it's for everything. It's for the
21 infrastructure. It's for water, sewerage,
22 electricity. Just turning the east side into all
23 of the things that a commercial aviation department
24 needs to build a hangar or an FBO needs to start an
25 FBO or whatever we need to have go on over there.

1 So, that request is cooking. I don't know
2 that we've received an update today, Matt, from the
3 inquiry we made on a status.

4 MR. SINGLETARY: It has not been submitted
5 yet. That's what the county told us. They're
6 trying to -- I think soon they think they'll have
7 it --

8 MR. ROBERTS: Okay.

9 MR. SINGLETARY: -- submitted.

10 MR. ROBERTS: So that's just a project that's
11 moving. And we're -- we're asking for the county's
12 help with it.

13 It hasn't happened yet, but I think the board,
14 because everybody has different relationships here
15 with different folks, should know that we're asking
16 for some help from the county, and it's timely, and
17 we -- we could have, you know, Christmas in July if
18 everything were to come together on that and -- and
19 have the east side developed on a very very rapid
20 schedule.

21 So, it's -- it's still in the beginning
22 incubator phase of -- of trying to get this request
23 off the ground, but that's what this new business
24 item is about.

25 CHAIRMAN LUDLOW: Okay. I have a question,

1 too, Bob.

2 When you're -- you're meeting with the county,
3 with Joy Andrews or who?

4 MR. ROBERTS: I have not, but --

5 CHAIRMAN LUDLOW: Jeremiah?

6 MR. ROBERTS: I have not.

7 CHAIRMAN LUDLOW: Or Passero? Who's -- who is
8 meeting with these people?

9 Okay. So no -- any board members meeting with
10 these people?

11 MR. ROBERTS: I have -- I'm not aware of board
12 members meeting with these folks.

13 CHAIRMAN LUDLOW: Go ahead.

14 MR. OLSON: I might add to the mystery --

15 CHAIRMAN LUDLOW: Thank you.

16 MR. OLSON: -- but not -- not your quest --
17 what you're seeking.

18 I was called by a constituent last week, or
19 e-mailed, wondering -- wanting to know what the
20 heck is the Airport Partnership Project. It was --
21 the Airport Partnership Project was submitted,
22 presented to the -- in not very much detail as an
23 update to the Board of County Commissioners on the
24 18th of June.

25 MR. BLOCKER: Sure. I can -- through the

1 Chair, I can -- I can answer that --

2 MR. OLSON: Okay. Okay.

3 MR. BLOCKER: -- when you're -- when you're
4 finished.

5 MR. OLSON: Okay. The only information -- and
6 I went through the meeting video and looked at
7 that. And what I could glean was very -- and
8 Mr. Blocker's probably going to give more detail,
9 but there's proposed to be a \$3 million request go
10 into the county's legislative agenda to the state
11 for the coming fiscal year budget, and that
12 3 million would go in for -- in behalf of the
13 airport. And that that 3 million would possibly or
14 presumably be matched by 3 million in federal
15 funds.

16 And it's called the Airport Partnership
17 Project, and it's proposed to -- envisioned to
18 create 1,000 jobs. Is that the northeast terminal
19 area project that Chad was referring to?

20 MR. BLOCKER: So, I believe it's part of it.

21 So when Mr. Topp was here, based on what he
22 believed was board direction, there was some
23 direction that -- that he believed he received from
24 y'all to work with Joy Andrews at the county to
25 develop some points of -- of contact. I know the

1 board's aware of this because I've spoken to each
2 of y'all about this at different points.

3 Mr. Pittman has continued that effort to
4 partner with the county on different funding
5 opportunities. And Mr. Pittman is nodding his head
6 in agreement.

7 So I want to make sure I'm clear on what your
8 question is. This was part of an ongoing effort
9 that Mr. Topp started some time ago. This is state
10 funding, different collaboration. So I --

11 MR. OLSON: Yeah, okay. I was -- I was
12 unaware until I got that call that it was actually
13 a formal request that had been presented in the
14 name of the --

15 MR. BLOCKER: Yes, sir.

16 MR. OLSON: -- Airport Authority.

17 MR. BLOCKER: Yes, sir. That is correct. So
18 it wasn't the name of the Airport Authority. My
19 understanding was it was a partnership. So -- so
20 many of the --

21 MR. OLSON: Oh, yeah --

22 MR. BLOCKER: -- fundings are tied to a
23 partnership with St. Johns County.

24 MR. OLSON: Yes, a partnership --

25 MR. BLOCKER: So this effort -- to you,

1 Madam Chair, this effort started with Mr. Topp.

2 So Mr. Topp was -- and I know Mr. Topp updated
3 y'all because I was present for some of those
4 updates. I know I've spoken to y'all about this.
5 Mr. Pittman has continued those efforts.

6 CHAIRMAN LUDLOW: This started with our PR
7 firm, right? Heather Neville.

8 MR. BLOCKER: No, ma'am. This started
9 before -- before Heather Neville. This did not --

10 CHAIRMAN LUDLOW: Well, why aren't --

11 MR. BLOCKER: -- start with Heather Neville.

12 CHAIRMAN LUDLOW: -- we getting --

13 MR. BLOCKER: This started before.

14 CHAIRMAN LUDLOW: Why aren't we getting any
15 updates or information on it?

16 MR. BLOCKER: I believe Mr. Pittman and Mr. --
17 Mr. Roberts are updating the board now.

18 CHAIRMAN LUDLOW: Now? Have you gotten any
19 reports on this?

20 MR. PITTMAN: No. The last -- the last I had
21 was that they talked to -- when I spoke to y'all
22 about talking to the lobbyist, but other than that,
23 this is -- so it's in its infancy, to be honest
24 with you. So there's a lot more work that has to
25 be done. Because I had meetings with

1 Michael Baker. I talked to Passero. Like I said,
2 this is still in its infancy.

3 CHAIRMAN LUDLOW: Okay.

4 MR. BLOCKER: Well, and -- and, Madam Chair,
5 to reiterate, I believe Mr. Dean was just here and
6 just reiterated just to myself and Mr. -- right
7 outside. The county's willing to help y'all.

8 CHAIRMAN LUDLOW: I know.

9 MR. BLOCKER: So if the board feels that y'all
10 need additional updates, we will make sure that
11 y'all are getting those updates.

12 CHAIRMAN LUDLOW: Okay.

13 MR. BLOCKER: But I'm getting a sense from the
14 board that there's some confusion here. So please
15 provide some clarity to what -- how y'all would
16 like us to move forward.

17 MR. OLSON: I think -- I don't think -- I
18 mean, I can't speak for anyone else at this, but I
19 think it's great that this effort is underway to
20 seek resources from wherever.

21 I guess the only thing I have is that I was a
22 little surprised by getting a call that I -- that I
23 had to explain I don't really know exactly what the
24 Airport Partnership Project \$3 million request of
25 the county is about. I think it's about this --

1 MR. BLOCKER: Yes, sir.

2 MR. OLSON: -- but I'm not sure.

3 So it would ideally be good for this board to
4 know that such a request is going to -- of such
5 specificity was going to the county and we know
6 what it's for.

7 So, my other question, if I may, is the
8 northeast -- northeast terminal area, aviation
9 terminal area, we used to call that the east
10 corporate area. Why did it get changed? I
11 don't -- I mean, maybe there's a good reason for
12 it, but isn't it confusing to have general aviation
13 terminal area and northeast terminal area? Are
14 we -- we're not building a terminal up there, are
15 we?

16 MR. ROBERTS: No. Where I think -- no. And I
17 don't know where that nomenclature came from. I
18 know consistently, south of the T-hangars, we've
19 called that the general aviation build-out area
20 where, pursuant to our Airport Layout Plan, we were
21 increasing our T-hangar capacity in that area of
22 the airport.

23 On our Airport Layout Plan, everything that's
24 available on the east side of the airport, you
25 know, we can -- we can essentially go with what is

1 on the Airport Layout Plan, which is one -- one
2 block was a future MRO --

3 MR. OLSON: Yeah, yeah. Right.

4 MR. ROBERTS: The other block was a future
5 FBO. And -- and I think that -- but there's a note
6 on our Airport Layout Plan that -- that it's not an
7 engineering-specified proposal, it's just the next
8 place that we anticipate our own growth and
9 build-out.

10 So we have a lot of pent-up market demand that
11 we can't meet. Primarily flight departments from
12 corporate aviation. Tremendous pent-up demand. We
13 are the perfect, perfect location for that.

14 MR. OLSON: Yeah.

15 MR. ROBERTS: And I -- I think Atlantic, you
16 know, has a waiting list of people that will come
17 here for that. And so, I -- we -- we do probably
18 need to settle on a good consistent nomenclature.

19 MR. OLSON: Well, we -- we might want to just
20 use the same terminology that's in the ALP.

21 MS. LIOTTA: So, is -- is -- so these boxes,
22 this layout is from the ALP with the labels and
23 like why -- why the specialized aviation service
24 and FBO is in that spot versus some other. Passero
25 put this together, but based on I'm assuming the

1 ALP?

2 MR. ROBERTS: This, I believe, and don't hold
3 me to this, but I'm -- if I'm -- I believe this was
4 part of our pre-application to the Freshwater [sic]
5 Management District. I could be wrong, but I think
6 this was part of our conceptual plan
7 pre-application to the Freshwater [sic] Management
8 District about the kinds of future uses we
9 anticipate.

10 CHAIRMAN LUDLOW: So, Chad --

11 MS. LIOTTA: Do you think that this is still
12 something that we should be representing as our --
13 our intended future uses of these -- of this land
14 based on the June 20 -- based on this month? Or,
15 excuse me, last month. June 2024 is the date on
16 this drawing.

17 MR. ROBERTS: Well, I think --

18 CHAIRMAN LUDLOW: Andrew --

19 MR. ROBERTS: -- it gives us the flexibility
20 to do whatever we want to do on what I'm going to
21 call the northeast -- the northeast area. We're
22 going to get some clarification.

23 CHAIRMAN LUDLOW: Yes. Thank you, Andrew.
24 Yes, because actually, you know, I thought this was
25 all like water, sewage, and -- and every -- more

1 that instead of allocating different places.

2 MR. HOLESKO: Good afternoon.

3 CHAIRMAN LUDLOW: Yes.

4 MR. HOLESKO: So a few -- a few
5 clarifications.

6 CHAIRMAN LUDLOW: You have to talk loud for
7 Janet.

8 MR. HOLESKO: So the -- the drawing that you
9 see on screen right now, it is still a base drawing
10 from the Airport Master Plan, the Airport Layout
11 Plan, and the conceptual permitting drawings for
12 the east side of the runway.

13 CHAIRMAN LUDLOW: Okay.

14 MR. HOLESKO: It's broken down into three
15 different development areas which do not have to be
16 exactly how the Airport Authority develops those
17 three areas, other than noting that a fixed-base
18 operator, an MRO, corporate hangars, there's lots
19 of different uses that could be developed on the
20 east side of the runway, because it does relate to
21 the Job Growth Fund in the State of Florida the
22 types of industries and the types of employment.
23 So we -- we broke it down into three boxes. But
24 they could shift around. This is not a commitment
25 that that's exactly how it's going to go.

1 The other thing that's very important to note
2 about the drawing, when we talk about the costs and
3 things like that, it's only for the infrastructure.
4 It's not for the taxiways and the hangars and
5 things like that.

6 The actual Job Growth Fund is for the roadway,
7 sewer, water, and stormwater. Everything else
8 would still have to come from FAA, FDOT, or private
9 interests to build the actual facilities.

10 When Chad was mentioning getting everything
11 all set up, it was to get all the infrastructure
12 that typically the -- your tenants don't want to
13 build when they want to come on the airport. If
14 you can give them a road, sewer, water and
15 stormwater, that just helps the entire development
16 process move forward, and it's not there yet.

17 Adam is here from St. Johns County. I'm not
18 telling him to come up and -- and sit with me yet,
19 but Adam is one of the project managers for
20 St. Johns County that we talked with. A lot of the
21 coordination predates Courtney.

22 MR. PITTMAN: Uh-huh.

23 MR. HOLESKO: The director prior to Courtney
24 had communications on X, Y, and Z to work on
25 this -- I hear the word "partnership." I didn't

1 hear that term before today.

2 But one day we got a phone call from -- from
3 Jeremiah saying, Hey, can you help fill in some of
4 the gaps here and some of this information? And we
5 reached out to Adam's office in St. Johns County
6 and helped them. There -- there wasn't a set of
7 drawings or any vision yet. All we did was give
8 them exactly the same vision that the board has
9 already seen --

10 CHAIRMAN LUDLOW: Trey. Trey.

11 MR. HOLESKO: -- the same layout that you've
12 already seen. Didn't want to give them anything
13 new, but we gave them --

14 CHAIRMAN LUDLOW: I have one. That's yours.

15 MR. HOLESKO: -- new defined project
16 components. A linear footage of -- of drinking
17 water systems, a linear footage of sanitary sewer
18 systems, and things like that so the details could
19 be there, and some more definition of the types of
20 businesses that could use these facilities on the
21 east side of the runway.

22 We -- Bob, you call it east corporate. You're
23 absolutely right. That's what it was from the
24 Airport Master Plan. But when we were talking with
25 Adam and his staff, "East Corporate" is something

1 we all understand really well on the airport, but
2 it doesn't translate that well for somebody when
3 you're trying to say, well, east corporate. We're
4 just -- we're not really just doing it for the
5 corporate community; we're doing it for hangars,
6 and MROs and all types of facilities.

7 And for people that are not as detailed in
8 their understanding of how this airport operates,
9 labeling it a developing terminal area on the north
10 and east side of the runway was just something that
11 we came up with very logically, that Adam and I
12 were talking. He's like, Andrew, can we make it
13 more basic? And I said, Yes, we can make it more
14 basic. Because east corporate, even though it does
15 somewhat apply to what's there, there's more over
16 there. There's three big blocks of what you could
17 do.

18 That's the history I know. We just wanted to
19 help out the county and get them what they needed
20 very quickly and that's where the drawings came
21 from. So I'm learning things about the terminology
22 and where it is headed.

23 But, again, it all predated Courtney. When we
24 made the submission to the county on this, we
25 copied Courtney, we copied Chad, we copied

1 Jeremiah: Here's everything we're giving the
2 county on the day we had sent it so that --

3 MR. OLSON: Two things. If the county wants
4 to call it east -- whatever they want to call it,
5 that's fine -- I'm sure fine with all of us. This
6 does not cover the needed water line improvements
7 in the other part of the airport, or does it?

8 MR. HOLESKO: Actually, it does because the
9 final sheet is actually a looping water line for --
10 for south GA --

11 MR. OLSON: Okay. Which is --

12 MR. HOLESKO: -- right in the area.

13 We did add one more sheet, which is why it
14 says South General Aviation Terminal Area, also.
15 So yes, it would loop a water line here to it. The
16 only thing we did back here was water line. On the
17 east side, we did water, sanitary, roadway, and
18 stormwater.

19 MR. OLSON: But this south will -- is
20 something that's more urgent, right?

21 MR. HOLESKO: Yes.

22 MR. OLSON: We need it to --

23 MR. HOLESKO: Yes.

24 MR. OLSON: -- open -- is it we need it to get
25 our building permits for the T-hangars or to get CO

1 for the T-hangars?

2 MR. HOLESKO: Yes, we have to have increased
3 water pressure from at least one new line
4 connecting to the system. But we believe that
5 you -- that the source of that funding is most
6 likely going to come from your \$1 million roadway
7 project coming from Florida DOT next month.

8 MR. OLSON: Okay.

9 MR. HOLESKO: Because you still have that
10 U.S. 1 connector coming from DOT, and we're going
11 to show them a roadway corridor and a water line
12 connection.

13 MR. OLSON: Okay. Just to further clarify, we
14 need that line in place for -- what do we need in
15 order to get a construction permit for the --

16 MR. HOLESKO: We do not believe you have to
17 have the water line in place.

18 MR. OLSON: Okay.

19 MR. HOLESKO: You have to show the ability to
20 provide the 1,500 gallons per minute?

21 MR. SINGLETARY: Yeah.

22 MR. OLSON: Okay.

23 CHAIRMAN LUDLOW: Yeah.

24 MR. HOLESKO: 1,500. That's the manner in
25 which you will -- you will meet that requirement.

1 MR. OLSON: Okay.

2 CHAIRMAN LUDLOW: And this encompasses -- bye,
3 Jose. This encompasses the 21 acres Volato area?

4 MR. HOLESKO: Yes, ma'am.

5 MR. CLARKE: Will you -- will that include
6 fire service of --

7 MR. HOLESKO: Yes, ma'am. I'm sorry, yes,
8 sir. I'm looking at two people.

9 MR. CLARKE: Will that be able to --
10 Northrop Grumman had several tanks over there.
11 Will they be able to dismantle them if they need to
12 with that --

13 MR. HOLESKO: Dennis, I haven't gotten into
14 water service --

15 MR. CLARKE: Yeah, okay.

16 MR. HOLESKO: -- for Nor- -- for the
17 Northrop Grumman hangars. But we're -- the intent
18 is to get water capacity over there to handle the
19 full build-out of everything on the east side.

20 MR. CLARKE: Madam Chair, I have one question
21 for -- for you and for Ross as well.

22 I'd like to make sure that the conceptual
23 plans that you -- that you envision could be
24 translated into, you know, the square footage of
25 potential rental space so that they can be then

1 shown on pro formas that our CFO would apply for
2 the -- for the financial statements, that is --

3 MR. HOLESKO: Yes, we could provide the square
4 footages of conceptually what's shown again.

5 MR. CLARKE: Right.

6 MR. HOLESKO: We know it won't end up being
7 exactly like it's shown, but it'll be -- it will be
8 similar to what's shown. But there's still plenty
9 of movement to accommodate exactly how the tenants
10 want to have it developed and there's still lots of
11 room to move things around and massage.

12 MR. CLARKE: Oh, yeah. No, I don't want to
13 get in, you know, that much details for --

14 MR. HOLESKO: But the square footage -- the
15 square footage of the hangars, we --

16 MR. CLARKE: Yeah.

17 MR. HOLESKO: -- we could give a number
18 tomorrow.

19 MR. CLARKE: Yeah, we --

20 MR. HOLESKO: Matt will kill me if I say that.
21 Matt could give a number soon if we had to --

22 MR. CLARKE: Okay.

23 MR. HOLESKO: -- tell you how many square feet
24 of hangar it was.

25 MR. CLARKE: Yeah, I think it's -- it's

1 critical to make sure that the -- the conceptual
2 drawings translate into financial projections for
3 both -- we have, you know, both our existing and
4 future capital budgets and our existing and
5 future --

6 MR. HOLESKO: Adam, do you want to talk?

7 MR. CLARKE: -- financial --

8 MR. HOLESKO: Do you want to provide any
9 clarification of any names? This is Adam Tecler
10 from St. Johns County.

11 CHAIRMAN LUDLOW: Thank you.

12 MR. TECLER: Madam Chair. Nice to meet you,
13 members of the board. Again, Adam Tecler,
14 intergovernmental affairs.

15 I can't speak directly on the specifics of the
16 project, but on the grant and the timing as well as
17 both federal and state level, I'm happy to answer
18 any questions that I might be able to kind of
19 enlighten on the process.

20 I could just start out briefly that we have
21 two pots of money that the county's in partnership
22 with the Airport Authority working on. We have the
23 Florida Job Growth Fund and then we also have
24 federal appropriations.

25 CHAIRMAN LUDLOW: Uh-huh.

1 MR. TECLER: I'll start with the federal
2 appropriations because that's moving a bit faster
3 than the Florida Job Growth Fund.

4 The first part was a Washington, D.C. trip
5 that was made by the county in April to talk to
6 Congressman Rutherford as well as our Senate
7 delegation.

8 As a result of that trip, we submitted on
9 behalf of this partnership a \$3 million earmark for
10 the south side infrastructure project. However, I
11 would note that the earmark in itself was written
12 very broadly. So it really applies to the entire
13 airport, any type of project that you're doing
14 within a zone both north and south.

15 CHAIRMAN LUDLOW: Oh, okay.

16 MR. TECLER: And it was titled the Airport
17 Access Road Project to help the congressman kind of
18 understand the project --

19 CHAIRMAN LUDLOW: Yes.

20 MR. TECLER: -- but also it would entail
21 details that aren't specifically addressed, just
22 saying access road; in other words, the wastewater,
23 the -- the stormwater, utility issues as well.

24 And as a result of -- Congressman Rutherford
25 was highly supportive of the project, and it is

1 just moving through the appropriations committee
2 right now. And he said, you know, we appreciate
3 the 3 million, but we think 9.65 is more
4 appropriate. And so --

5 MR. OLSON: Wow.

6 CHAIRMAN LUDLOW: Okay.

7 MR. TECLER: So -- so the earmark is being
8 submitted at 9.65.

9 We anticipate -- you know, usually you get to
10 the end of the year, toward Christmastime, you
11 have -- that's usually when the omnibus
12 appropriation bill gets passed. It could move to
13 early next year, depending on how things kind of
14 work out this fall.

15 But if it was passed at the end of this year,
16 we would anticipate then the -- then the
17 Airport Authority receiving that 9.65 million early
18 next year. So that's on the federal level.

19 CHAIRMAN LUDLOW: Okay.

20 MR. OLSON: Oh, I -- could I interrupt? I
21 have --

22 MR. TECLER: Yes, sir.

23 MR. OLSON: -- a question about the federal
24 piece. What -- what agency budget would the
25 earmark go on? Would it be FAA and would it

1 require a match?

2 MR. TECLER: It would be -- it's going to be
3 through the Transportation, Housing, and Urban
4 Development appropriations bill --

5 MR. OLSON: Okay.

6 MR. TECLER: -- and it will function not as a
7 grant, but as an appropriation, so -- so no match.

8 MR. OLSON: Ooh.

9 CHAIRMAN LUDLOW: I see.

10 MR. OLSON: Wonderful.

11 CHAIRMAN LUDLOW: I see. So this isn't the
12 14.

13 MR. HOLESKO: No.

14 CHAIRMAN LUDLOW: You're not talking about the
15 same thing.

16 MR. HOLESKO: That's a second --

17 CHAIRMAN LUDLOW: Okay.

18 MR. HOLESKO: -- a second request.

19 This is a -- this is a first request. Also
20 goes back to the prior interim director having
21 discussions and opening up that dialogue with the
22 county.

23 CHAIRMAN LUDLOW: So it is the same thing.
24 Okay.

25 MR. TECLER: And if you want, Madam Chair, I

1 can kind of talk about the Florida Job Growth Fund.

2 CHAIRMAN LUDLOW: Oh, is that -- so what -- is
3 that what they said to you? Your question -- your
4 constituent asked you a question was it called --

5 MR. OLSON: It was about the 3 million
6 Airport Partnership Project --

7 CHAIRMAN LUDLOW: Oh --

8 MR. OLSON: -- 1,000 jobs, but that -- that's
9 all. I mean, it was a very brief -- you probably
10 made that presentation. Did you --

11 MR. TECLER: Yes, sir, I did.

12 MR. OLSON: Okay.

13 CHAIRMAN LUDLOW: Okay. Yes, please.

14 MR. OLSON: So, no, it was not of the detail
15 we're hearing now.

16 CHAIRMAN LUDLOW: Okay.

17 MR. TECLER: And I would, if it's appropriate,
18 Madam Chair, mention about the Florida Job Growth
19 Fund opportunity --

20 CHAIRMAN LUDLOW: Yes.

21 MR. TECLER: -- if you would like.

22 CHAIRMAN LUDLOW: Yes. Briefly.

23 MR. TECLER: Okay. Absolutely. The Florida
24 Job Growth Fund --

25 CHAIRMAN LUDLOW: We have 15 more minutes.

1 MR. TECLER: Yes. It's a \$15 million request
2 that the county will be submitting in partnership
3 with -- with the Authority. Again, that request
4 will cover transportation, sewer, stormwater,
5 utilities.

6 And the great thing about the two
7 opportunities, they work in symmetry -- synergy.
8 So the federal money, the 8.65, applies as a match
9 to the state money of the \$15 million given the
10 large amount of jobs potentially available out of
11 this project, its regional impact.

12 And the fact that St. Johns County has never
13 applied for the Job Growth Fund since it's been
14 around --

15 CHAIRMAN LUDLOW: Job growth --

16 MR. TECLER: -- leads to a tremendous
17 opportunity, and we feel highly confident -- I
18 can't -- while I can't say the full 15 million will
19 be funded, we do feel highly confident that a large
20 percentage of that amount will be.

21 MR. OLSON: Wow.

22 CHAIRMAN LUDLOW: I think that's fantastic.

23 MR. OLSON: Yep. Great.

24 CHAIRMAN LUDLOW: Job growth and partnership,
25 and look at all these new things we're learning

1 today.

2 MR. OLSON: Yeah. Perfect. Wonderful.

3 CHAIRMAN LUDLOW: So that -- thank you, so
4 much. That's a great --

5 MR. ROBERTS: That's good news.

6 CHAIRMAN LUDLOW: Okay. And new -- and new to
7 Chad.

8 Okay. Are you continuing with your report
9 or --

10 MR. ROBERTS: I think these gentleman have
11 said enough --

12 CHAIRMAN LUDLOW: Okay.

13 MR. ROBERTS: -- unless y'all have any
14 questions.

15 CHAIRMAN LUDLOW: Do we have any quest- --
16 board have any questions?

17 (None.)

18 CHAIRMAN LUDLOW: Public comment? Do you have
19 any questions? Jack does.

20 MR. GORMAN: Let's -- let me hold the
21 engineers back from this thing because they're
22 really -- they're in engineering land and they
23 don't -- but it seems like from a public
24 perspective, I have not seen anything before about
25 a -- and I go to most of these meetings -- a county

1 and airport, you know, kind of con -- configuration
2 that is -- you know, that is indeed a partnership.

3 And as far as I can see, at least my
4 perception of what's going on is there is a
5 distinct separation between what the lawyers have
6 been -- been talking about and agreeing to and been
7 actually dealing with, and what the board knows
8 about it.

9 I -- I just see a real disconnect there and I
10 don't know why. It's just my perception. Maybe
11 it's not a complete perception -- maybe it's not
12 accurate, but it seems to be.

13 One of the reasons I asked Mr. Dean about
14 whether there'll be an ad valorem is because I --
15 all this -- all of a sudden, this county
16 cooperation. When the county cooperates, usually
17 it's with taxes and from -- where the money coming
18 from. And that's why I was worried that the
19 ad valorem tax would be on the screen in the
20 future.

21 So, I -- but I do feel there's a disconnect
22 between the planning, including leaving Mr. Pittman
23 in the dark. The -- I'm sorry. I'm not accusing
24 Mr. Pittman of being in the dark, but he's been
25 kind of left in the dark. That's just -- just my

1 perception.

2 MR. HOLESKO: I just would like to confirm for
3 the group, and I also spoke to Mr. Gorman about
4 this briefly, that the drawings that we provided to
5 the county are drawings that we have already shown
6 to all of you. We are not -- we are not --

7 MR. GORMAN: Yes, I said that. The
8 master plan.

9 MR. HOLESKO: We are not going to vary from
10 what you have seen conceptually and what we have
11 given to Courtney and Mr. Topp without your
12 direction here. That's -- but I understand
13 Mr. Gorman's perspective.

14 MR. BLOCKER: And, Madam Chair, I understand
15 what Mr. Gorman said as well. Mr. Pittman has been
16 kept in the loop and actually has been leading part
17 of this, to his credit. So he's been working hard
18 to make sure that this partnership or however we
19 want to phrase it is going forward.

20 So I would -- I would take exception to
21 Mr. Gorman's comment on that. But, you know, like
22 he said, he doesn't have the full picture. But I
23 appreciate that for the -- what's Mr. Pittman's
24 been doing and he certainly has not been in the
25 dark, so...

1 CHAIRMAN LUDLOW: And I would like to invite
2 anybody to stop by the office at any time, you
3 know, and have a personal, you know, conversation
4 with Courtney or anyone there, if the attorneys are
5 there.

6 So -- and that's how -- we're a community
7 airport. That's how we should be able to operate.
8 We should be able to go in -- Jack, you can roll
9 right on in there and sit down and just talk --
10 talk everything you want to talk about and get all
11 your answers maybe. Right. But thank you. Thank
12 you for caring. We know that. I know.

13 MR. PITTMAN: Madam Chair, may I?

14 CHAIRMAN LUDLOW: Yes, please.

15 MR. PITTMAN: I want to expand on a little bit
16 what Mr. Blocker said.

17 So when you have a turnover in leadership,
18 some things get lost in the sauce, all right? I
19 was there when we had our first meeting, but I was
20 sitting as the director of operations. So some
21 conversations, some communications at that time
22 wasn't -- I wasn't privy to.

23 CHAIRMAN LUDLOW: Right.

24 MR. PITTMAN: So now I'm being brought up to
25 speed. So some things are not going to slow down

1 for me to be brought up to speed. Some things have
2 to continue to move at the rate of speed that they
3 have to move, right? And then, in the process, I
4 am able to be flexible and learn as we go,
5 all right?

6 So it might seem to the outside that I might
7 be in the dark, but I'm not in the dark, all right?
8 So it's just how -- like I said, I use this phrase
9 a lot: When you're outside the house, it's hard to
10 tell what's going on inside the house.

11 And just like Madam Chair said, please stop
12 by, I implore you to stop by and have a
13 conversation with me because I'm an open book. And
14 just like the lady -- the lady and gentleman right
15 here, there's a lot of questions you-all have.

16 We're working on our website. We -- it's been
17 a work in progress since before I got here. And
18 we're going to fix this website because I have an
19 issue with it myself; it's not user friendly. And
20 so you'll be able to get the information you want.
21 And until that time, please stop by and see me and
22 I'll get you that information. I apologize for
23 your inconvenience.

24 But like I said, work with us. We're growing,
25 all right? We're constantly growing. I've been in

1 this position since May 13th, all right? I'm not
2 asking for any forgiveness or I'm not asking for
3 compassion. I'm here to do a job. Like I said
4 when I was voted in, I'm not going to fail. But if
5 you really want to know what's going on, stop by,
6 please.

7 CHAIRMAN LUDLOW: And thank you.

8 MR. GORMAN: I am --

9 CHAIRMAN LUDLOW: And I have to, you know,
10 compliment Courtney. We don't have any complaints.
11 He is just -- he's pedaling -- he's like those
12 ducks that do that underwater. He's pedaling as
13 fast as he can. Something like that, right?

14 MS. BREWER: Madam Chair, may I comment on the
15 last agenda item?

16 CHAIRMAN LUDLOW: Yes.

17 MS. BREWER: I know it was an infrastructure
18 update --

19 CHAIRMAN LUDLOW: Yes.

20 MS. BREWER: -- but my question, and of course
21 it's going to be very specific to me --

22 CHAIRMAN LUDLOW: Can you tell she's an
23 engineer?

24 MS. BREWER: -- is how about upgrades to the
25 existing T-hangars? I'm in M row, and we are in

1 the old T-hangars.

2 CHAIRMAN LUDLOW: Right.

3 MS. BREWER: We need new electrical --

4 CHAIRMAN LUDLOW: Right.

5 MS. BREWER: -- new lighting.

6 CHAIRMAN LUDLOW: Right.

7 MS. BREWER: You know, doors need work on. Is
8 that in any sort of --

9 CHAIRMAN LUDLOW: Yes.

10 MS. BREWER: -- plan for the future?

11 CHAIRMAN LUDLOW: And you should have started
12 coming to these meetings sooner.

13 MS. BREWER: That's what I said. I'm retired
14 now, so I'll be here every time.

15 CHAIRMAN LUDLOW: Yes, and that is. The first
16 thing is we're building A and J row and then K, L,
17 M. You know, we were going to put new doors on
18 there. So K, L, M will be right there for total
19 maintenance. Is that right?

20 MS. BREWER: And do we have a time frame?

21 CHAIRMAN LUDLOW: End of next --

22 MR. PITTMAN: Okay. So first, like she said,
23 we're going to start on A and J. So we're
24 beginning to get funding there. But we just
25 awarded that at the last meeting. And so we're

1 looking to break ground, I think it's still --
2 correct me if I'm wrong, Andrew and Matt. It was
3 two years was slated on A and J, correct?

4 MR. HOLESKO: Yes.

5 MR. PITTMAN: The following year because we
6 have the funding coming in, the '25 funding and the
7 '26 funding, we'll go step by step because there's
8 a -- like I said, stop by my office. I'll have it
9 broken down for you and I can send you an e-mail
10 and you can see the -- how it's ordered.

11 MS. BREWER: Okay. Thank you.

12 CHAIRMAN LUDLOW: And, Jan, we all say the
13 same thing: If our -- our hangars had been
14 properly maintained, we wouldn't be having as many
15 problems as we have, you know. So, did you get a
16 survey that they sent out?

17 MS. BREWER: I don't think we did. Did we
18 have a survey?

19 CHAIRMAN LUDLOW: Okay. Well, it really
20 was -- you know, it was -- it says, is there
21 anything in your hangar that you would like taken
22 care of or looked into or something like that.

23 So we'll see that Roxanne gives -- tell her
24 your hangar number and she'll make sure you get one
25 of those. And -- and you -- don't do it just

1 blindly. We got some back, you know, just blind
2 that said, "My door needs oiling and fixing," but
3 then they didn't say what hangar. So -- be --
4 clarify.

5 MS. LIOTTA: I have a couple of comments.

6 First, I mean, you know, I think for our
7 website and materials to get posted and whatnot,
8 you know, I -- my previous comments about how I do
9 believe that if there's going to be a presentation
10 made, it should be posted to the extent possible,
11 and I do believe that's the case.

12 But I think that -- you know, I don't
13 necessarily think that our website is going to be
14 as maybe fulsome as the county's. We are much more
15 lightly staffed.

16 That said, people are free to e- -- send in an
17 e-mail if it's public record, looking for
18 information about a specific thing. You know, I
19 think that's an appropriate way to -- to get more
20 information about any particular item. And I would
21 encourage members of -- yourself and other members
22 of the public to just, you know, avail yourselves
23 of that.

24 I do want to respect staff's time as far as
25 people just walking in and saying, Hey, let's chat

1 about whatever. Again, lightly staffed. Let's --
2 you know, I do want to make sure that staff has
3 time to do staff's work. But they will provide
4 information, you know, to the public as needed.

5 And also just, you know, a general request
6 that we -- I don't know, I'm not trying to sound
7 rude here, but stay to the agenda. If a member of
8 the public does have a question about something,
9 you know, we're all sitting here and it's
10 everybody's time.

11 I think, you know, happy to get you the
12 information, but I'm not sure delving into the
13 weeds on certain topics at a -- at the board
14 meetings is -- is, you know, how we -- is the best
15 use of everyone's time.

16 CHAIRMAN LUDLOW: Jan, thank you.

17 MS. BREWER: May I respond?

18 CHAIRMAN LUDLOW: Yes.

19 MS. BREWER: And I totally agree. That's why
20 it would be more helpful if we had the information
21 up front so that we could see is there any comments
22 we need to make at all or do we need to attend this
23 board meeting or not attend the board meeting or is
24 there something of value that we can offer up.

25 So it's hard to respond to things and be a

1 part of the airport as tenants if we don't have the
2 information available to us.

3 And now, you know, I've got your card. You
4 know, you were talking about the website. So I
5 think that's an appropriate time, and hopefully
6 we're growing in the right direction.

7 CHAIRMAN LUDLOW: And please --

8 MS. LIOTTA: 100 percent agree. 100 percent
9 agree.

10 My last comment, just sorry if it wasn't
11 clear, was meant more towards, you know, bringing
12 up specific questions that weren't on the agenda to
13 be discussed, that that was what that request to,
14 you know, please get with staff first to get
15 information may be more helpful.

16 CHAIRMAN LUDLOW: Jan, I really appreciate you
17 and Trey coming, and we would really like to have
18 more hangar tenant participation, you know, because
19 this is where, you know, you find out what's really
20 going on, you know, unless you find me out there
21 and run over me, you know, which has been
22 threatened, you know. But, yeah --

23 MR. BREWER: We'll keep an eye out.

24 CHAIRMAN LUDLOW: -- we do -- but we do -- we
25 do encourage, you know, our tenants to come and

1 have these questions. And I really appreciate you
2 coming, and thank you, so much for that good
3 presentation. Any other questions for Andrew?

4 (None.)

5 CHAIRMAN LUDLOW: Okay. Great job.

6 MR. ROBERTS: A big thank you.

7 COURTNEY PITTMAN, INTERIM EXECUTIVE DIRECTOR

8 CHAIRMAN LUDLOW: Courtney, that means you
9 have one and a half minutes.

10 MR. PITTMAN: Done.

11 CHAIRMAN LUDLOW: That's a joke. That's a
12 joke.

13 MR. PITTMAN: Okay.

14 CHAIRMAN LUDLOW: I just was try -- try to
15 keep them --

16 MR. CLARKE: Two hours?

17 CHAIRMAN LUDLOW: -- keep them to two hours,
18 but -- and besides we'll melt in the rain, so...

19 MR. PITTMAN: Fortunately, my staff reports
20 are going to be brief.

21 All right. So the Hangar 5 fuel tank status,
22 we got the Hangar 5 fuel tank back from -- from
23 Atlantic. They gave it back to us because of the
24 inspections, what have you. Well, we have -- we
25 closed that out.

1 We're going to keep that tank. We're not
2 going to get rid of it. We'll be able to use it
3 again at a later date. They provided us with the
4 instructions to be able to keep said tank. So if
5 we decide in the future to use that tank for
6 whatever purpose, we'll be able to use it.

7 CHAIRMAN LUDLOW: Good. That was one of my
8 questions.

9 MR. PITTMAN: All right. Self-serve fuel
10 sign. If you look -- if you look in your packet --
11 I'm trying to keep this quick. I'll scroll down in
12 a minute. There's a self-fuel sign that they're
13 going to provide us with. We'll be able to do a --
14 I apologize.

15 CHAIRMAN LUDLOW: There you go.

16 MR. PITTMAN: All right. So that's going to
17 be self-fuel fuel sign. What we have now right now
18 is just a sign.

19 So this way, the pilots will be able to pull
20 up to the airport and see from a distance the price
21 of the fuel. Instead of pulling up to the pump,
22 getting out your aircraft and then seeing the
23 price, maybe not liking it, get back in your
24 aircraft and then going somewhere else.

25 So this way, you can land -- say you want to

1 do a full stop taxi backup touch and go, just
2 saying, and then you see the fuel price, you might
3 actually want to stop in. All right. So this way,
4 you -- like I say, you don't have to shut down your
5 aircraft to know the price on the fuel. So
6 we're -- they're work -- Titan is working to get us
7 that price as we speak.

8 All right. Going back up. Wildlife training.
9 We have completed our wildlife training for this
10 year, so we're in -- we're in standing. Operation
11 fuels and sales is attached at the bottom. And
12 that is it for me. Any questions for me?

13 MS. LIOTTA: Do we --

14 CHAIRMAN LUDLOW: Wow. He can talk fast. You
15 can tell he was air traffic control. He can talk
16 faster than I can think --

17 MR. PITTMAN: Yes, ma'am.

18 CHAIRMAN LUDLOW: -- I can tell you.

19 MS. LIOTTA: Do we have any way of knowing,
20 you know, kind of figuring out -- like I see that
21 there's fuel and there's operations.

22 MR. PITTMAN: Yes, ma'am.

23 MS. LIOTTA: Is there any sense of, can we
24 tell, like, who the biggest operators are --

25 MR. PITTMAN: Yes, ma'am.

1 MS. LIOTTA: -- where like -- you know,
2 like --

3 CHAIRMAN LUDLOW: Jeff, you'll come up --

4 MS. LIOTTA: -- is it -- whether it's --

5 CHAIRMAN LUDLOW: -- with that one, won't you?

6 MS. LIOTTA: -- a flight school or, you know,
7 a NetJets? Like who's coming -- who's using the
8 airport more?

9 MR. PITTMAN: Gotcha. So the -- the tower
10 doesn't do traffic that way. The standard way of
11 doing traffic, they'll do it like itinerant,
12 they'll do GA, they'll do air taxi. So that's the
13 way the FAA does it, like air taxi, military --

14 MS. LIOTTA: Oh, so -- yeah, I mean, I didn't
15 know --

16 MR. PITTMAN: Yeah, so they don't specify like
17 a student.

18 MS. LIOTTA: -- if it may be by, like, flight
19 sched- --

20 MR. PITTMAN: Unfortunately no --

21 MS. LIOTTA: -- filed flight plans or
22 something that's tied.

23 MR. PITTMAN: No, ma'am, unfortunately.

24 And I -- I would love to be able to do it.
25 Actually, it's something I want to propose, but

1 I've get to deal with NATCA, the union, because
2 that is actually increasing their workload, and
3 NATCA has been fighting like crazy because they've
4 got an election going on --

5 CHAIRMAN LUDLOW: Yeah, okay.

6 MR. PITTMAN: -- at NATCA.

7 CHAIRMAN LUDLOW: Thank you. Any anything
8 else?

9 MR. PITTMAN: No.

10 CHAIRMAN LUDLOW: Okay. Thank you. Very
11 good. Do you have a brief report?

12 MR. ROBERTS: Mr. Blocker's first.

13 CHAIRMAN LUDLOW: Jeremiah and --

14 JEREMIAH BLOCKER, GENERAL COUNSEL

15 MR. BLOCKER: I'll just go briefly.

16 So we'll be having another shade meeting to
17 update the board on the -- some pending litigation.
18 So I'll get with the chair and we'll -- with
19 Mr. Pittman and will get that scheduled.

20 CHAIRMAN LUDLOW: Okay. Thank you.

21 CHAD ROBERTS, AVIATION ATTORNEY

22 MR. ROBERTS: And this morning at 10:00, a
23 whole part of your team -- Mr. Pittman, Mr. Spitler
24 [phonetic], Ms. Spitler, the Shandon team, and the
25 Passero team, we all had -- and Ms. Miles all had a

1 call with our Florida DOT contact person.

2 As you recall from the last time, we came in
3 \$900,000 under budget for our purchase negotiations
4 with the Gun Club. We want mightily for the
5 balance of that 900,000 to also include the
6 1.2 million that's left for our wetland mitigation
7 credits.

8 At the level of our point of contact, that
9 person does not have the discretion to change their
10 presumptive decision that mitigation credits go
11 into development grants and other monies go into
12 land purchase acquisition grants.

13 We can think of a lot of reasons why the
14 public policy of that is not well served for our
15 particular circumstances. So I think tactfully but
16 directly we've asked to appeal his decision, and
17 our liaison has facilitated our ability to kind of
18 take it up the flag pole of the chain of command to
19 his next immediate supervisor. So that's our next
20 step.

21 CHAIRMAN LUDLOW: Good. Very good.

22 MR. ROBERTS: It's 900,000 in play that we
23 would not like to leave on the table.

24 CHAIRMAN LUDLOW: For sure. No, that -- I
25 totally agree. Well, that sounds good. Do we have

1 any board comments?

2 (None.)

3 CHAIRMAN LUDLOW: Okay. We -- we -- okay.

4 MR. OLSON: Oh, don't you take public before
5 you take board?

6 PUBLIC COMMENTS - GENERAL

7 CHAIRMAN LUDLOW: Do we have any public
8 comment?

9 (None.)

10 CHAIRMAN LUDLOW: Thank you. Can we have
11 board comment?

12 BOARD MEMBER COMMENTS & REPORTS

13 MR. OLSON: Okay. This is the end of the
14 meeting board comments?

15 CHAIRMAN LUDLOW: End of the meeting board
16 comments.

17 MR. OLSON: Okay. Quickly, two things.

18 I know -- usually don't have anything to
19 report about Economic Development Council, but
20 their -- the next quarterly Economic Development
21 breakfast is --

22 CHAIRMAN LUDLOW: I have an open --

23 MR. OLSON: -- is September 20th, and the
24 program is the school district discussing its
25 request or its -- the referendum on the November

1 ballot and what -- why it's needed, okay?

2 And then my other thing is, and I've spoken to
3 Courtney about this, I'm hoping that we can, and I
4 believe it can probably be done administratively,
5 meet with the people from Hastings that are
6 under -- feel there -- as far as they know, they're
7 still under some sort of very tight deadline to
8 move the two buildings off our site and to --

9 CHAIRMAN LUDLOW: I think Sacha and Sally have
10 been keeping them informed.

11 MR. OLSON: Okay. Good.

12 And then the other thing that I understand
13 that -- is that the tarp is going to be replaced on
14 the depot building. And since that's of course
15 still under the care of the airport, that's
16 something that the airport is attending to.

17 CHAIRMAN LUDLOW: How much does that cost?

18 MR. OLSON: Cost? I don't know.

19 MR. PITTMAN: We'll find out. I got my
20 maintenance manager, he's on it. He's going to
21 take care of it tomorrow morning. I'll have an
22 answer for you.

23 CHAIRMAN LUDLOW: Okay. It's just a thought.
24 Yes, it has gone to threads, absolutely gone to
25 threads, you know.

1 MR. PITTMAN: Yes.

2 CHAIRMAN LUDLOW: And it's probably getting
3 wet right now.

4 Okay. So, all right. That's the end of --
5 and TPO did not have a July meeting, so my August
6 one is coming up.

7 Our next meeting is workshop on July 22nd.
8 I've been looking over all of our notes and things
9 to make sure we get everything that Jennifer and
10 Michelle wanted covered particularly.

11 And then our next regular meeting is
12 August 12th, and we will have that on the
13 website -- on our website, on our airport -- NFRA
14 website. Any other comments?

15 (None.)

16 CHAIRMAN LUDLOW: Okay. I think we made it
17 before the rain. It is 6:06. Meeting adjourned.

18 (Meeting adjourned at 6:06 p.m.)

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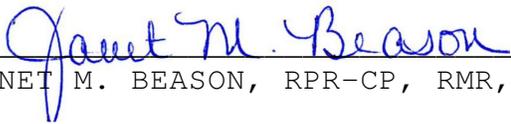
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REPORTER'S CERTIFICATE

STATE OF FLORIDA)
COUNTY OF ST. JOHNS)

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

Dated this 23rd day of July, 2024.



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

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E R R A T A S H E E T

RE: Airport Regular Board Meeting 7-8-24

PAGE LINE CORRECTIONS AND REASONS THEREFORE

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MILES: [7] 7/18 7/20 7/22 8/6 8/11 8/16 8/19 \$ \$1 [1] 101/6 \$1 million [1] 101/6 \$1.7 [3] 41/10 42/7 72/11 \$1.7 million [3] 41/10 42/7 72/11 \$140,000 [1] 44/18 \$15 [3] 86/18 109/1 109/9 \$15 million [3] 86/18 109/1 109/9 \$150,000 [1] 44/10 \$188,000 [2] 63/12 65/24 \$25 [1] 27/2 \$25 million [1] 27/2 \$3 [3] 89/9 92/24 105/9 \$3 million [3] 89/9 92/24 105/9 \$3.8 [2] 40/2 42/11 \$3.8 million [2] 40/2 42/11 \$32,000 [2] 30/15 35/16 \$32,760 [1] 30/3 \$35,000 [1] 33/25 \$4.3 [1] 41/7 \$4.3 million [1] 41/7 \$4.5 [1] 41/14 \$6 [2] 41/6 62/24 \$6 million [2] 41/6 62/24 \$900,000 [1] 126/3 , '23 [3] 13/18 23/10 27/1 '25 [1] 117/6 '26 [1] 117/7 0 0570 [1] 1/25 1 1 percent [1] 44/11 1,000 [2] 89/18 108/8 1,500 [2] 101/20 101/24 1.2 million [1] 126/6 1.4 [1] 42/23 1.5 [1] 45/1</p>	<p>1.5 million [2] 44/10 44/12 1.7 [2] 42/25 43/1 10 percent [2] 26/5 42/1 100 [2] 1/15 120/8 100 percent [1] 120/8 101 [1] 61/1 10:00 [2] 5/3 125/22 121 [1] 2/13 125 [2] 2/13 2/14 1260 [1] 1/24 127 [2] 2/15 2/16 129 [1] 2/17 12th [2] 24/15 129/12 130 [1] 2/18 131 [1] 2/19 136,845 [1] 29/13 13th [1] 115/1 14 [1] 107/12 14.5 [2] 86/18 86/19 145 [1] 34/18 148 [1] 71/22 15 [1] 108/25 15 million [2] 86/19 109/18 151 [1] 71/22 16 [1] 26/14 1633 [1] 1/18 16th [1] 25/16 18 [2] 18/5 18/5 18th [1] 88/24 1st [2] 39/12 49/19 2 2.5 million [1] 40/4 20 [2] 18/5 95/14 2022 [1] 49/19 2024 [3] 1/6 95/15 130/10 20th [1] 127/23 21 [1] 102/3 210 [2] 26/11 26/12 211,633 [1] 29/12 22nd [1] 129/7 23rd [1] 130/10 24 [1] 131/2 28 [1] 2/9 28 percent [2] 41/16 42/6 3 3 million [6] 27/4 89/12 89/13 89/14 106/3 108/5 3.8 million [1] 43/5 30 [10] 5/9 5/10 6/11 6/12 8/8 8/9 13/10 13/11 18/6 62/14 30,000 [1] 30/14 30-day [3] 55/6 56/20 62/2 300 [1] 44/16 30th [3] 40/10 59/25 59/25</p>
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