ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, October 19, 2015

from 4:00 p.m. to 5:11 p.m.

BOARD MEMBERS PRESENT:

CARL YOUMAN
SUZANNE GREEN, Chairman
RANDY BRUNSON
BRUCE MAGUIRE

ALSO PRESENT:

DOUGLAS N. BURNETT, Esquire, St. Johns Law Group, 509 Anastasia Boulevard, St. Augustine, FL, 32080, Attorney for Airport Authority.

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

JANET M. BEASON, RPR, RMR, CRR St. Augustine Court Reporters 1510 N. Ponce de Leon Boulevard St. Augustine, FL 32084 (904) 825-0570

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1	PROCEEDINGS
2	CHAIRMAN GREEN: All right. And it's 4:00, so
3	we'll call the Northeast Florida Regional
4	Association (sic), St. Augustine - St. Johns County
5	Airport Authority meeting to order.
6	(Pledge of Allegiance.)
7	MEETING MINUTES & AGENDA APPROVAL
8	CHAIRMAN GREEN: Okay. We have our approval
9	of the minutes and financial report. You reviewed
10	it on will have reviewed it on your e-mail from
11	Ms. Hollingsworth. Are there any additions,
12	exceptions to the minutes or the financial report?
13	MR. BRUNSON: I have none.
14	MR. YOUMAN: None.
15	CHAIRMAN GREEN: None? I do not have, either.
16	So the minutes and the financial report will be
17	approved as reported to us.
18	AGENDA APPROVAL
19	CHAIRMAN GREEN: Agenda approval, you have
20	before you the agenda. It was amended this
21	afternoon just briefly to add the MALSR grant and
22	contracts actions. Apparently that came in and we
23	have to make a movement on it to keep that money.
24	(Mr. Maguire enters the room.)
25	CHAIRMAN GREEN: So that item was added that's

1	not on your electronic agenda. Other than that, is
2	the agenda approved as presented?
3	Mr. Maguire, I just stated that we've added
4	the MALSR grant contract actions, which is the only
5	change from your electronic
6	MR. MAGUIRE: Okay.
7	CHAIRMAN GREEN: agenda that was presented
8	to you. It's something we need to discuss just to
9	hang on to the grant, basically. Any other
10	comments on the agenda as approved for today?
11	MR. YOUMAN: I make a motion we accept the
12	agenda as presented on the new list.
13	CHAIRMAN GREEN: Okay. Any seconds? We don't
14	really need a motion, but agenda is approved.
15	Okay. Mr. Wuellner?
16	EXECUTIVE DIRECTOR'S REPORT
17	MR. WUELLNER: Sure. My report's is just a
18	quick status report on operations. We did about
19	just under 8,000 takeoffs and landings last month.
20	Particularly about 3 3,000 below, but
21	considering the general weather conditions of
22	September, it was a rather brutal month for trying
23	to fly light aircraft around this place. And we
2 4	did 1,553 enplanements this month. Primarily

that's Frontier. And, let's see, what else can I

1	tell	vou?

Upcoming -- since Doug's not here, I want to make sure I update you. We made a couple of item presentations to the local legislative delegation at their public hearing last Tuesday, one of which was the Airport Authority charter amendments that we've been pushing through since the Authority made that decision about a year and a half ago.

The -- that has -- the vote of the delegation was to move that forward to bill drafting. That has been accomplished. We've got word that it's made it to bill drafting.

(Mr. Burnett enters the room.)

MR. WUELLNER: At some point, probably early
December, there will be a specific public hearing
by the legislative delegation on the charter
amendment. So there'll be another public hearing
opportunity for that some time in December. When
the date gets set, we'll certainly communicate that
to you.

MR. MAGUIRE: Won't the hearing be in

Tallahassee?

MR. WUELLNER: No. The hearing will be at the county commission. It's a local delegation public hearing. And then pending the outcome of that, as

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that needs to be a matter of record for it to move
 1
 2
          into local -- final local bill --
 3
               MR. MAGUIRE: Okay.
 4
               MR. WUELLNER: -- getting some feedback
 5
          here -- before they can take formal action up
 6
          there.
               I will tell you all elements of the local bill
 7
 8
          are intact with one exception, that being
 9
          designating the Airport Authority as an economic
10
          development entity. It was felt when the
          legislative staff looked at this bill and vetted it
11
12
          a little bit in Tallahassee, they felt that this
13
          was more -- that provision was more appropriate as
14
          a general law change than a local bill change.
               So the Airport Authority name, the
15
16
          connectivity, if you will, back to Northeast
17
          Florida Regional Airport as well as the
18
          compensation ability of the Airport Authority
19
          members themselves are in the local bill and at
20
          this point moving forward.
21
               The second item that we brought to their
22
          attention because it's a matter of public hearing
23
          record was our formal request to the delegation for
2.4
          funding assistance with an eye toward being able to
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purchase that Flagler Development property across

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1 U.S. 1, the west side.
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- 2 We've completed the applications required for 3 that in both the Senate and House and those 4 appropriations requests are moving forward. 5 will take some time to vet out as to whether it 6 makes or does not. And then of course depending on the route that funding will take if it was their 7 8 desire, it may or may not require -- be subject to 9 Governor line item veto as it moves forward. 10 see how that track plays out.
- 11 What else can I tell you?
- MR. BURNETT: If I could jump in on one part of that.
- MR. WUELLNER: Yeah.
- MR. BURNETT: On the economic development

 portion, since it has to be a general bill, the

 thought is, is that it will go through the local

 bill process and get three of our four items

 knocked out and then next year try and seek a

 general bill to add us to the economic development

 language.
- MR. MAGUIRE: Okay.
- 23 MR. BURNETT: And the real issue there is it 24 implicates the Public Records Act. And for that 25 reason, the laws that change anything related to

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public records and the like, and -- go to a general
 1
 2
          bill. So that's something we can turn around next
 3
          year and for the next legislative session ask for.
 4
               MR. YOUMAN: Is it better for us to be part of
 5
          the EDC function or not because of that public
 6
          records thing?
 7
               MR. BURNETT: It's not so much, you know, a
 8
          function of the -- part of the EDC or not. It's if
 9
          a big corporation comes in that's looking for a
10
          site and they want to look at the St. Augustine
          Airport Authority, the documents that we may
11
12
          receive would be public records. Whereas, the
13
          county, if they do the same function and look at
14
          locating at the airport but they do the
15
          negotiations with the county administrative staff,
16
          then the county's economic development officer is
17
          able to protect those documents.
18
               MR. YOUMAN: Well, I -- that was my question,
          I guess, or that's the answer I wanted. We do not
19
20
          need -- we do not want to be part of the EDC. Is
21
          that the idea?
2.2
               MR. BURNETT: No, it's not EDC from a Chamber
23
          of Commerce/EDC standpoint. It's a function of we
2.4
          want the same -- if a company comes to the county
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and says we're interested in --

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1
              MR. YOUMAN: Oh, okay.
 2
               MR. BURNETT: -- locating in the county,
 3
          here's our --
 4
               MR. YOUMAN: Now I got you.
 5
               MR. BURNETT: -- here's our business plan,
 6
          county, the county can --
 7
               MR. YOUMAN: Because -- because we're under
 8
          the public records law, we want an exception so
 9
          that we can negotiate with the company ourselves.
               MR. BURNETT: Yes. And we want the same
10
11
          exception that every municipality in every county
12
          already has in the state of Florida.
13
               MR. YOUMAN: Right.
14
               MR. BURNETT: And most airport authorities are
15
          under a municipality of the county, so they already
16
          have the protection. But since we're separate, we
17
          don't have it.
18
               MR. YOUMAN: Right. Okay.
19
               MR. WUELLNER: This bill -- this bill in
20
          general passed about five years ago, four and a
21
          half years ago -- and --
22
                      (Microphone feedback.)
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25 houses in the legislature and were sent to the

23

24

of the mic. Yeah, it's definitely. Passed both

MR. WUELLNER: I think it's the mice in front

Governor to create specific exemptions for all airports in the state of Florida and to consider them economic development entities passed without issuing through the legislative process. It was vetoed by Governor Scott because he had		
them economic development entities passed without issuing through the legislative process.	1	Governor to create specific exemptions for all
4 issuing through the legislative process.	2	airports in the state of Florida and to consider
	3	them economic development entities passed without
It was vetoed by Governor Scott because he ha	4	issuing through the legislative process.
	5	It was vetoed by Governor Scott because he ha

It was vetoed by Governor Scott because he had gotten some advice -- and I'm not criticizing the advice, but the advice that he originally got was that they were all -- that airports were already covered under the general exception.

When we attempted to take advantage of that,
we in a sense -- smartly we tasked Doug to go ask
the State Attorney's Office -- I'm sorry, the
Attorney General's Office for an opinion: Were we
indeed covered by it or not?

After much angst and back and forth, they
determined that if it wasn't in our charter, we
weren't covered. So we were back to square one.

It wasn't covered already by general law and it
wasn't in our charter. So hence this effort to try
and get it resolved. So hopefully it won't meet
the same problem this time.

MR. YOUMAN: So at this time we can't negotiate directly with a corporation?

MR. WUELLNER: No, we can. We can negotiate.

What we cannot do is protect any proprietary

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information from that company in that effort until
 1
 2
          which time as the matter becomes a public activity
 3
          with the Airport Authority. So when we present
 4
          that as an agenda item, then everything becomes
 5
          public record. It's just a temporary exemption, if
 6
          you will.
 7
               MR. YOUMAN: Well, right now how do we protect
 8
          it?
 9
               MR. WUELLNER: We cannot. The Authority
10
          cannot. So therefore we are very careful. We use
          the county --
11
12
               MR. YOUMAN: They don't use the county or --
13
              MR. WUELLNER: Economic Development Council
14
          Someone to act as an intermediary, if you will, and
          we just don't get -- we refuse to take the records
15
16
          that might expose the -- the effort.
17
              MR. YOUMAN: Then we take over again when it's
18
          a matter of public record?
19
              MR. WUELLNER: Exactly. At that point it no
20
          longer matters.
21
              MR. BURNETT: And truth be told, Ed can be
22
          involved throughout the process, it's just a
          function of we -- we're not going to take any
23
24
          public records -- we're not going to take any
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records that are going to be public records when

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someone is coming to the Airport Authority for that
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- 2 purpose.
- 3 MR. YOUMAN: Okay.
- 4 MR. WUELLNER: It just makes it a bit simpler.
- 5 CHAIRMAN GREEN: One more layer.
- 6 MR. WUELLNER: Yeah, and a bit simpler once
- 7 it's done. It's not simple to get there.
- 8 MR. YOUMAN: Thank you. I understand. Thank
- 9 you.
- MR. WUELLNER: Uh-huh. I think I can --
- MR. BURNETT: And I guess I'm not sure. I
- came in late I apologize. You know, the one good
- 13 thing is Senator Hutson, Representative Renner, and
- Representative Stevenson, and Stevenson's actually
- 15 got her name on it as the sponsor of it, very --
- all three of them -- that's our local delegation,
- 17 all three of them are very supportive of this.
- MR. BRUNSON: How about Hutson?
- 19 CHAIRMAN GREEN: Yeah, he is.
- MR. WUELLNER: He is.
- MR. BRUNSON: Yeah, don't read the wrong thing
- into this question, but the application on this
- 23 Flagler property --
- MR. WUELLNER: Uh-huh.
- MR. BRUNSON: -- is that -- it's going to be

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long and drawn out. Is that a very expensive --
 1
 2
               MR. WUELLNER: To get the funding?
 3
               MR. BRUNSON: Well, to -- to get the funding,
 4
          the application, and the --
 5
               MR. WUELLNER: No. Actually it's just a
 6
          several-page request. It's already completed.
 7
          It's already in their hands.
 8
               MR. BRUNSON: So Doug -- Doug has not had to
 9
          spend a lot of time?
               MR. WUELLNER: No.
                                   In fact, believe it or
10
          not, Flagler Development has been of great
11
12
          assistance. Their legal staff has helped put
13
          together the application for it. They're very
14
          motivated to make this happen, so...
              MR. BRUNSON: Great.
15
16
              MR. WUELLNER: That's it.
17
               CHAIRMAN GREEN: Any comment on ACI? I mean,
18
          that was informative.
19
               MR. WUELLNER: Went out to ACI. Had a -- had
20
          a nice time out there, very good information from
21
          Airports Council International. As you know that's
2.2
          the national -- actually it's international
23
          association that is specific to air carrier
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airports and those activities and kind of had a lot

good basic information communicated; legislative

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agenda, FAA, and some positive conversations with
 1
 2
          the TSA folks also out there, so -- and a lot of
 3
          good vendor interaction, too. Had some -- had some
          really nice ideas to look at moving forward and a
 5
          lot of it maintenance or development of the
 6
          airport. So it was good information.
 7
               CHAIRMAN GREEN: And I went to one of the
 8
          small committee meetings. They talked about real
 9
          estate development around the airports, small
10
          airports, large airports, different ways to
          purchase real estate, not purchase real estate, use
11
12
          real estate, use what you have, use old buildings.
13
          But that was very informative, too, I thought.
14
               MR. WUELLNER: Yeah, the airport group, yeah.
15
               CHAIRMAN GREEN: Yeah. Uh-huh. The smaller
16
          group.
17
               MR. BRUNSON: Ed, if you don't mind, Chairman,
18
          can you kind of update us on your crystal ball of
19
          what's going on with Frontier and ViaAir?
20
               MR. WUELLNER: Well, from what we know -- I
21
          have a meeting this coming Thursday with folks from
22
          both air carriers, in fact. So I'm hoping to
23
          discuss exactly what their plans are going into
24
          next year.
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AIRPORT AUTHORITY REGULAR MEETING - OCTOBER 19, 2015

At this point, what we do know is that ViaAir

intends to continue service into next year. We have no indications otherwise. They seem very happy.

2.4

They are working on bringing the average fare — they only fly to Charlotte, as you know, but they're trying to bring that from an extremely discounted place up a little bit to improve the margins on that flight, which I don't blame them. That's a — that's a difficult place.

Frontier, we -- as I've shared with you before intends to, you know, suspend service for a couple of months here. They're going to last fly I believe January 3rd or 4th, whatever that is on a Monday, I believe. 4th, thank you, Cindy. And then they will -- they have yet to give us the restart date, but my best guess right now is it's some time in April. I will try to get that nailed down this week in my conversations with them.

That as you know plays into the available construction window for the terminal-related improvements, since not having that activity and being able to kind of get in there and get that building done and then — then the indications we have with them are that when they restart, that will be from a four-day-a-week to a

1 seven-day-a-week service.

2.2

2.4

What we're still trying to figure out is
whether that remains at Trenton or is moved over to
a neighboring airport at that point. And I'd
rather not say, but you can probably guess what it
is. And we'll hopefully know a lot more on
Thursday as to what that -- I would like to get the
formal start date if at all possible, if that's
available by this week. If not, it's coming in the
next month or so as that schedule gets released.

So we'll keep pressing to get a firm date on that, but best guess is it's not in the schedule that's published or April 3rd or 6th or something like that. So -- and we knew that. So that -- that's kind of where that sits.

Loads have been great. No -- we had -- I'm going to tell you September is a bit of an off month, but it's always an off month, not for Frontier, but just air flying all over. Kids are back in school. Vacation season kind of ends.

It's not really into holiday season yet. It's kind of the -- that and the tail end of January and the first couple of weeks of February are almost always the slow months other than in certain very specific periods.

1	So it's already ramping back up. We're seeing
2	loads they if you didn't know, they converted
3	all of the Airbus 319s they were flying from 138
4	seats to 150 seats. So all the equipment is now
5	upgauged a little bit even though it's the same
6	airplane. And our loads have ratcheted up a little
7	bit with it. We're now seeing daily in and outs in
8	the mid 140s. So they're good solid loads coming
9	to and from.

Starting about ten days from now, in fact, it is ten days from now, we convert from three days a week -- we're currently flying a Sunday, Tuesday, Thursday schedule in the evenings. We will convert starting the 29th to a Monday, Wednesday, Friday, Saturday schedule, and those will all be morning flights. We'll be the first flight out of Trenton in the morning and be -- I think it gets here about 9:15, 9:30, and about 45 minutes later it's on its way and that completes the activities. So we'll pick up an extra day of the week at that point. So far, I'm hearing those -- those bookings are going well for the extra day of the week.

The big issue with Frontier was the conversion of less than daily three days a week kind of service. The seven days a week is a big increase

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in service to a single city. So they wanted to try
that with an extra day and make sure that it was
going to stay solid. It appears it's meeting that
test at this point, so that all points to good
things coming this spring when we go to daily
service. So excited about that.
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2.4

ViaAir doing it's own thing and doing well. I mentioned the fare issue. But they're actively considering additional markets. Last word I have from them, and I'll get an update Thursday, they were in the process of converting their — converting their certificate to a full FAR Part 121 certificate, which will mean they'll have the ability to enter and exit markets as they please as well as fly many times a week — as many times a week as they wish and between any markets they choose. That's a — that's a big uptick in ability that they don't have currently operating under Part 135. So that's — that's good news.

That also allows them to operate a little larger airplanes. They'll be able to fly -- well, actually as part of that they'll be able to fly the big I believe it's 11 ERG -- ERJ 145s, which is a 50-seat RJ version. So they're -- they're starting to fly that and some charter in a few markets.

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So it's very possible they'll start picking up
 1
 2
          some regional jet service to some different city
 3
          pairs in this mix, too. So I happen to know
 4
          they're considering at least one or two other
 5
          cities in this mix as we go. I'm not sure which
 6
          airplane that they're looking at. But if they
          complete the certificate in mid-November like
 7
 8
          they're supposed to, that opens the door into next
 9
          year for some bigger and better things with Via.
10
               MR. YOUMAN: Good.
               MR. BRUNSON: You know, I went to two separate
11
12
          events last week --
1.3
              MR. WUELLNER: Uh-huh.
14
               MR. BRUNSON: -- and I don't get it much, but
15
          boy, I tell you what -- you know, I flew to Trenton
16
          and it was perfect.
17
              MR. WUELLNER: Good.
18
               MR. BRUNSON: And the same other couple said
19
          the same thing.
20
              MR. WUELLNER: Good.
21
              MR. BRUNSON: Really good compliments.
22
              MR. WUELLNER: Good. Glad to hear it.
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bags, they said it was very reasonable and worth it.

23

MR. BRUNSON: Even though they had to pay for

1	MR. WUELLNER: Yeah, when you factor regular
2	airfare to most of those markets, it's still a
3	good it's a good deal. You've just got to be
4	flexible on the days of the week you travel.
5	That's all. Very good. Thank you.
6	BUSINESS PARTNER UPDATES
7	CHAIRMAN GREEN: Okay. Next we have our
8	business partner updates. Ms. Bennett?
9	COMMISSIONER BENNETT: Is this turned on?
10	Good afternoon, everyone.
11	I'm interested in hearing you talk about
12	economic development, and yes, our economic
13	development officer with the county, Melissa
14	Glasgow, does have the ability to keep information
15	given to her confidential once a client requests a
16	confidentiality agreement.
17	I believe some time past, it could have been
18	like a year ago, she may have approached you-all, I
19	don't know if she approached the whole board, about
20	partnering with you. She goes she's constantly
21	traveling to trade shows, all kinds of shows. And
22	if you would like her to represent the airport as
23	well, that would take an interlocal agreement.
24	If you'd like me to have her come speak to
25	you, I'll be glad to do that. I think, you know,

1	whatever your economic goals are, I think would
2	certainly help to have her representing both the
3	county and the airport at the same time. She is at
4	these places anyway, so it would be an added
5	opportunity that you don't have right now. We'd
6	really like to see the airport thrive and this
7	thing with Flagler is very big. It's very big. So
8	anything we can do to help.
9	Of course she's also able to bring forward
10	economic incentive ordinances to the commission
11	directly. So anyone that's thinking of coming in
12	here, she can bring that to the commission and
13	that's a little bit of a bonus to anyone that may
14	think be thinking about developing on the
15	grounds or across the street.
16	So please let me know if you'd like her to
17	come. I do think it would be a benefit to you and
18	we'd would be glad to help. So if you have any
19	questions for me?

20 (No questions.)

21 COMMISSIONER BENNETT: Okay. Would you like
22 me to invite her or --

MR. WUELLNER: I -- I would recommend we defer it for a few months. I think we want to finish the land transaction --

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COMMISSIONER BENNETT: Uh-huh.
 1
 2
              MR. WUELLNER: -- and once we know that's in
 3
         play, then I think it's -- it's a great time to
 4
         have that conversation. Absolutely.
 5
               COMMISSIONER BENNETT: Okay. Just let me
 6
         know. Thanks.
 7
              MR. WUELLNER: She does a great job, by the
 8
         way, Melissa.
 9
               CHAIRMAN GREEN: I've known her since I was
         ten. And not from here. I know Michelle's not
10
         here. I hope not. Yeah, I was going to say. Come
11
12
          on up. Anything from Atlantic?
              MR. SHERBERT: No, nothing.
13
14
               CHAIRMAN GREEN: Is she doing all right?
              MR. SHERBERT: She's doing great. I saw her
15
16
         today and she and the baby are doing very well.
17
               CHAIRMAN GREEN: Wonderful. Okay. Then,
18
         Reba, are you Mr. Grundy today?
19
              MS. LUDLOW: I'm going to be Mr. Everybody.
20
              MR. WUELLNER: Mr. Everybody?
21
              MS. LUDLOW: I always wanted to be
22
         Mr. Everybody. Yes, Reba Ludlow. I'm representing
23
         SAAPA. So Jim Grundy is on a worldwide tour. He
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won't be back till January. So -- and Vic didn't

2.4

25

show up.

So, you know, this is -- this is what happens.

They say -- somebody calls and says, "Reba, we're

going to have First Friday?" And I said, "I don't

know. I'm not the president." So they call Len

and say, "Len, are we going to have First Friday?"

7 might as well do it in the first place.

Anyway, we had a very informal first Friday.

The weather was not very good. So we did put out a notice that, you know, we would have the grills ready and tables and plates and things like that and anybody that wanted to come, please do. And we always have a really good crowd. It's a great way to get to know so many people.

Then he says, "I don't know. I'll ask Reba." I

We're not having regular meetings as you know, but we are having great quarterly meetings. This was a test to see if we didn't have a meeting every month as membership and attendance was falling off, that we would try to do quarterly and let that be the big bang, and that has really worked. Our quarterly functions/dinners have just been fantastic. So that's a good thing. We probably will go back to regular meetings, though.

Our park -- where is Joe Ciriello, for God's sakes? Our park is coming along really well. You

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know, we have people out there with the big
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 2
          machinery and things like that. And I did find the
 3
          original -- Andrew, the original designs from
 4
          Passero.
 5
               So we gave those to all of the people working
 6
          on the park so that we could stay as close to the
 7
          original plan, have a kiosk, and name it for
 8
          Bryan Cooper and things like that, have our trails
 9
          to stay as close to the original plan as we could.
10
               And that's all I have to report.
11
               CHAIRMAN GREEN: Thank you. Northrop?
12
              MR. NEHRING: No report.
13
              CHAIRMAN GREEN: No report? Okay. And Doug?
14
              MR. BURNETT: Nothing.
15
              CHAIRMAN GREEN: You kind of gave it already.
16
              MR. BURNETT: Yeah, pretty much. Thank you.
17
              CHAIRMAN GREEN: Okay.
18
              MR. YOUMAN: Can I ask Northrop a question?
19
              MR. NEHRING: I may not have the answer,
20
          but --
21
               MR. YOUMAN: How's the new facility, the new
22
          manufacturing facility going?
23
               CHAIRMAN GREEN: Dan, you're going to have to
```

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MR. NEHRING: Dan Nehring, Northrop Grumman.

24

25

get up.

```
The new facility continues to fill out.
 1
 2
          different parts of the production effort are moving
 3
          and we're pretty much -- I think there's a couple
 4
          of airplanes still left in the North 40, but a lot
 5
          of the fixtures, the tooling and everything is
 6
          being transitioned into the new building slowly.
          There's quite a bit of it in there, but it's still
 7
          only about probably 50 percent.
 8
 9
               MR. YOUMAN: Are you manufacturing in the
10
          building at all?
               MR. NEHRING: Yes. Different subassemblies
11
12
          are being manufactured.
13
               MR. YOUMAN: And you're just slipping them
14
          over and slipping them over.
               MR. NEHRING: Correct.
15
16
               MR. YOUMAN: Pretty -- pretty neat.
17
               MR. NEHRING: Trying to keep the flow steady,
18
          keep the production going. It's been a challenge.
19
               MR. YOUMAN: I'm sure it has. That's quite a
20
          facility when you drive down the highway and see
21
          how it's grown.
2.2
               MR. NEHRING: Yes. You can do a mile and a
          half walk at lunch three laps inside.
23
2.4
               MR. WUELLNER: Is that what it is?
```

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MR. NEHRING: Air conditioned. It takes three

1 laps. 2 MR. WUELLNER: That's pretty cool. What --3 the building next to it, can you share what --4 MR. NEHRING: It's support shops. 5 MR. WUELLNER: Support shops. 6 MR. NEHRING: With the original low aluminum 7 buildings on -- you can see them as they're 8 being -- the first two were torn down to make way 9 for the new building. And then all the support, machine shops, tire shops, hydraulic shops will all 10 11 be in there eventually. 12 MR. YOUMAN: Well, we sure appreciate Northrop 13 here very much. Thank you. 14 MR. NEHRING: Thank you. 15 MALSR GRANT & CONTRACT ACTIONS 16 CHAIRMAN GREEN: Thank you. Okay. We have 17 our additional first agenda item is the MALSR 18 agreement and contract award? 19 MR. WUELLNER: Yes, ma'am. Around the last 20 Authority meeting, we received formal word from --21 let me back up. 2.2 Back in May we presented that we had bid the 23 approach lighting system for Runway 31. We 2.4 announced at the Airport Authority meeting that we

were basically pulling that agenda item. We were

1	not happy with the bid numbers we got. After in
2	con in consult with FAA, we all agreed that it
3	needed to be rebid. We did that over the summer,
4	opened bids in late very late June, I believe it
5	was, then awaited FAA action on the grant. The
6	grant action finally came with a grant offer.

1.3

If you don't know this already, the grant offers typically have just a couple of days of suspense to get them executed and back to FAA accepting the offer, particularly when they occur in September, because it's the very end of the fiscal year and they need those executed under time.

So kind of with a standing order I've had for nearly 20 years, don't ever let money leave the place without taking it, we take -- we executed the grant on your behalf. We are here today to have that action ratified to formally accept the grant for the MALSR. And that is a \$1,146,301 grant, which represents 90 percent of the cost. I would expect that at your next Authority meeting we will have 5 more percent of that from Florida DOT in our hands, leaving a 5 percent share for the Airport Authority on the money side of it.

On the construction award contract, low bidder

```
was Precision Approach, LLC out of Eatonton,
 1
 2
          Georgia with a contract award of $1,064,908.
 3
          you're wondering why the construction is less than
          the grant, it's because all of the engineering and
 5
          environmental services and all that are all grant
 6
          eligible and our -- and were additional to the
 7
          construction costs and were a long time ago
 8
          approved and done. So the -- these numbers, the
 9
          grant amount does represent 90 percent of the total
10
          project cost, not just the construction value.
               So it would be our recommendation, staff's
11
12
          recommendation, that you approve both -- or you
13
          ratify the FAA grant at $1,146,301 and provide for
14
          a construction award to Precision Approach, LLC for
          $1,064,908.
15
16
               CHAIRMAN GREEN: Okay. Board discussion,
17
          Mr. Youman?
18
               MR. YOUMAN: I just want to say we've been
19
          looking forward to this for a long, long time.
20
               MR. WUELLNER: Yes, sir.
21
               MR. YOUMAN: It's going to really enhance the
22
          safety of the airport.
23
               MR. WUELLNER: It does, and it provides an
2.4
          additional -- for those of you that are fliers, it
```

does provide an additional 50 feet of minimum

```
1 capability for the instrument approach system, too,
```

- by having these lights.
- 3 MR. YOUMAN: Right.
- 4 MR. MAGUIRE: I -- I assume that when FAA
- 5 finally comes around and provides us with a grant
- 6 number, all the negotiations were prior to that,
- 7 therefore the number is a final number --
- MR. WUELLNER: That is correct.
- 9 MR. MAGUIRE: -- not to be haggled with.
- 10 MR. WUELLNER: Correct. In fact, they won't
- even issue the grant until it's been bid, all
- 12 contract documents are in place. I mean, they --
- that's the number they bill the grant to. So it's
- 14 pretty much a done deal.
- The only thing it's subject to is perhaps
- minor change orders during the work should they
- 17 actually occur, and as long as that amount of
- 18 change does not exceed 15 percent increase, then
- they're considered minor and eligible for
- 20 additional support.
- 21 CHAIRMAN GREEN: Any other board discussion?
- Mr. Brunson?
- MR. BRUNSON: Can you tell me, Ed, what
- 24 Precision -- what was your -- what was your
- 25 decision to --

```
MR. WUELLNER: They were low bid.
 1
 2
              MR. BRUNSON: Low bid?
 3
              MR. WUELLNER: Lowest qualified bidder.
 4
              MR. BRUNSON: How about the credentials and --
 5
               MR. WUELLNER: They are a -- a very large
 6
          electrical contractor in the southeast who do
 7
          approach lighting, do runway lighting, taxiway
 8
          lighting. They do a great deal of airport work.
 9
          So we're confident they're capable to do the work.
10
              MR. BRUNSON: Good.
               CHAIRMAN GREEN: Any other board comment?
11
12
                              (None.)
13
               CHAIRMAN GREEN: Hearing none, then public
14
          comment? Reba?
15
              MS. LUDLOW: No comment, thank you.
16
               CHAIRMAN GREEN: Okay. Then we're back to the
17
         board for a motion.
18
               MR. BRUNSON: I'd like to make a motion to
19
          approve the -- ratified maybe is the better word.
20
               MR. WUELLNER: Do staff's recommendation?
21
               CHAIRMAN GREEN: For staff's recommendation?
2.2
              MR. BRUNSON: For staff's recommendation.
23
               CHAIRMAN GREEN: Is there a second?
2.4
              MR. YOUMAN: Second.
25
               CHAIRMAN GREEN: Mr. Youman's the second. Any
```

1 further board discussion? I think I agree with

2 you, this has been long and -- looking at these

grants. All right. All in favor, say aye.

4 MR. BRUNSON: Aye.

5 MR. YOUMAN: Aye.

6 MR. MAGUIRE: Aye.

7 CHAIRMAN GREEN: Aye. Any opposed?

8 (None.)

9 CHAIRMAN GREEN: Hearing none, staff's

10 recommendation is accepted.

11

18

TERMINAL REPLACEMENT PROJECT

MR. WUELLNER: I think perhaps we could -- I
got these a little out of order how I'd like to
address it, but if you'll skip two slides for me,
Cindy. Give you an idea of what -- what we're
going to be talking about for the next two agenda
items. You get a feel for these just -- we just

got these as a -- in a 3D version.

19 We were dealing with them as typical plans.

That's where everything's kind of a straight-on

view and kind of hard to get a feel for dimensional

22 things or architectural treatment in many respects.

But this gives you an idea of what the renovated,

or if you will a replaced terminal facility

25 would -- would resemble.

2.4

It takes on a Quonset hut kind of look in a rounded bowstring truss kind of viewpoint for the main part of the building. Out front is a -- sort of a swept wing or a gull wing kind of canopy structure that not only catches the roof runoff on the -- on the main building, but also provides a covered area for dropoff and pickup of passengers on the land side.

On the airside, which is the bottom portion of this -- this rendering, you see a bit of a canopy structure out the back. Lots of glass and -- and taking advantage of natural light really throughout the building.

The building construction type is that of a tilt wall construction, the main building. So it's a very robust method of construction. Involves basically poured in place concrete, I don't know how you describe it, wall pieces or components, and those are eventually tilted up into place or lifted into place and then secured together.

As a point of reference, buildings around the airport, the only one that we have that's tilt wall is believe it or not the air traffic control tower. We did that as a tilt wall construction project when we built it. Great method of construction.

```
Absolutely zero problems with that kind of
 1
 2
          construction and it has a -- as I mentioned, a
 3
          bowstring rounded roof truss on there.
 4
               The smaller building on the one end of the
 5
          rendering or the top one is actually bag makeup
 6
          area. If you are aware of the building we use now,
 7
          there is really no exterior covered space for bags
 8
          that come out of TSA and are waiting to be loaded
 9
          into -- into airplanes.
               MR. BRUNSON: How about -- how about off the
10
11
          airplane; where does that go?
12
               MR. WUELLNER: That goes directly to the other
13
          side, which would be the bottom right side of the
14
          drawing, which is the bag claim area. We're still
15
          doing that outside. That is enormously popular
16
          with our -- with our fliers. It's -- these
17
          passengers just absolutely eat up the idea that all
18
          of their bags show up at one time and they just
19
          pick them off.
20
               MR. BRUNSON: Okay. There's no canopy to get
21
          them out of the weather?
2.2
               CHAIRMAN GREEN: Yeah.
23
               MR. WUELLNER: Exactly. The only time bags
```

so it's not like they're thoroughly exposed, is

are exposed at all, and actually they're in a cart

24

1	when they're being immediately put on the airplane
2	or immediately unloaded off the airplane, and then
3	it's so we're we're anxious to have the bag
4	makeup area, which is the the smaller flat roof
5	structure because it allows us to you know, bags
6	show up as early as two hours before a flight and
7	we have no internal storage space for those bags.
8	So right now they're loaded onto carts. They sit
9	on there with some modicum of coverage, but it's
10	not watertight, if you will. So we're somewhat at
11	risk of bags getting wet and the like.

And this allows us also to pull equipment we use around the aircraft; tugs, starter units, APUs, air conditioners, those equipment items when they're not in use to pull them into the shelter and thereby preserve hopefully the life of those very expensive pieces of equipment. So we're excited with where this is going down.

The next page or next slide gives you a little bit of the inside. There are four little views there. The upper left is as you probably picture the ticket counter area. The -- the upper right one is the gate hold area. And you see a greatly improved experience there. It's a little less floor space claustrophobic, if you will. There's

```
much more room for folks to wander around. It will
hold the equivalent of two full A319s. So the gate
hold area will hold up to 300 passengers for two
```

5 MR. YOUMAN: Wow.

separate flights.

4

9

10

11

12

13

14

15

16

17

18

19

20

21

2.2

23

2.4

25

MR. WUELLNER: That's -- that's very nice.

We're currently getting a little over 200 in there.

It can get quite cozy at certain times.

The lobby area is the lower left. You get an idea kind of looking out the front doors, if you will, from perhaps the TSA area. And then the bottom right is actually looking from say the front doors into the TSA hold area and immediately to the right a little bit of the edge of the ticket counter.

Provides additional counter space for ticketing. That -- if you've been in there during one of those flights, that lobby gets quite congested and very difficult to move around in.

Rental car counters as you look at the ticket counter area would be immediately to the left. So there's some more permanent usable space to the left.

The building's about -- round numbers about 4000 square feet bigger than the existing building.

```
1 Almost all that space goes into public use space.
```

- 2 It's not -- not space that's being allocated to
- anything else. It's lobby. It's gate hold area.
- 4 That's the majority of it.
- 5 It does allows us to add an additional
- 6 restroom stall in the ladies room on both sides and
- 7 I think an addition -- a second urinal in the men's
- 8 room. So it does kind of open that up a little
- 9 bit. It gets a little -- a little busy in there
- 10 especially right before a flight, as you can
- 11 imagine. Typical in airports.
- 12 So it -- we hope that this -- and another nice
- 13 feature, too, is it brings the whole building
- 14 finished roof height down about 10 feet. So it's
- note quite as cavernous in there. We're hoping
- that also attenuates some of the sort of gymnasium
- 17 effect if you will of the building now.
- 18 So it cuts down the just high white noise
- 19 ambient, you know, talking kind of background
- noise, too. So it makes it a much -- much more
- 21 environmentally friendly on the ears as well as
- 22 aesthetically. We're using sunlight that we -- you
- know, if you know our building now, you have glass
- doors and that's the extent of all sunlight that
- enters the billing. Which makes it very nice from

1 an energy standpoint but not necessarily a -- an
2 aesthetically nice building.

2.4

Other than that it's still the Home Depot approach. We're not, you know, putting down high-end terrazzo floors and marble and, you know, all of the fancy stuff that you might see at other airports if they're willing to pay for it. You know, I think they've done -- I think Passero and that team has done an excellent job of keeping this building within the original budget we -- we gave them.

We're very grateful to DOT for being able to come up with half the money for this. That's a huge thing for us. We're even more grateful that we've airport's business model to be able to pay for it in cash in one year out of Airport Authority revenues with no debt service or anything else. So those are all really exciting pieces of this and we look forward to getting it done.

With that being said, just back back two more.

We have -- this is probably the last of the

changes -- not change orders, engineering-related

agreements with Passero. This is primarily funding

the specialty engineering work such as fire

suppression.

```
There's some, what do they call it,
 1
 2
          mechanical, electrical engineering -- what's the
 3
          term? MEP work, engineering specialties that are
 4
          in the building. And it's also subject -- I've got
 5
          50/50 -- 50/50 participation under a separate grant
 6
          that we've been using for the engineering piece of
          this. So it's -- at $43,058 and we would recommend
 7
 8
          approving that. I don't know if you want to do
 9
          these separately or together.
10
               CHAIRMAN GREEN: They're tied together. I
          think most of the board's familiar with what we're
11
12
          trying to do here.
13
               MR. BRUNSON: Is that okay, Doug?
14
               MR. WUELLNER: Yeah. I'll present the other
15
          one, and if you want to deal with them separately
16
          or together, that's your choice.
17
               MR. MAGUIRE: Okay.
18
               MR. WUELLNER: Secondarily, this is the -- in
          its current form, we have an AIA, Architectural
19
20
          Institute of America form contract we're using for
21
          the design-build component of this, primarily the
22
          build component at this -- at this juncture.
23
               Doug is currently reviewing the details of
```

that contract. I would expect he's probably done
by the end of the week, which should tie very

```
quickly into the permitting effort with

St. Johns County. We've already done the

preliminary submittals to the county. All of those

things are ready to go. I think we're talking

Wednesday formally submitting for the building

permit related to this.
```

1.3

This is a -- we have 50/50 DOT participation.

We are asking that you make this contingent -- this is a not to -- think of it as a not-to-exceed number at this point. This is construction for \$2,400,000.

There will -- it will not be that as an exact number. This -- it will be a very specific number, but that number is about two weeks from now, once it -- once the contract's tightened up and all of the subcontractor pieces and parts are put together. But right -- that represents the number we're not going to go above in executing a contract. And that --

MR. MAGUIRE: Do you have an expected number that it might end up?

MR. WUELLNER: I think we're going to be in the 2.38, honestly. It's gonna -- probably some other numbers -- but that right there is where I'm expecting the number to play out.

But there's still some -- we're at about 60 percent plans at this point, they'll will be at 90 percent plans within the next 10 days. So it's moving very quickly because we're trying to of course hit that dead spot in the airline schedule. And not only that, that's when we're hoping to begin starting the standup walls, is very early in January.

So we're actually trying to get started on things like foundation and footer work that will support all that as early -- and pouring the building wall components, because they're poured on-site laying flat on the ground. They stack those as they build them.

Those things will start as early as the second week of November. Because they've got to sit and cure, as concrete does, for a good 30-plus days before they're even able to be stood up into place. So there's a tight — tight timeline here. I think there's an excellent construction team that involves contractors such as Elkins. Remind me of a few of the others ones. They're dumping out of my head here quick.

MR. HOLESKO: Owen Electric. I can't remember all the names.

```
MR. WUELLNER: Who's the -- where is the
 1
 2
          meeting held? That's the other -- another one.
 3
               MR. HOLESKO: Phillips Highway.
 4
               MR. WUELLNER: What's the name of that
 5
          company?
 6
               MR. HOLESKO: Elk -- Perry-McCall Elkins.
 7
              MR. WUELLNER: Thank you.
               MR. MAGUIRE: Passero, what is exactly their
 8
 9
          role? They don't get 2.4. And Elkins is the
          contractor and you've got somebody else doing --
10
          where is Passero?
11
               MR. WUELLNER: They're -- they're the
12
1.3
          facilitator of the design-build contract
14
          themselves. They've done all of the design and
          they will facilitate the construction. So once the
15
16
          contract's executed, we're really not -- that's the
17
          completed cost of the building and it's up to them
18
          to deliver the final product what's in the budget.
19
               MR. MAGUIRE: So they're basically the
20
          contractor and Elkins is a sub.
21
               MR. WUELLNER: Correct.
2.2
              MR. BURNETT: Sub.
23
              MR. WUELLNER: The relationship is just that.
2.4
               MR. BURNETT: The good thing about Elkins is
```

they're a known entity to the area.

```
MR. MAGUIRE: Yeah.
 1
 2
              MR. BURNETT: So it's a positive.
 3
              MR. MAGUIRE: I'm familiar with the players.
 4
               MR. WUELLNER: I think we've got good team
 5
          members in this.
 6
               MR. MAGUIRE: My concern, I've always been
 7
          apprehensive on approving a no higher than
 8
          number --
 9
               MR. WUELLNER: Yeah.
10
               MR. MAGUIRE: -- because that tells Passero
11
          that they can push, push, push, so...
12
               CHAIRMAN GREEN: Actually, I think Ed will
13
          explain it. We've been pushing back the other way.
14
               MR. MAGUIRE: Well, I have no doubt that we
15
          have. But, I mean, Ed's saying it could come out
16
          to 2.38. And that's -- and I -- I'm sure that our
17
          push has been equally as strong --
18
              MR. WUELLNER: The beauty --
```

- MR. MAGUIRE: -- just the concept bugs me.
- MR. WUELLNER: The beauty of design-build the
- 21 way those contracts are written is it's an open
- book contract, meaning we have the ability and do
- see every number from every subcontractor all the
- 24 way down the line.
- This is not something that gets kind of hidden

```
1 in the general conditions or just hidden in a --
```

- 2 a -- like a bid build total number.
- MR. MAGUIRE: How do we handle changes in the
- 4 contract?
- 5 MR. WUELLNER: They still have to run through
- 6 our normal change order process. They're subject
- 7 to FDOT review because they're going to part --
- 8 would participate --
- 9 MR. MAGUIRE: As far as costing.
- MR. WUELLNER: Yes.
- 11 MR. MAGUIRE: Normally there's -- I can use an
- 12 example. Working with Richard Hardy --
- MR. WUELLNER: Sure.
- MR. MAGUIRE: -- because I've used him several
- 15 times.
- MR. WUELLNER: Sure.
- MR. MAGUIRE: He charges like 150 percent over
- the going rate for every change order.
- 19 MR. WUELLNER: We -- we have the ability to --
- we work with Passero obviously very closely anyway,
- but any contract change has to be approved. And
- depending on the value, if it's a very minor item,
- it can be approved internally. If it's -- if it's
- a number above \$35,000, it's back to you guys for
- approval.

```
1 MR. MAGUIRE: Okay.
```

- 2 MR. WUELLNER: So it's a very efficient way to
- 3 get a very complicated building done.
- 4 MR. MAGUIRE: And I understand the efficient
- 5 ways. It's the numbers --
- 6 MR. WUELLNER: Sure.
- 7 MR. MAGUIRE: -- that concern me.
- 8 CHAIRMAN GREEN: Doug, you read the contract
- 9 or some of it.
- 10 MR. BURNETT: Yeah, I've read it.
- 11 And, Mr. Maguire, the one thing about this is
- it is actually unusual for the airport. It just
- 13 happens to be that design-build is the most
- efficient way to make sure we get this building
- done timely. On other stuff that we do on the
- 16 airport, it's almost always --
- MR. WUELLNER: Almost always bid build.
- 18 MR. BURNETT: -- bid and the low bidder
- strictly is the process. This one's a little bit
- 20 unusual because of the time --
- MR. MAGUIRE: Don't mistake my concerns. I've
- 22 used design-builds on two projects. It is very
- efficient, very quick, and you don't have to battle
- the contractor with an architect.
- MR. WUELLNER: Right.

```
MR. MAGUIRE: I know the benefits and I like
 1
 2
          design-build, okay? It's just I feel uncomfortable
 3
          saying here's our cap, you know, and you sort of
 4
          tell them, we'll give a little bit more.
 5
               MR. WUELLNER: That -- that's a number
 6
          that's -- I would say the 60 percent design number
 7
          with a little bit on top of it, because we know as
 8
          you get more fine a point that -- and we're
 9
          providing input actually at three hours a pop on
          Fridays, that the -- you know, the pencil is
10
11
          getting sharper and sharper and sharper. I mean, I
          don't. --
12
13
               MR. MAGUIRE: And I --
14
               MR. WUELLNER: I completely get what you're
15
          saying.
16
               MR. MAGUIRE: I know you know. My last
17
          question. If we're going to -- if you think it's
18
          going to come out of 2.38, why don't we make the
19
          upper limit 2.38.
20
               MR. WUELLNER: Yeah, certainly you can do
21
          that.
22
               MR. MAGUIRE: And if it's pinching pennies,
          but it gets -- it gets to me the word to them we're
23
24
          not backing down.
```

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MR. WUELLNER: Very good. That's subject to

```
1 your motion.
```

- 2 CHAIRMAN GREEN: Right. Any other board
- discussion for right now? No? Okay.
- 4 MR. YOUMAN: Yeah. We've used Passero for
- 5 design and build for some projects in the past,
- 6 haven't we?
- 7 MR. WUELLNER: We've used them almost
- 8 exclusively design. We haven't done a design-build
- 9 actually since probably was the last terminal, to
- 10 be honest with you, and that was not a Passero
- 11 building.
- MR. YOUMAN: Oh, okay.
- 13 MR. WUELLNER: At that time, we -- we had a
- 14 little time ahead of it and we bid or did that as
- 15 a -- we went out and selected a general
- 16 contractor -- actually they served as the design
- 17 entity. That was -- used to be Fannin and Danis.
- 18 It's Danis Construction up in Jacksonville, and
- 19 they had that -- they used an independent design
- 20 firm to do it. We're going kind of the other way
- 21 with having a design company lead this versus the
- 22 contractor lead.
- MR. YOUMAN: How long have we had Passero?
- MR. WUELLNER: Over about ten years now.
- MR. YOUMAN: Have we ever had problems with

```
1
          Passero?
 2
               MR. WUELLNER: No.
 3
               MR. YOUMAN: They've always negotiated and --
 4
               MR. WUELLNER: Good honorable firm.
 5
               MR. YOUMAN: -- never had to -- okay.
 6
          That's -- that's all I want to get on the record.
 7
               MR. WUELLNER: That's why we like them.
               MR. YOUMAN: I know. That -- that's why I
 8
 9
          wanted it on the record in this discussion. Thank
10
          you.
               CHAIRMAN GREEN: Yeah. Any other further
11
12
          board discussion?
               MR. YOUMAN: Oh, one last question.
13
               The terminal was built originally with the --
14
15
          if the airline stopped and we knew they were never
16
          coming back, that it can be transformed into a
17
          hangar? Is that concept still there?
18
               MR. WUELLNER: It is not based on the built
19
          wall construction methodology. It would be very
20
          difficult to convert this building back to an
21
          aircraft hangar at that point.
2.2
               MR. YOUMAN: So then at this point in time, if
23
          they the --
```

MR. WUELLNER: We're just going to keep air

2.4

25

service.

```
1 MR. YOUMAN: -- airlines ever quit us and we
2 never have an airline and we -- we don't have a
```

- 3 fall-back for the building.
- 4 MR. WUELLNER: We would have to repurpose it
- or repurpose the building. We could look at design
- 6 alternatives at that point and see if it could be
- 7 converted. But it's not a fundamental of the basic
- 8 design at this point.
- 9 MR. YOUMAN: Okay. Thank you.
- 10 CHAIRMAN GREEN: Okay. Public comment, Reba?
- 11 MS. LUDLOW: I'll talk loud. I just have one
- 12 question, and that is -- and you just need to
- refresh my memory. Aren't we building on top of
- our -- thank you. Aren't we building on top of our
- 15 existing building now?
- MR. WUELLNER: Yes, ma'am.
- MS. LUDLOW: Okay. Okay.
- 18 MR. WUELLNER: It just adds to the perimeter
- 19 of it. --
- MS. LUDLOW: All right.
- 21 MR. WUELLNER: -- so it can be built before
- it's torn down.
- MS. LUDLOW: It got it. But you're not
- tearing down the inside, you're still using most of
- the inside, you're just building up and over it.

```
CHAIRMAN GREEN: No.
 1
 2
              MR. WUELLNER: Well, we -- we tear down the
 3
          exterior of the building. It's replaced with a new
 4
          exterior. But the interior of the building remains
 5
          almost largely intact.
 6
               CHAIRMAN GREEN: That falling apart tarp is
 7
          going.
 8
              MR. WUELLNER: Yeah.
 9
              MS. LUDLOW: That was it. Thank you.
               CHAIRMAN GREEN: Any other public comment?
10
11
                              (None.)
12
               CHAIRMAN GREEN: None? Okay. Up for a motion
1.3
          from the board.
14
               MR. YOUMAN: I make a motion that we accept
          the resolution as presented.
15
16
               CHAIRMAN GREEN: The recommendation on both?
17
              MR. YOUMAN: On both.
18
              CHAIRMAN GREEN: Is there a second?
19
              MR. BRUNSON: I'll second it.
20
               CHAIRMAN GREEN: Board discussion?
21
              MR. MAGUIRE: Yeah. I -- I would much prefer
22
          to see the 2.4 dropped down a little bit. So I
23
          don't know if I'm going to support this or not.
2.4
               CHAIRMAN GREEN: Okay. Any other board
```

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discussion? The only thing I can say having been

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somewhat privy to the conversations going on with
 1
 2
          that budget, I know Ed and Doug and Passero -- I'm
 3
          saying Passero (pronunciation) all the time -- have
          worked really hard to push our -- we pushed our
 5
          number down a lot to come into that 2.4. Having
          said that, obviously I understand your position, I
 7
          don't disagree with it, which is why we were
 8
          pushing so hard to come down. So...
 9
               MR. MAGUIRE: Let me clarify one more time --
               CHAIRMAN GREEN: Yeah.
10
               MR. MAGUIRE: -- a different issue.
11
12
               I have no doubt that Ed and y'all have been
13
          doing that. My position is as a board member --
14
               CHAIRMAN GREEN: Uh-huh.
15
               MR. MAGUIRE: -- not as an Ed member, okay? I
16
          think the board needs to show itself as being tight
17
          budgeted --
18
               CHAIRMAN GREEN: Uh-huh.
19
              MR. MAGUIRE: -- and that's my intent.
20
               MR. WUELLNER: Understood.
21
               CHAIRMAN GREEN: Yeah. Any further board
2.2
          discussion?
23
                              (None.)
2.4
               CHAIRMAN GREEN: Okay. There's a motion and a
```

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second to accept staff's recommendation. All in

- 1 favor say aye.
- 2 MR. BRUNSON: Aye.
- 3 MR. YOUMAN: Aye.
- 4 CHAIRMAN GREEN: Aye. All opposed?
- 5 MR. MAGUIRE: Aye.
- 6 CHAIRMAN GREEN: Okay.
- 7 MR. WUELLNER: Okay.
- 8 CHAIRMAN GREEN: Then it passes.
- 9 MR. WUELLNER: Very good.
- 10 PUBLIC COMMENT GENERAL
- 11 CHAIRMAN GREEN: Yeah. Okay. I think I'm
- down to public comment; is that correct?
- MR. WUELLNER: Yep.
- 14 CHAIRMAN GREEN: And Reba?
- MR. WUELLNER: Reba.
- MS. LUDLOW: Good thing I came today, is all
- 17 I've got to say.
- 18 All right. I misspoke when I was saying the
- park, the work on the park. It is the SAAPA nature
- 20 trail. So any park would not be associated with
- 21 our work out there.
- MR. WUELLNER: Thank you.
- MS. LUDLOW: We call it the nature trail. But
- that's our unofficial name. So we can't even
- unofficially talk about it being a p-a-r-k. It's a

```
1
          nature trail.
 2
               Also, I wanted to ask about the status of the
 3
          hangars, those old ratty port-a-ports, and what is
 4
          the number waiting list? How many people do we
 5
          still have on the waiting list for hangars? Ed?
 6
               CHAIRMAN GREEN: Ed?
 7
               MR. WUELLNER: 136 names on the waiting list.
               MS. LUDLOW: Pardon me?
 8
 9
               MR. WUELLNER: 136 names I'm told on the
10
          waiting list. We are -- we have one vacant
11
          port-a-port that we're going to be doing a little
12
          bit of work on to make it rentable here quickly.
13
               Otherwise we are pursuing as we've said
14
          several times additional grant funding with Florida
          DOT. It's programmed. So it will be about 18
15
16
          months, something like that till we are in the
17
          appropriate fiscal year to begin design on those.
18
               MS. LUDLOW: We're losing revenue.
19
               MR. WUELLNER: Everything we have is full, so
20
          I'm not sure how I'm losing revenue, but --
21
               MS. LUDLOW: Well, how many port-a-ports
22
          aren't -- aren't usable? Aren't three rows there,
```

MR. WUELLNER: Ten? We have ten --

MS. LUDLOW: Ten?

right?

```
1
               MR. WUELLNER: -- port-a-ports that are not
 2
          usable currently, that's correct.
 3
               MS. LUDLOW: Ten. How many are -- of the
 4
         port-a-ports are filled?
 5
               MR. WUELLNER: All tenable port-a-ports are
 6
          filled with the exception of the one that's getting
          a little bit of maintenance --
 7
               MS. LUDLOW: Of the one. Okay. Okay. So we
 8
 9
         have 21. I know I'm supposed to think of something
          else, but that's all I can think of at the moment.
10
11
         Thank you.
12
               CHAIRMAN GREEN: Okay. Thank you. Having no
1.3
         more -- oh.
14
               MS. LUDLOW: I need a copy of that -- I need a
15
          copy of the diagram and things for Grundy.
16
               CHAIRMAN GREEN: That terminal.
17
              MR. WUELLNER: Oh, sure.
18
                    AUTHORITY MEMBER COMMENTS
19
               CHAIRMAN GREEN: Okay. We're down to
         Authority Member comments. Mr. Maguire?
20
21
               MR. MAGUIRE: I have several. When's our next
22
         meeting?
23
               CHAIRMAN GREEN: December 7th, I believe.
              MR. WUELLNER: December 7th.
2.4
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MR. MAGUIRE: So we're not going to meet in

- 1 November.
- 2 MR. WUELLNER: Correct.
- 3 MR. MAGUIRE: Okay. I assume that everybody
- 4 now knows that Bob is gone?
- 5 MR. WUELLNER: Yes.
- 6 CHAIRMAN GREEN: Yes.
- 7 MR. MAGUIRE: Okay. And that's really going
- 8 to tie into my comments.
- 9 My comment -- and I'll paraphrase this. Ed
- and I have talked about this, so it's -- it's no
- big revelation to Ed. I believe that the board
- 12 needs to become more involved like it used to years
- 13 back in not only the strategic operation but in
- the -- the way the airport interfaces with the
- 15 county and the city and community, okay? All
- 16 right. And this all came about with the insurance
- issue, which I've -- again, I've talked to Ed
- 18 about, too.
- I was bothered by the fact that we transferred
- 20 our insurance policy from two local insurance
- companies to an out of the county company. And
- it's not predicated on whether the policy was good
- or bad, it was based on the issue that -- that
- 24 we're really here to support the community and do
- economic development and stuff like that.

1	And even though it was nothing more in the
2	bottom line of in terms of dollars of
3	transferring the commission out of county, it's the
4	fact that we've transferred our intent out of the
5	county. And we're really here to promote the
6	county. In this case, I believe we left two
7	insurance agencies in the cold, giving preference
3	to somebody outside and was it really necessary or
9	not.

I would like to see the commissioners get more involved in relationships between the airport and the community with respect to not only insurance but any other type of activity. We've got a couple of committees here, but there's no committee that talks about how we improve our relationship with —with the community, okay?

I've talked with the two insurance companies that were -- that were involved, and I've talked -- like I say this is nothing new to Ed. I want in the beginning of the year to redevelop that relationship and bring that insurance money back to the county. I want to look at other activity.

Now, Elkins is a big issue and we probably don't have the contractual capability internally to the county to do some of these projects, but -- and

1	I don't want to trade off safety and quality with
2	just staying in the county by any means. But I
3	really want to start pushing county community
4	relations enhancement on economic development.
5	Leading that into Bob Cox. Since Bob is not
6	here and we have to find a replacement, I don't
7	know what influence we can have when the Governor
8	chooses, but I would like to see a replacement
9	that's going to be aggressively and actively
10	involved in the board activities and its
11	relationship with the community. I don't know how
12	we can do that with with the Governor.
13	The so that's the insurance and Bob Cox.
14	We got an e-mail I guess it was this morning
15	from Tom what's his name? Did you get that,
16	Doug? Cindy? Yeah
17	CHAIRMAN GREEN: Tom Reynolds?
18	MR. MAGUIRE: Who? Tom Reynolds, who blasted
19	St. Johns Law. I don't know if you read it.
20	MR. BURNETT: No, I haven't seen it.
21	MR. MAGUIRE: He blasted you.
22	The first one or two comments was something I
23	felt, well, that's something that raises a question
24	we need we need to confirm that we are in good

standing and St. Johns Law is in good standing.

1	The next couple of comments were unnecessary
2	because it tried to say that because St. Johns Law
3	did things wrong with another agency, St. Augustine
4	Beach, that we really probably shouldn't trust
5	them. The last two comments I felt really defined
6	the whole letter. The guy hates your guts, okay?
7	Bottom line, it really was a personal attack,
8	uncalled for, and he was trying to use that as a
9	wrap-up, saying we need to get rid of St. Johns
LO	Law.
11	My only point here is I when somebody sees
12	something that they question, I want them to bring
13	it to us, the idea of have we renegotiated, have we
L 4	done the contracts right. When they start bringing
15	in outside agencies, hmm, that's questionable. But
L 6	when it's a personal attack, I throw it in the
L 7	trash can, okay? The last Number 9 and 10 were
L 8	personal attacks
L 9	CHAIRMAN GREEN: They were.
20	MR. MAGUIRE: and had no bearing on this
21	whole issue. And I wanted that in the minutes,
2 2	that Tom Downolds blow his whole argument with

that Tom Reynolds blew his whole argument with Number 9 and Number 10.

But it does bring a point. We do need to go back and look not only at St. Johns Law. Any

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24

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contract we have, we need to make sure they're up
to date and in good standing. So -- but that's my
only comment.

So I think as we go forward this new year, I
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would like to see some type of community involvement by all five of us, more and more.

And -- and I am going to jump into the insurance issue to see if we can't do something to -- on the insurance side. We may not be able to, okay? It may not be practical or logical or financially feasible. With Bob Cox gone, he contributed a lot over the years. We need to find somebody who's going to contribute.

My final comment is I started reading the policies and all of this stuff. What a headache reading this stuff. It's probably going to take me another three, four, five months just to get a handle on all of the policies.

19 CHAIRMAN GREEN: The insurance you're talking 20 about?

- MR. MAGUIRE: No, airport policies.
- 22 CHAIRMAN GREEN: Oh, airport policies.
- MR. MAGUIRE: Because, you know, I'm -- I
- haven't found strategies in there.
- 25 Here's our policy -- my initial cut was here

1	are all of the policies for these handling of
2	things. I haven't seen that big umbrella policy,
3	and I haven't seen a strategy that ties them all in
4	to meeting that big policy and goals. That's what
5	I'm trying to find.
6	So I'm not sure exactly what the ultimate
7	position of the airport is, you know. Where are we
8	going 10, 15 years down the road? But more
9	importantly how are we going to get there? So I
10	think we need to do some looking. That's it.
11	CHAIRMAN GREEN: Uh-huh. Okay. I'll just go
12	down. Mr. Youman, sorry, I lost my
13	MR. YOUMAN: I just have a little report from
14	the TPO.
15	I gave out the last page of their manual which
16	shows the FDOT projects under construction imminent
17	and their five-year work program for St. Johns
18	County. And it's broken down for all of the other
19	counties, also.
20	And in the last meeting they they didn't
21	cover anything that applied to the county itself,
22	but they re redistributed some monies that they
23	had left over from projects. And the north area
2 4	rail corridor study, they made a detailed

presentation on that and that involves new trackage

being designed and built through the --1 2 CHAIRMAN GREEN: Carl, can we just get you to 3 speak up a little? Thanks. MR. YOUMAN: -- through the JAXPORT air --4 5 through the airport and connecting CSX to CSX as a 6 shortcut for people out of downtown. And this is 7 going to make an explosive handling of containers 8 for JAXPORT because they're going to be able to go 9 directly into JAXPORT on CSX track, which is going 10 to enable the regional concept of trickle down to come to St. Johns County and the surrounding 11 12 counties. Because they were pushing all this --13 all these items now on transportation in the port 14 as a regional basis rather than Duval County, 15 St. Johns County, et cetera, et cetera, et cetera, 16 et cetera. And the regional concept that is being 17 expanded to improve St. Augustine and the airport. 18 Then there was a Nassau County transit study 19 presentation, and that's basically something to 20 copy the transportation program that was built 21 here, the St. Johns bus --

MR. WUELLNER: The Sunshine Bus?

23

24

25

MR. YOUMAN: Uh-huh. That St. Johns bus company is a project that is presented throughout the United States to local communities for the

1	planning and the project work that they did. And
2	then there was the North Florida TPO bicycle and
3	pedestrian studies. And that was it about the
4	meeting itself.
5	One thing I'd like to ask about is the
6	sustainability of the project that we had at the
7	airport, have we ever had another audit to see
8	if
9	MR. WUELLNER: We have not done one recently.
10	We're hopeful that after the first of the year
11	we'll have another JU intern that we can task with
12	that following up with the data.
13	But we continue to you know, for instance
14	in the terminal project, we continue to plug energy
15	efficiency and and we're changing out even the
16	method of lighting in there to lower energy forms

MR. YOUMAN: I'd like to make a comment about Mr. Maguire's comments about expansion and using local firms.

like LED and the like in there instead of sodium.

The board has always -- all of the members of the board that I remember in the last going about six years, that's the first question that's asked on these projects --

25 CHAIRMAN GREEN: Uh-huh.

1	MR. YOUMAN: is local participation. We're
2	heavy on that. And it has to be a very, very,
3	very, very, very good reason to put projects and
4	contracts out of county.
5	CHAIRMAN GREEN: Okay. Thank you.
6	Mr. Brunson, any comments?
7	MR. BRUNSON: I have nothing because the EDC
8	has kind of been inactive and I've been busy and
9	but I agree with Bruce on some of these things,
10	some of I think Ed and I talked about trying to
11	be more involved. But, things change.
12	I'm so busy now, I'm not giving as much to the
13	Airport Authority as I wish I could. I'm hoping
14	this will change, that I can do some of the things
15	you're talking about. And in previous years when
16	I've been on the board, I've gone out and given the
17	PowerPoint presentations and been involved in the
18	community and they were interested.
19	I think things are going so good that people
20	don't is not as interested in what we're doing.
21	They just know we're doing good because we're not
22	taxing them. And we know the airport is trying to

And I agree with dealing with local people, but sometimes if they don't have the product that

get more general aviation, and that's a good thing.

23

24

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we need, then that's the statement that you may
there's got to be a good reason. And if they can't
provide the product, then we have to go somewhere
else.
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- 5 But that's the only comments I have, Madam 6 Chairman.
- 7 CHAIRMAN GREEN: Okay. I only have a couple,
 8 too. And I -- I've been on and off this board for
 9 the last 15 years, so I understand about we try to
 10 look local first, there's no question. We've
 11 looked hard.
- 12 I came in at the end of the insurance, I wasn't involved in it, but I understand how much 13 14 work was done. Safety was a very big reason of 15 what could be provided. If somebody local can come 16 up and provide that and cover all of the angles 17 that we're required to under -- now you're going 18 back to policy, I think that would be great. But 19 we do try and look locally first, there's no 20 question.
- I'm on the other end of what Mr. Brunson said.

 I actually have more time now since I have no more

 children left at home. So I -- they always return,

 I hear.
- MR. BRUNSON: I wasn't --

1	CHAIRMAN GREEN: I'm active in the aerospace.
2	I'm actually going down to the school quite often.
3	I personally because of my firm am still involved
4	in EDC. I've always spoken twice at Nease and
5	Ponte Vedra High School on behalf of women in
6	business and how to get involved politically in
7	your community, which means the airport or local
8	governments. And I've also met and given some
9	other speeches and whatever I can with regards to
LO	airport running for an office, which is what kids
11	don't know about, but that could be any type,
12	commissioner or what have you.
13	And I'm planning, I've been trying to have
L 4	more meetings with Ed, not that he wants to see me
L 5	all the time, but to get more involved and know
16	what's going on at the airport. So I'm actually
L 7	trying to do the opposite.
L 8	We did not have an aerospace meeting. We're
L 9	looking for a chairman. I did not volunteer. But
20	they're looking for someone to set up the meeting.
21	Cindy, do you know when the next one is?
22	MR. WUELLNER: I want to say next week.
23	MS. HOLLINGSWORTH: I want to say next week.
2 4	MR. WUELLNER: Next Wednesday may? Does that

sound right? I want to say next Wednesday.

```
MS. LUDLOW: They're just doing busy doing
 1
 2
          their NSAs internal.
 3
               CHAIRMAN GREEN: Right. Because I didn't have
          that. They usually send me an e-mail.
 5
               MS. LUDLOW: Yeah, they stay in touch with me
 6
          everyday.
 7
               CHAIRMAN GREEN: Okay. So anyway, then our
 8
          next meeting here is December 7th at 4:00. We will
 9
          not have a November meeting due to the holiday
10
          shortness in there.
11
               MR. YOUMAN: Can -- can I make one more
12
          comment?
1.3
               CHAIRMAN GREEN: Briefly, yeah.
14
               MR. YOUMAN: On the insurance issue, we looked
15
          into the specifics and even had the local people be
16
          involved because the airports have specific
17
          liability issues that they weren't able to handle
18
          properly or something to that effect. Is that
19
          correct?
20
               MR. WUELLNER: Correct. And -- and as
21
          Commissioner Maguire mentioned, we've talked at
22
          least at a very high level about how to perhaps
23
          resolicit, for lack of better words, or package
2.4
          this where it makes more sense and perhaps we --
```

we've got a door open that allows all our needs to

- 1 be met in in a more local manner.
- 2 Keeping in mind -- and he'd echo because I'm
- 3 going to say exactly what I told him for the most
- 4 part. You know, we're really talking about the
- 5 impact on the insurance is really limited to
- 6 essentially the premium. Because regardless of who
- 7 we buy insurance through, it -- that is
- 8 underwriting cost and is going somewhere else.
- 9 MR. YOUMAN: Right.
- MR. WUELLNER: And that is what it is.
- 11 What we're looking for is the professional
- 12 services part of making sure that we are adequately
- 13 covered and our insurance purchases are made
- fiscally responsible and make -- make sure the
- airport is adequately covered in all regards.
- 16 That's a professional services question.
- 17 So I -- I think the approach that we're going
- 18 to openly discuss and try to formulate ahead of the
- 19 renewal this next year is how to go out and find
- the firm or firms, however this plays out, that
- 21 can -- can provide this service and make sure that
- 22 all of those needs are met by underwriters of
- various types and sizes all over. So I think we're
- on a good track mentally in how to move that --
- MR. MAGUIRE: Yeah.

1	MR. WUELLNER: that specific issue. I did
2	want to if you'll indulge me a second, and Doug
3	can jump in on it.

But I know very recently that we -- the

Supreme Court has ruled, the Florida Supreme Court,

you know, we really have to be very careful in how

we approach local contracting, especially with

regards to giving local preferences, and we have to

be very careful with how that's solicited and

structured, because the court was very clear that

you are not allowed to create local preferences and

award simply because they're local. So they're

going to have to -- and I know you know that.

MR. MAGUIRE: Yeah.

MR. WUELLNER: They have to remain competitive and be able to provide what we're after. And I know you know that and you're going that direction.

MR. MAGUIRE: You're right. When I was a commissioner, we had the same issue at the county level. And a couple of times, depending on how you sent out the request for proposals, they would give you a slightly better point system if you were local, you know, bang, bang, and if you're local, here's a few extra points.

MR. WUELLNER: Right.

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1 MR. MAGUIRE: But the bottom line, it always
2 came down to number one was safety first, quality
3 second, and financial third.
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- 4 MR. WUELLNER: Sure.
- MR. MAGUIRE: And those were the three big

 criteria. And if you met those three and you were

 number one, then it really didn't matter. But if

 you were tied with somebody else and it was just -
 I mean, just this much difference, and quality

 sometime is subjective not objective.
- 11 MR. WUELLNER: Especially with professional services.
- MR. MAGUIRE: Yes. And so when it boiled down
 to it, if you met those three criteria, then you
 picked the local guy that matched you on it. And
 that's the --
- 17 MR. WUELLNER: Yeah.
- 18 MR. MAGUIRE: You don't go local first and 19 then the quality, et cetera.
- 20 MR. WUELLNER: I just -- I -- you know, as 21 staff, we try to keep you out of trouble, so --
- MR. MAGUIRE: Yeah.
- MR. WUELLNER: -- we get the message. We want to do it local, too. We always have. And I think if you look at our 20-year history -- nearly

1	20-year history since I've been here, it's a
2	that's the way we want to go where possible. But
3	they still have to meet the requirements.
4	CHAIRMAN GREEN: Okay. Our next meeting
5	December 7th at 4:00. We're adjourned.
6	(Meeting adjourned at 5:11 p.m.)
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1	REPORTER'S CERTIFICATE
2	
3	STATE OF FLORIDA)
4	COUNTY OF ST. JOHNS)
5	
6	I, JANET M. BEASON, RPR-CP, RMR, CRR, certify that
7	I was authorized to and did stenographically report the
8	foregoing proceedings and that the transcript is a true
9	record of my stenographic notes.
10	Dated this 23rd day of October, 2015.
11	
12	JANET M. BEASON, RPR-CP, RMR, CRR
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