## ST. JOHNS AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room B

4730 Casa Cola Way

St. Augustine, Florida

on Monday, August 22, 2022

from 4:00 p.m. to 7:06 p.m.

## BOARD MEMBERS PRESENT:

BRUCE MAGUIRE, Chairman SUZANNE GREEN JUSTIN MIRGEAUX REBA LUDLOW ROBERT OLSON

## ALSO PRESENT:

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

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

JANET M. BEASON, RPR, RMR, CRR St. Augustine Court Reporters 17 Pacific Street, Suite B St. Augustine, FL 32084 (904) 825-0570

1	I N D E X	
2		PAGE
3	PLEDGE OF ALLEGIANCE	3
4	MEETING MINUTES	3
5	FINANCIAL REPORT ACCEPTANCE	4
6	AGENDA APPROVAL	5
7	STAFF REPORT	8
8	BUSINESS PARTNER UPDATES	11
9	BUSINESS ITEMS	
10 11 12	Strategic/Business Plan Update T-Hangar Development Update ARFF Options FY2022-23 Prelim Staff Budget Presentation Modern Aero Lease Status	12 31 73 91 93
13	PUBLIC COMMENT - GENERAL	167
14	AUTHORITY MEMBER COMMENTS AND REPORTS	165
15	ADJOURNMENT	171
16	REPORTER'S CERTIFICATE	172
17		1,2
18		
19		
20		
21		
22		
23		
24		
25		

1	PROCEEDINGS
2	CHAIRMAN MAGUIRE: Okay. Suzanne, will you
3	lead us in the Pledge?
4	MS. GREEN: Sure.
5	(Pledge of Allegiance.)
6	MINUTES & FINANCIAL REPORT
7	CHAIRMAN MAGUIRE: All right. Looking at the
8	minutes and the financial report, does anybody have
9	any modifications to the minutes?
10	MR. OLSON: No.
11	MS. GREEN: No, sir.
12	CHAIRMAN MAGUIRE: None?
13	MS. GREEN: No, sir.
1 4	CHAIRMAN MAGUIRE: Okay. They will be
15	accepted as they were presented.
16	How about the financial report?
17	MS. LUDLOW: I've got
18	CHAIRMAN MAGUIRE: Any comments or questions?
19	Okay.
20	MS. LUDLOW: I'm sorry, I jumped
21	CHAIRMAN MAGUIRE: Before I get there because
22	we know she is.
23	(None.)
24	CHAIRMAN MAGUIRE: Okay. Go ahead, Reba.
25	MS. LUDLOW: I I don't have a a question

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about that; I just jumped to agenda approval.
 1
               CHAIRMAN MAGUIRE: Oh. You don't have --
 2
              MS. LUDLOW: I was so happy to be back, you
 3
 4
          know, I just --
 5
               CHAIRMAN MAGUIRE: Okay.
              MS. LUDLOW: -- jumped right in there.
 6
 7
               CHAIRMAN MAGUIRE: Financial report will
          stand.
 9
              MR. OLSON: I have --
10
               CHAIRMAN MAGUIRE: Yes, sir. Do you have
11
          something?
               MR. OLSON: I just want to observe that we're
12
13
         nicely ahead on fuel flowage income for the
14
         Authority beyond what was anticipated in the
         budget. It's significant. So -- and that's not
15
16
         related to fuel pricing because it's per gallon,
17
         not -- unfortunately.
18
               CHAIRMAN MAGUIRE: Uh-huh.
19
              MR. OLSON: So that's very good. I'll just --
20
               CHAIRMAN MAGUIRE: Okay.
              MR. OLSON: I'll make that observation from
21
22
         our financials.
23
              MS. GREEN: We're ahead on a lot of them.
2.4
              MR. OLSON: Pardon?
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MS. GREEN: We're ahead on a lot of things

1 there. 2. CHAIRMAN MAGUIRE: A lot of things. 3 MS. GREEN: Yeah. 4 CHAIRMAN MAGUIRE: And I saw expenses went up 5 but not as much as revenue went up. 6 MS. GREEN: Right. 7 CHAIRMAN MAGUIRE: That was nice. 8 AGENDA APPROVAL 9 CHAIRMAN MAGUIRE: Okay. Agenda approval. Anybody want to add/delete to the agenda? 10 11 MS. LUDLOW: Yes. I would like to have the conference center discussion added. It was added 12 13 preliminarily and it's been removed, and I think that's a very big thing that needs to be discussed. 14 CHAIRMAN MAGUIRE: The conference center. 15 16 MS. LUDLOW: Yes. MR. WUELLNER: Mr. Chairman, we're not 17 18 prepared to talk about that today. It was a next 19 item -- next month's meeting item already. 20 MS. LUDLOW: Pardon? 21 CHAIRMAN MAGUIRE: Okay. You're not prepared 2.2 to talk? 2.3 MR. WUELLNER: No. We're not -- we're not 2.4 prepared to talk about the policy; didn't even 25 bring a copy with us.

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1 CHAIRMAN MAGUIRE: Okay.
2 MS. LUDLOW: Oh, we have one. I have one.
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- 3 Also --
- 4 CHAIRMAN MAGUIRE: Well, wait a minute. Back
- 5 up now. If staff is not prepared --
- 6 MR. WUELLNER: It was already planned to be on
- 7 the agenda next month.
- 8 CHAIRMAN MAGUIRE: Next month. Okay.
- 9 MS. LUDLOW: Well, the preliminary one I
- 10 got -- yeah, you're right -- from Cindy, it did
- 11 have it on it.
- 12 CHAIRMAN MAGUIRE: But there's not -- did
- 13 anybody get --
- MR. WUELLNER: I don't think so.
- 15 CHAIRMAN MAGUIRE: -- a copy of any report on
- the conference center?
- MS. GREEN: No.
- MR. MIRGEAUX: I'm not aware.
- 19 CHAIRMAN MAGUIRE: Okay. Then we'll wait till
- 20 next month.
- MS. LUDLOW: Okay. I have one more.
- 22 CHAIRMAN MAGUIRE: Go ahead.
- 23 MS. LUDLOW: I think I would -- I think it
- 24 would be proper to Robert's Rules that we need to
- add old business as a category and in front of the

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business items because then we can get an update on
the projects every month.
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The projects -- because what's happening is

that we talk about them last -- or talk about them

this month and then we have another meeting and we

never talk about them again. So I think we should

have old business.

CHAIRMAN MAGUIRE: Okay. Does anybody have

any conflict with -- with having old business?

MR. MIRGEAUX: I -- I agree. It's -- actually

it's in line -- I don't have a conflict. I agree

13 CHAIRMAN MAGUIRE: Oh, that's what I mean.

14 Conflict?

12

with --

15 MS. GREEN: No, no conflict whatsoever.

16 CHAIRMAN MAGUIRE: I don't have a problem with
17 that.

MS. LUDLOW: Thank you.

19 CHAIRMAN MAGUIRE: We'll do that.

20 MS. GREEN: Just as long as we know what's on 21 there ahead of time so staff is prepared if 22 something else comes up.

23 CHAIRMAN MAGUIRE: Well --

MS. LUDLOW: Exactly.

25 CHAIRMAN MAGUIRE: -- that's going to be the

1	issue
2	MS. GREEN: Yeah.
3	CHAIRMAN MAGUIRE: is staff has to know
4	what old business is going to be discussed. And
5	you'll probably end up having to talk to the
6	chairman as it goes forward so the chairman can be
7	apprised and between the two of you figure out so
8	we don't leave anything off, okay?
9	MS. LUDLOW: Thank you.
10	CHAIRMAN MAGUIRE: Anything else?
11	MS. LUDLOW: No, that's it.
12	CHAIRMAN MAGUIRE: Okay. Any other agenda
13	approval items?
14	(None.)
15	CHAIRMAN MAGUIRE: Okay. Otherwise that, the
16	agenda will stand as accepted as is.
17	STAFF REPORT
18	CHAIRMAN MAGUIRE: Jump into staff report.
19	Ed?
20	MR. WUELLNER: Just a couple of items to
21	mention.
22	The terminal access road or terminal entrance
23	road phase one is complete, as you know. Phase two
24	is out for bid currently. It will be opened on
25	September 22nd, the bids for that.

As far as other projects, Taxiway B, we -- we were told by FAA the other day that to expect a grant by the end of August at this point. They also confirmed that we'd be able to just go ahead and execute that and bring -- and get it back to them by the 8th of September.

I told them that our -- our policy up to this point was we accept those grants and then we ratify them at the following meeting. So it should be -- it should be just consistent with what we normally do.

Fencing and gates, looks like it's not competing for funding at this moment, but given the number of programs and the number of things out there on the FAA side, not just the AIP program, we — we stand hopeful that over the next several months something will free up there for that project. Otherwise, it's already a programmed AIP project for next year. So, either way, the project is — will go forward here shortly.

CHAIRMAN MAGUIRE: Okay.

MR. WUELLNER: Strategic business plan, just up -- my portion of this is just to update you that the FDOT grant has been executed now. So that any work effort at this point can be matched with DOT

- dollars, FDOT dollars.
- 2 And lastly, just to bring you up to date, the
- deputy director search is underway full blown now.
- 4 The -- it's out and advertised and ADK, your firm
- 5 handling that, is accepting application packages at
- 6 this point.
- 7 As of Thursday or Friday, they already had
- 8 nearly 40 application packages received, and that
- 9 remains open for another several weeks at least.
- So we'll update you that. We do not currently have
- access to those applications, but I would expect by
- 12 the end of this week, we'll begin to be able to see
- those.
- 14 CHAIRMAN MAGUIRE: Okay. Where do -- where do
- we advertise in that?
- MR. WUELLNER: They actually advertise -- they
- 17 have a website and -- as well as an extensive,
- 18 something like 40,000 e-mail addresses that they --
- 19 they have corporately.
- 20 I've seen it in AAAE already. I've seen it in
- 21 ACI. I've seen it in FAC. I've seen it in
- somewhere else just the other day. But it's also
- 23 (phone interruption) -- Kevin tells me it's being
- picked up by private job searches that they're
- picking up those jobs as available, too. So it's

out there pretty broadly right now. 1 2. MS. GREEN: I've seen it come over on some of 3 the e-mails we get from --4 MR. WUELLNER: There you go. 5 CHAIRMAN MAGUIRE: Okay. Since I violated my rule, everybody turn off their telephones. Okay. Is that it? 7 MR. WUELLNER: Yes, sir. 9 BUSINESS PARTNER UPDATES 10 CHAIRMAN MAGUIRE: All right. Let's go to the business partner updates. 11 12 County Commission Henry Dean is not here 13 today, so Atlantic Aviation? 14 MS. HARTMAN: We're good. CHAIRMAN MAGUIRE: Pardon? 15 16 MS. HARTMAN: No comment, we're good. 17 CHAIRMAN MAGUIRE: No comment? Okay. Jaime 18 Topp. I have -- did I get something from you --19 MR. TOPP: Well, I --CHAIRMAN MAGUIRE: -- for the SAAPA? 20 21 MR. TOPP: Yeah, at the end of the meeting, 2.2 I'll talk. 23 CHAIRMAN MAGUIRE: Okay. So is there a 24 representative from the Pilots Association?

MR. RIERA: No, sir, I don't have anything.

1	CHAIRMAN MAGUIRE: You don't have anything?
2	Okay. Mr. McKendrick, National Guard (sic),
3	anything?
4	All right. Mr. Doug Burnett, I understand you
5	have something you want to discuss.
6	MR. BURNETT: No, sir. I'm just going to
7	speak on one agenda item when we get there today.
8	CHAIRMAN MAGUIRE: Okay. Okay. Sounds good.
9	Let's go to the next issue, strategic business
10	plan.
11	STRATEGIC BUSINESS PLAN UPDATE
12	MR. WUELLNER: I think Mr. Olson might have a
13	few opening comments to that.
14	CHAIRMAN MAGUIRE: Okay.
15	MR. OLSON: Well, thank you, Ed. I just I
16	guess I'd like to say that I think we have really
17	one of the top firms available to do it and to work
18	with us on the business plan.
19	You'll see in the presentation that it's being
20	scheduled to be completed over a nine-month period.
21	And I was sort of reflecting on that, and I think
22	it's very positive because it will both engage this
23	board and give this board an opportunity to input
24	into the plan, but it will it will also be
25	not be completed under this board or this

composition due to the elections, so it will have 1 2 the opportunity for input from whatever board this 3 looks like after the beginning of next year, also. 4 And I think that's really good because it will 5 have both the sort of perspective of -- of people here now and the buy-in from who will be here next year. So I think it's --7 8 CHAIRMAN MAGUIRE: Okay. MR. OLSON: -- very good timing, actually. 9 CHAIRMAN MAGUIRE: Is that all? 10 MR. OLSON: Oh --11 12 MS. LUDLOW: Are you going to introduce the --13 CHAIRMAN MAGUIRE: Who's talking about it? 14 MR. OLSON: -- yes. Remy is the lead, has been the lead. We've 15 16 had very good sessions with him working through 17 the -- the plan -- the plan to plan, and he's got 18 some slides. So, Remy, fully introduce yourself 19 and your partner and your firm and have at it. 20 MR. LUCETTE: Thank you, Bob. Can you hear 21 me? Is this working yet? So Remy Lucette with 22 Ricondo & Associates. I've been with this -- with 23 this firm for just over 15 years. 24 We're an airport planning firm. That's --

that's all we do, airport planning services,

1	ranging from financial planning to environmental to
2	just master planning services, but also internal
3	facility planning, airport support facility
4	planning, and we also do strategic plannings for
5	airports.

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Our office is in Miami, Florida. We're headquartered in Chicago, Illinois. And for this project, we'd like to thank Mr. Olson for reaching out to us. We met with Mr. Olson in Orlando. I think we had a great meeting where he explained to us that the St. Johns County Authority was looking to prepare a strategic business plan for the airport.

So we talked about the scope a little bit and I think we -- we came to an agreement that it would be beneficial for the Authority, both for the board and for airport staff, to prepare a strategic plan. So I will be assisted for this project by Ryan Lenda. Ryan, if you want to introduce yourself.

MR. LENDA: Good afternoon. Ryan Lenda with Ricondo & Associates. I've been with Ricondo for probably going on about six years now and about 18 years in the industry. I'm also a private pilot.

MR. LUCETTE: Thank you, Ryan.

And we are -- we're just at the beginning of

this effort, so today we would like to introduce a little bit of the strategic business planning process. Here if you have any questions about the plan that we are -- we're getting ready to kick off, and if there are any questions, we'll be -- we'll be happy to answer those questions.

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So the reason I think Mr. Olson found us is recently we prepared a couple of both strategic plans, but also business plans for general aviation airports in Florida.

Back in 2008/2009, we worked with the Airport Cooperative Research Program, ACRP, to prepare a guideline for the preparation of strategic plans for commercial and general aviation purports. At the time, a lot of airport staff would bring up to the ACRP that they were missing a tool in their — in their toolbox of plans that exist for airports.

We'll go over those different plans a little later, but generally speaking, the ACRP which falls under the TRB, the Transportation Research Board, agreed that we -- airports should have access to a plan that allows them to integrate the different plans that -- that they usually prepare and that got funded both by state governments and by the federal government. And the -- the strategic plans

1	and some guidance for strategic planning was born
2	out of this out of the discussion between the
3	different entities

So why -- why do we do a strategic business plan? And I'm just going to highlight some of the key benefits of strategic planning at airports, and in this specific case, it's really strategic business planning. It's -- it's going to be marrying the strategic plan with some business planning items.

So the way we see it, it's really a tool both for the airport staff to manage the day-to-day operation of the airport by providing some -- some day-to-day guidelines in terms of priorities, but it's also a tool that's available to the board of the airport to understand what should be the priorities for the airport.

There are a lot of competing interests in an airport and there's a lot of competing priorities. So through the process, we try to meet with the different groups that make an airport and understand, you know, how — how to best move the different projects at the airport to benefit most of the users. So it will provide some guiding policies for airport staff and for the board.

It also helps sometimes to have a a common
focus on the different initiatives. This is
this is going to be a process where we engage with
various stakeholders, external stakeholders,
internal stakeholders to the airport. We'll engage
with the board and with airport staff.

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And really what we want to get out of it is understanding the full perspective on the different — the different initiatives that those groups would like to work on and try to bring that together, and working with the board, we'll go through processes to prioritize those different projects. Thank you.

So, as I mentioned, this -- this one's a -- is a variation of a strategic plan because we're going to be integrating some business planning metrics and a strategic plan. Those two can -- can be prepared as stand-alone plans, but we've also seen a lot of airports benefit from having a business plan integrated with a strategic plan.

The reason they do that is financial self-sustainability is very important usually for the local airport staff, but it's also something that the FAA will look into. Every once in a while, I'm sure this staff has discussed it with

1 FAA before.

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So in 2020, the airport completed its

master plan. The master plan included an outreach

to the different airport groups, and it really

focused on the infrastructure of the airport. The

strategic plan and the business plan will go a

little further. It's going to build off of that

plan.

As part of the strategic plan, we can look at airport resources. Does the airport have the resources it needs to complete the project that are in the strategic plan? It's going to be looking at priorities for airport development.

The master plan often looks at projects with triggers and that are very often demand driven.

The strategic plan can help bring a little -- bring a little bit of color to that. Not everything is necessarily driven by the demand. Sometimes there's a project that come up as having a high priority because of X, Y, and Z. So this is something the strategic plan can discuss both with the stakeholders and with airport staff.

Something that we found beneficial in the strategic plan as well is that by bringing the different opinions and thoughts on the projects, we

1	try to get some consensus on on the future for
2	the airport. It's not always going to have all the
3	projects going to be a consensus for everyone, but
4	we really try to provide a roadmap that the
5	different groups have had a chance to provide some
6	input on.

So, as I mentioned before, you see that the bottom three plans here on this list -- the master plan, capital improvement program, and then the business plan -- these plans have existed for a long time at airports.

And when we spoke with the ACRP group and with TRB back in 2006/7, the strategic plan was brought up as essentially a plan that would go hand in hand with the master plan but that would address the different items that are not typically included in a master plan.

The master plan is very development-focused and it's all about implementing capital projects. The strategic plan is going to look at those capital projects and add a layer of color on those plans as you wish. Just like the master plan, a strategic plan is going to have a long outlook. It's going to be a 20-year outlook.

Now, the actions that are going to be in plan

are not good for 20 years. In order to prepare the actions, we need to have a long-term vision for the airport, but those actions are probably going to have a two- to five-year horizon. So every so often, the actions that are included in the strategic plan will need to be revisited. Some airports do it as an internal workshop with their board and sometimes it's an update to the strategic plan.

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So, as I mentioned, out of this plan, that — the outcome of the strategic plan will slowly feed into the CIP if anything needs to change in the capital improvement program, and it will also provide some guidelines for the airport staff to prepare their annual budget and to update their business planning actions.

So, something that we wanted to bring up early on -- again, we have not started the process, but understanding what is going to make this plan an effective plan. If we make a plan that does not serve its purpose, does not help the airport staff and the board to -- to achieve their mission, then it's not a plan that's really -- that you get all the benefits from.

So, early on in the process when we come back,

1	and we'll meet with the board and with some
2	stakeholder groups, we'll want to talk about the
3	key outcomes that the different interests have in
4	this plan, understanding what will make this plan a
5	successful plan in their view.

We will be engaging with stakeholders through the process. We'll start as early as possible.

It's not going to be immediately when we start the plan because we have some data that we need to review, some — both some development data and data on the airport finances, to understand how the development of the airport is being currently perceived. But soon after we start, we'll start reaching out to the different groups.

Coming out of the strategic plan, there will be an action plan. The action plan is essentially a subset of the full strategic business plan.

It's -- it's almost like a worksheet. And that's something that we'll spend time working on with the strategic planning team, the core team of the plan, to talk about how does this -- how do these actions get implemented here at the airport? Who can take the lead on this?

Sometimes it's going to be -- it could be the board. Sometimes it's going to be the airport

1	staff. Sometimes some external stakeholders may
2	have input on some of those actions. So this is
3	also something that we'll make sure is included in
4	the plan. It's not necessarily just airport.

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All of these actions, we'll want those actions to be actions -- that that are realistic, that can be achieved. We're not necessarily interested in creating actions that cannot be completed by the airport staff or by the board if it does not really serve their purpose.

As I mentioned, the actions coming out of the strategic plans are not going to be 20 years out.

It's typically going to be two to five years, so they are fairly short-term actions.

And with that, I'll let Ryan take over.

MR. LENDA: Thank you, Remy. And thank you again to the board for the opportunity to present for you today.

I just want to give a quick 50,000-foot overview of our scope of work for the strategic plan business plan. It's comprised of about eight different tasks, the first task really being the most important task of it that Remy had mentioned, and that's that stakeholder engagement piece of it. The plan is to engage not only the board but also a

1	strategic planning group as well as other
2	stakeholders such as airport tenants and lessees
3	throughout the process.

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Following that, we'll do a managerial environmental assessment. It's really to assess the existing conditions of the airport, how the airport exists today. And that will roll right into the next task, the mission vision and values for the airport.

We'll go ahead and confirm and/or update those based on the unique conditions of the airport. And really we want to answer three questions: How the airport provides service today, how the airport can provide service tomorrow, and as well as provide service through the foreseeable horizon.

Following that, we'll do some benchmarking.

We'll compare the existing airport to other

airports, peer airports of -- of similar size as

well as operations, and then we'll prepare an

airport -- some airport development scenarios that

are really tests that identify mission and values

to -- to different scenarios.

Then we'll really enter into the second phase of the business plan. We'll do some strategic initiatives and objectives based on the identified

1 scenarios from task number four.

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Following that, we'll roll it all together into an action plan. And that's really based on all of the other tasks previous to it, and that really provides the roadmap for the business plan moving forward.

Coordination and communication kind of goes hand in hand with the stakeholder engagement. That will occur throughout the business plan process.

And then we'll summarize it with the final deliverable at end of the business planning process.

So stakeholder engagement, can't really stress it enough that is the most important part of the process. And the reason why, we want to make sure that all vested stakeholders are on board specifically with the alignment of any revised or confirmed vision and goals. And that will lead into the assignment of long-term objectives which will then guide our recommendations.

So, overall we anticipate about a nine-month schedule with -- with stakeholder engagement throughout that process, not only again with the stakeholder engagement team, but also with you, the board, and that -- and that strategic planning

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1
         group.
 2
               So, then next steps. Really next steps is to
 3
          finalize the paperwork with Passero and then we'll
         develop the project schedule, complete with all the
 5
         milestones for that schedule, and then schedule a
         kickoff meeting with the strategic planning.
               MR. LUCETTE: So, I don't know if we should
 7
          answer questions now or later --
 8
 9
               CHAIRMAN MAGUIRE: Okay. Any questions of
10
         Ricondo?
11
              MS. LUDLOW: Are you Remy?
12
              MR. LUCETTE: Yes.
13
              MS. LUDLOW: Okay. First --
14
              CHAIRMAN MAGUIRE: Microphone.
              MS. LUDLOW: I'm sorry?
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16
               CHAIRMAN MAGUIRE: Microphone.
17
              MS. LUDLOW: Oh, I'm sorry. And this is a
18
         valid question. First, you better learn how to say
          "Passero."
19
20
               CHAIRMAN MAGUIRE: Thank you. Any other
21
          comments or questions?
22
               MS. GREEN: I just have one question. Ed,
23
         with our budget, was this focused in our budget --
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              MR. WUELLNER: Yes.
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              MS. GREEN: -- the $224,000?
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MR. WUELLNER: Yes, ma'am. 1 2 MS. GREEN: I just wanted to make sure that 3 was within what we had talked about. MR. OLSON: It's 50/50 with the State --4 5 MS. GREEN: I understand there's a --6 MR. OLSON: -- FDOT. 7 MS. GREEN: Right. I just wanted to make sure the total was about right. 8 MR. OLSON: I'm wondering if you might be able 9 10 to talk about some of your stakeholder --11 anticipated ways that you might be engaging 12 stakeholders. 1.3 I think we have a number of people in the room 14 today that will probably be very interested in knowing how they -- how they can input into the 15 16 advancement of the plan. 17 MR. LUCETTE: Absolutely I can do. Great 18 question. 19 So what we've done usually in the past is for 20 the stakeholders, including here, it's a fairly 21 large group, so we do a couple of things. The very 2.2 first thing is, there might be some online surveys 23 that we distribute to collect as much feedback as

we can from people who may not be able to join us

for working meetings. That will be one -- one way

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that's usually fairly effective to get a lot of
feedback in a short amount of time.

And then second, we will be holding some working meetings with stakeholder groups. Again, we're going to have to break the stakeholders into different groups to make those meetings as effective as possible. The — the composition of those groups is something we're going to be working with the strategic planning team on defining what will make those groups as efficient as possible.

The meetings with the groups will be mostly the same, so it's not — it's not going to be different meetings for different groups. We want to hear about the same type of information from all of the different groups. We just want to reduce the size of the groups to get as much feedback as possible during those working sessions.

Typically what we'll do is we're going to be working with the planning team to get some -- to collect some data in the first two -- two month maybe of the process, understanding what's been done, what are the projects that are coming in under the capital program, reviewing what's being done in the master plan, and making sure we understand how the master plan arrived at the

conclusion they included in the plan, and then

we'll have to meeting with the -- the stakeholder

groups.

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So the stakeholder groups meetings will be important because that feedback will be rolled into the definition of the strategic initiatives and the objectives when we discuss it with the board. So we'll be meeting with the stakeholder groups.

We'll be getting some of that feedback. We'll summarize it so that when we meet with the board, the board has a full perspective on the feedback that's been provided and we can talk about again how the different strategic initiatives should be prioritized for the airport.

Once we've done this part -- I mean, the board workshop will be public. But once we've done that, we will also do a follow-up with the stakeholders and understand how some initiatives may or may not align with what was discussed and get some more of that feedback. So that's roughly what we're expecting the -- the engagement to be.

In addition to that, we will be coming to this board to provide some briefings at the end of each task. So there is I think five briefings that are included. So almost every month, maybe with a

1	couple of months that we skip, we'll be here
2	speaking with the board and answering comments as
3	well.

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MR. OLSON: And, Remy, when will this board be -- need to open up its calendars and look for -- look at when the board workshop kickoff gets started?

MR. LUCETTE: So let us look into the schedule. I think we want to review the schedule.

We -- I need to finalize everything for the onboarding.

We're anticipating one workshop here in the fall, the first workshop. That first workshop is going to be talking a lot about mission, vision, values, and we're going to start talking about priorities, but it won't be initiatives just yet.

So we'll have this first workshop with the board. Then we'll go and meet with the different stakeholder groups. And then we'll come back once we have that input and the benefit of the first workshop to meet again with the board for a second workshop, so a hands-on workshop. Most likely a half day workshop, three hours or so, to talk about the definition of initiatives, objectives, and sometimes even starting to talk about some of the

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actions that could fall under those different
 1
 2.
          initiatives.
 3
               CHAIRMAN MAGUIRE: Okay.
 4
               MR. LUCETTE: So it's a nine-months process.
 5
          We do want to get some feedback in the first
          three-, four-month because that's going to start
          driving where we spend our time in the second half
 7
          of the project.
 9
               CHAIRMAN MAGUIRE: Okay. Good. Any other
10
          questions?
              MS. LUDLOW: Where are you located physically?
11
12
              MR. LUCETTE: I'm in Miami, Florida.
13
              MS. GREEN: Chicago.
14
              MS. LUDLOW: Where are you located?
              MR. LUCETTE: I'm in Miami, Florida --
15
16
              MS. LUDLOW: Okay. Thank you.
17
              MR. LUCETTE: -- and Ryan is in -- is in
18
          Charleston, South Carolina.
19
              MS. LUDLOW: Okay. Miami and Charleston.
20
               CHAIRMAN MAGUIRE: Any other questions?
21
              MR. MIRGEAUX: Obviously you've done work in
22
          the state of Florida, and this is an elected board
23
          and you mentioned that the records from the board
24
          workshop will be made public.
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Would any other records, minutes, would be

1	made public as well, or are those going to be kind
2	of like a working working papers type
3	need-to-know-only type by basis?
4	MR. LUCETTE: No. Typically typically, the
5	way we've done it before in Florida with the laws,
6	the those will be public and we'll distribute
7	the minutes. And I'm not sure if the minutes will
8	be shared with this board or but a lot of times,
9	a lot of the supporting materials will also be
10	attached to the strategic business plan so when the
11	report get published, it's included. I think we'll
12	discuss with the airport, you know, how best to
13	provide those that information. But usually
14	we'll report we'll report on that information.
15	MR. MIRGEAUX: Understood.
16	CHAIRMAN MAGUIRE: Thank you, very much.
17	MR. LUCETTE: You're welcome. And thank you
18	for your for your consideration. Thank you
19	again for Mr. Olson visiting us and we're looking
20	forward to this.
21	CHAIRMAN MAGUIRE: Sounds good. Okay. Next
22	is T-hangar development update.
23	T-HANGAR DEVELOPMENT UPDATE
24	MR. WUELLNER: Yes, sir. I wanted to bring

everybody up to date on just kind of where T-hangar

1 development is.

those T-hangars.

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2.4

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a bit of rumor and misinformation out there
relative to the future of T-hangars and how we go
about them. But I wanted to kind of walk through
that real quickly with you ahead of the budget
because there are certainly going to be some
outstanding questions as we move through this year

There's -- I know I've personally heard quite

Anyway, we're looking for guidance at the end of the day. Not necessarily, you know, action items, so to speak, but just some general ideas of what we can -- we can include in budget-related preparations.

and future years as it pertains to facilitating

First, I've got -- let me go on to the first slide there. There we go. This is directly out of your airport master plan. Just wanted to point out the two -- the two arrows basically point to two separate areas where T-hangars are proposed or planned in the T-hangar -- in the master plan itself.

The one pointing upward is really a replacement project, if you will, for Hangar Row J that exists out -- or used to exist out there, was

- 1 the last row of port-a-ports. It abuts the
- 2 50 x 60s and 65s that make up H -- H and I rows.
- 3 It also abuts the first T-hangar row of the 2001
- 4 series, the Hangar Row K.
- 5 It's unlikely because of the location of a --
- of an FAA facility on the southern end of that --
- 7 I'll point to it. Right about the tip of the
- 8 arrow, just above the tip of the arrow.
- 9 There's an FAA communications facility there
- that is basically permanent to the airport, if
- 11 you're not aware of what that particular one is,
- 12 but it's a backup transmitter and receiver site for
- 13 the Jacksonville center. So it's -- it's kind of
- fixed by function at this point and wouldn't really
- be disturbed or proposed for disturbing or
- 16 relocating in any way.
- 17 It will probably result in a slightly smaller
- 18 or fewer number of T-hangars built into that
- building. Best guess is somewhere between eight
- and ten hangars will probably instead of 12. Until
- it's laid out permanently, we don't really know
- yet. But that would be likely the very first
- T-hangar project that would be accomplished. It is
- 24 kind of a redo of that.
- That's the easiest one to get accomplished.

1	The majority of infrastructure's already in place
2	to support it. You may be aware as you watched
3	T or Taxiway Delta go in, that we provisioned in
4	that project an entrance or an exit, if you will,
5	off of Delta to allow that row. So the connecting
6	portions already to Delta have been accomplished.
7	So it's just really now a matter of filling in that
8	area, compensating for the drainage, and beginning
9	that that design effort, that effort.

So unless you are, you know, going to provide direction at some point in the future, we're not there today, about a different location, that's the -- the most likely and easy low-hanging fruit, if you will, of the next T-hangar project.

The arrows that point to the left kind of show where future T-hangar development is likely to go in the future. Doesn't necessarily need to mirror that layout, but it's just showing that if you put sort of maximum density development of T-hangars, you could -- you could get into that neighborhood and get quite a few of them built.

There are a couple of roadblocks still there.

You do not own all of the property that connects

what we own to what is existing T-hangars on the

east side. If you come right out of here to

1	this the road you entered the conference center
2	off of, you'll notice there's still a couple of
3	homes in that block there

2.2

We do not own those homes. We own one of the three homes that still exist. Two of those homes, we would still need to acquire. The board made a promise many years ago not to do those as eminent domain. We've been waiting that out at this point.

We've acquired over half of the ones that were residual from 2004 or '5, I believe it was, from -- from there. So we've got to -- got a little built of property to get through there in order to really go full board.

Hopefully something will occur in the next couple of years or the board may want to revisit the idea of taking those properties, those couple of homes, or one or two or whatever might be necessary to begin opening that — that balance of that property which you do already own for T-hangar development.

Now, as has been our custom over the years, we go out, we program with Florida DOT for T-hangars.

It's been a continuing -- on a continual basis really for over 20 years now as we are able to get

those grants lined up and we get a project of sufficient scale, we go ahead and launch it.

2.4

I think you'd find that we built -- I think the smallest cluster of hangars we built was 36 at one time, and that would be the K-L-M row hangars. From there, we went up from there 32 -- excuse me, 42 was the next chunk, plus there were some additional slightly larger 50 x 50 units in that development also. That's the area you see kind of on your way in. Nice -- nice area landscape layout. We were able to preserve a lot of old trees in that mix. It's really a nice way to go about T-hangar development.

The next phase will really be up in the air as to how many we build at one time. We have some infrastructure challenges as we move west, as you may be aware. Did you put up the slide before that? Thank you.

To give you an idea of the money that's currently programmed out there, ignore the Authority share primarily because there's a decision-making item in that. But I put it out here to give you an idea on the worst-case scenario for the Authority, the Authority would be paying 50 percent of the development cost of T-hangars

going forward, just so you know that. There is an
opportunity to do a little better than that, and
I'll get to that in just a second, but you can see
it's up to about \$8,320,000 will be available over
the next five years for T-hangar development
projects.

1.3

So that's a significant amount of money that's been programmed and has been programmed with Florida DOT. Keeping in mind the DOT framework for funding is about five years. So we can add projects, we can keep extending those, we're in -- until we add the next year of the DOT work program, you can't -- we can't really count on those being in the DOT budget.

Plus, historically, the board has always tried to balance T-hangar projects against other airfield needs and other projects out there to determine.

Not all of them are revenue proceeding. Some are, some aren't. And just determine what, you know, are of the most importance to the board or the airport at that time.

I would point -- I think we'd be remiss if we didn't at least bring it onto the table -- you guys can decide what you want to do with that or not do with that -- but there is always an option out

1	there that the Airport Authority could create a
2	land lease environment or a development agreement
3	with some private sector developer over time or
4	solicit bids to that extent, whatever, and allow a
5	private sector company to come in and develop that
6	site with as dense of T-hangar development as they
7	would like to do, whatever that would be.
8	Obviously you would kind of control that project,
9	when you wanted to do it, if you wanted to do it.
10	But the plus side to that is that you would free up
11	the DOT dollars for other projects down the road.

2.4

So that money could be freed up. You'd be simply putting into a lease agreement with a private developer and perhaps a percentage of the rent, depending on how you structure that agreement. But ultimately the capital would free up and be available for other projects.

The thing here with DOT dollars is you don't get new dollars. You know, we can reallocate those dollars, we can change the descriptions, we can change the percentages that are applied to projects in some cases, but ultimately we're not getting additional dollars on these projects.

It's extremely rare to get some sort of an augmented funding for a project. It just

- doesn't -- it just doesn't happen. Next slide,
- 2 Cindy.
- 3 MR. OLSON: Oh, Ed, before -- before you leave
- 4 that slide, could you go back?
- 5 MR. WUELLNER: Uh-huh.
- 6 MR. OLSON: A couple of questions -- or first,
- 7 a comment on what you just said.
- 8 The matter of whether it's a ground lease
- 9 for -- and private T-hangar development next phase
- or whether it's Authority using -- utilizing the
- 11 FDOT support, that seems like an ideal issue to
- fold into the strategic business plan.
- MR. WUELLNER: I don't disagree.
- MR. OLSON: It seems like it would really be
- 15 good to do in that context. But I -- the question
- of -- you have the design funds becoming available
- in 20- -- FY '23 state fiscal year. Are we in that
- 18 now?
- 19 MR. WUELLNER: We are.
- 20 MR. OLSON: So we presumably -- and the
- 21 Authority's share is budgeted or it's in the budget
- that we're looking at for approval?
- MR. WUELLNER: It is not currently in the
- budget.
- MR. OLSON: Okay. It's the 25,000.

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So we could actually -- or the Authority could
 1
 2
          actually proceed with that and -- now and give a
 3
          lot of definition as to what that next phase of
 4
          T-hangar construction could be.
 5
               MR. WUELLNER: We can once we have the grant
 6
          in place, yes.
 7
               MR. OLSON: Okay.
               MR. WUELLNER: Because you're going to want to
 9
          have that reimbursed at some percentage.
10
               MR. OLSON: Right. So we can do it now.
               MR. WUELLNER: We can request it.
11
               MR. OLSON: We can actually start --
12
13
               MR. WUELLNER: We can request it. We can
14
          request the grant and then begin that.
               MR. OLSON: Okay. I'm sorry I'm going in the
15
16
          middle of your --
17
               MR. WUELLNER: That's fine.
18
               MR. OLSON: -- you were continuing.
19
               I guess without knowing what you're -- how
20
          you're going to conclude the T-hangar discussion,
21
          it seems like something we should just proceed with
22
          now, that -- to initiate the FDOT-supported design
23
          planning.
2.4
               MR. WUELLNER: Well, keep -- and that's all --
25
          that's all great, but it's probably going to sit --
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- 1 sit idle for a significant period of time until
- 2 fall of next year in terms of construction because
- 3 as you point out, that's strictly design money --
- 4 MR. OLSON: Yeah.
- 5 MR. WUELLNER: -- and no matter what we do, we
- 6 can't incur charges or -- or expenditures against
- 7 the construction component of this until the second
- 8 grant is issued. That will not even be available
- 9 until --
- 10 MR. OLSON: That's --
- 11 MR. WUELLNER: The earliest is July next year.
- Realistically, you're looking at end of August or
- 13 September before the grant is executed.
- MR. OLSON: A year from now. Well, it seems
- like it's a logical thing to proceed with.
- MR. WUELLNER: But moving -- moving forward
- design, just realize it's going to sit there for a
- 18 little while once it's designed.
- MR. OLSON: Okay.
- 20 MR. WUELLNER: And we don't hold bids till we
- got close. Yes, ma'am?
- 22 MS. LUDLOW: Okay. You said you could build
- eight to ten, right? Well --
- MR. WUELLNER: For J row, yes.
- MS. LUDLOW: Yeah. Yeah, not 12, right,

- 1 because of the transmitter there.
- 2 MR. WUELLNER: Uh-huh.
- MS. LUDLOW: But we still have property where
- 4 A hangar was --
- 5 MR. WUELLNER: Uh-huh.
- 6 MS. LUDLOW: -- and we have property right
- 7 here on Estrella that could be used immediately
- 8 to -- to build hangars. I want to point out and
- 9 make sure you know that -- that everybody knows
- 10 that.
- But the other thing, on our waiting list, do
- 12 you know what size is the most prevalent? Because
- 13 wouldn't that determine what size you built?
- 14 MR. WUELLNER: It -- it is. We build
- 15 essentially the same -- the T-hangar is pretty
- 16 consistent across here as well as other airports.
- 17 They range between a thousand and 1,200 square
- 18 foot, is pretty typical for a T-hangar. Closer to
- 19 1,200 these days.
- MS. LUDLOW: Uh-huh.
- MR. WUELLNER: Where you get the oddball sizes
- 22 are what we refer to as the end units --
- MS. LUDLOW: Uh-huh.
- 24 MR. WUELLNER: -- where the T design of the
- 25 inside doesn't come out even at the end of the

buildings. So you get a -- an enhanced square 1 2 footage footprint there that of course is leasable 3 space or it could be made into storage or something 4 else. We've done both of those over the years. 5 All the ones that used to be storage for the most part, with the exception of K-L-M, are gone. The oldest hangars that were taken down for Bravo 7 through Echo all had end units. 9 MS. LUDLOW: Okay. Those are bigger hangars 10 than K-L-M, right? MR. WUELLNER: They are slightly bigger, yes. 11 12 MS. LUDLOW: Yes. What is their square 13 footage? 14 MR. WUELLNER: Those are 1,240 I want to say. MS. LUDLOW: Okay. Wouldn't it be feasible to 15 16 find out how many people on our waiting list wanted 17 big hangars and how many wanted little hangars? 18 MR. WUELLNER: I'm not sure what your 19 distinction of big and little. 20 MS. LUDLOW: Well, like a small corporate. 21 MR. WUELLNER: Oh, I see. 2.2 MS. LUDLOW: Yeah. MR. WUELLNER: We have -- we have an 23 2.4 independent list for that.

MS. LUDLOW: Oh, okay. So that --

- MR. WUELLNER: So we already know that answer.
- 2 MS. LUDLOW: So that tells you what size --
- 3 MR. WUELLNER: Yes, ma'am.
- 4 MS. LUDLOW: -- you need. Okay. Then going
- 5 back to where Hangar Row A is and the property on
- 6 Estrella --
- 7 MR. WUELLNER: Uh-huh.
- 8 MS. LUDLOW: -- why can't we use that? Isn't
- 9 that a more -- at least we could get --
- 10 MR. OLSON: Where is that?
- MS. LUDLOW: Right there is Hangar Row A.
- MR. OLSON: Oh, okay.
- MS. LUDLOW: He tore down Hangar Row A, but we
- didn't get it rebuilt. And then also right here on
- 15 Estrella in front of right out there, there is room
- to build like ten hangars.
- 17 There's room to build there. It has been
- 18 pointed out --
- 19 MR. WUELLNER: Uh-huh.
- 20 MS. LUDLOW: -- that there is room to build.
- Of course you know there's room to build where
- 22 Hangar Row A was because you took it down. But
- then this would be a new site right here on
- Estrella. But still you could get eight or ten
- hangars in there, I don't know, depending on how

- 1 big.
- 2 MR. WUELLNER: That potentially -- that site
- definitely does work. It's another row that is --
- 4 can only be a partial row based on its location.
- 5 You may have noticed again with the
- 6 Taxiway Delta project that the ultimate design of
- 7 the pavement as it comes off of what is Bravo, the
- 8 north end of Bravo hangar diagonals a bit off of
- 9 there now. That was FAA's insistence that we stay
- 10 out of the runway protection zone associated with
- 11 Runway 2/20. So that has -- has impacted the total
- 12 number of units.
- 13 So when you combine those units, based on a
- quick run of the math and the total project
- 15 available dollars, it looks like a grand total of
- about 15 units on the high side could potentially
- be built between A row and J row, what --
- accumulation of those two. So no more than 15, and
- 19 that's probably a little high. It will probably
- end up around 13 units.
- MS. LUDLOW: Well, I don't see where -- where
- you're going to build them on J row. That's not
- having any problem with taxiway.
- MR. WUELLNER: No, no, no. A row.
- MS. LUDLOW: A.

- 1 MR. WUELLNER: A row has the taxiway --
- MS. LUDLOW: Oh, you're talking about A row,
- 3 okay. But J row doesn't have any problem, where
- 4 J row was.
- 5 MR. WUELLNER: Correct. Other than the
- 6 shortness with the FAA facility.
- 7 MS. LUDLOW: Okay.
- 8 MR. WUELLNER: So they're -- they're basically
- 9 two short -- shorter rows of hangars. Either --
- MS. LUDLOW: Right.
- MR. WUELLNER: Either row would support 12
- 12 hangars.
- MS. LUDLOW: Either one would be. But on
- 14 Estrella, that would hold like 10 or 12.
- MR. WUELLNER: On Estrella?
- MS. LUDLOW: Right in front of where our
- 17 clubhouse is.
- MR. WUELLNER: On the other side of the
- 19 street?
- MS. LUDLOW: Yeah.
- 21 MR. WUELLNER: Potentially. But that was site
- that wasn't set up for T-hangars originally, but it
- could be reviewed again.
- MS. LUDLOW: Well, there's room because it's
- pointed out on our map.

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MR. WUELLNER: It could be reviewed again.
 1
 2
               MS. LUDLOW: Yeah, I know, it is, because that
 3
          was pointed out as potential hangar space right
 4
          there.
 5
               MR. WUELLNER: Keep in mind we're just talking
          about the number of units and the funding
          available, not the site layouts at this point.
 7
               MS. LUDLOW: Well, if --
 8
 9
               MR. WUELLNER: But we can --
               MS. LUDLOW: -- we don't talk about it,
10
11
          something might happen that it gets --
12
               MR. OLSON: Well, I guess we have -- we would
13
          be able to do that in -- during the coming 12
14
          months based on that seems like a logical thing to
15
          put into the design and planning work, would be the
16
          infill sites you're talking about. I mean, to
17
          study that and determine what's the optimal -- is
18
          the -- does the optimal next phase of T-hangars
19
          include those sites?
20
               MS. LUDLOW: Right.
21
               MR. OLSON: Some of them --
2.2
               MS. LUDLOW: I think that would be good on
23
          your report.
2.4
               The other thing is that when we get grant
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money, I understand that you can transfer some of

- 1 the grant money to other things that are similar.
- 2 MR. WUELLNER: Sometimes. Depends on where --
- MS. LUDLOW: Do we have any grant money like
- 4 that?
- 5 MR. WUELLNER: We have no open grants with
- 6 money like that.
- 7 MS. LUDLOW: Well, I'm sure of that. But
- 8 it's -- I think we should look into that. Isn't
- 9 there --
- 10 MR. WUELLNER: Specifically what are you
- trying to -- what's of interest to you?
- 12 MS. LUDLOW: I'm trying to get money to build
- hangars.
- MR. WUELLNER: Yeah, you've got \$8 million.
- MS. LUDLOW: Yeah, in five years.
- MR. WUELLNER: Over five years, yes.
- MS. LUDLOW: Yeah.
- MR. WUELLNER: Yeah.
- 19 MS. LUDLOW: Well, when's the first one?
- MR. WUELLNER: Next year.
- MS. GREEN: Next year.
- MR. WUELLNER: The summer.
- MS. LUDLOW: Okay.
- MR. WUELLNER: Regardless, even if we release
- design now and went into it, you're still 15 to 16

months at least till you can occupy something. 1 2. MS. LUDLOW: Okay. Well, we still like Bob 3 said should look into the Estrella and --4 MR. OLSON: Yeah. 5 MS. LUDLOW: -- the two short ones and the 6 Estrella property because --7 MR. WUELLNER: That's fine. MS. LUDLOW: Just have to cut down some of 8 Jack's trees. 9 10 MR. WUELLNER: We weren't -- you know, to be clear, we weren't -- we aren't ruling out any 11 12 areas; I was simply pointing out the two primary 13 areas for development. MS. LUDLOW: Okay. Well, I'm just bringing it 14 up so it will be on record. Okay. That's it. 15 16 CHAIRMAN MAGUIRE: Is that it? 17 MS. LUDLOW: Uh-huh. Thank you. 18 CHAIRMAN MAGUIRE: Okay. Go ahead. 19 MR. WUELLNER: Can I get the next slide? 20 With the DOT funding, we are eligible now for 21 80 percent match on DOT for these kind of projects. 22 Now, keep in mind what I said earlier. We don't 23 get any additional money, but the relationship of 2.4 the project, the total dollars would change 25 available for a project.

So instead of it being 50/50, an example being
each put a hundred dollars in, we'd have \$200
available for the project. If we did $80/20$ ,
we'd we'd only have \$40,000 to put in the
project, but you'd have a smaller project in total
dollars. You can build fewer hangars, but the
advantage is there's less Authority cash flow going
into this. It's a slow little slower pace, but
in terms of effects, potential effects on rental
rates, development costs, things of that nature, it
might be more palatable in the long term.

That's not a decision for today, but it is certainly something that you're going to need to think about and weigh as we go forward with projects when these projects get to grant time.

We have the -- we will let them know what your decision is. We can do that project by project of those ones on the previous slide. You can mix it up, even. But we do have to know at the point we're accepting the grant or just ahead of it so that the appropriate percentage is applied in the grant documents.

CHAIRMAN MAGUIRE: Go ahead.

MR. OLSON: Yeah. And following up on what you just said, Ed, I also think that looking at

variables as to how much of the public -- how much 1 2 public subsidy goes into T-hangar development 3 versus private financing and maybe amortizing --4 MR. WUELLNER: Uh-huh. 5 MR. OLSON: -- borrowing to do part of it and 6 that being a function of what the ultimate rent 7 schedule is for those T-hangars, presumably if you 8 have -- if you have -- if you want to build more T-hangars and you have a finite amount of public 9 10 subsidy to go into it, you can build more if you have a higher rent structure because your -- part 11 12 of it -- more of it is being financed against the 13 rental stream. 14 MR. WUELLNER: Right. 15 MR. OLSON: So those kind of things, again, 16 I -- we're talking -- I mean, I've been talking 17 business plan in this meeting, but I think that's 18 also an ideal thing to visit in the business plan. 19 Essentially we can build more T-hangars if we 20 adjust the rent structure --21 MR. WUELLNER: Agreed. 22 MR. OLSON: -- and whether that's feasible or 23 not.

MR. WUELLNER: Correct. And that's perfect

use for that planning.

2.4

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MR. MIRGEAUX: I have a quick question.
 1
 2
               This slide here, what -- what is driving the
 3
          difference between the number of units on the
 4
          80 percent side versus the 50 percent side?
 5
               MR. WUELLNER: The total available funds.
          Keep -- keep in mind the DOT share is a finite
          amount of dollars. So if we're -- if that dollar
 7
 8
          represents 80 percent or 50 percent means there's a
          larger project at 50/50. There's more total
 9
10
          project available.
              MR. MIRGEAUX: And that's just --
11
              MR. WUELLNER: So it's --
12
13
              MR. MIRGEAUX: These numbers here, the 55 and
14
          35, you're just looking what? Everything we see on
15
          the map, the overlay there, or is that --
16
               MR. WUELLNER: No, no, no. Just -- just
17
          what's programmed for the five years.
18
              MR. MIRGEAUX: Okay. I mean --
19
               CHAIRMAN MAGUIRE: Okay.
20
               MR. WUELLNER: So the difference is if you
21
          take this -- the $8 million -- the $8.3 million
22
          number that was on the previous slide would
23
          represent us building at 50/50.
2.4
               If we only build -- if we build it 80 percent,
25
          that number is significantly less. It's about one
```

- 1 point -- I -- my memory, but I think about
- 2 \$1.2 million less available to build T-hangars. So
- 3 the number of units that get built is less because
- 4 the total dollars are different. Does that make
- 5 sense? Everybody follow that bouncing ball?
- 6 CHAIRMAN MAGUIRE: To -- to put it another
- 7 way. If the left hand's 50 percent, the airport
- 8 puts in 50 percent and DOT puts in 50 percent equal
- 9 match, you can build 55 units. But if we decide to
- 10 cut our money back and only use as much as we can
- of DOT money, their percentage goes up to 80 and
- ours drops down to 20 percent participation.
- 13 MR. MIRGEAUX: But the top line and the bottom
- line number, wouldn't it stay the same so it would
- 15 be --
- 16 CHAIRMAN MAGUIRE: No.
- 17 MR. WUELLNER: It would not.
- 18 MR. MIRGEAUX: It doesn't stay the same.
- 19 MR. WUELLNER: Total dollars does not stay the
- same. About two slides away you can see them
- 21 compared. It might make more sense.
- 22 CHAIRMAN MAGUIRE: Yeah.
- MR. MIRGEAUX: Okay. I'll wait then.
- 24 CHAIRMAN MAGUIRE: Okay.
- MR. WUELLNER: Next I wanted to point out

the -- we did a -- just as we periodically do, went out and did a T-hangar rates survey again of area airports so that you have some idea of what market is these days on T-hangars, and you can see it's kind of all over the place, as usual.

2.4

We are aware of someone finally breaking
the -- the rental barrier that's been in place in
Northeast Florida for a while. Fernandina Beach
opened new -- some new T-hangar units in the last
four weeks. They went to their waiting list.
They're essentially the same size as ours. They
went out at a \$650 a month rental rate and they -no one objected and they were all leased instantly.

So I think you're going to see a slow but steady pace toward those kinds of monthly rent numbers over time. Probably long overdue relative to the cost to build. So something you're going to have to wrestle with going forward in setting rates and determining how these projects get done and funded.

At this point, we don't borrow money to build T-hangars. But when you do borrow money or should you borrow money to do T-hangars, not only do you have a repayment schedule, but there's also some sort of interest related to that, and that would

also affect what your rate of return would likely
be.

2.4

So the rate setting will be a great deal or a good deal more complicated than it is today when you're paying your share typically in a single budget here and you're not financing or funding or carrying that, it's just an internal exercise.

All right. These two things might help you see what -- the next two slides. And then I think I'm pretty well done with just helping you understand where we're going.

At 50 percent, you could build 55 units today. And that's using an average construction rate of about \$150,000 a unit. The units we built over here ended up being about \$123,000 a unit. Those are on pretty well prepared sites. Keep in mind, with the exception of the two Estrella Avenue T-hangars, you're looking at developing the site or infrastructure with it, extending taxilanes, doing those kinds of things.

I think 150 is probably quite low in terms of a per-unit cost once you're into the new -- the new ground. It's probably more than adequate for the J row replacement and the A row replacement, but once you start getting into new area and have to

1	extend infrastructure, it those numbers are
2	going to go up significantly. Would not shock me
3	to see 180, even 200 a unit when you get into that
4	new neighborhood. So that's got a that's got a
5	big impact on the number of units you're ultimately
6	going to build.

Keep in mind the money you put into infrastructure is not generally recoverable through rent. So by putting it into the cost per unit, you kind of de facto make it somewhat recoverable by adjusting -- if you look at the rates in that -- in that exercise.

This is what it looks like at the current \$400 a month rent for an average T-hangar here. We'd be able to build 55 and -- and/or 35. And at 50 percent dollars, it would take a little more than 18 years of dedicating all of the money from all of our T-hangars to paying that back. So that's, significant. And it would take of course significantly less if we bring it down to 35 units if we're only building -- putting 20 percent of the Authority's money in there. So it's significant. It's a lot of money to recover out of T-hangar rents. Very difficult.

And you see it goes up. If we sort of

1	allocate only 75 percent of that rental equation,
2	we get less time involved. Can I get the next
3	slide?

You see it improves quite a bit when you get up to 65 -- excuse me, 650 a month. I'm not suggesting that's the rate; I'm just using it for an illustration since Fernandina is already there. The 35 units, you could recover that within 3.2 years, which is certainly a better recovery for us.

Again, keep in mind unless we're borrowing money, more often than not, we're paying as we go, so we're not really financing money. This is an exercise to help you understand the magnitude of the cost more than it is the actual effect on revenue.

If you remember, most of our capital's being funded by what -- it may be in a layman's term could be referred to as profit off the airport, but profit from operations is what funds the capital program. So you're not really affecting the day-to-day operations when we do it that way. And we stay -- also stay out of debt. We don't have any debt at that point.

Okay. That's really it. We're just trying to figure out where you think you might want to go

1	over time. No decision-making you have to do
2	today. I do it I'm doing it ahead of the budget
3	because I want you to understand where things are
4	going.
5	You also need to I don't know that we'll
6	point it out during the budget, but remember that
7	based on CPI right now, and we used an 8 percent
8	CPI adjustment, T-hangar rents are going up an
9	average of about \$32 or more a unit just based on
10	the normal CPI adjustment that would occur on those
11	units.
12	So it's while we did a five-year \$25
13	increase to construct the previous two T-hangars
14	or, excuse me, the four hangar units, B, C, D and
15	E, to get the rents up to cover those costs, this
16	is going to be \$30 just because of inflation
17	changes, CPI adjustment. So, just a heads-up there
18	for everyone.
19	CHAIRMAN MAGUIRE: Okay. Board discussion,
20	comments? Any further comments?
21	(None.)
22	CHAIRMAN MAGUIRE: Okay. We have one public
23	speaker.
24	MR. BURNETT: If

CHAIRMAN MAGUIRE: Go ahead.

1		MR. E	BURNETT:	I ju:	st wa	ante	d to	share	one	thing
2	with	you.	Cindy,	could	you	go	back	to the	e sit	te
3	plan	where	e it show	ws the	han	gars	?			

2.2

2.4

If you see the red boxes that are on there, those are the properties I believe that the Airport Authority does not own. The box on the far south is Mary Tarver Willis, who many times has come to the Airport Authority meetings over the years. It's her home. It's homesteaded, according to the Property Appraiser's database.

The one north of that sort of in the middle, that would be directly in the area of where you would want to put hangars probably first, that is owned by Mr. Ortagus. It looks like it is not homesteaded property. It is a house, but it looks like it's not a homestead.

And then of course the other one that's on the far left is the Joe Pacetti property. It doesn't look like it's homesteaded. That's where the business is operated out of. That's the one that's probably the most complicated than any of them in negotiating an acquisition or to actually exercise powers of eminent domain because there's a business attached to it.

Obviously the one on the south is Ms. Willis'

home, but the one in the middle is non-homesteaded 1 2 property. Just so you know if you're looking at 3 maybe having to exercise the power of eminent domain in the future, that one's obviously a logical target as to the first one that would need 5 to do that, and it appears to not be homesteaded. 7 As far as how your staff handles that, normally I think the folks in that area know that 8 the Airport Authority is a ready, willing and 9 buyer -- ready, willing, capable buyer and usually 10 they contact the Airport Authority staff and that's 11 12 how it gets brought to you for consideration for 1.3 acquisition. So I assume if one of those comes up, 14 it would come to you, but otherwise that's where 15 they stand right now. 16 CHAIRMAN MAGUIRE: All right. Go ahead. 17 MS. LUDLOW: I -- I have something to say, 18 Doug. Where the arrow's pointed where Mary --19 what's her last name? 20 MR. BURNETT: Willis. 21 MR. WUELLNER: Willis. 2.2 MS. LUDLOW: I see her come out to her 23 mailbox. She's still kicking.

MR. WUELLNER: Uh-huh.

MS. LUDLOW: She's really nice. But it would

2.4

1	be much more difficult to develop that than it
2	would be like 10 or 12 on Estrella, or the A row
3	would be a lot more difficult to develop that even
4	if it were available. But it's not available, so
5	you've still got A row that could be available and
6	J row and Estrella.
7	MR. BURNETT: The one the one thing, the
8	comment related to this is where the road comes out
9	right now
10	MS. LUDLOW: Uh-huh.
11	MR. BURNETT: if this property were to be
12	taken by the airport or acquired by the airport,
13	the right-of-way could be vacated because
14	Ms. Willis doesn't connect. You know, she has
15	access to the road below Araquay, I guess it is.
16	And so, what's good about that is you would be
17	able to vacate this road, so you could have
18	development through a good portion of this area
19	without impacting her home if you chose to do it in
20	steps.
21	MS. LUDLOW: I see. Thank you.
22	CHAIRMAN MAGUIRE: Okay. Any other comments?
23	(None.)
24	CHAIRMAN MAGUIRE: Okay. Mr. Liotta, you have

comments? And you have three minutes.

1		MR.	LIOTTA:	Matt	Liotta,	93	Lake	Mist,
2	St.	Johns	5.					

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2.4

So in regard to the T-hangar development, you probably know that private aviation post COVID has increased by 40 percent and the hangars here have decreased since that time, not increased. So the airport needs to respond to the demand that has changed and needs to do so much more aggressively.

This is very underwhelming as a plan goes that you might be able to maybe get a few hangars in the next five years. You need to be able to respond to your seven-year hangar list now.

That means you need to look at much more aggressive options than what's on the table, not just aggressive options in terms of timing and numbers of hangars, but if you've got to raise the hangar rate to pay for it, then that's what you've got to do. If you have to work with private developers, that's what you have to do.

You're here for the public's good and the public needs this space at this airport. And I'll also remind you that this is not done in a silo, right? All the monies that the airport has has to go across all the projects.

We recently talked about the 21 acres of land

1	that I offered to lease. The board talked about
2	going after a \$7-, \$9 million project for that.
3	Are you going to be able to afford to do that and
4	this at the same time? Where are you going to
5	prioritize?
6	On the other hand, as my letter laid out,
7	leasing that property for \$320,000 a year, that
8	pays for four T-hangars every year at the current
9	numbers right here. Every year. Think about it.
10	CHAIRMAN MAGUIRE: Okay. Thank you, very
11	much.
12	MS. LUDLOW: I have one
13	CHAIRMAN MAGUIRE: Any other public comment?
14	(None.)
15	CHAIRMAN MAGUIRE: Okay. Bring it back to the
16	board.
17	MS. LUDLOW: Thank you.
18	Ed, speaking of that 21 acres, nothing has
19	been done on that at all. And what about, you
20	know, the Solano or people that offered to lease
21	it? Why haven't we worked out something so they
22	could lease it?
23	MR. WUELLNER: I think you may have missed.
24	We did some action last month in order to move some
25	preliminary engineering ahead so that we'll have

- numbers on which to even have a discussion with those people.
- 3 MS. LUDLOW: Okay.
- MR. WUELLNER: So that data is due at the end
  of October. That should provide additional meat on
  the bone for conversation.
- CHAIRMAN MAGUIRE: Okay. Any other comment? 7 8 MR. MIRGEAUX: I agree with the sentiment that it -- we're not keeping up with the rate of demand 9 and with the rate of growth and that's it's --10 it's -- it's beyond the point of pain anymore. 11 12 It's a -- It's something that needs to be 1.3 addressed. I appreciate the steps that the staff 14 did to put this together.

I will ask what's, I guess, I don't know, the 15 16 burn-through rate when you go to the first name on 17 the list and you say, hey, we have a T-hangar 18 available? How many names do you have to go 19 through before you get -- get to a name typically 20 usually? What's the average where they say, oh, 21 I'm ready to take the hangar right now? 2.2 MR. WUELLNER: Based on the number of units,

historically we -- we -- about 40 percent of the list actually takes a hangar.

MR. MIRGEAUX: Okay. So we have --

23

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MR. WUELLNER: When they're available.
 1
 2
              MR. MIRGEAUX: Our list is 285 right now --
 3
              MR. WUELLNER: Uh-huh.
               MR. MIRGEAUX: -- but presumably, 40 percent
 5
          are ready for a hangar today, so by -- by that
 6
          logic.
 7
               So, you know, whether we're building 35 units
 8
          or 55 units, you know, it's not 40 percent of 285;
 9
          it's -- within the next five years. It's just --
10
          it's not meeting the demand.
               Like I think we need to really start looking
11
12
          at -- and whether it's part of the executive plan
13
          or whether it's revisiting what we did with the
14
          work on the master plan, but anywhere in that
15
          South GA area where we can fit a building safely
16
          for GA operations, we need to consider doing that.
17
               MR. WUELLNER: Getting hangars is not the
18
          problem; it's paying for hangars.
19
              MS. GREEN: Which is another reason why the
20
          rents have to be commensurate with what the market
21
          is bearing right now.
22
               MR. WUELLNER: It's -- a -- there are multiple
23
          pieces to that puzzle.
24
               MR. MIRGEAUX: Well, so --
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MR. WUELLNER: And you -- there is no --

MR. MIRGEAUX: -- there's not a lot of room 1 2 for us to move up from where we're at right now. 3 So in terms of where -- if you say the market is 4 650 in Fernandina, I mean, we're the third highest 5 on that list of seven there --6 MR. WUELLNER: Uh-huh. 7 MR. MIRGEAUX: -- and you even have Herlong on 8 there. So it's like, okay. Which I -- I would not 9 consider that within the group that you've got 10 there, but... So you've got, you know, in terms of like 11 12 there is some -- some room potentially to move up. 13 You mentioned if we were in line with CPI, \$30 per 14 year per unit. Again --MR. WUELLNER: Well, that's not the intent of 15 16 CPI, of course. CPI is just keeping us whole. 17 MR. MIRGEAUX: Correct. So -- but then, you 18 know, part of this also is -- and, you know, 19 it's -- is the balancing act between managing the 20 space here as a public resource, something that 21 belongs to the county through the residents, 22 versus, you know, promoting the business of general 23 aviation, whether it's commercial business or a 2.4 hobby.

MR. OLSON: And, Justin, I think that there's

a -- as we've heard, there's an immediate 1 2 opportunity to do both. There's an immediate 3 opportunity to proceed with the -- with the physical planning for the next phase of T-hangar 5 construction and there's an immediate opportunity to dig into the financial -- the financing strategies that will maximize the number of 7 8 T-hangars that can go on. So, both physical and business planning are 9 10 ready to proceed now. We just need to -- as we or this board are inputting into where we go next, we 11 12 can -- we can make that a priority. 13 CHAIRMAN MAGUIRE: But don't forget the issue 14 that Ed pointed out. The bottom line is dollars. 15 MR. OLSON: Yes. 16 CHAIRMAN MAGUIRE: If we don't get money from 17 DOT or somebody else in grants, that means we have 18 to fund the entire project. 19 MR. OLSON: Well --20 CHAIRMAN MAGUIRE: So financing is critical. 21 MR. OLSON: Yes. 2.2 CHAIRMAN MAGUIRE: Location is critical, 23 timing. It all has to be done together. You can't 2.4 say just because of this, we move forward. It's a

compilation of all the issues together.

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1 MR. OLSON: Exactly.
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- 2 CHAIRMAN MAGUIRE: It has to meld together.
- 3 MR. OLSON: That's right.
- 4 MR. WUELLNER: Well, and at some point, the
- 5 board has to decide you're going to manage the
- 6 occupancy by rate. Because you will never
- 7 physically -- there's no mirrors or magic that can
- 8 be applied to this that will let us build 285
- 9 T-hangars on the footprint of the property. It --
- MS. LUDLOW: We only need 40 percent of it.
- 11 MR. WUELLNER: -- physically can't be done. I
- 12 mean, just there's not enough land there to do
- 13 that. And the constraints are real. It's, you
- 14 know, the -- the wetlands and marsh on the south
- 15 side and U.S. 1 on the other.
- MR. MIRGEAUX: But 40 percent of 285 is really
- the target based on --
- 18 MR. WUELLNER: That's actual occupancy,
- 19 correct.
- 20 MR. MIRGEAUX: Right. So you're looking at
- 21 110 units.
- MR. WUELLNER: Correct.
- 23 MR. BURNETT: 114.
- MR. MIRGEAUX: 114 units.
- MR. WUELLNER: Yeah. And to tell you 285 is a

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real number would be -- I think you're -- that's
 1
 2
          just not right. That's the number on paper, but I
 3
          can tell you every time we start a T-hangar project
          or announce a T-hangar project, it's good for a
 5
          hundred-plus names added to the list within 30 days
          from folks that occupy lists at other airports,
 7
          wherever they come from. It's just the way it is.
          And --
               MR. MIRGEAUX: You know, it's frustrating for
 9
10
          the people on the list. I've spoken --
               MR. WUELLNER: Oh, I get it.
11
12
               MR. MIRGEAUX: -- to some of them.
13
          frustrating to our -- our GA stakeholders. I've
14
          spoken to many of them.
               MR. WUELLNER: This is --
15
16
               MR. MIRGEAUX: From an Authority standpoint,
17
          it's kind of a good problem to have, is that you're
18
          in a place that people want to be, so...
19
               But again, we can't -- you know, it's -- we
20
          need to meet demand, so...
21
               MR. WUELLNER: Yeah. Well, it's the same
22
          problem we have all over the state. I mean, we
23
          have built more hangars than any other airport and
24
          we are, you know, still woefully behind here.
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And the state only allocates so many dollars.

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We're extremely competitive in getting those
 1
          dollars. You know, I don't --
 2
 3
              MR. MIRGEAUX: Show me again --
 4
               MR. WUELLNER: Short of funding them at a
 5
          hundred percent and making sure you're getting an
 6
          ROI off the -- off the building them on somebody
          else's -- you know, building them on borrowed
 7
          money, you know, but what's that number? It's
 9
          probably well north of a thousand dollars a month.
10
               MR. MIRGEAUX: Right.
              MR. WUELLNER: You know, is that -- is that
11
12
          actually -- is there actually a market to lease it?
13
          I don't know.
14
               MR. MIRGEAUX: The --
15
               MR. WUELLNER: Private development could help
16
          us figure that out, too.
17
               MR. MIRGEAUX: Specifically about J row and
18
          then replacement for A row, what's the holdup with
19
          either of those? Like just --
              MR. WUELLNER: Money.
20
21
              MR. MIRGEAUX: Money. It's --
22
              MR. WUELLNER: We're waiting on the grant.
23
          The grant will be here next month -- next summer to
24
          build. The money will be here next July.
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MR. MIRGEAUX: FDOT grant, right?

MR. WUELLNER: Correct. 1 MR. MIRGEAUX: Okay. 2 3 MR. WUELLNER: And then the decision-making over the next few months is, are you going to build 5 that at 80/20 money or 50/50? Which will affect the total amount of units that could be built 7 immediately. But that's -- that's where you are 8 right now. MR. MIRGEAUX: And typically normally when 9 10 you're talking about construction, you know, the more units you build, the estimated cost per unit 11 12 goes down. But I see it in our mockups here, 1.3 the -- it doesn't, actually. It's the same for 14 both. Is there --15 MR. WUELLNER: Correct. 16 MR. MIRGEAUX: -- a reason why --17 MR. WUELLNER: Well, the model we're doing 18 basically flat -- flatlines it against the 150 per 19 unit. 20 My -- my point is, we might be able to build 21 the J and A rows maybe for 135, but when we cross 2.2 over what is Casa Cola and into that neighborhood, 23 that per-unit cost is going to escalate to 180 or 2.4 more because there's no infrastructure back there.

There's no taxiway access. There's no water lines

- 1 to support fire protection back there. There's --
- there's basically nothing back there to help you in
- 3 that, so the cost per unit will go up.
- And it will keep going up based on what's
- 5 going on with inflation and other things. I
- 6 wouldn't even -- I'm not really comfortable saying
- 7 135 right this minute based on what's going on in
- 8 construction industry in the last few months.
- 9 Might work, might not.
- I could, you know, let Andrew tell you, but I
- 11 know they've opened bids -- was it Flagler County
- recently? What were those numbers?
- MR. HOLESKO: 150-plus.
- MR. WUELLNER: And that's -- was that for a
- 15 prepared site or not?
- MR. HOLESKO: I don't know.
- 17 MR. WUELLNER: You don't know.
- So, you know, the numbers are pretty close. I
- 19 mean, what we're estimating the unit cost, that's
- 20 today's dollars. What it is in five years, you
- 21 know, somewhat is affected by are we getting a
- 22 handle on inflation or, you know, where the rent's
- going, you name it.
- 24 CHAIRMAN MAGUIRE: Okay.
- MR. WUELLNER: It's not an easy answer.

1   MR.	MIRGEAUX:	Thank	you.
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2 CHAIRMAN MAGUIRE: Any other comments from the

3 board?

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4 (None.)

5 CHAIRMAN MAGUIRE: All right. Ed, let's move on to the next one.

## ARFF OPTIONS

MR. WUELLNER: Last kind of pre-budget item I have is just I wanted to walk you or walk through what we've -- we have found out so far on the idea of fire rescue. I'm only throwing this out at this point because again, not a decision, but trying to understand what you would like us to try to make available in terms of resources in the budget process, if any.

You know, we had a lot of conversation, a lot of input over the last few months over what we believe to be the needs, being a 24/7 kind of coverage or what the like. We've gone out and done some groundwork for you at your request including St. Johns County Fire Rescue.

Their preference is to have two people here full time. They want to get to that point at some point looking at doing a joint community airport station that should dramatically reduce our overall

operating costs. But that's still a number of years out.

2.4

Single staff, they've -- they've not really agreed but they're open to the idea of pursuing a single-staff person here for the first year or so. But you're still looking at somewhere in the neighborhood of about \$350,000 a year to get that covered by one person. Keeping in mind that the typical response at the airport is anywhere from four to -- four to nine minutes. So it's not a long lead to have community fire responses.

This would provide flexibility in how we contract for services as they're required under Part 121. We looked at private sector contractors, a private fire department, if you will, contracted. That could be done for about \$690,000 a year. Just these are big numbers.

You could form your own department. I'm not at all recommending that approach. But you could create that as a department under the airport and staff it that way. The numbers aren't dramatically different than anywhere else and they're going to escalate because you're not equipped for that stuff. You're not currently in a training mode. You're not paying for a lot of the things that are

1	already in place with, say, St. Johns County Fire
2	Rescue district. This is what they do. So we'd
3	have to a big curve to get to that point.

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Just a reminder that our current services, the GA response, whenever they respond to a GA incident, there is no cost to the airport. So those responses, albeit whether you agree to the timeliness of it, it still doesn't cost us anything to have those guys respond from St. Johns County.

We do pay a per diem when we have -- which is about \$120 a flight minimum to have a fire rescue person available during scheduled service operations. So, you know, there's always been that cost in every -- every airline flight we've ever had over the years.

So it's -- the current level is not a big number, but the next step up is significant. It's about 350. Can it be accommodated in your budget? Yeah. But is it -- is it accommodated -- can we accommodate it at the 7-something level in future years? You have to do something with overall rates and charges.

You know, to sort of give you a -- it's not exact match, so don't hold me to this, but in order -- if you just use the T-hangar rent base as

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a comparative to what it costs to operate full-time
 1
 2
          fire rescue, you'd almost have to double T-hangar
 3
          rents to cover fire rescue. That's an absurd
         proposition. But the order of magnitude of the
 5
          dollars of $750,000, that's -- that's a big number.
         It's a big number in our budget. You're looking at
          30 -- almost 30 percent of our operating budget,
 7
 8
         maybe more.
 9
               CHAIRMAN MAGUIRE: Okay. Questions, comments?
10
              MS. LUDLOW: Question.
11
               CHAIRMAN MAGUIRE: Uh-huh.
12
              MS. LUDLOW: I thought this -- that the county
13
          airport had already been approved by the county. I
14
         thought they -- I mean --
              MS. GREEN: St. Johns County?
15
16
              MS. LUDLOW: I mean fire station, sorry. I
17
         think my ankle injured my brain. Yes, where
18
          exactly is that fire station going to be?
19
              MR. WUELLNER: It would be really right across
20
         the street just up here toward the fire rescue.
21
               MS. LUDLOW: You mean where we were going to
22
         have the park?
23
               MR. WUELLNER: Past it.
              MS. LUDLOW: Okay. But was it --
2.4
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MR. WUELLNER: It's basically where the

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1
          existing is.
 2.
               MS. LUDLOW: Wasn't that already approved by
 3
          the county?
 4
               MR. WUELLNER: No, ma'am.
 5
               MS. LUDLOW: Okay. All right. Then I
 6
          misunderstood that and I'll go back and look it up.
 7
               But the other thing is why -- why in the world
 8
          are you throwing out these numbers? I mean, I just
 9
          don't get it, because what do we have on this
          airport that's staffed 24/7? Nothing. The tower's
10
          not staffed. Atlantic's not staffed. Nothing is
11
12
          staffed 24/7. Why -- you took -- that's a scare
1.3
         tactic.
14
               MR. WUELLNER: I have no dog in this fight.
          You --
15
16
              MS. LUDLOW: Well --
17
              MR. WUELLNER: =This -- this was the
18
          conversation --
19
              MS. LUDLOW: You put the worst-case scenario.
20
               MR. WUELLNER: -- that occurred immediately
21
          following the --
22
               CHAIRMAN MAGUIRE: Well, no, I don't believe
23
          that's the worst-case scenario. I believe --
2.4
              MS. LUDLOW: 24/7.
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CHAIRMAN MAGUIRE: -- it forces the issue.

- You have to make a decision of why do we want -- if

  we want, why do we want our own fire rescue
- 3 services.
- 4 MS. LUDLOW: Okay.
- 5 CHAIRMAN MAGUIRE: Why are we willing to pay a
- 6 lot of money for all of this on an annual basis
- 7 every year? Because once you start, it's here
- 8 forever and it's going to cost more every single
- 9 year.
- MS. GREEN: After the March incident, we asked
- 11 staff to give us all the parameters. So you have
- 12 the high end up here of 24/7 and then staff has
- given us one staff member I guess at
- 14 St. Johns County, which I guess would be the lower
- 15 one.
- 16 CHAIRMAN MAGUIRE: So -- so it begs the
- question: Why do we believe, if we do, why do we
- 18 believe we need our own fire service? If the
- 19 response time -- what did you say the response time
- is now?
- MS. GREEN: Four to nine.
- 22 MR. WUELLNER: Four to nine minutes.
- 23 CHAIRMAN MAGUIRE: Four to nine minutes. Are
- we willing to spend \$350-, \$700,000 whatever it is,
- to get better than a four- to five-minute --

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1 nine-minute response time? Is it -- is it worth
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- 2 it? That's the decision the board is going to have
- 3 to make.
- 4 MS. LUDLOW: Okay. Is that fire station only
- for us? No, it isn't.
- 6 MR. WUELLNER: The post --
- 7 MS. LUDLOW: It's for the county.
- 8 CHAIRMAN MAGUIRE: It doesn't matter. If the
- 9 money comes out of our pocket --
- 10 MS. LUDLOW: Okay. How much is that green
- building sitting over there worth, that fire
- 12 station we have here? We've had for years sitting
- 13 there empty. What is that worth? What's the value
- of that property and why don't we rent that to
- somebody?
- MR. WUELLNER: For what purpose?
- MS. LUDLOW: The green -- the green fire
- 18 station.
- MR. WUELLNER: It's not green, but what --
- MS. LUDLOW: Oh, well.
- MR. WUELLNER: -- nonetheless, but --
- 22 MS. LUDLOW: Yeah. Okay. So it's never been
- used.
- MR. WUELLNER: It's used --
- MS. LUDLOW: It's a brand new building.

- 1 MR. WUELLNER: It's used --
- 2 MS. LUDLOW: You put -- you store the airboat
- 3 there.
- 4 MR. WUELLNER: You have an airboat. You have
- 5 two fire vehicles that are staffed by a contracted
- fire rescue during operations that are required --
- 7 MS. LUDLOW: By -- by Grumman?
- 8 MR. WUELLNER: Not by Grumman.
- 9 MS. LUDLOW: Yes.
- 10 MR. WUELLNER: Although Grumman would like to
- 11 use it.
- MS. LUDLOW: Yeah. Well, I would say we
- 13 wouldn't think of getting another one until, you
- 14 know, we know what to do with that one.
- 15 MR. WUELLNER: Well, this -- this wouldn't be
- our station.
- 17 MS. LUDLOW: No, it certainly wouldn't.
- MR. WUELLNER: This would be a community fire
- 19 station.
- MS. LUDLOW: Right. Okay. And we have
- 21 nothing 24/7. That was...
- Okay. I'm done.
- MS. GREEN: Uh-huh.
- 24 CHAIRMAN MAGUIRE: Any other comments?
- MR. MIRGEAUX: I understood this to be a --

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just staffing costs, an annual staffing cost, not
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- 2 building a new fire station. Is this building a
- 3 new fire --
- 4 MR. OLSON: No.
- 5 MR. WUELLNER: This is staffing.
- 6 MR. MIRGEAUX: This is just staffing.
- 7 MR. OLSON: Yeah.
- 8 MS. LUDLOW: So -- and who builds the fire
- 9 station?
- 10 MR. WUELLNER: The station exists.
- MR. OLSON: So as we heard, the county has a
- 12 plan --
- MS. LUDLOW: Yes.
- MR. OLSON: -- to join with the airport to
- 15 build a new fire station. Likely it will be needed
- fairly soon because of all the development
- 17 happening in this area. So, you know, that's --
- MS. LUDLOW: I understand.
- MR. OLSON: -- in the long -- you know --
- MR. MIRGEAUX: So if the county has a plan to
- 21 build a new fire station, that --
- MS. LUDLOW: Anyway.
- MR. MIRGEAUX: -- new fire station presumably
- is going to be within our current overlay district.
- MR. WUELLNER: It's -- it's a replacement of

Station 12, which is the station that currently 1 2 responds or more often than not --3 MR. MIRGEAUX: Which has a response rate of seven to nine minutes, six to nine minutes? 5 MR. WUELLNER: Four to nine minutes, typically. 7 MR. MIRGEAUX: So then it will be closer than 8 that one, hopefully. MR. WUELLNER: Absolutely. And they would 9 10 keep at least a dedicated person at that location to -- to be available when they respond to other 11 12 calls. So you would always be covered out of that 13 station. MR. MIRGEAUX: And that's just part of the 14 county -- it's setting --15 16 MR. WUELLNER: Well, their conditions are --17 you know, one of the timeline issues the county is 18 communicating is it's very much tied to how -- the 19 results of the sales tax referendum, in terms of 20 the speed of this kind of a project. 21 MR. MIRGEAUX: The -- related to this, because 22 I think it's the key driver, the reason why this is 23 on the agenda today, but where are we at with the -- well, where do you think the NTSB is at with 2.4 25 the mishap?

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MS. GREEN: I just followed up on that. They
 1
 2
          do it anywhere from six months to a year. It
 3
          occurred in March and the only thing that's been
          published out is the initial finding which we
 5
          received a while ago.
 6
               Nothing's out since been come from that point.
          But it's up to NTSB. It's usually six months to a
 7
 8
          year. So it's been since March 2nd. First part of
 9
          March is when it occurred.
10
              MR. MIRGEAUX: Okay.
              MS. LUDLOW: I have a question.
11
12
               CHAIRMAN MAGUIRE: Go ahead.
13
               MS. LUDLOW: I just forgot what it was.
14
               MR. OLSON: I was going to ask Reba. Has
15
          the -- you're involved with the safety committee,
16
          right?
17
              MS. LUDLOW: Yes. That's what it was, thank
18
          you.
19
               MR. OLSON: So my question is, has the safety
20
          committee met to discuss the broad issue of
21
          increased safety and rescue?
2.2
               And -- and the reason I ask it is that I may
23
          be completely off base here, but one of the
2.4
          possible -- the -- we've had two recent accidents
25
          where the aircraft has gone down into the marsh.
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- The last one, a very tragic one, was one where the actual site was not easy to locate.
- So, I thought about one way to incrementally

  increase safety would be to have a system installed

  here, not a -- necessarily a human -- a system that

  would help -- would identify more precisely where

  these planes are if they are in the marsh. Has -
  is that a possibility? I don't know.
- 9 MS. LUDLOW: I think yes, it is. But what I
  10 was going to say is we should table this because I
  11 finally -- we have a hard time getting a conference
  12 room, which, you know, I -- well, that's for public
  13 comment, I'll say. But the safety committee review
  14 is scheduled for the first week in -- of September.
- MR. OLSON: Okay.
- MS. LUDLOW: And we had some setbacks on it,
  but we had the hierarchy in order, and they're the
  ones that should be telling us this.
- MR. OLSON: Okay.
- 20 MS. LUDLOW: So I think we should table it.
- 21 CHAIRMAN MAGUIRE: You said table. I didn't
- 22 think this was brought forth for --
- MR. WUELLNER: It isn't.
- 24 CHAIRMAN MAGUIRE: -- for a vote or anything.
- MR. WUELLNER: I want to make the same point.

1	CHAIRMAN MAGUIRE: This is for information
2	only; is that correct?
3	MR. WUELLNER: Yeah. All all we were
4	trying to do today is give you an idea what the
5	order of magnitude
6	CHAIRMAN MAGUIRE: Yes.
7	MR. WUELLNER: to provide the service would
8	be and to see if there is an appetite. We're not
9	recommending anything. Is there an appetite to
10	include any or all of this into your budget going
11	forward for next year?
12	MS. LUDLOW: Gotcha.
13	MR. WUELLNER: That's your call.
14	CHAIRMAN MAGUIRE: Yeah.
15	MS. LUDLOW: I understand.
16	MS. GREEN: Uh-huh.
17	CHAIRMAN MAGUIRE: All right. Okay. Before
18	we do that, we have Mr. Liotta again.
19	MR. LIOTTA: I think that was a really great
20	discussion.
21	I appreciate Reba's point of view that the
22	tower is not 24/7, so, you know, having some
23	service that's less than 24/7 may be something that
24	is less onerous. But I also think we all know that
25	the combined efforts with the county is the

1 long-term right answer. The airport shouldn't have
2 to operate this or budget for this itself.

1.3

2.4

And I think that Bob's point is, if that's the ultimate answer, what is the things that we can do to address safety issues between now and then that do make sense financially that could help? Because we know that it wasn't the response time, the four to nine minutes, that was the issue at this last one. It was finding where in the marsh Marianne was and then ultimately being able to access her with the airboat that are the big issues there, right?

So, if there's anything that we can do to improve that, I think that would be something that the community wants to hear. And I think that's really want the community wants, is they want to hear somebody is doing something to make it better. And I'm sure there's something that we can do to make it better that's not all the way to 24/7 fire safety staff.

CHAIRMAN MAGUIRE: Okay. Bring it back to the board. Any other comments?

MR. MIRGEAUX: Again, I'll wait for the -- the NTSB is going to be the definitive investigation on this, will look into it, and then obviously the

- work, Reba, that you and the safety committee are doing I think is going to shed a lot of good light on this.
- But as a pilot, I will say if you have an

  emergency, declare it -- and I don't know who our

  tower representative is in here today, we didn't

  hear from them -- but if they declare an emergency,

  you should be getting on with the local fire

  protection and fire services right then and there.

  I'm not sure that that happened this time.
- MS. LUDLOW: She --

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- MR. WUELLNER: It did.
- MS. LUDLOW: -- declare an emergency.
- MR. MIRGEAUX: So if she declared an

  emergency, that -- you know, that's the green light

  for, you know, let's get the fire department out

  and ready. And I think that that -- that may be a

  contributing factor. I don't know and --
  - MS. GREEN: That's why I reached out to NTSB to see when that was coming. And I don't know if we want to wait another six months. I don't. I think we need to -- what Mr. Liotta said, we need to start the planning and move forward and put some fire maybe under St. Johns County fire department so we can get that planning.

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MS. LUDLOW: And that is the hierarchy of the
 1
 2
          safety review committee. It is TSA. It's fire
 3
          marshal. It's Sheriff's Office. It's everybody
          that can tell us what we can do best.
               MS. GREEN: Maybe you can bring us some
 5
 6
          information after the first -- you said the first
          week of September for our next meeting?
 7
               MS. LUDLOW: Well, yeah, might be second week.
 9
              MS. GREEN: Okay.
              MS. LUDLOW: Because the first week is
10
          Labor Day.
11
12
              MS. GREEN: Okay.
              MS. LUDLOW: So they might have to move it to
13
          the second.
14
              MR. MIRGEAUX: I'd be interested to find
15
16
          out -- story to interrupt, but --
17
              MS. LUDLOW: No.
18
               MR. MIRGEAUX: -- I'd be interested to find
19
          out like accidents rates, mishap rates --
20
              MS. LUDLOW: Uh-huh.
              MR. MIRGEAUX: -- in terms of if there's -- I
21
22
          don't know how they do it on a GSI. In the
23
          military, there's class -- it basically comes down
2.4
          to how expensive it was to replace whatever it was
25
          that got broken, everything from, you know, taxiing
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- into, you know, a fixed object and you've got wing
- damage or something like that versus, you know, the
- 3 high -- the high end of the scale is, you know, a
- 4 fatality.
- 5 MS. LUDLOW: Yes.
- 6 MR. MIRGEAUX: So, you know, what are the
- 7 rates of our airport? Because I don't think we're
- 8 out of line. I think we're probably one of the
- 9 safer ones in fact, but I don't know. It might be
- interesting to find that out.
- MS. LUDLOW: Well, they will come to a
- meeting -- we'll have them come to a meeting. Like
- 13 I say, it was a matter of getting it set up.
- 14 CHAIRMAN MAGUIRE: Okay. Further comment?
- 15 Okay.
- MR. WUELLNER: To be clear now, I just want to
- 17 make sure we're not -- we are or we are not
- 18 including anything into the current proposed budget
- for next year, that's all --
- 20 CHAIRMAN MAGUIRE: My preference is do not
- 21 include.
- MR. MIRGEAUX: Do not.
- 23 MS. GREEN: Not at this moment. We're going
- 24 to know something pretty quickly --
- 25 CHAIRMAN MAGUIRE: Yes.

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MR. WUELLNER: Okay.
 1
 2
              MS. GREEN: -- for discussion.
 3
               CHAIRMAN MAGUIRE: For discussion, yeah.
 4
          Okay?
 5
               MR. WUELLNER: And since the -- just for your
          edification, since the dollars you're ultimately
          talking about here would end up in reserve --
 7
               MS. GREEN: I was going to say we have the
 9
          reserves.
10
               MR. WUELLNER: -- you have the ability to
          amend that --
11
12
              MS. GREEN: Right.
              MR. WUELLNER: -- later should you choose to
1.3
          do that --
14
15
              MS. GREEN: Right.
16
               MR. WUELLNER: -- or create some other
17
          conclusion later.
18
               MS. LUDLOW: I think it should be tabled until
19
          the safety review committee meets.
20
               CHAIRMAN MAGUIRE: You're talking very
21
          quietly. Say that again.
2.2
               MS. LUDLOW: I think this should be tabled
23
          until the safety review committee meets and then
24
          they will come here and talk to the board.
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CHAIRMAN MAGUIRE: It was never brought to us

1 to be to be decided upon, just to	make
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- 2 recommendations, so tabling isn't the correct word.
- 3 We're going to wait for him to bring it back and
- 4 wait for the -- the NTSB.
- 5 MS. LUDLOW: Thank you.
- MS. GREEN: And we're not going to put it in

  the budget at this moment because we do have those

  millions of dollars of reserves that are there that

  we can jump on it if we needed to.
- MS. LUDLOW: I got it.

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11 CHAIRMAN MAGUIRE: All right, Ed.

## FY2022-23 PRELIMINARY STAFF BUDGET PRESENTATION

MR. WUELLNER: Okay. Just brief overview of the budget. We passed out copies. I think the audience has copies of it, too. We've adjusted a few numbers going forward as we have actual factual data on a few things going into the September public hearings.

The two big items we wanted to make you aware of of course was where CPI was, and then of course we had the conversation just about the T-hangars.

So just so you're aware, the CPI adjustment's going to change -- or it will be what it is going into September. And then of course you made the decision a second ago we're not pursuing anything

1 for the ARFF.

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So you're -- you're looking at on the -- on the budget sheet we just put out there a relatively complete look of what you'll see in September for the first public hearing. We'll take a last look at it over the next day or so and get you a copy.

That will be largely what you consider for adoption at your Sept- -- your two September public hearings.

Of course in September the first meeting is just that, a public hearing on the budget. You have opportunities at that meeting to still make some adjustments and/or corrections. If there's something you see that isn't getting accomplished or accommodated, there still is an opportunity, a short window there to get it done. But then that will move on to the final public hearing about a week later and you'll adopt your budget for the next fiscal year at that point.

But the budget you're looking at, based on the information you provided me in the last hour, is going to be awfully darn close to what the final number is for the budget.

It includes all known capital projects, includes all known revenue sources, all known or

1			£	⊥ 1 <sub>-</sub> -		
<b>T</b>	expected	expenditures	IOT	tne	next	year.

- 2 Accommodates everything that we know is likely to
- 3 happen going into next year.
- I will point out these budget's aren't
- 5 perfect, as they never have been. Probably the
- 6 biggest contributing item in our budgets will be
- 7 the -- really the un -- inability to ever do a
- 8 capital project that stays within a single fiscal
- 9 year. It's just the nature of these jobs, and
- sometimes it's the nature of the funding to where
- it straddles multiple fiscal years. So don't be
- shocked. Most of the projects take longer than the
- one year, one fiscal year to complete.
- 14 CHAIRMAN MAGUIRE: Okay. Board comments?
- 15 (None.)
- 16 CHAIRMAN MAGUIRE: Okay. Let's move on to the
- 17 next one.

## 18 MODERN AERO LEASE STATUS

- 19 MR. WUELLNER: Last item I have for you is
- 20 just we promised you to provide a brief update on
- the Modern Aero lease, and at this point, we're as
- 22 I understand it down to two issues that are -- that
- 23 ultimately will probably be decided by -- by you
- folks when we get there.
- The 30-day termination clause is currently in

your form lease. And the last is there's a 1 2 personal guarantee requirement that's long been a 3 part of Authority policy that at this point they're 4 asking to waive. So you'll have to make that 5 decision at the point of lease. 6 Still optimistic that the September meeting would result in a lease that we can bring forward. 7 We're still waiting on a significant amount of information that allows me by your policy to bring 9 10 it forward for your consideration. So that's for the most part where I am with it. 11 12 MS. GREEN: So hopefully we'll get something, 13 board direction in September, maybe a lease? 14 MR. WUELLNER: I'm hoping. MS. GREEN: Okay. 15 16 MR. WUELLNER: At this point it's really up to 17 them to provide. 18 MS. GREEN: Okay. 19 CHAIRMAN MAGUIRE: Okay. Go ahead. 20 MS. LUDLOW: I'd like to say something about 21 that. Tell me exactly. A 30-day lease or they can 22 cancel or you can cancel in 30 days, but you're 23 giving them an eight- or ten-year lease or 2.4 somebody? How long a lease are you giving them?

MR. BURNETT: I think that's a good seque.

Mr. Chair, if I might in response to Ms. Ludlow's 1 2 question --3 CHAIRMAN MAGUIRE: Go right ahead. 4 MR. BURNETT: -- I've got a presentation just 5 to go through some of the issues and give the board some of the background on the issues so you get a good picture of where we're at, and I'll -- I'll 7 address that question as well. 9 MS. LUDLOW: Okay. The -- okay. 10 CHAIRMAN MAGUIRE: Okay. MR. BURNETT: Just get this up and running. 11 12 You know, I'll start by saying that having 13 been here around the airport now for serving in 14 legal capacity as either the head attorney or 15 associate attorney working for the airport for 16 20 years now, right at, we've just never had this 17 kind of lease issue where there was so much 18 consternation and back and forth related to a 19 lease. 20 And you're talking about big leases we've 21 negotiated. Redoing the FBO lease, for example, 2.2 with Atlantic Aviation. Northrop Grumman's various 23 lease amendments, changes to its lease.

North 40, big issues related to maintenance and

additional funds on the North 40.

2.4

1	And then all of the different users we have
2	here, whether it's Ring Power, you know, Florida
3	Flyers, Roberts Aviation, Southeast Aero, Rivkin
4	Aviation, Customs, St. Johns County
5	Sheriff's Office, all of those things, just never
6	had this kind of problem.

1.3

2.4

But I think it's worth going through some of the history so you know why we've been at it for over a year and why some of the issues are out there.

Just looking at an aerial of the facility, if you look and break that down into an exhibit from one of the lease documents, you can see this is the 2010 lease, Unit B and part of Unit C. Unit C is the middle part. So they have part of the middle portion. And then the 2012 lease is Unit A shown in purple.

Looking at that middle section, approximately this is their leasehold what's shown in blue.

They're allowed to use some of the common area as well. That's part of the 2010 lease. Mapping that out on an aerial loosely, it's this amount of the building.

If you look at the 2010 lease, again, this is one that was with Jacksonville Aviation, this is

L	the 2010 that's for Unit B and part of C term of
2	lease that was renewed for five years but then
3	subsequently was not renewed in in 2020, so
1	currently it's on a month-to-month basis.

1.3

Uses. Just to pull out the main primary use that's in here, it's aircraft maintenance and repair. 2012, same form lease document. This is the one for Unit A and a similar kind of use.

Both of these leases do have the lease amendment which I'll come back and talk to you about. You know, again circling, this is to get into that realm of being a nonfuel FBO. So both leases have an amendment associated with it.

A note on form lease amendments. They were created to help the tenants, the two documents I just showed you, because FBOs are exempt from ad valorem taxation in Florida law and it's a criteria for recognizing nonfuel FBOs, really to level the playing field. And when you look at how these were adopted in the minutes, you get a good flavor for why they -- why that was done.

If you look at the 2017 minutes, Mr. Burnett,
The issue there is we actually help our tenants
because right now the Property Appraiser's
subjecting them to ad valorem taxation if they're

1	not an FBO. If you're an FBO by Florida law, you
2	don't have to pay ad valorem taxes. And so, the
3	Florida Statutes do not define what an FBO is.
4	Florida Statute doesn't say an FBO is this. The
5	FAA gives you guidance to say an FBO this, but it
6	doesn't tell you how to define it. Even in their
7	circular, a full-blown FBO FBO does all of these
8	things or they can do some of these things, and
9	then it says SASOs bundled service can be special
10	FBOs.

The bottom line, we met with the Property

Appraiser to say, hey, do you have a problem with

us defining an FBO in our policy and then issuing a

lease based on a nonfuel FBO?

And there was a balancing act to this because we have an FBO obviously, Atlantic Aviation, and if we go and make FBOs recognized as an FBO that are substandard to Atlantic, it causes a problem under our FBO lease with Atlantic Aviation. Has to have matching services if they're going to be a full-blown FBO. So this was a creative way to deal with it.

In 2018, came back in for the adoption. Again talking about there was three, four, five users on the property where they just needed a balance.

1	Some weren't paying ad valorem taxation because
2	they were a maintenance shop underneath the FBO,
3	but the same type of maintenance shop outside of
4	the FBO would be paying ad valorem taxes. So
5	you've got two businesses almost identical in an
6	unfair plane.

So we came up with this form. A big portion of it, though, was we still to this day, I will tell you, if this was challenged by the tax collector or challenged by the Property Appraiser, if we get a different Property Appraiser, for example, somewhere down the road — whether

Mr. Creamer was not reelected or if he retired and a different Property Appraiser or maybe the Florida Association of Property Appraisers, you know, views this issue differently or there's a change in Florida law.

So we put language in here specifically to say, hey, this can be automatically terminated by a change of the policy. So we didn't change the underlying leases, they stayed the same, but the amendment gave them this ability.

And they automatically term -- terminate, expire, and be of no legal import should the landlord determine in its sole and absolute

1	discretion to delete the category of of nonfuel
2	FBO. And then it goes on to say that no one can
3	detrimentally rely on this. So as best that we
4	could protect the airport in trying this process,
5	that's what was done.

2.2

I will segue for a moment and tell you that this is where some of the first consternation started, was when Modern Aero's Indiana lawyer contacted us regarding the lease to say that his client had an FBO, they could do what they wanted, and cited specifically to this amendment.

And I asked him if he had read the Section 3 and whether or not he understood why this came about, that it's not actually an FBO, it's a mechanism for them to be recognized as a nonfuel FBO for ad valorem taxation purposes.

And then I went on to explain that, you know, one of the leases is a month-to-month, this needs -- overall needs to be addressed, which then was accusatory back to me that somehow or another I was going to impose ad valorem taxation and the like.

So, anyways, to -- the tenant's proposed changes to the form lease. You have a form lease.

I'm going to come back and tell you -- show you

1	that you have a form lease that you adopted. But
2	their changes to the lease started out with a
3	letter with Mr. Ludwig, he doesn't think that a
4	standard that the standard form lease really
5	addresses his client's use and it didn't anticipate
6	the fact the fact that Modern intended to
7	operate through an affiliated company a Part 135
8	charter. The airport's in a monopoly position.

1.3

They go on to say, Doug, my client only wants to be treated fairly without any discrimination.

And then please know that our redline comments are made in good faith in an effort to come to fair and reasonable terms.

And then this is the redline comments, just to give you a flavor for it. It is page after page of enormous rewrites of your form lease document. And I'll go through these a little bit -- for the sake of time, I'm not going to go through in great detail, but I'll go this in a little -- in a little bit of detail.

But I just -- to give you the general observation, if you went to get a driver's license renewed and you said, I don't want to sign your form, I've got a redline for it, let me get the redlines negotiated out before I sign the form,

1	you're not going to get a driver's license. 1040,
2	the same thing. You are the airport is a
3	government entity. This is a form you've adopted.

2.4

My response back to Mr. Ludwig's revisions, I went and pulled each section of the revised language and explained how it impacted the lease, how it changed the lease, and asked for questions like, why would this be different for your client? Some of the things, I acknowledge that, okay, two tie-downs, if that's the way it's been in the past, two tie-downs seems reasonable.

And then another letter came back in

December 7th in response to that to say, okay,

we'll compromise on some of these things, but

here's the issues we still have outstanding. To

which then I took my former letter, revised it, and

I have my prior comments and updated comments -
prior comments and updated comments all the way

through the revisions they were seeking.

And then it kind of sat for a while, but I'll show you some of these changes. For example, on vehicular parking, it eliminated the ability -- the airport's ability to designate parking spaces. And for example, it says, if they run out of parking, you may need to build them more parking spaces.

1	You kn	low,	it	just	toc	k the	e whole	e flavor	of	the	
2	lease	and	cha	nged	it	from	being	landlor	rd-si	lanted	to
3	being	tena	ant-	slant	ted.						

2.4

And of course you -- and by the way, one of the things it did was it specifically had you recognizing that they were an FBO. So, most of these things are out now and they're not an issue so I'm going to skip them, but I'll show you one thing just to highlight why things are problematic.

You have a form lease. You change the numbering, then for all of your forms when you're staff's trying to administer the lease and you say, Paragraph 22 requires all tenants to do this, you go to Paragraph 22, it's not there. It might be 21. It might be 23. In this case, we're dealing with a Paragraph 35.

Most of these are not out here. Like Ed said, we've got minor issues outstanding. I'll show you what those are. They did change things like utilities and -- and tried to change things with who -- how the utilities were handled. They tried to say that alterations could be made that they wanted to make, and it really changed the flavor of the lease document.

Give me one minute. We're almost there.

There's the alterations language. Even damage and
destruction, you may decide that if a hangar
reached its end of life or if it was completely
destroyed through some event, that either don't
you don't rebuild that hangar, you don't rebuild
that hangar immediately, you may focus priorities
on something else on the airport. So those things
are drafted for the Airport Authority's benefit a
lot of the times for very good reasons.

Give me one moment. We're almost there. When we get to Paragraph 35, I'll show you what's still outstanding. And this is part of Ms. Ludlow's question, Paragraph 35. This is part of your form document. Basically says that either party can terminate the lease on 30 days' notice.

The background on that was knowing things such as airport expansion, airport change of direction, other things that may necessitate terminating a lease. And two other big ones: If the hangar reaches its end of life or if there's a lawsuit, or as part of the lawsuit or to stop leases from being monetized, you have a 30-day termination provision.

The thought process, and I think maybe this was mentioned in one of the meetings, I think

Mr. Wuellner's thought process also is to make it

reciprocal, not just the airport be able to

terminate, but to make it to where the tenant could

terminate as well. Because we have so many people

on the waiting list, if a tenant wants to get out

of a hangar lease, why not let them because you've

got all of these other tenants standing in line

wanting a hangar? They shouldn't feel a pressure

to have to stay in the hangar if they want out of

the agreement.

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From your standpoint, it made good sense, because when you have a waiting list, so that people can't monetize leases to turn around and sell them, typically one of the things they would look at is how long's the lease? Can it be terminated? And if you violate a policy, are you going to be fighting about it in court or is there an easy out for the airport? So that was the thought process behind this language.

I'll come back to that in a little more detail here in a minute, but that is the re -- that is one of the remaining items, it's one of the remaining items, please know that if you change this, this is a form that would need to be changed for the other tenants that have these leases, and I'll show you those. They wanted to delete attorney's fees being

1	recoverable.	They wanted	to 1	make	it	to	where	they
2	could sue in	federal court						

You know, this is a -- and just to speak to this very briefly, this is something we've talked about over the years. You know, you look at what went on with the Boomerang litigation where they removed it to federal court and it was state court issues and ultimately it was going to be remanded back to state court, the state court issues.

This is clearly state court issues. Leases are in Chapter 83 of the Florida Statutes, commercial and residential, and this is a creature of Florida law, so...

Another outstanding issue, and this is for you to decide, the tenant wanting to delete the personal guarantee. There's our form language that they've redlined through, and this is one that it's either in there or not based on your policy.

Section 35, they're claiming's unfair. Let me come back to that in a moment.

One thing, I will hit the -- the 30-day issue in more detail, but let me -- let me also get to this issue, which is basically they claim that we made up a no jet policy in south area.

25 And it's in the letter that the lawyer sent.

L	They even drafted this lawsuit back in September of
2	2021 almost a year ago now, and one of the things
3	that was stated in there was that, you know,
1	blanketly prohibited jet on any portion of the
5	airport, it's without any factual, scientific,
S	historic, or legal rational basis.

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Problems with the argument, for what its worth, is it ignores the history of the south area, they refused to sign the lease, and there's something sovereign immunity. But I'll -- I'll hit on some of this real quickly.

You can see in here they say it's not true that the south area was no jets and the director made unsubstantiated claims and there's never been anything related to power plant discussed in the south area.

You have to know the history, though, on these issues. From 2004 to 2010, noise was a regular item of discussion at all the Airport Authority meetings. If you were sitting in this room in 2004 through 2010, the noise was continually discussed during those meetings.

Why? Because there what a citizen noise committee. There was a concern that the FAA may require a noise study or noise abatement. There

was concerns about noise mitigation and noise contours or something that was discussed.

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The south area development and 13/31 south expansion put a spotlight on noise. In fact, that's 13/31, the expansion plan that, you know, obviously exists today, but it was a concept back in that time period.

And then that south area development design, when you go back to the minutes from May of 2004, this was the master plan update, it was being done by the LPA Group, a predecessor entity that the Airport Authority had as a consultant prior to Passero.

The main person there, I guess their version of Andrew Holesko, was Mr. Jeffco (phonetic). And during his presentation, he said, As we get into somewhere like the south GA area in Araquay Park, that area has been shown as a concept.

The technical advisory committee -- so back when you were passing your master plan back in those days, you had a technical advisory committee. It was best felt that if we could separate and a keep a lot of the corporate-type hangars up in this end of the airport and keep some of the smaller hangars and tie-down areas down in the south end,

1 T-hangars, that would be a better use of the area.

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I'll go back to later 2004, development alternatives for Araquay Park. You know, another meeting that same year. Again, another meeting August of 2004, master plan preferred alternative selection.

And in this preferred alternative selection, again Mr. Jeffco, We have three alternatives which we have indeed have gone back and tweaked as a result of the workshop. The technical advisory committee resounding comment from the public during our meeting in terms of noise, proximity to facilities, notice that there is land to the south here. That is in direct response to the comments that come out of public meeting to reserve those lands for land use compatible as a buffer.

Alternative B now gives us that open atmosphere. The Airport Authority decided in the future that you would like to kind of slow down the density, reduce the density of hangar development in this area.

Fast forward to May of 2005, and we've got

Mr. Roderick -- I think Mr. Roderick was a SAAPA

representative at this point in time. I could be

mistaken. He's talking and he says, We discussed

going to the north and keeping the large jets to

the north and reduce the noise. It was discussed,

but, too, also keeping that indust- -- industrial

area up there -- up that way to minimize the impact

on the community.

Again, August 2005, south area discussion on the agenda. October 20th, 2008, south development site plan discussion. I'm going to show you some exhibits here real guick.

Mr. Wuellner, We had several people who were interested in using it, but frankly they were trying to place some sort of jet in that type of hangar and we -- we told them that that wasn't the area for that activity. Jet's probably just not a good mix down in that area. We've -- we've developed that space and I think everybody's in agreement that that area needs to stay prop. Might get away with a King Air back there, but I don't think you want to go a true jet back in there.

Same meeting, Mr. Wuellner, But that brings up again the issue, is that the kind of aircraft you want down in the south area? He's -- he's a piston guy. Mr. George, You've got a point there.

Mr. Gorman, That Sabrejet has tremendous thrust and just -- and Mr. George and Mr. Gorman at that time

1	were both Airport Authority members, as you can se
2	on the left. Suzanne Green's also the chairman at
3	that point in time.

Mr. George, Yeah, I know. Mr. George, Yeah,
we would not want it facing Vilano Beach.

Ms. Barrera who was on the Airport Authority at
that time, Or any of the other neighbors, any of
the other neighbors. Talking about a jet down in
the south area.

And here's specifically the agenda for that meeting, and looking at the south area, you can see even at that point in time, the building we're sitting in today doesn't exist, and the hangar in question, A, B, C, D and E, doesn't exist either. They're conceptual.

Here's the actual concept. You can see rather than that Boomerang design that we have out there today for the hangar next door to us and also for the building we're in right now, it doesn't show it as a two-story building combined facility.

Going to December of 2008, south area ratification. This is where you're actually ratifying — the Airport Authority's ratifying the plan for the south area. Mr. Wuellner, We have not leased them to jets, determined aircraft back there

in the proximity to the neighborhood.

And Mr. Wuellner, The other six, you know, we're limiting those that are more willing to spend significant amounts on rent are turbojet customers and by not putting those back in the area, you've limited perhaps a segment of the market that would normally be rented. Mr. George, Okay.

There was no objection to that, nothing from the Authority that was saying, Mr. Wuellner, you're headed in the wrong direction. In fact, here's what we're looking at, at that area, the T-hangars in the south area were complete and you can see the project area where we're sitting is just nothing more than a project area. And here's the schematic drawing of actually where we sit today on the far right, and the boomerang hangar didn't have a connecting piece in the morning — in the middle, but it was obviously conceptual.

February 24th of 2010, Chairman Kelly Barrera, Changing the south area development so that it was for lighter GA planes but not for jet engines, and we changed our development so that we could be more neighborhood sensitive. Chairman Barrera, South development, keep that neighborhood friendly.

On that agenda that day, you can see the

1	agenda report it's actually this building that
2	we're sitting in was conceptual. Seeing
3	elevations seeing elevations for the hangar
4	that's there today. And also looking at the park
5	development because obviously there was a big
6	buffer area that was developed as part of the park
7	And it was from the beginning designed to be or
8	thought of being a maintenance facility, the
9	building next door.
10	November 30th, 2010, Mr. Werter, he's

November 30th, 2010, Mr. Werter, he's referring to City Helicopters -- Mr. Werter was a board member at the time. Mr. Werter, City Helicopters was once interested in a stand-alone operation.

Mr. Wuellner, At first blush, the south area sounds like a great idea until you start running a helicopter 45 times a day over the neighbors.

Mr. Werter, Yeah. Mr. Wuellner, So we -- we kind of kept him from getting back in this part of the airport. The idea long term is that we would redevelop what are the equivalents. I think we did this three or four years ago in discussion phase hangars A, B, C, D, and F essentially redeveloped that at some point more commercial -- commercial area. That provides U.S. frontage and provides a

- 1 barrier and the buffer kind of location.
- 2 That was in connection with acquisition of
- 3 lots -- excuse me, land 7.1 acres, and you can see
- 4 very clearly what the south area was defined as at
- 5 that point in time.
- A couple of more examples in here. This is an
- 7 interesting thing on noise. This is September
- 8 meeting in 2011. To show you that the
- 9 Airport Authority was headed in the right direction
- at that time, 2011, Mr. Yeoman who's on the
- Authority says, Have we had any noise complaints?
- 12 Mr. Burnett, Ms. Hollingsworth is shaking her head
- 13 no. Mr. Yeoman, When is the last time we had a
- noise complaint? Ms. Hollingsworth, April.
- Mr. Yeoman, That's -- that's phenomenal.
- Because you really were at that -- back in
- 17 those time periods before this constantly hearing
- 18 about noise. It was an issue. You developed a
- 19 system for taking noise complaints, how you were
- 20 going to deal with the noise complaints, how you
- 21 were going to record them and the like because
- there was concern about this south area.
- Your website today still to this day has a
- guide to airport noise policies and it provides how
- to get further assistance. You can write. You can

1	contact the	e airport.	You can	re you	can click
2	on the link	and file	a report	related to	airport
3	noise.				

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2012, just a comment in there that says,

Related to the noise, other than -- for whatever
reasons dropped off significantly. So we know in
this time period the airport's gone in a good
direction as to that area.

2013 comments, Ms. Barrera, again

Airport Authority member, From my viewpoint, just
looking at compatible land use and noise

mitigation, the price that we've been able to get
those two pieces of property would be a good value.

Mr. Cox, an Airport Authority member, No, I agree with you. And Kelly actually brought up a very good point for noise mitigation and all the other issues that we may concern as far as we'd like to encapsulate the airport, I mean, from my perspective and kind of put a bubble around it.

Again, talking about the south area and acquisition of these two lots known as 4778 and 4742.

March of 2013, Mr. Burnett, Can I add one thing? Having now been here for a while, I think -- and this is me being here roughly ten years at that stage -- I think there was a plan

- that showed this being more corporate hangar and
  lighter.
- Mr. Slingluff -- I'm not sure at this stage

  whether Mr. Slingluff was still affiliated with

  Galaxy or Atlantic Aviation or whether he's retired

  at that point in time, but he was the former

  manager of the FBO here. Mr. Slingluff, Yes.

  Mr. Burnett, GA hangars back in this range.
- 9 Mr. Slingluff, Yes, that's correct. Mr. Wuellner, 10 That's probably correct.

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Mr. Burnett, In the idea of Hangars 8, 9, and 10 that happened over on by the North 40, remove that from this location and put it over there and that's how these lighter GA hangars got built.

Mr. Wuellner, That's actually a really good point, Doug. After the last master plan in the south area that you're seeing out a window here, we earmarked, designated, committed basically by the Authority to light general aviation. So when you look at how we developed back here, it's not with an eye towards as many corporate jets as we can get back here for anything like that. We committed that activity to another part of the airport so that like users could enjoy similar operating parameters. We don't have jets blowing, you know,

_	singles off off the tarmac or hangars and it
2	allowed a much more flexible design as we moved
3	through the development in particular out the
1	window here. You couldn't do that with corporate
5	jets and get away with it. And then Mr. Slingluff
õ	just basically confirmed the same sentiment.

Again, acquisition was still on the list.

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Why did this become an issue? Why did the issue of no jets back there become an issue? When the lease was acquired by Modern Aero or its principals, one of the things that happened was they seemed to change the use from aircraft maintenance. That use changed.

But the other thing is, NetJets inquired to your airport staff about use of the south area, since they had never use that area. They had an operational concern. They actually contact -- NetJets contacted your staff to say, hey, we're going to go in and out of the south area. Is that okay? I didn't take the call. I'm just repeating to you what I've understood has gone on, transpired from -- with your staff.

And another thing was a fuel company inquired to your airport staff about a tenant ordering self-fuel capability at Hangar A, B, and C. That

1	would take some pretty special approval from the
2	Authority, to have self-fuel at Hangar A, B, and C,
3	the ones we're talking about, and that triggered an
4	issue of what's the fuel for.

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And then again, the tenant claims no written policy related to the south area so it's not enforceable.

Just looking at aerial very briefly, you can see the south area. You can see the residences to the south of it. A little closer view.

If I go one step further, though, and I actually take -- this was done on the Property Appraiser's website where you can click a grid to measure distance. I didn't go physically measure this; I'm just taking it from the aerial, assuming it's roughly accurate from the Property Appraiser.

You can see the top width of the pavement is about 75 feet. The other width of the pavement is about 70. But when you get right past our building here, just past our building to the west, the pavement width drops to 35 feet.

So it is a different operational width parameter going back there. I'm not the aviation person; it's not for me to make this. Ultimately you're the -- the determining person, but I'm

1	giving you some of the facts related to it. And
2	obviously this is the hangar that we're talking
3	about in this location.

The tenant says we're not using a form lease.

I'll just show you very briefly, walk you through
this. On the Airport Authority's website, there's
your policies.

In the policies, it is a link to click for lease policy. When you click that, you get to the lease policy. You open it up, there's a table of contents. You can see over here on the top right, that's an appendices and in there are your form lease documents.

In August of 2006, the Airport Authority went through and had a workshop and revised its minimum operating standards and also lease policy through that process. Again, all the way back in 2006.

In '17, though -- this is more relevant to the lease that you're considering -- let me hit the highlights on the new T-hangar lease. In -- in '17, we're talking about T-hangar leases and my comments, It has been about ten years since this document's been updated. The 16-pager that Ed referred you to, you'll see that come back to you in the future for the corporate hangars on what

1 will be the lease form there.

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So we had that already at this stage before you're looking at the T-hangar lease. Obviously we get the T-hangar lease as short and as sweet and concise as we can, down to, you know, four pages roughly. But at this stage, we're talking about coming back.

December of '18, we come back with the

Passero Associates lease agreement and the Rivkin

aircraft lease agreement. In there, in that

meeting, Mr. Wuellner, We have worked extensively

with Passero and my thanks to Doug. We have -- he

has developed a newer lease form that's more I'll

call it landlord friendly in these circumstances in

this lease is on that form.

Same meeting, Mr. Burnett, One more. Just a repeat that as to this item, this will be the new hangar for commercial lease form. Again, this will become your new form, and again, part of your -- as part of your standard policy. To make sure that the Airport Authority understood that in approving these two leases that were on the agenda, that they would be approving the leases and making them the new lease form for policy.

And on that day, you can see -- by the way,

1	I'm pointing this out because this Section 35 on
2	termination is the big hot button issue that's
3	still out there, I suppose. It is the same form
4	that Passero has. Rivkin has. That form has gone
5	on. JaxJets has the same form. Florida Flyers,
6	same form. I've condensed it to three pages just
7	for space of the presentation, but you can see it's
8	in there.

You know, the tenant has multiple
miscellaneous other claims. Just the
discrimination and unfairness, I would just submit
to you that the only -- the only thing you're
trying to do or your staff's trying to do is here's
the form lease. It's been adopted by the
Authority, other tenants have used it. This
isn't -- hasn't been a problem. You're being
treated fairly. You're not being discriminated
against.

And then of course I just want to touch on this briefly. We've had the tax fraud allegations from February of '22. Mr. Liotta, I have some impropriety related to taxes. Commercial operating agreements are charging tenants sales tax improperly. Second, the airport is taking a position as it's related to a free lodging fringe

1 benefit that is not covered in the IRS safe harbor.

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I just want to address this, and I'll come
back to it in my conclusion, but these two issues,
let's look at them very briefly. The sales tax,
while all of this is going on with your lease,
Mr. Liotta needed for -- a commercial operating
agreement for Volato. The form was provided. It
was executed. It was signed by Mr. Wuellner in the
normal course of business because it's on the form.
It gets taken care of.

One thing that happens, though, and Mr. Liotta brought this to your staff's attention, was he said the sales tax isn't supposed to be charged. To make an allegation here to say that there's tax fraud or some kind of impropriety related to taxes, it makes it sounds like your staff's doing something inappropriate.

The reality is your staff was charging sales tax on something they believed sales tax needed to be charged. Typically on leases and other contracts, we -- like that, we have sales tax. The invoice has been updated now. Sales tax isn't being charged on operating agreements. Your staff understands that.

The second thing that's alleged is something

1	related to taxation on the residence requirement of
2	Mr. Wuellner's employment agreement. The
3	interesting thing about this employment agreement
4	is it was adopted by resolution at the Authority
5	meeting, so it was fully vetted and reviewed by the
6	Airport Authority.

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And although I believe Ms. Green was not on the Authority during this time, Matt Mercer, a local attorney, was on the Authority at this time and he had reviewed this lease independent of my efforts, and on top of that, he had an opinion from Richard Waler, a CPA, before this approval. And then subsequent to that, in March of this year, the Authority's, I guess, accountants reviewed this again and specifically said that we are giving a tax opinion that your housing allowance is not taxable as income to you for U.S. income tax purposes.

And, you know, we have all of this

consternation related to this lease, but the

reality is it's a form document. And if there's

some minor reason that something needs to be

revised, let's point that out and talk about it.

Seems like it would be brought to your attention,

but a rewrite would seem inappropriate. That's why

- I think this is now teed up for you because you do
  have minor issues.
- Let's look at the business plan. I touched on
  this. We have two lease issues that are
  outstanding as far as the language, the
  paragraph 35 and the personal guarantee. But the
  business plan is an issue I think that as a policy
  matter, Mr. Wuellner needs those documents to
  support the lease in order to move this forward to
  you.

To look at that, we have two things. We've

got a letter and an e-mail. Here's the letter from

May of 2021 which I think was in response to

Mr. Wuellner's request for a business plan. And

you see the proposed amendment wanting to have

these services.

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Maintenance is not listed as one of the services. Whether that matters to you or not, I'm just pointing it out. The organizational chart, which I think this Aregone (phonetic) is now no longer a part of it, or AeroGo. And given the leases are in good standing and ready to be approved, this letter only addresses how we meet any of the additional minimum standards required by the added services.

1	The interesting thing is the lease wasn't
2	assigned to them. They bought the they bought
3	the tenant interest in the tenant. So you still
4	have the same tenant entity. They appear to be
5	requesting a brand new lease in a different entity.
6	To the extent that's the case, then you have to
7	evaluate whether or not it requires a new business
8	plan.
9	From June 21st, 2021 now, this letter, by

the way, is May of 2021. So you look back at the contemporaneous time frame when they've said what their services are, and then in June of 2021,

Mrs. Liotta stands up in public comment at the Airport Authority and says, Hi, I'm Jennifer

Liotta. I'm with Modern Aero. We're a company that just purchased Jax Aviation in March.

Jacksonville is a tenant on the field. We're working with Ed and the Authority on adjusting the lease. We're looking forward to putting a flight school that's going to focus on the Cirrus aircraft. So two things. They purchase Jax Aviation and they want a flight school.

Again, the lease says aircraft maintenance and repair, but look at August of 2021. Mr. Liotta comes in -- for whatever reason, this has got a --

1	like a protection on it that it says draft and so I
2	couldn't highlight the text the same as I could the
3	other, so bear with me.

1.3

This is Mr. Liotta's comments and this says,

Most recently I decided to invest in the area of

building a new type of charter business and my

family office has committed over 30 million to the

endeavor. He says, As part of that, we've ordered

10 HondaJets. A HondaJet charter business is

what's stated.

I'll skip this Ludwig, Mr. Ludwig letter, but he does say in this letter, Modern intends to provide flight training to its customers with certified flight instructors as allowed by FAR Part 61. It does not intend to operate a Part 40 -- 141 flight school. So it is a little different school than a true flight school what they intend to operate, the -- to the best of my understanding.

Then January 2022, I asked for clarification from Mr. Ludwig, the lawyer, who gave me those four same points from the May 2021 letter. And we wind up getting an e-mail from Mr. Ludwig, but what was forwarded, it was actually, I think -- I could be incorrect, but I think the information came from

1	Mr.	Liotta.	Clarification	of	Modern	Aero,	LLC's
2	opeı	rations.					

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It says, As discussed in our meeting, we have two entities that wish to provide commercial aviation services at the field. The two entities are Modern Aero and Volato. Modern Aero is focused on the Cirrus aviation market. It is now a Cirrus training center, so it provides flight instruction services to the Cirrus community.

Additionally, Modern Aero provides Cirrus
management services for Cirrus aircraft. Finally,
Modern Aero is in the process of acquiring
Southeast Aero, a Cirrus service center, to support
Cirrus owners with maintenance. Modern Aero's
flight instruction and aircraft maintenance will be
made available to the public.

And then the last two things is just to show you the most recent exchange was July 14th, 2012 (sic) between me and Mr. Ludwig, which greatly I think reduced the outstanding issues.

The only thing to note here is they have said that despite your form saying there's a 30-day termination provision, we're going to interpret that as a five-year lease with renewal options, so you can't terminate them on 30 days' notice because

this would be a month-to-month tenancy, or just go ahead and send us a month-to-month lease. I'm not sure why that would be. And -- because we don't have a month-to-month lease; they just happen to be on a month-to-month basis right now tenancy because of A -- B and C having expired. A still is an active lease, as I understand it.

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Closing comments and -- and a very short wrapping up here. You know, I'm not sure why the Modern Aero lease has become a problem other than it seems like we started off on the wrong foot where they apparently assumed things that weren't quite what they were, made an issue about the south area, assumed we weren't working off of a policy document.

And, you know, it's interesting, when I look at it -- when I look at Ed, knowing his involvement in the EDC and his interest in economic development and so often the times it's excitement about growth of the airport and those things, I think this really goes back to, similar to the helicopter user where they weren't putting them in the south area but waiting to put them in the correct facility. This is one of those situations where Ed's excited, I think, for this user. There's no reason to not

1	have	this	user.

2.4

The issue was the location of the use, if it's jet -- if it's charter. 135 charter is a different operation than what's been in the south area and -- and really something that is timing driven.

And speaking of timing, this one has taken an enormous amount of time to deal with over the last year. Where I think you're at -- and I'm going to ask Mr. Wuellner to weigh in. I took a stab to try and figure out. At the end of all of that, Doug, that's great, you've got a presentation, where are we at?

I think this is where you're at. Are the business plans detail sufficient? You know, do you deviate from the lease policy requirements if -- if they're not sufficient? If so, what's the justification? Do you have a form lease? Well, I think pretty clearly on this one you've got a form lease. Do you deviate from the form lease and if so, what's the justification on that?

I think if you address this issue with

Section 35 to where you can't really terminate, you know, the purpose in drafting it obviously is to protect — the lease is drafted in a way to protect the Airport Authority as the landlord. They're

1	drafted this way and that language is there, and
2	it's also there to support the lease policy. That
3	was part of the background on it.

2.4

Personal guarantee, do you deviate from the policy requirements? And if so, is there justification or is there already no need for a personal guarantee because the current tenant entity is known to the airport? Meaning,

Jacksonville Aviation doing business as Premier Aviation.

Four, uses. Current uses for A, B, and C is aircraft maintenance and repair facility. B, is it charter? Is it Part 135? Is it jet? These are the lease — the uses they're listing. This is the language that's now in the lease. Some of that lang— draft language I believe is objectionable to your staff when it includes HondaJet—related aircraft and it also talks about maintenance for HondaJet and Part 135. It looks like nonscheduled, but...

And then finally, nonfuel FBO criteria, have those been met? Because obviously those list of services, you have to go back to the amendment, look at the amendment and see which one of those services are being fully met, whether it's flight

school, flight training, the difference between, 1 2 you know, 61 and 141 and those kinds of things. 3 And I guess as to the those issues in general, 4 I'm the drafter of the doc -- of the lease 5 documents, reviser on your behalf, but I can't make the calls on these things because they're outside 7 of my expertise. That's really something for you relying on your staff. 8 9 But I think that's where it sort of tees up to 10 where it's at at this stage. And maybe you'll get more information on that prior to the next meeting 11 12 if you're I'm assuming going to see the lease 1.3 itself at the next meeting based on Mr. Wuellner's 14 comments. CHAIRMAN MAGUIRE: Okay. Comments from the 15 16 board? 17 MR. OLSON: That's quite a bit. 18 MS. LUDLOW: Yes. 19 MR. OLSON: I guess I just have a summary 20 thought. 21 Isn't it unusual that we're in a situation 22 where there isn't a greater need for one or both parties to complete a lease? Isn't -- doesn't that 23 24 typically bring people together if there's an

urgent need to bring something to conclusion?

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CHAIRMAN MAGUIRE: Robert, I don't understand
 1
          the question.
 2
 3
               MR. OLSON: Well, I mean, by --
 4
               CHAIRMAN MAGUIRE: Could you rephrase it?
 5
               MR. OLSON: This has really gone on for a long
 6
          time. I mean, I'm just -- it's a thought in my
 7
          head, looking at the --
               CHAIRMAN MAGUIRE: Okay. So I don't
          understand --
 9
               MR. OLSON: Because I'm -- I'm wondering
10
          why -- what -- what's the arrangement now that
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12
          there really doesn't appear to be a need to bring
          this to a conclusion? I don't know if I'm
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14
          expressing myself clearly or not, but --
               CHAIRMAN MAGUIRE: Are you asking -- they're
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16
          continuing to operate in some fashion right now --
17
               MR. OLSON: Yeah.
18
               CHAIRMAN MAGUIRE: -- under a --
19
              MR. OLSON: Yeah.
20
               CHAIRMAN MAGUIRE: -- month-to-month expired
21
          lease and a unexpired written lease.
2.2
               So the question is -- are you asking is, why
23
          don't we just continue it the way it is or what is
2.4
          it about this arrangement that doesn't work?
25
               MR. OLSON: Well, those are good questions,
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1	also. I guess there's just no point looking in the
2	future as to this either has to be done or
3	something really bad happens?
4	CHAIRMAN MAGUIRE: Can I make a comment,
5	though? A little bit not related to what you're
6	saying.
7	My position as a landlord is that I generate a
8	lease to protect my company, my business, because
9	I'm the landlord. I have an investment. I don't
10	want to assume certain liabilities. I do not want
11	to assume certain risks. I want to keep good
12	relations with my neighbors and other businesses,
13	whatever the case is. So I have created this
14	lease, it's my standard lease, and if you want to
15	come into my facility, then you sign my lease.
16	That hasn't happened. To me, that's the
17	number one issue. We have a lease, they've refused
18	to accept it as is, but they want to come in
19	mandating that we change our lease to the way they
20	want it.
21	MR. OLSON: Yeah, good point.
22	CHAIRMAN MAGUIRE: We don't change our lease
23	to the way other people want it.

If we decide to change our lease, it's based

on the five people here making a decision that

24

1	changing the lease is a benefit to the landlord,
2	the airport, either financially, futuristically
3	according to the plans, whatever it is, but we make
4	decisions to change our leases based on our needs,
5	our decisions, not on the decisions, needs
6	that's important not on the needs or what the
7	perceived needs of the tenant is, okay?
8	So my position is, if they want to stay where
9	they are, then they accept our lease the way it is
10	and they change their operation to what our lease
11	allows, period.
12	MR. OLSON: Well okay. I guess also a
13	question in my mind, how does our standard lease as
14	you've outlined, how does that compare with other
15	airports that are in essentially doing the same
16	kind of business we're doing?
17	I mean, like Craig, what is is there a
18	30-day cancellation for commercial tenants at
19	Craig? I don't know. I that's something
20	that's I'm very wondering how we compare. Is
21	it unusual to have a 30-day cancellation for
22	commercial tenants for businesses? I I'm very
23	interested in knowing, just since we're talking
24	about it, what other how airports, other
25	airports handle that.

1	I can see probably there's a difference
2	between a T-hangar storing an airplane versus
3	actually a company being located. Now I know I'm
4	asking I'm not addressing some of the more
5	complex things you brought up, but but I'm just
6	curious about that.

MR. BURNETT: Yeah, in -- to answer that, let me put a little framework to it.

2.4

I think we've been however long we've been with all of the different revisions, but now it's pretty narrow. They -- they've narrowed down what's outstanding as far as what they want to address.

How does the lease compare to other airports?

I can't really answer that other than generally I'm fam- -- I've seen other airport leases, I've reviewed other airport leases in connection with this back contemporaneous with that time period obviously now from '18 now. It's been a little while.

You have some leases that are equally as sophisticated and some leases that are not. I think the T-hangar leases generally are as short and as sweet and as simple as you possibly can get them while protecting the tenant.

1	But the corporate commercial, there's a higher
2	level of sophistication that you're dealing with
3	with anyone who's operating any kind of commercial
4	corporate activity, and they're usually more able
5	to, if you will, read the longer lease. And so,
6	you have longer provisions in there, bigger
7	provisions in there for a number of reasons.
8	If you're asking if there's provisions in here
9	that I know of that are out of line, I don't know
L 0	of anything that's over the top or too onerous. It
L1	is very it is very draft very clearly drafted
12	to the landlord's favor, no different than as
13	Mr. Maguire I think alludes to is a typical
L 4	shopping center lease where you have an asset, a
15	significant asset that the landlord has built and
L 6	constructed and needs to protect.
L 7	You know, another example is hospitals. You
L 8	know, doctors are clearly good, responsible
L 9	tenants, but I would say the lease that we're using
20	for this purpose today is maybe even light
21	MR. OLSON: Yeah.
22	MR. BURNETT: compared to that.
23	So, you know, but in the same field, I think

there's plenty of leases out there by other

airport authorities that are as involved as this

24

- 1 one is.
- 2 MR. OLSON: Yeah. No, my -- my focus now, I
- 3 mean, in asking you is that I understand that it's
- 4 the termination provision --
- 5 MR. BURNETT: Yes.
- 6 MR. OLSON: -- is one of two major things, and
- 7 I guess I'm curious what other -- how other
- 8 airports handle commercial business tenants,
- 9 whether they also have such short termination
- 10 provisions in their leases typically.
- 11 MR. BURNETT: I'm not sure.
- MR. OLSON: Okay.
- 13 MR. BURNETT: The only factors that I can
- share to you is to repeat what I said earlier,
- 15 which is that the airport wanted to make sure that
- leases weren't monetized.
- 17 You know, a great example of that is a lease
- for -- for one of the retail locations on
- 19 St. George Street. If you've got five to ten years
- on your lease, just the lease itself may go for
- 21 200,000.
- 22 MR. OLSON: You mean being able to assign the
- lease.
- MR. BURNETT: Yes, sir.
- MR. OLSON: So that could be an assignment

1 issue.

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MR. BURNETT: So -- so, in our world, one of the things that the airport has been really keyed in on is making sure that the waiting lists are administered fairly. And so, it gives some pause if you're going to go buy an asset where the length of the term may only be a short period of time.

It also addresses things like we encountered with the new access road where we needed to go to Atlantic Aviation and negotiate with them to be able to tear down part of the leasehold and take back part of the leasehold. So it makes that type of situation rather easy to deal with.

And then from a pure per -- protect the Airport Authority litigation standpoint, whatever goes wrong, it's easy to address because the lease could be terminated.

The added final thing is, we have such a long waiting list for users, I think your staff viewed it as if a tenant wants reciprocal right, we might as well just put it in there and let them be able to terminate it as well.

That second piece I think is what causes it to be looked at from a pure legal mind that this is a month-to-month tenancy rather than a longer term

lease. If you take away the re -- the reciprocal nature of Paragraph 35, that it changes it.

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One final comment on it. 30 days is a short period of time -- time. I'll mention for example, the doctor world. Doctors' locations have to be licensed, and so it takes them longer than 30 days to get with the state regulatory body to say I'm going to a new location. So 30 days could be short, 90 days could be reasonable, but to do it, it's a policy issue that needs to be adjusted for the other tenants as well.

MR. OLSON: How do -- how does this work if a tenant is doing leasehold improvements that need -- that are significant and can't justify them on a rapid -- or a short-range termination?

MR. BURNETT: Sure. That's -- that is an interesting thing, because right now the way the leases are drafted because I think, whether it's been in the corporate hangar world or the T-hangar world, you have had some unauthorized improvements not-to-code improvements over the years that caused the leases to be needing language in them specifically to address alterations, that there are no alterations made unless it's brought to the Authority's attention, or that recent policy change

1	that was made to where authorization can be made
2	application can be made for that to be reviewed and
3	approved by the Authority and what needs to go
4	along with it.
5	If you're talking about, for example, a ground
6	lease, that's a whole other world
7	MR. OLSON: No.
8	MR. BURNETT: because once we get into a
9	ground lease, then obviously the tenant can have
10	stronger terms as far as what they do with the
11	structure because we're not getting it back for 20
12	years typically.
13	MR. OLSON: Right. No, I'm thinking about a
14	tenant that is doing has a building, we're
15	leasing to them and they're doing a significant
16	approved by the Authority adaptation of the
17	interior space for whatever, installing equipment
18	that needs special systems to support it.
19	MR. BURNETT: If if it was beyond the
20	current policy on how that takes place, then it
21	would be a lease amendment that would come to you
22	for review.

I would presume that that would include a package of the -- the plans or overview of what they intended to do, and that amendment would say

- that they're going to use -- do it in conformance 1 2 with all applicable codes and permitting, you know, 3 whether it's the Water Management District or DEP, the county, whatever permitting they're required to 5 have --6 MR. OLSON: Right. 7 MR. BURNETT: -- those kind of things, and it would come to you in the form of an amendment so we 8 knew what they were doing and how much they were 9 10 spending. 11 MR. OLSON: And would that be practical under 12 a 30-day termination? 1.3 MR. BURNETT: That's -- I think that would be 14 open for revision based on -- I think the 30-day
  - MR. BURNETT: That's -- I think that would be open for revision based on -- I think the 30-day termination maybe a tenant could ask for that to be revised in connection with this.
- 17 MR. OLSON: Okay. Because when the Passero 18 lease was done -- I wasn't on the board here, but 19 when the Passero lease was done, there was a 20 significant amount of TI done to accommodate. I'm 21 not sure whether the Authority funded that and is 22 amortizing it out of the lease or whether Passero 23 did it, but would they do it for a 30-day 2.4 termination?

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25 MR. BURNETT: I know that was -- a significant

amount of discussion was had related to that and it 1 2 was reviewed quite extensively here, not in this 3 room, though. It was reviewed there because this was all one big room --5 MR. OLSON: Right. 6 MR. BURNETT: -- we weren't partitioned off. 7 We were actually sitting over there in that space. 8 MR. OLSON: Yeah. MR. BURNETT: And so, it was pretty big to the 9 10 Authority on that negotiation how that would work and that these meetings would be fine in this 11 12 amount of space. 13 And so, I'm -- you'd have to ask Mr. Wuellner 14 as far as the detail. I'm not sure that -- he may not know off the top of his head on how that 15 16 worked, but I can tell you they signed that same 17 form lease. 18 MR. OLSON: Okay. So they're under a 30-day, okay. Thank you. 19 20 MR. BURNETT: Yes, sir. 21 CHAIRMAN MAGUIRE: Yep? 22 MS. LUDLOW: Yes. Saved the best for last. 23 Number one, it was a very well researched 24 presentation, even though the airplanes made me a

little air sick. Plus it was too long and we

Т	were and apparted that we were not notified
2	somehow that we were going to have to sit through a
3	40-minute video. You know, we are not prepared, so
4	that's not fair at all.
5	And oh, on the noise abatement, that
6	that noise abatement committee had not one thing to
7	do with noise back here. I was on that committee,
8	Sacha was on that committee, and we determined it
9	was after hours that military jets from NAS were
L O	using our runway. So that's where the noise came
L1	in. Not one thing about noise, jet noise back
12	there. And I have the minutes from that, too.
13	So, how long are my question again, how
L 4	long a lease are you giving him?
15	MR. BURNETT: I'm not sure that it's me
L 6	necessarily giving him. I think the term is I
L 7	don't have it in front of me, but I think it's five
L 8	years with two five-year renewals.
L 9	MS. LUDLOW: Okay. Five but if you had a
20	five-year lease if your tenants signed a
21	five-year lease for you and they had a 30-day
22	termination clause, they could move out in 30 days.
23	CHAIRMAN MAGUIRE: They could.
24	MS. LUDLOW: Would you be happy?

CHAIRMAN MAGUIRE: As a landlord or a tenant?

1	MS. LUDLOW: As a yeah, as a landlord.
2	CHAIRMAN MAGUIRE: Yes, I would be.
3	MS. LUDLOW: Oh. Well, anybody that would
4	have a have a 30-day termination lease, I think
5	is just absolutely ludicrous.
6	And I want to say one more thing. And if you
7	came up with this now, this 40-minute video, why
8	didn't you do it a year ago? Why did you and Ed
9	take one whole year to come to some kind of
LO	solution? What you're doing is saying Liotta was
11	smarter than you guys because you couldn't come to
12	a solution. I mean, I would be embarrassed
L3	frankly.
L 4	CHAIRMAN MAGUIRE: Okay. Any other comment?
15	MS. GREEN: No, I just I'm like
L 6	Mr. Maguire. I have tenants and I have a 60-day
L 7	with my commercial tenants. But we also, the board
L 8	and the airport, had litigation involved in this
L 9	and that doesn't go away overnight. So a lot of
20	times that drags things.
21	I don't know. I wasn't involved in the
22	litigation, but when you see two lawsuits involved
23	and all that and how many lawyers in this? I don't
2.4	know, a few. It just it does, it takes time to

go through it all.

Τ	So I understand it's a long time, way too
2	long, but there was extenuating circumstances in
3	this one in particular, I guess.
4	MS. LUDLOW: Well, I would say that one of
5	them need to be or both of them need to be replaced
6	if they take a year to come up with it. All you
7	did is research back to 2004 and 2005. I mean
8	CHAIRMAN MAGUIRE: What'd you say about being
9	replaced?
10	MS. LUDLOW: I say either one of them if I
11	took a year to come to a solution, then then
12	maybe we need to make
13	CHAIRMAN MAGUIRE: I dis
14	MS. LUDLOW: some changes.
15	CHAIRMAN MAGUIRE: I disagree. I have had
16	tenant/landlord arrangements that have taken five
17	years.
18	We're talking about an issue now that's not
19	not involved with just state and a landlord. I'm
20	involved with state landlord tenant acts, which is
21	complicated, but it drags on.
22	When you get involved with the federal
23	government and FAA and all of their limitations or
24	restrictions and other issues that have been
25	presented and brought forward, I'm surprised that

1	you got it done so fast. I I would have
2	expected a lot longer. I'm impressed.
3	MS. LUDLOW: He's got a whole law firm. 15
4	lawyers, how many lawyers do you have?
5	CHAIRMAN MAGUIRE: That this is not one of
6	those law firms where you bring everybody in, sit
7	them down at the table, I assume, and say, okay,
8	we're going to handle this like Morgan & Morgan,
9	you know, and charge exorbitant fees.
10	MS. LUDLOW: Well, I think it was handled
11	poorly.
12	CHAIRMAN MAGUIRE: So
13	MR. MIRGEAUX: I this is the first time I'm
14	seeing the presentation, so I just want to make
15	sure that it gets added to the meeting minutes.
16	MR. BURNETT: I'll add it.
17	MR. MIRGEAUX: Okay. So that just was an
18	administrative point.
19	Thank you for a very succinct and very
20	thoroughly discussion of where we are and how we
21	got here. I get it. It's a difficult client. Not
22	all of our customers are going to be easy to deal
23	with all the time and, you know but congrats,
24	Ed, to or, you know, kudos to you and to your

staff for, you know, keeping -- keeping the

1 perspective of what's important in your sights.

I will say this. With respect to the -- the layout that you went through where you said that the tightest area of the layout of the taxiway back there is 35 feet, the HondaJets that they're looking to operate back there, they have a wing span of about 39, almost 40 feet. There's going to be some overlay there presumably, but it's only going to be a couple of feet. I'm assuming that there's no -- there's no problem getting in and out now.

Tax -- the landing gear, they're -- each of the main landing gear is five feet of centerline, so you're looking at a ten-foot clearance, which is well within the -- the 35 foot, which is the tightest area back there.

And I'll talk about noise because while we don't specifically have a lot of definitions on what type of power plants can operate in the south GA area, the thing that it does directly relate to is aircraft engine noise, which is your -- your review on past minutes and the noise committee and all that really puts a lot of color on what type of -- what the character of the south GA area is

1 to -- for lack of a better word.

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2. I'll say this, though. About the type of jets 3 that our customer is looking to operate down there, it's the HondaJet, and it was first certified by 5 the FAA in 2015. And I'll -- you know, a lot of the discussion about noise predates 2015. And the 7 engine that they use is the HA-420 and it's considered a Stage 4 noise aircraft, and the noise limitations on Stage 4 aircraft, the lateral EPNL, 9 which is the measure of aircraft and air frame 10 decibel levels, the -- the limit is 94 and it 11 12 operates at 85.

So if I look up it and say, you know, is 85 decibels safe? Between 80 and 90 decibels, 90 decibels is considered very loud. It's a power tool, or a sporting event is a 110 decibels. Loud is — loud traffic is 70 decibels. 80 decibels would be an alarm clock.

They say that a prolonged exposure to decibel levels above 85 -- and they consider prolonged exposure something like eight hours a day continuous exposure, so consider that somebody's normal working environment. And that wouldn't be the case for the people that live in the surrounding areas down here because it's not going

to be quite that loud to operate these jets in that area.

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It's for those reasons I think that, you know, they meet the size limitations in terms of the wing span and taxiing in and out, the landing gear. I think it's fine. The limitation that they're going to run into is really the size of the footprint and how many aircraft you can get in the hangars down there.

So, this is -- I've read some of the news articles and some of the information that's publicly available on the type of operation that Mr. Liotta wants to grow here in St. Augustine and I'm actually excited for it. I think it's -- I think it's going to be a key positive addition to not just the airport, but to the residents of the county and, you know, to the economic development in general. And I don't think that that building is going to be able to house what he aspires to become. I think that that's the east aircraft area, the 21-acre plan, the development up there.

In terms of the details here with the 30-day cancellation or the personal guarantee, you know, without looking into it and I'm not trained in these things at all -- you are and you're well

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aware and you've been in the trenches with this for
 1
 2
          the better part of the last year and, you know, I
 3
          would just say do we get personal guarantees for
          all of our commercial leases from our commercial
 5
          lease tenants?
 6
               MR. WUELLNER: It depends on the lease.
          have provisions in your policy where they don't
 7
 8
          require it in certain circumstances.
 9
               MR. MIRGEAUX: And so, like the personal
          quarantees that I'm familiar with have to do with
10
          like banking and finance personal guarantees and,
11
12
          you know, if you owe money and then you're
13
          personally liable for that if you abscond and you
          don't --
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15
               MR. WUELLNER: It's the -- it's the same
16
          general idea --
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               MR. BURNETT: Uh-huh.
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              MR. MIRGEAUX: Okay.
19
               MR. WUELLNER: -- if you walk away from the
20
          lease or whatever.
21
               MR. MIRGEAUX: And then so -- and then the
22
          other thing is like the 30-day guarantee, you're
23
          talking about somebody who's aspiring to, you know,
          build a -- you know, a business and a relatively
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new industry here.

1	And, you know, pushing for a 30-day again,
2	the devil's in the details there. You know,
3	Suzanne mentioned that you have 60-day with your
4	commercial clients. Again, you know, without
5	getting into the specifics of those those
6	things, obviously, you know, your tenants, they're
7	not just somebody that you have an agreement with;
8	they're also they're your customers. So it's
9	like, okay, well
10	MS. LUDLOW: Can
11	MR. MIRGEAUX: And it's something that we need
12	to keep that in mind and meeting their needs as our
13	customer.
14	MR. WUELLNER: It also might be helpful to
15	know you've only had one eviction on the airport in
16	26 years. This is not something we
17	CHAIRMAN MAGUIRE: And and also in relation
18	to on the commercial side, you don't see 30-day
19	notices come up out of the clear blue sky.
20	MR. MIRGEAUX: Right. There's justification.
21	CHAIRMAN MAGUIRE: It no, it's like an
22	airport action. It builds and builds and builds
23	and you have problems and the problems keep getting
24	worse until finally they can't go any further. And
25	that's when you say you have 30 days. Prior to

- that, you have notices, you have conversations, you
  have whatever it is building up to that point.

  MR. WUELLNER: And a reminder, too, it's not a
- staff-driven determination that somebody has 30 days to leave. That's a board action.
- 6 MR. MIRGEAUX: It's a board action.
- 7 CHAIRMAN MAGUIRE: Yeah.
- MR. WUELLNER: That's a board action.
- 9 MS. LUDLOW: Okay. And -- and I don't know if
  10 you're aware that he now has two facilities on the
  11 other side of the airport that totally handle big
  12 airplanes. They won't be over here anyway. That's
  13 a moot point.
- MS. GREEN: That's why I think it's not a

  point. I think we're only coming down to what

  staff told us. It's the 30-day and the owner -
  and the guarantee. I think those are the only two

  issues.
- MR. MIRGEAUX: So that what you're saying is that work-around has been worked around.
- MS. GREEN: Yeah.
- MS. LUDLOW: Well --
- 23 CHAIRMAN MAGUIRE: Okay.
- 24 MS. LUDLOW: -- I think you should figure out 25 another way than a 30-day termination lease.

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CHAIRMAN MAGUIRE: Okay. Do we have any
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 2
          comments? Do you want more than 30 days?
               MR. WUELLNER: It's not really an action item.
 3
 4
               CHAIRMAN MAGUIRE: It's not.
 5
               MS. GREEN: They're going to bring it back to
 6
          us if they --
 7
               CHAIRMAN MAGUIRE: Okay. Bring it back.
               MS. GREEN: Hopefully they'll bring it back
 8
          and they'll have an agreement.
 9
10
               CHAIRMAN MAGUIRE: Okay.
               MR. MIRGEAUX: Yeah, I -- I appreciate the
11
12
          yeoman's work that you've done to get to where you
1.3
          are, and -- and both of your efforts, and I
14
          understand that, you know, not everybody's easy to
          deal with all the time, and that's just the nature
15
16
          of, you know, human beings in this business and I
17
          get that. And so -- but I encourage, you know,
18
          let's -- let's forge ahead and get to an agreement.
19
               MR. BURNETT: Mr. -- Mr. Chair, may I ask
20
          Mr. Mirgeaux a question?
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               CHAIRMAN MAGUIRE: Yes.
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               MR. BURNETT: Mr. Mirgeaux, looking at the jet
23
          issue, Cirrus even has a jet as well. Would it --
2.4
          is your vision that it wouldn't address jets in
25
          general or that it would limit it to Cirrus
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- 1 Honda -- and Honda?
- 2 MR. MIRGEAUX: So the class of jet is -- I
- 3 mean, if I -- memory serves, is very light jet.
- 4 And again, that's a weight limitation; it's not
- 5 really a noise limitation. And I just think that
- 6 the very light jet category as a class of aircraft,
- 7 it does fit within -- it's a GA aircraft and it
- 8 does fit within what is normally operated in that
- 9 area.
- 10 That's -- you know, again, I -- that's coming
- from looking at the other types of aircraft that
- are operating down there. We have a helicopter
- down there. We have large seaplanes that operate
- down there with much much louder engines. We've
- 15 got World War II trainers that operate from that
- area and they're -- those piston engines can be
- 17 much louder for sure.
- MS. LUDLOW: And -- and there was a TMB (sic)
- 19 there which is louder and bigger and everything.
- 20 And there was never one complaint about the TMB,
- but he was required to move.
- To be able to get the hangar he wanted, he had
- 23 to move -- and he has three or four hangars there.
- He had to move the TMB so that they could really go
- 25 after Liotta's planes. They couldn't very well go

1	after Liotta's planes when the TMB is sitting there
2	making more noise, so they made him move.
3	MR. OLSON: And I guess the point that or
4	the information that you brought forward to the
5	to the discussion, Justin, the Honda and the Cirrus
6	aircraft weren't around when some of the history of
7	the discussion of this site being not suitable for
8	jets occurred.
9	I assume that, as you said, Honda is 2015, and
10	I don't know when Cirrus was introduced, but
11	perhaps these lighter jets were not around at the
12	time that that policy was shaped for this, and
13	perhaps that's another reason to think another
14	thing to think about now when we're looking at it.
15	MR. MIRGEAUX: I do think that it's going to
16	hamstring future board members if you just say, no,
17	no jets, that's a jet engine, because it's not
18	the technology is outpacing the
19	MR. OLSON: Yeah.
20	MR. MIRGEAUX: the standard setting.
21	MR. OLSON: Yeah.
22	MR. MIRGEAUX: So and we should be looking
23	to err on the side of encouraging more aviation
24	operations and not less. That's my take on it.

CHAIRMAN MAGUIRE: I don't think anybody

1	disagrees with that. Of course it's where do we
2	where do we do all that?
3	MR. MIRGEAUX: Sure.
4	CHAIRMAN MAGUIRE: Okay. It's I I would
5	like to see Mr. Liotta come in and build a
6	magnificent business from the ground up. The
7	question is, where on this airport do we as a board
8	member willing to let them do that?
9	It's not an issue of not doing it. Is it
10	better up on north end? If it's better on the
11	north end, why are we even talking about the south
12	end? Okay.
13	MS. LUDLOW: That's right. He's got two
14	places over there.
15	CHAIRMAN MAGUIRE: But why? That's if
16	we're going to create an environment that's best
17	for the airport, why are we spreading people around
18	to say here's one, here's another, whatever it is?
19	That's our job.
20	Our job is not to sit here and have other
21	people come in and say, I want to put one here and
22	I want to put one there and expect us to
23	accommodate them. We design the airport to the
24	best ability of the airport.

And let him come in and make a billion

- dollars. Great. And I think it would be a benefit
- 2 to the community to have these -- these jets here.
- 3 But that has -- that has nothing to do with the
- 4 location on the airport. And that's what we have
- 5 to look at.
- 6 Okay. Having said that, any other board
- 7 comments?
- 8 MS. GREEN: No. I agree with Mr. Mirgeaux. I
- 9 wholeheartedly want the business and the airport
- 10 business to grow, it's just location.
- 11 CHAIRMAN MAGUIRE: Yeah, I want it to grow --
- MS. GREEN: No problem.
- 13 CHAIRMAN MAGUIRE: -- okay? I'm a
- businessman. I'd love to see it grow.
- 15 Okay. Going through, is Jaime Topp still
- 16 here?
- 17 MR. TOPP: You guys covered everything.
- 18 CHAIRMAN MAGUIRE: Covered? Okay. Bruce
- 19 Kreis?
- MR. KREIS: Kreis, yes, sir.
- 21 CHAIRMAN MAGUIRE: Okay. You have three
- 22 minutes, Bruce.
- MR. KREIS: Thank you. My name's Bruce Kreis,
- 24 68 North St. Augustine Boulevard.
- I am the general manager for Modern Aero, and

1	maybe	it	will	be	he	lpful	if	Ι	give	you	a	little
2	descri	lpt:	ion o	f w	hat	Moder	n	Aer	o rea	ally	is	S.

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We are -- as it was said earlier, we are a flight school. We focus primarily on the Cirrus aircraft and we give lessons in the Cirrus aircraft.

The air -- the Cirrus is the best-selling aircraft for the last 19 years or something as far as the piston aircraft go, the small piston aircraft. They've got -- it's the airplane that has the parachute the lets the entire airplane come down on the parachute. It's saved hundreds of lives. You know, very -- one of the safest ones out there and they're very technically advanced.

We are a Cirrus certified training center, so we're endorsed by Cirrus. We've gone through the process of getting checked out and they've given us the green light saying you're doing all the right stuff and you've got all right the people and you're all trained up to be able to be a certified Cirrus training center. And all of our instructors are also certified trainers from the Cirrus perspective.

We are the only Cirrus training center in all of northeast Florida and southeast Georgia. There

was an enormous gap down here and -- and people are ringing our bell -- you know, ringing our phone saying, hey, you know, really glad to see you guys here.

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We're getting a lot of activity. Things have been going very well. We've got any number of -quite a few students actually that are currently in the middle of doing programs right now with us. And we've got -- we do primary trainings for your private pilot. We do instrument and commercial and we also deliver the Cirrus specific training curriculum that they developed to our clients.

And that's to help people transition from another type of aircraft into a Cirrus, because it's so much more technically advanced than many of them are coming from, it takes a lot of extra training to understand what you're -- what you're stepping up to. The avionics are different and they have avionics differences courses.

There's recurrence training they -- they offer. They propose, you know, that everyone does recurrent training every 90 days just so that you're on top of your game and really know what you're doing, and it just makes you a safer pilot. So we do do maintenance on our planes in those

- 1 hangars as well.
- We've got a few employees now. We're probably
- going to be adding a few more employees. We're
- 4 adding some good-paying jobs to the airport. And I
- 5 think by having us here, the people that come to
- fly with us and train in Cirrus, it's not the
- 7 cheapest aircraft out there, they're usually
- 8 business owners.
- 9 They're people out there, you know, in the
- 10 economic world that are -- that are growing the
- 11 community. And bringing them to this airport and
- giving them access to training and, you know,
- 13 something they're looking for kind of helps the
- 14 whole environment of economic growth.
- So we're very happy to be here, we're proud to
- be part of Northeast Florida Regional, and I think
- 17 what we're doing here is -- is really supporting
- 18 the economic growth and -- at the airport. So
- 19 thank you.
- 20 CHAIRMAN MAGUIRE: Thank you, very much.
- 21 Jennifer Liotta next.
- 22 MS. LIOTTA: Jennifer Liotta, 93 Lake Mist
- 23 Court.
- 24 Bruce did an excellent job giving the overview
- of the business, so a lot of what I'd say I don't

- 1 need to anymore, thank you, Bruce.
- I just wanted to reiterate how proud I am to
- 3 have -- be involved in Modern Aero and to have
- 4 brought it to the airport to fill a huge need in
- 5 the market. Locally even regionally we're getting
- 6 people here that we weren't getting before.
- 7 We -- when we came in last March, we bought a
- 8 business that was failing. I left my job at the
- 9 time and devoted my full-time efforts to going in
- there, going through the books, you know, cleaning
- out a hangar that hadn't probably been touched in
- 12 ten years.
- I personally filled up most of two dumpsters
- to clean out that hangar and bring it up to the
- 15 standards of a good operating business. We've paid
- our bills on time. You know, we are bringing in
- new employees. You know, we've been a good tenant
- and we look forward to continuing to be a good
- 19 tenant. That's all I want to say. Thank you.
- 20 CHAIRMAN MAGUIRE: Thank you, very much. Matt
- 21 Liotta is next.
- 22 MR. LIOTTA: Well, I wasn't given any notice
- that there would be a one-sided presentation given
- 24 on Modern Aero. So if I had known, I would have
- 25 brought a shovel to help continuing to dig the hole

- 1 here, but here we are.
- I think it's pretty disappointing and I
- 3 frankly think that the board should be embarrassed
- 4 that you have a situation like that where such a
- 5 presentation is given that's clearly one-sided
- 6 without any opportunity for rebuttal or cross.
- 7 That's just ridiculous.
- 8 We know that there was many carefully
- 9 cherrypicked statements there that also avoided
- 10 other facts. For example, how many times did you
- hear about the form lease that the board has
- 12 adopted? What's in that form lease? Do you know,
- Bob, Reba, Justin, Suzanne? Do you know what's in
- 14 there?
- 15 Well, the very board meeting that Doug said
- you approved the form lease, you were the chairman,
- 17 Suzanne, and you stated to Doug at the time, which
- is on the record, you didn't even look at it. So
- 19 all of this over something that is so important to
- 20 Doug, that is the form lease, hasn't even been
- reviewed. Wow. That's terrible governance.
- 22 He goes on to say things like that area was
- never designed for jets. We never intended jets.
- The first tenant you leased in that building had a
- 25 Citation jet. Bigger than a HondaJet. Bigger than

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1 a Cirrus jet.
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- MR. WUELLNER: Never happened.
- 3 MR. HARVEY: Not true.
- 4 MR. LIOTTA: Read the minutes, Ed.
- 5 MR. WUELLNER: Never happened.
- 6 MR. LIOTTA: You approved a lease with the
- 7 Citation jet. We have pictures of it.
- 8 MR. WUELLNER: Never happened.
- 9 MR. LIOTTA: It's ridiculous. It was in
- 10 there.
- MR. WUELLNER: Never happened.
- 12 MR. LIOTTA: I'll happily give you the board
- meeting minutes.
- MR. WUELLNER: Knock yourself out.
- MR. LIOTTA: Of course.
- 16 What I see here is a huge disconnect between
- the needs of the community and the people who are
- 18 here to provide. Because that's what it is. This
- is not a landlord/tenant situation that's for
- 20 profit.
- You don't get to do whatever you want. The
- 22 FAA actually has a big stake in what you do and
- don't do. You said that we can't come here and
- tell you what you can do. You're wrong. The FAA
- does tell you that. And what the actions today

- 1 have invited is really a Part 16 compliant action.
- 2 MR. WUELLNER: Then file it.
- 3 MR. LIOTTA: That seems to be what -- what's
- 4 needed.
- 5 MR. WUELLNER: Then file it.
- 6 MR. LIOTTA: Of course.
- 7 MR. WUELLNER: You're so wrong all the time.
- 8 MR. LIOTTA: Of course. This is my point.
- 9 The end of the day, this is not people who want to
- 10 work out things in a mutual way. This is
- 11 arrogance.
- MR. WUELLNER: Again --
- MR. LIOTTA: I've entered into leases in
- Opa-locka, here with Atlantic, Houston Hobby,
- 15 Carlsbad California, Atlanta PDK, Baltimore Martin
- 16 State, and other places. I have all of these
- 17 leases. Not one has a 30-day termination for
- 18 cause. Not one has an airport that tries to
- 19 restrict you by power plant. Not one requires a
- 20 personal quarantee.
- 21 All of them expect you to be financially
- 22 worthy and they do the necessary due diligence to
- find that out. It's really straightforward. But
- that's not what's happening here. I think this is
- 25 all wrong --

1	CHAIRMAN MAGUIRE: Okay.
2	MR. LIOTTA: and there's no need for it.
3	CHAIRMAN MAGUIRE: Three minutes are up, sir.
4	MR. LIOTTA: I understand. Thank you.
5	CHAIRMAN MAGUIRE: Thank you very much. Okay.
6	Bring it back to the board. Any further discussion
7	on this issue?
8	MS. GREEN: No.
9	CHAIRMAN MAGUIRE: No?
. 0	MEMBER COMMENTS AND REPORTS
.1	CHAIRMAN MAGUIRE: All right. Let's go
_2	through the board real quick. Reba Rudlow
. 3	Ludlow with Aerospace, TPO, and safety review.
L 4	MS. LUDLOW: Yes. Aerospace Academy is
L 5	finally cranking up. We have our first meeting
_6	scheduled for the a couple of weeks. I didn't
L 7	look up the date.
- 8	TPO I have some papers for Ed. TPO has a
L 9	meeting coming up in another week, and then the
20	safety review committee is coming up in, what
21	in
22	MS. GREEN: September?
23	MS. LUDLOW: Yeah, in September. I knew that.
2 4	Yeah. So thank goodness everybody is cranking up.
2.5	And the TPO has the new smart coalition that T

signed up for, too, for more information. 1 2 CHAIRMAN MAGUIRE: Okay. 3 MS. GREEN: Mr. Chairman, may I jump real quick? I have to pick up a child at the airport at 5 8:00. Not this airport, unfortunately. 6 CHAIRMAN MAGUIRE: Go ahead. MS. GREEN: Just on the EDC, our next meeting 7 is September 23rd for the breakfast meeting. 8 9 CHAIRMAN MAGUIRE: Okay. 10 MS. GREEN: It's regarding labor crisis and lack of labor personnel that -- and the growth 11 12 that's going on here. So that's going to be on the 1.3 23rd. 14 CHAIRMAN MAGUIRE: Okay. 15 MS. GREEN: Okay. Thank you. 16 CHAIRMAN MAGUIRE: Before you leave --17 MS. GREEN: Yes, sir. 18 CHAIRMAN MAGUIRE: Go ahead, you can get ready 19 to go. The -- in a week and a few days, football 20 season starts, so everybody root for Auburn and 21 Florida. 2.2 MS. GREEN: War Eagle. We need it. CHAIRMAN MAGUIRE: I don't know where 23 24 everybody else went to school. Okay. Robert? 25 MR. OLSON: Nothing really. I attended the --

1	a day of the Florida Airports Council on
2	August 2nd, and very informative just talking to
3	the vendors and other airports.
4	Many airports are going to very automized
5	(sic) automized (sic) methods for keeping track
6	of aircraft, all the movement of aircraft for user
7	fee purposes and other things, and that seems to be
8	a a big new thing that's coming to GA airports
9	as well.
10	CHAIRMAN MAGUIRE: Good. Thank you, very
11	much. Justin?
12	MR. MIRGEAUX: Nothing further.
13	CHAIRMAN MAGUIRE: Okay. The only thing I
14	have, so I don't forget, is proposed meeting dates.
15	It's on the back of your calendar if it's not on
16	the e-mail. Don't forget. The next one is
17	September 12th at 4 at 5:01, okay?
18	MR. NEWSTEDER: No general comments?
19	CHAIRMAN MAGUIRE: Did I not do general
20	comments? Okay. We'll open it up for general
21	comments. Make sure you give your name and
22	address.
23	PUBLIC COMMENTS - GENERAL
24	MR. NEWSTEDER: You've got it.
25	CHAIRMAN MAGUIRE: And you'll have three

1	minutes.
2	MR. NEWSTEDER: Without interruption, correct?
3	Thank you.
4	Hey, my name's Josh Newsteder. I am the VP of
5	operations for Volato. I'm also a captain on the
6	HondaJet. 23 years in the military.
7	I took a bunch of notes. What first of
8	all, a big question about and I hope someone can
9	answer. Have there been any noise complaints since
10	we occupied the hangar on Casa Cola?
11	(No response.)
12	MR. NEWSTEDER: Okay. For the record, that
13	sounds like a no.
14	Everything I heard, it was a barrage, it was a
15	filibuster of loosely-threaded facts that were I
16	believe one-sided. I couldn't keep up with how
17	many things I could have rebutted if I had 40
18	minutes. You know, right down to the fact that
19	there's never been an aircraft there that were 135.
20	Yes, there have. There's been turboprops there.
21	There's been jets there. The TBM that Reba

24 Trying to say that there's an argument because 25 the taxiway is too thin is ridiculous. I've taxied

22

23

HondaJet.

referred to, the 900 series, much louder than a

1	by there in the jet. It's got a 40-foot wingspan
2	and I've got room on either side. So there it
3	goes on and on and on, and I wish I had as you
4	know, 40 minutes like these guys did.
5	Yeah. And while we were talking, I I
6	called out three friends. None of them have 30-day
7	limits on their leases. This is at Craig. I
8	managed two hangars in Miami and three up at
9	Fort Lauderdale. No 30-day limits at all when I
10	was the VP of an airline down there. Same thing
11	with Opa-locka.
12	Like I said, if I had more time to comment and
13	I could see the presentation before this, I think I
14	could have helped out the argument and made a good
15	point for our side, so thank you, very much.
16	CHAIRMAN MAGUIRE: Okay. Any other public
17	comment?
18	MR. LIOTTA: Now I'll take the time.
19	October 18, 2010 meeting minutes, Mr. Youman,
20	Jet Elite and Rhumb Runner, are these large
21	corporate jets? Mr. Wuellner, No. One is a
22	Pilatus, which is a single-engine turboprop
23	aircraft and the other is what, a Citation? A
24	Cessna Citation. But they have agreed to tow the
25	aircraft out of the apron area prior to start. So

1	that's it in the lease agreement
2	CHAIRMAN MAGUIRE: Okay.
3	MR. LIOTTA: minutes.
4	CHAIRMAN MAGUIRE: Okay. Any other public
5	comment?
6	(None.)
7	CHAIRMAN MAGUIRE: Bring it back to the board.
8	Any comment here?
9	MS. LUDLOW: I do. I do. And this is off
10	that subject, but it's a very important subject and
11	it's use of the conference room. And this was
12	built as a community endeavor.
13	You know, we already lost half of it to
14	Passero. But I've gotten calls from the
15	St. Johns County Civic Round Table which I'm a
16	member, and the Coast Guard Auxiliary of which I'm
17	a member, and they used to meet here, but now when
18	they call for the meeting room, they're not allowed
19	to have it anymore.
20	So but yet I called Kevin and I got it
21	for for the safety review committee. So, what's
22	going on with the why the confer why we're
23	not being user friendly? Why did we stop?
24	CHAIRMAN MAGUIRE: I don't know. Can we get a
25	report next meeting on that?

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              MR. WUELLNER: You had it as a topic already.
 2
              CHAIRMAN MAGUIRE: Okay. It's already a
 3
          topic.
               MR. WUELLNER: We did this at the beginning of
 4
          the meeting, as I recall.
 5
               CHAIRMAN MAGUIRE: Okay. We did. Okay.
 6
 7
          We'll discuss it at the next meeting and find out.
              MS. LUDLOW: Okay.
 9
               CHAIRMAN MAGUIRE: All right?
10
              MS. LUDLOW: Thank you.
11
              CHAIRMAN MAGUIRE: It's over.
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                 (Meeting adjourned at 7:06 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 I
7	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 5th day of September, 2022.
11	
12	
13	JANET M. BEASON, RPR-CP, RMR, CRR
14	OANEL M. BEASON, KIK CI, KMK, CKK
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**CHAIRMAN** MAGUIRE: [177] MR. BURNETT: [31] 12/6 58/24 59/1 60/20 61/7 61/11 68/23 94/25 95/4 95/11 135/7 136/22 137/5 137/11 137/13 137/24 138/2 139/16 140/8 140/19 141/7 141/13 141/25 142/6 142/9 142/20 143/15 146/16 150/17 153/19 153/22 MR. HARVEY: [1] 163/3 MR. HOLESKO: [2] 72/13 72/16 MR. KREIS: [2] 157/20 157/23 MR. LENDA: [2] 14/20 22/16 MR. LIOTTA: [16] 62/1 85/19 161/22 163/4 163/6 163/9 163/12 163/15 164/3 164/6 164/8 164/13 165/2 165/4 169/18 170/3 MR. LUCETTE: [12] 13/20 14/24 25/7 25/12 26/17 29/8 30/4 30/12 30/15 30/17 31/4 31/17 MR. MIRGEAUX: [67] 6/18 7/10 30/21 31/15 52/1 52/11 52/13 52/18 53/13 53/18 53/23 64/8 64/25 65/2 65/4 65/24 66/1 66/7 66/17 68/16 68/20 68/24 69/9 69/12 69/16 70/3 70/10 70/14 70/17 70/21 70/25 71/2 71/9 71/16 73/1 80/25 81/6 81/20 81/23 82/3 82/7 82/14 82/21 83/10 86/23 87/14 88/15 88/18 88/21 89/6 89/22 146/13 146/17 150/9 150/18 150/21 151/11 151/20 152/6 152/19 153/11 154/2 155/15 155/20 155/22 156/3 167/12 MR. NEWSTEDER: [4] 167/18 167/24 168/2 168/12 MR. OLSON: [81] 3/10 4/9 4/12 4/19 4/21 4/24 12/15 13/9 13/11 13/14 26/4 26/6 26/9 29/4 39/3 39/6 39/14 39/20 39/25 40/7 40/10 40/12 40/15 40/18 41/4 41/10 41/14 41/19 44/10 44/12 47/12 47/21 49/4 50/24 51/5 51/15 51/22

66/25 67/15 67/19 67/21 68/1 68/3 81/4 81/7 81/11 81/14 81/19 83/14 83/19 84/15 84/19 131/17 131/19 132/3 132/5 132/10 132/17 132/19 132/25 133/21 134/12 136/21 137/2 137/6 137/12 137/22 137/25 139/12 140/7 140/13 141/6 141/11 141/17 142/5 142/8 142/18 155/3 155/19 155/21 166/25 MR. RIERA: [1] 11/25 **MR. TOPP: [3]** 11/19 11/21 157/17 MR. WUELLNER: **[169]** 5/17 5/23 6/6 6/14 8/20 9/22 10/16 11/4 11/8 12/12 25/24 26/1 31/24 39/5 39/13 39/19 39/23 40/5 40/8 40/11 40/13 40/17 40/24 41/5 41/11 41/16 41/20 41/24 42/2 42/5 42/14 42/21 42/24 43/11 43/14 43/18 43/21 43/23 44/1 44/3 44/7 44/19 45/2 45/24 46/1 46/5 46/8 46/11 46/15 46/18 46/21 47/1 47/5 47/9 48/2 48/5 48/10 48/14 48/16 48/18 48/20 48/22 48/24 49/7 49/10 49/19 51/4 51/14 51/21 51/24 52/5 52/12 52/16 52/20 53/17 53/19 53/25 60/21 60/24 63/23 64/4 64/22 65/1 65/3 65/17 65/22 65/25 66/6 66/15 68/4 68/11 68/18 68/22 68/25 69/11 69/15 69/21 70/4 70/11 70/15 70/20 70/22 71/1 71/3 71/15 71/17 72/14 72/17 72/25 73/8 76/19 76/23 76/25 77/4 77/14 77/17 77/20 78/22 79/6 79/16 79/19 79/21 79/24 80/1 80/4 80/8 80/10 80/15 80/18 81/5 81/10 81/25 82/5 82/9 82/16 84/23 84/25 85/3 85/7 85/13 87/12 89/16 90/1 90/5 90/10 90/13 90/16 91/13 93/19 94/14 94/16 150/6 150/15 150/19 151/14 152/3 152/8 153/3 163/2 163/5 163/8 163/11 163/14 164/2 164/5 164/7 164/12 171/1 171/4

**MS. GREEN: [54]** 3/4 3/11 3/13 4/23 4/25 5/3 5/6 6/17 7/15 7/20 8/2 11/2 25/22 25/25 26/2 26/5 26/7 30/13 48/21 65/19 76/15 78/10 78/21 80/23 83/1 85/16 87/19 88/5 88/9 88/12 89/23 90/2 90/8 90/12 90/15 91/6 94/12 94/15 94/18 144/15 152/14 152/21 153/5 153/8 157/8 157/12 165/8 165/22 166/3 166/7 166/10 166/15 166/17 166/22 MS. HARTMAN: [2] 11/14 11/16 MS. LIOTTA: [1] 160/22 MS. LUDLOW: [152] 3/17 3/20 3/25 4/3 4/6 5/11 5/16 5/20 6/2 6/9 6/21 6/23 7/18 7/24 8/9 8/11 13/12 25/11 25/13 25/15 25/17 30/11 30/14 30/16 30/19 41/22 41/25 42/3 42/6 42/20 42/23 43/9 43/12 43/15 43/20 43/22 43/25 44/2 44/4 44/8 44/11 44/13 44/20 45/21 45/25 46/2 46/7 46/10 46/13 46/16 46/20 46/24 47/2 47/8 47/10 47/20 47/22 48/3 48/7 48/12 48/15 48/17 48/19 48/23 49/2 49/5 49/8 49/14 49/17 60/17 60/22 60/25 61/10 61/21 63/12 63/17 64/3 68/10 76/10 76/12 76/16 76/21 76/24 77/2 77/5 77/16 77/19 77/24 78/4 79/4 79/7 79/10 79/17 79/20 79/22 79/25 80/2 80/7 80/9 80/12 80/17 80/20 81/8 81/13 81/18 81/22 83/11 83/13 83/17 84/9 84/16 84/20 85/12 85/15 87/11 87/13 88/1 88/8 88/10 88/13 88/17 88/20 89/5 89/11 90/18 90/22 91/5 91/10 94/20 95/9 131/18 142/22 143/19 143/24 144/1 144/3 145/4 145/10 145/14 146/3 146/10 151/10 152/9 152/22 152/24 154/18 156/13 165/14 165/23 170/9 171/8 171/10

\$ **\$1.2[1]** 53/2 **\$120 [1]** 75/11 **\$123,000 [1]** 55/15 **\$150,000 [1]** 55/14 **\$200 [1]** 50/2 **\$224,000 [1]** 25/25 **\$25 [1]** 58/12 **\$30 [2]** 58/16 66/13 **\$32 [1]** 58/9 **\$320,000 [1]** 63/7 **\$350 [1]** 78/24 **\$350,000 [1]** 74/7 **\$40,000 [1]** 50/4 **\$400 [1]** 56/13 **\$650 [1]** 54/12 **\$690,000 [1]** 74/16 **\$7 [1]** 63/2 **\$700,000 [1]** 78/24 **\$750,000 [1]** 76/5 **\$8 [2]** 48/14 52/21 **\$8,320,000 [1]** 37/4 **\$8.3 [1]** 52/21 **\$9 [1]** 63/2 '**17 [2]** 119/18 119/21 '**18 [2]** 120/8 135/19 '22 [1] 121/21 **'23 [1]** 39/17 **'5 [1]** 35/11 **0570 [1]** 1/24 **1,200 [2]** 42/17 42/19 **1,240 [1]** 43/14 **10 [4]** 46/14 61/2 116/12 126/9 **104 [1]** 1/15 **1040 [1]** 102/1 **11 [1]** 2/8 **110 [2]** 68/21 148/16 **114 [2]** 68/23 68/24 **12 [8]** 2/10 33/20 41/25 46/11 46/14 47/13 61/2 82/1 **121 [1]** 74/14 12th [1] 167/17 **13 [1]** 45/20 **13/31 [2]** 108/3 108/5 **135 [7]** 71/21 72/7 101/7 129/3 130/13 130/19 168/19 **141 [2]** 126/16 131/2 **14th [1]** 127/18 **15 [5]** 13/23 45/16 45/18 48/25 146/3 150 [2] 55/21 71/18 **150-plus [1]** 72/13 **16 [2]** 48/25 164/1 16-pager [1] 119/23 **165 [1]** 2/14 **167 [1]** 2/13

**17 [1]** 1/23 **171 [1]** 2/15 169/19 56/21 145/7 169/19 155/9 172/10 103/14

172 [1] 2/16 **18 [3]** 14/22 56/17 **180 [2]** 56/3 71/23 **19 [1]** 158/8 20 [9] 20/1 22/12 35/25 39/17 45/11 50/3 71/5 95/16 140/11 **20 percent [2]** 53/12 20-year [1] 19/24 **200 [1]** 56/3 **200,000 [1]** 137/21 **2001 [1]** 33/3 **2004 [7]** 35/11 107/18 107/20 108/9 109/2 109/5 145/7 2005 [3] 109/22 110/6 **2006 [2]** 119/14 119/17 **2006/7 [1]** 19/13 **2008 [2]** 110/7 111/21 **2008/2009 [1]** 15/11 **2009 [1]** 15/11 **2010 [9]** 96/14 96/21 96/24 97/1 107/18 107/21 112/19 113/10 **2011 [2]** 114/8 114/10 **2012 [4]** 96/16 97/7 115/4 127/18 **2013 [2]** 115/9 115/22 **2015 [3]** 148/5 148/6 **2017 [1]** 97/22 **2018 [1]** 98/23 **2020 [2]** 18/2 97/3 **2021 [7]** 107/2 124/13 125/9 125/10 125/12 125/24 126/22 **2022 [3]** 1/6 126/20 20th [1] 110/7 **21 [3]** 62/25 63/18 103/15 21-acre [1] 149/21 21st [1] 125/9 **22 [3]** 1/6 103/13 **22nd [1]** 8/25 **23 [4]** 2/11 91/12 103/15 168/6 **23rd [2]** 166/8 166/13 **24/7 [9]** 73/18 77/10 77/12 77/24 78/12 80/21 85/22 85/23 86/19 **24th [1]** 112/19 **25,000 [1]** 39/25 **26 [1]** 151/16 **285** [5] 65/2 65/8 68/8

{PLAINTIFF} v. {WITNESSNAME} {DEFENDANT} {DATE}

{DEFENDANT}				{DATE}
2	56/15 65/8	21/21 22/21 24/21 26/3	acknowledge [1] 102/9	addressed [2] 64/13
	<b>5:01 [1]</b> 167/17	26/8 26/10 27/14 28/12		100/19
<b>285 [2]</b> 68/16 68/25	<b>5th [1]</b> 172/10	29/14 29/15 29/23	acquired [3] 35/10	addresses [4] 10/18
<b>2nd [2]</b> 83/8 167/2	<u> </u>	29/25 32/5 33/7 34/12	61/12 117/10	101/5 124/23 138/8
3	<b>-</b>  6	36/13 37/4 37/10 45/16		addressing [1] 135/4
·	<b>60-day [2]</b> 144/16	46/2 47/6 47/10 47/16	acquisition [5] 59/22	adequate [1] 55/23
<b>3.2 [1]</b> 57/8	151/2	50/14 52/25 53/1 53/20	60/13 114/2 115/20	adjourned [1] 171/12
<b>30 [13]</b> 69/5 76/7 94/22	60s [1] 33/2	55/14 55/15 58/9 61/16		ADJOURNMENT [1]
104/15 126/7 127/25	<b>61 [2]</b> 126/15 131/2	62/25 63/1 63/9 63/19	acre [1] 149/21	2/15
139/3 139/6 139/8	<b>65 [1]</b> 57/5	64/23 70/17 71/10 74/7		adjust [1] 51/20
143/22 151/25 152/4	<b>650 [2]</b> 57/5 66/4	74/16 75/11 75/18 84/3	114/3	adjusted [2] 91/15
153/2	<b>65s [1]</b> 33/2	90/7 91/21 92/17 94/20	across [3] 42/16 62/24	139/10
<b>30 percent [1]</b> 76/7	<b>68 [1]</b> 157/24	95/20 97/11 98/24	76/19	adjusting [2] 56/11
<b>30-day [22]</b> 93/25		100/14 105/16 106/5	ACRP [4] 15/12 15/16	125/18
94/21 104/22 106/21	7	108/1 111/8 114/18	15/19 19/12	adjustment [3] 58/8
127/22 134/18 134/21	<b>7-something [1]</b> 75/20	114/22 115/20 117/15	act [2] 66/19 98/15	58/10 58/17
141/12 141/14 141/23	<b>7.1 [1]</b> 114/3	117/24 118/3 118/18		adjustment's [1] 91/22
142/18 143/21 144/4	<b>70 [2]</b> 118/19 148/17	118/19 119/3 119/21	24/3 32/12 63/24	adjustments [1] 92/13
149/22 150/22 151/1	<b>73 [1]</b> 2/11	119/22 120/6 123/3	151/22 152/5 152/6	ADK [1] 10/4
151/18 152/16 152/25	<b>75 [1]</b> 118/18	123/23 128/13 128/19	152/8 153/3 164/1	
164/17 169/6 169/9	<b>75 percent [1]</b> 57/1	130/18 132/24 134/24		administer [1] 103/12 administered [1] 138/5
<b>30th [1]</b> 113/10	7:06 [2] 1/7 171/12	135/6 140/5 140/13	20/3 20/5 20/16 21/21	administrative [1]
<b>31 [3]</b> 2/10 108/3 108/5	7th [1] 102/13	143/11 145/8 145/18	22/2 22/5 22/5 22/6	146/18
<b>32 [1]</b> 36/6		147/7 147/18 148/2	22/8 22/11 22/14 30/1	adopt [1] 92/18
<b>32080 [1]</b> 1/15	8	148/6 150/23 154/20	163/25	adopted [6] 97/20
<b>32084 [1]</b> 1/23	<b>80 [3]</b> 53/11 148/14	155/14 156/11 162/11	active [1] 128/7	101/1 102/3 121/14
<b>35 [16]</b> 52/14 56/15	148/17	168/8	activity [4] 110/14	123/4 162/12
56/20 57/8 65/7 103/16	80 percent [4] 49/21	above [2] 33/8 148/20	116/23 136/4 159/5	adoption [2] 92/7
104/11 104/13 106/19	52/4 52/8 52/24	abscond [1] 150/13	acts [1] 145/20	98/23
118/21 121/1 124/6	<b>80/20 [2]</b> 50/3 71/5	absolute [1] 99/25	actual [5] 57/14 68/18	advanced [2] 158/14
129/22 139/2 147/5	<b>825-0570 [1]</b> 1/24	absolutely [3] 26/17	84/2 91/16 111/16	159/15
147/16	<b>83 [1]</b> 106/11	82/9 144/5	actually [26] 7/10	advancement [1]
<b>350 [1]</b> 75/18	<b>85 [3]</b> 148/12 148/13	absurd [1] 76/3	10/16 13/9 40/1 40/2	26/16
<b>36</b> [1] 36/4	148/20	abuts [2] 33/1 33/3	40/12 59/22 64/24	advantage [1] 50/7
<b>39 [1]</b> 147/7	<b>8:00 [1]</b> 166/5	Academy [1] 165/14	70/12 70/12 71/13	advertise [2] 10/15
4	8th [1] 9/6	accept [3] 9/8 133/18	97/23 100/14 111/22	10/16
<b>40 [9]</b> 10/8 68/10 95/24	1 0	134/9	112/15 113/1 115/15	advertised [1] 10/4
95/25 116/12 126/16		ACCEPTANCE [1] 2/5	116/15 117/17 118/12	advisory [3] 108/19
147/7 168/17 169/4	<b>90 [4]</b> 139/9 148/14	accepted [2] 3/15 8/16	126/24 135/3 142/7	108/21 109/10
<b>40 percent [5]</b> 62/5	148/14 159/22	accepting [2] 10/5	149/14 159/7 163/22	aerial [4] 96/11 96/22
64/23 65/4 65/8 68/16	900 [1] 168/22	50/20	ad [7] 97/17 97/25 98/2	118/8 118/15
<b>40,000 [1]</b> 10/18	904 [1] 1/24	access [8] 8/22 10/11	99/1 99/4 100/16	Aero [17] 2/12 93/18
<b>40-foot [1]</b> 169/1	91 [1] 2/11	15/21 61/15 71/25	100/21	93/21 96/3 117/10
<b>40-minute [2]</b> 143/3	<b>93 [3]</b> 2/12 62/1 160/22	86/10 138/9 160/12	ad valorem [6] 97/25	125/15 127/1 127/6
144/7	<b>94 [1]</b> 148/11	accidents [2] 83/24	98/2 99/1 99/4 100/16	127/6 127/10 127/12
<b>42 [1]</b> 36/7	A	88/19	100/21	127/13 128/10 157/25
<b>420 [1]</b> 148/7	<b>A.A.E [1]</b> 1/17	accommodate [3]	<b>adaptation [1]</b> 140/16	158/2 161/3 161/24
<b>45 [1]</b> 113/17	<b>AAAE [1]</b> 10/20	75/20 141/20 156/23	add [7] 5/10 6/25 19/21	Aero's [2] 100/8
<b>4730 [1]</b> 1/4	abatement [3] 107/25	accommodated [3]	37/10 37/12 115/22	127/14
<b>4742 [1]</b> 115/21	143/5 143/6	75/18 75/19 92/15	146/16	AeroGo [1] 124/21
<b>4778 [1]</b> 115/21	ability [5] 90/10 99/22	Accommodates [1]	add/delete [1] 5/10	<b>Aerospace [2]</b> 165/13
<b>4:00 [1]</b> 1/7	102/22 102/23 156/24	93/2	added [6] 5/12 5/12	165/14
5	able [23] 9/4 10/12	accomplished [4] 33/23 33/25 34/6 92/14	69/5 124/25 138/18 146/15	affect [2] 55/1 71/5 affected [1] 72/21
<b>50 [6]</b> 26/4 36/8 50/1	26/9 26/24 35/25 36/11	according [2] 59/9	adding [2] 160/3 160/4	affecting [1] 57/20
52/9 52/23 71/5	47/13 56/15 61/17	134/3	addition [2] 28/22	affiliated [2] 101/7
<b>50 percent [8]</b> 36/25	62/10 62/11 63/3 71/20	accountants [1]	149/15	116/4
52/4 52/8 53/7 53/8	86/10 105/1 115/12	123/14	additional [6] 36/8	afford [1] 63/3
53/8 55/12 56/16	136/4 137/22 138/11 138/21 149/19 154/22	accumulation [1]	38/23 49/23 64/5 95/25	after [10] 13/3 21/13
<b>50 x 50 [1]</b> 36/8	158/20	45/18	124/24	63/2 78/10 88/6 101/15
<b>50 x 60s [1]</b> 33/2	about [104] 3/16 4/1	accurate [1] 118/16	Additionally [1] 127/10	
<b>50,000-foot [1]</b> 22/19	5/18 5/24 7/4 7/4 7/6	accusatory [1] 100/20	address [10] 19/15	155/1
<b>50/50 [5]</b> 26/4 50/1	13/13 14/14 14/22	achieve [1] 20/22	86/5 95/8 122/2 129/21	afternoon [1] 14/20
52/9 52/23 71/5	14/22 15/3 19/19 21/2	achieved [1] 22/7	135/13 138/16 139/23	again [43] 7/6 20/18
<b>55</b> [ <b>5</b> ] 52/13 53/9 55/12	2	ACI [1] 10/21	153/24 167/22	22/17 24/23 27/4 28/12
i e			i e	

again... [37] 29/21 31/19 45/5 46/23 47/1 51/15 54/2 57/10 66/14 69/19 70/3 73/12 85/18 86/23 90/21 96/24 97/11 98/23 109/4 109/8 110/6 110/21 115/9 115/20 117/7 118/5 119/17 120/18 120/19 123/15 125/23 143/13 151/1 151/4 154/4 154/10 164/12 against [5] 37/16 41/6 51/12 71/18 121/18 agenda [15] 2/6 4/1 5/8 5/9 5/10 6/7 8/12 8/16 12/7 82/23 110/7 111/10 112/25 113/1 120/22 aggressive [2] 62/14 62/15 aggressively [1] 62/8 ago [6] 35/7 83/5 91/25 107/2 113/22 144/8 agree [6] 7/10 7/11 64/8 75/7 115/15 157/8 agreed [4] 15/21 51/21 74/4 169/24 agreement [15] 14/15 38/2 38/13 38/16 105/9 110/17 120/9 120/10 122/7 123/2 123/3 151/7 153/9 153/18 agreements [2] 121/23 122/23 ahead [24] 3/24 4/13 4/23 4/25 6/22 7/21 9/4 23/10 32/6 36/2 49/18 50/20 50/23 58/2 58/25 60/16 63/25 83/12 94/19 95/3 128/2 153/18 166/6 166/18 **AIP [2]** 9/15 9/18 air [5] 36/14 110/18 142/25 148/10 158/7 airboat [3] 80/2 80/4 aircraft [34] 83/25 97/6 110/21 111/25 117/12 120/10 125/21 125/23 127/11 127/15 130/12 130/18 147/22 148/8 148/9 148/10 149/8 149/20 154/6 154/7 154/11 155/6 158/5 158/6 158/8 158/9 158/10 159/14 160/7 167/6 167/6 168/19 169/23 169/25 airfield [1] 37/16

airline [2] 75/14 169/10

airplane [3] 135/2

158/10 158/11

airplanes [2] 142/24 152/12 airport [137] 1/1 1/16 13/24 13/25 14/3 14/13 14/17 15/11 15/15 16/12 16/13 16/16 16/17 16/19 16/21 16/23 16/25 17/5 17/6 17/23 18/2 18/4 18/5 18/10 18/10 18/13 18/22 19/2 20/3 20/14 20/21 21/11 21/12 21/22 21/25 22/4 22/9 23/2 23/6 23/7 23/9 23/11 23/13 23/13 23/17 23/20 23/20 28/14 31/12 32/18 33/10 37/21 38/1 53/7 57/18 59/6 59/8 60/9 60/11 61/12 61/12 62/7 62/21 62/23 69/23 73/24 74/9 74/20 75/6 76/13 77/10 81/14 86/1 89/7 95/13 95/15 100/4 102/2 104/7 104/8 104/17 104/17 105/1 105/17 107/5 107/19 108/12 108/24 109/18 111/1 111/6 111/23 113/20 114/9 114/24 115/1 115/2 115/10 115/14 115/18 116/23 117/15 117/24 119/6 119/14 120/21 121/24 123/6 125/14 128/20 129/25 130/8 134/2 135/16 135/17 136/25 137/15 138/3 138/15 144/18 149/16 151/15 151/22 152/11 156/7 156/17 156/23 156/24 157/4 157/9 160/4 160/11 160/18 161/4 164/18 166/4 166/5 airport authorities [1] 136/25 Airport Authority [19] 38/1 59/6 59/8 60/9 60/11 107/19 108/12 109/18 111/1 111/6 114/9 115/10 115/14 119/14 120/21 123/6 125/14 129/25 138/15 Airport Authority's [3] 104/8 111/23 119/6 airport's [3] 101/8 102/23 115/7 airports [22] 14/5 15/10 15/17 15/21 16/6 17/19 19/11 20/7 23/18 23/18 42/16 54/3 69/6 134/15 134/24 134/25 135/14 137/8 167/1

167/3 167/4 167/8

alarm [1] 148/18

albeit [1] 75/7 align [1] 28/19 alignment [1] 24/17 all [93] 3/7 11/10 12/4 13/10 13/25 19/2 19/19 20/23 22/5 24/2 24/4 24/16 25/4 27/14 34/23 37/18 40/24 40/25 43/5 43/8 54/5 54/13 55/8 56/17 56/18 60/16 62/23 62/24 63/19 67/23 67/25 69/22 73/5 74/19 77/5 78/6 78/11 81/16 85/3 85/3 85/10 85/17 85/24 86/19 89/19 91/11 92/24 92/25 92/25 96/1 96/5 98/7 102/18 103/11 103/13 105/6 107/19 115/16 119/17 122/5 123/19 129/10 135/10 141/2 142/4 143/4 144/23 144/25 145/6 145/23 146/22 146/23 147/24 149/25 150/4 153/15 156/2 158/18 158/19 158/20 158/21 158/24 161/19 162/19 164/7 164/16 164/21 164/25 165/11 167/6 168/8 169/9 171/9 **All right [9]** 3/7 11/10 12/4 55/8 60/16 73/5 85/17 91/11 165/11 allegation [1] 122/14 allegations [1] 121/20 alleged [1] 122/25 ALLEGIANCE [2] 2/3 3/5 allocate [1] 57/1 allocates [1] 69/25 allow [2] 34/5 38/4 allowance [1] 123/16 allowed [4] 96/20 117/2 126/14 170/18 allows [3] 15/22 94/9 134/11 alludes [1] 136/13 almost [9] 21/18 28/25 76/2 76/7 99/5 103/25 104/10 107/2 147/7 alone [2] 17/18 113/13 along [1] 140/4 already [18] 5/19 6/6 9/18 10/7 10/20 34/1 34/6 35/20 44/1 57/7 75/1 76/13 77/2 120/2 130/6 170/13 171/1 171/2 also [53] 1/14 6/3 9/4 10/22 12/24 13/3 14/2 14/4 14/23 15/9 16/15 17/1 17/18 17/23 20/13

50/25 51/18 54/24 55/1 57/22 58/5 62/22 66/18 85/24 104/25 106/22 110/3 111/2 111/18 113/4 119/16 130/2 130/18 133/1 134/12 137/9 138/8 144/17 151/8 151/14 151/17 158/22 159/11 162/9 168/5 alterations [4] 103/22 104/1 139/23 139/24 alternative [3] 109/5 109/7 109/17 alternatives [2] 109/3 109/8 although [2] 80/10 123/7 always [5] 19/2 37/15 37/25 75/13 82/12 **am [4]** 94/11 157/25 161/2 168/4 amend [1] 90/11 97/13 99/22 100/11 124/15 130/23 130/24 140/21 140/25 141/8 amendments [2] 95/23 appear [2] 125/4 97/14 amortizing [2] 51/3 141/22 amount [11] 27/2 37/7 51/9 52/7 71/6 94/8 96/22 129/7 141/20 142/1 142/12 amounts [1] 112/4 **Andrew [2]** 72/10 108/15 ankle [1] 76/17 announce [1] 69/4 annual [3] 20/15 78/6 81/1 another [21] 7/5 10/9 45/3 53/6 65/19 80/13 87/21 100/20 102/12 106/14 109/3 109/4 116/23 117/23 136/17 152/25 155/13 155/13 156/18 159/14 165/19 answer [10] 15/6 23/12 25/8 44/1 72/25 86/1 86/4 135/7 135/15 168/9 answering [1] 29/2 anticipate [2] 24/21 101/5 anticipated [2] 4/14 26/11 anticipating [1] 29/12 any [52] 3/9 3/18 6/15 7/9 8/12 9/24 15/3 15/5 24/17 25/9 25/20 30/9 30/20 30/25 33/16 22/3 22/25 24/24 28/17 45/23 46/3 48/3 49/11 31/9 33/3 36/9 44/14 49/23 57/23 58/20

{DATE} 59/21 61/22 63/13 64/7 69/23 73/2 73/15 80/24 85/10 86/22 101/10 107/4 107/5 111/7 111/7 114/11 124/24 136/3 144/14 151/24 153/1 157/6 159/6 161/22 162/6 165/6 168/9 169/16 170/4 170/8 anybody [6] 3/8 5/10 6/13 7/8 144/3 155/25 anymore [3] 64/11 161/1 170/19 **anyone [1]** 136/3 anything [15] 8/8 8/10 11/25 12/1 12/3 20/12 75/8 84/24 85/9 86/13 89/18 91/25 107/15 116/22 136/10 anyway [3] 32/11 81/22 152/12 anyways [1] 100/23 amendment [10] 97/10 anywhere [4] 65/14 74/9 74/22 83/2 appalled [1] 143/1 **apparently [1]** 128/12 132/12 **appears** [1] 60/6 appendices [1] 119/12 appetite [2] 85/8 85/9 applicable [1] 141/2 application [3] 10/5 10/8 140/2 applications [1] 10/11 applied [3] 38/21 50/21 68/8 **Appraiser [5]** 98/12 99/10 99/11 99/14 118/16 Appraiser's [3] 59/10 97/24 118/13 **Appraisers [1]** 99/15 **appreciate [3]** 64/13 85/21 153/11 **apprised** [1] 8/7 approach [1] 74/19 appropriate [1] 50/21 approval [8] 2/6 4/1 5/8 5/9 8/13 39/22 118/1 123/12 approved [7] 76/13 77/2 124/23 140/3 140/16 162/16 163/6 approving [2] 120/21 120/23 approximately [1] 96/18 **April [1]** 114/14 **apron [1]** 169/25 **Araquay [3]** 61/15 108/17 109/3 Araquay Park [1] 109/3

{WITNESSNAME}

## are [151] 13/12 14/25 15/4 15/5 16/18 18/11 18/15 19/16 19/25 20/1 20/3 20/5 22/6 22/12 22/14 23/21 24/16 25/11 27/22 27/22 28/24 30/11 30/14 31/1 32/7 32/20 34/10 34/22 35/25 37/18 37/18 37/20 38/21 39/17 39/19 42/22 43/6 43/9 43/11 43/14 48/1 48/10 49/20 53/4 54/6 55/16 56/1 58/3 58/8 59/4 59/5 63/3 63/4 65/5 65/22 67/9 67/11 68/13 69/24 71/4 71/7 72/18 72/21 74/17 74/25 77/8 78/5 78/23 80/5 80/6 82/16 82/23 84/7 84/7 86/11 87/1 89/6 89/17 89/17 91/8 93/22 94/24 96/9 97/16 98/17 101/11 102/2 103/7 103/9 103/17 103/19 104/8 105/15 106/11 112/3 112/4 113/21 119/12 121/23 123/15 124/4 124/22 125/12 127/6 129/11 129/13 130/13 130/25 132/15 132/22 132/25 134/9 134/15 135/21 135/22 135/23 136/9 136/18 136/25 138/4 139/14 139/18 139/23 143/3 143/13 143/14 146/20 146/22 149/25 152/17 153/13 154/12 156/11 156/17 158/3 158/3 158/15 158/22 158/24 159/1 159/7 159/16 159/18 160/10 160/10 161/16 162/1 163/17 165/3 167/4 169/20 area [64] 34/8 36/9 36/10 54/2 55/25 59/12 60/8 61/18 65/15 81/17 96/20 106/24 107/8 107/13 107/16 108/3 108/8 108/17 108/18 109/1 109/21 110/4 110/6 110/14 110/15 110/17 110/22 111/9 111/11 111/21 111/24 112/5 112/11 112/12 112/13 112/14 112/20 113/6 113/15 113/25 114/4 114/22 115/8 115/20 116/17 117/15 117/16 117/19 118/6 118/9 126/5 128/14 128/22 129/4 147/4 147/17 147/21 147/25

149/2 149/21 154/9 154/16 162/22 169/25 areas [5] 32/20 49/12 49/13 108/25 148/25 **Aregone [1]** 124/20 aren't [4] 37/19 49/11 74/21 93/4 **ARFF [3]** 2/11 73/7 92/1 argument [3] 107/7 168/24 169/14 around [9] 45/20 95/13 105/12 115/19 152/20 152/20 155/6 155/11 156/17 arrangement [2] 132/11 132/24 arrangements [1] 145/16 arrived [1] 27/25 arrogance [1] 164/11 arrow [2] 33/8 33/8 arrow's [1] 60/18 arrows [2] 32/19 34/15 articles [1] 149/11 as [173] ask [7] 64/15 83/14 83/22 129/9 141/15 142/13 153/19 asked [4] 78/10 100/12 102/7 126/20 asking [6] 94/4 132/15 132/22 135/4 136/8 137/3 **aspires [1]** 149/19 aspiring [1] 150/23 assess [1] 23/5 **assessment** [1] 23/5 asset [3] 136/14 136/15 138/6 assign [1] 137/22 assigned [1] 125/2 assignment [2] 24/19 137/25 **assistance** [1] 114/25 assisted [1] 14/18 associate [1] 95/15 associated [2] 45/10 97/13 **Associates [3]** 13/22 14/21 120/9 Association [2] 11/24 99/15 assume [5] 60/13 133/10 133/11 146/7 155/9 assumed [2] 128/12 128/14 assuming [3] 118/15 131/12 147/9 **Atlanta [1]** 164/15 **Atlantic [8]** 11/13 95/22 98/16 98/18 98/19 116/5 138/10

164/14

Atlantic Aviation [6] 11/13 95/22 98/16 98/19 116/5 138/10 Atlantic's [1] 77/11 atmosphere [1] 109/17 avoided [1] 162/9 attached [2] 31/10 59/24 attended [1] 166/25 attention [3] 122/12 123/24 139/25 attorney [4] 1/16 95/14 95/15 123/9 attorney's [1] 105/25 **Auburn [1]** 166/20 audience [1] 91/15 augmented [1] 38/25 **August [8]** 1/6 9/3 41/12 109/5 110/6 119/14 125/24 167/2 August 2nd [1] 167/2 **Augustine [6]** 1/5 1/15 1/22 1/23 149/13 157/24 **authorities** [1] 136/25 **AUTHORITY [46]** 1/1 1/16 2/14 4/14 14/11 14/16 36/21 36/24 36/24 38/1 39/10 40/1 50/7 59/6 59/8 60/9 60/11 69/16 94/3 107/19 108/12 109/18 111/1 111/6 112/9 114/9 114/11 115/10 115/14 116/19 118/2 119/14 120/21 121/15 123/4 123/6 123/8 123/9 125/14 125/18 129/25 138/15 140/3 140/16 141/21 142/10 **Authority's [7]** 39/21 56/22 104/8 111/23 119/6 123/14 139/25 authorization [1] 140/1 authorized [1] 172/7 automatically [2] 99/19 99/23 automized [2] 167/4 167/5 **Auxiliary [1]** 170/16 available [24] 10/25 12/17 16/15 37/4 38/17 barrier [2] 54/7 114/1 39/16 41/8 45/15 47/7 49/25 50/3 52/5 52/10 53/2 61/4 61/4 61/5 64/18 65/1 73/14 75/12 82/11 127/16 149/12 **Avenue [1]** 55/17 average [4] 55/13 56/14 58/9 64/20 aviation [22] 11/13 15/9 15/14 62/4 66/23 95/22 96/3 96/4 96/25 98/16 98/19 116/5 116/19 118/23 125/16 125/22 127/5 127/7

130/9 130/10 138/10 155/23 avionics [2] 159/18 159/19 aware [9] 6/18 33/11 34/2 36/17 54/6 91/19 91/22 150/1 152/10 away [6] 53/20 110/18 117/5 139/1 144/19 150/19 awfully [1] 92/22 В back [70] 4/3 6/4 9/5 15/11 19/13 20/25 29/19 39/4 44/5 53/10 56/18 59/2 63/15 71/24 72/1 72/2 77/6 86/21 91/3 95/18 97/10 98/23 100/20 100/25 102/4 102/12 105/19 106/9 106/20 107/1 108/6 108/9 108/19 108/20 109/2 109/9 110/18 110/19 111/25 112/5 113/19 114/16 116/8

116/20 116/22 117/9

120/7 120/8 122/3

143/7 143/11 145/7

147/4 147/6 147/17

165/6 167/15 170/7

background [3] 95/6

153/5 153/7 153/8

104/16 130/3

bad [1] 133/3

37/16 98/25

**ball [1]** 53/5

98/15

backup [1] 33/12

**balance [3]** 35/19

balancing [2] 66/19

Baltimore [1] 164/15

banking [1] 150/11

barrage [1] 168/14

112/19 112/23 115/9

base [2] 75/25 83/23

basically [11] 32/19

76/25 88/23 104/14

106/23 116/18 117/6

basis [6] 31/3 35/24

78/6 97/4 107/6 128/5

33/10 46/8 71/18 72/2

134/4 141/14

be [266]

**Barrera [4]** 111/6

172/6 172/13 118/23 119/17 119/24 125/10 128/21 130/23 149/20 135/18 138/12 140/11 based [19] 23/11 23/25 24/3 45/4 45/13 47/14 58/7 58/9 64/22 68/17 169/13 72/4 72/7 92/20 98/14 106/18 131/13 133/24

{DATE}

14/25 34/8 113/7 171/4

being [32] 10/23 12/19

begs [1] 78/16

105/18

**behalf** [1] 131/5

behind [2] 69/24

21/12 22/22 27/23

{WITNESSNAME}

{DEFENDANT}
В
<b>being [27]</b> 37/13 50/1 50/1 51/6 51/12 55/15
57/16 73/18 86/10 97/12 103/2 103/3
104/21 105/25 108/10 113/8 115/24 116/1
121/16 121/17 122/23 130/25 135/3 137/22
145/8 155/7 170/23 <b>beings [1]</b> 153/16
<b>believe [10]</b> 35/11 59/5 73/18 77/22 77/23
78/17 78/18 123/7 130/16 168/16
believed [1] 122/19 bell [1] 159/2
belongs [1] 66/21 below [1] 61/15
benchmarking [1] 23/16
beneficial [2] 14/16 18/23
benefit [7] 16/23 17/19 29/20 104/8 122/1 134/1 157/1
benefits [2] 16/6 20/24 best [11] 16/22 31/12 33/19 88/4 100/3
108/22 126/18 142/22 156/16 156/24 158/7
best-selling [1] 158/7 better [11] 25/18 37/2
57/9 78/25 86/17 86/19 109/1 148/1 150/2
156/10 156/10 <b>between [13]</b> 8/7 16/2
33/19 42/17 45/17 52/3 66/19 86/5 127/19
131/1 135/2 148/14 163/16
<b>beyond [3]</b> 4/14 64/11 140/19
bid [1] 8/24 bids [4] 8/25 38/4
41/20 72/11 big [24] 5/14 43/17
43/19 45/1 56/5 74/17 75/3 75/16 76/5 76/6
86/11 91/19 95/20 95/24 99/7 104/19
113/5 121/2 142/4 142/9 152/11 163/22 167/8 168/8
bigger [6] 43/9 43/11 136/6 154/19 162/25
162/25
biggest [1] 93/6 billion [1] 156/25 bills [1] 161/16
bits [1] 14/14 15/2 18/17 32/3 45/8 57/4
101/17 101/20 131/17
100/0

**blanketly [1]** 107/4

block [1] 35/3 **blowing [1]** 116/25 blown [3] 10/3 98/7 98/21 blue [2] 96/19 151/19 **blush [1]** 113/15 board [67] 1/9 12/23 12/23 12/25 13/2 14/16 15/20 16/15 16/25 17/6 17/11 20/8 20/22 21/1 21/25 22/9 22/17 22/25 24/16 24/25 28/7 28/10 28/11 28/15 28/23 29/2 29/4 29/6 29/18 29/21 30/22 30/23 31/8 35/6 35/14 35/16 37/15 37/20 58/19 63/1 63/16 67/11 68/5 73/3 79/2 86/22 90/24 93/14 94/13 95/5 113/12 131/16 141/18 144/17 152/5 152/6 152/8 155/16 156/7 157/6 162/3 162/11 162/15 163/12 165/6 165/12 170/7 Bob [3] 13/20 49/2 162/13 **Bob's [1]** 86/3 **body [1]** 139/7 **bone** [1] 64/6 **books [1]** 161/10 **boomerang [3]** 106/6 111/17 112/16 **born [1]** 16/1 borrow [3] 54/21 54/22 54/23 **borrowed [1]** 70/7 **borrowing [2]** 51/5 57/10 both [18] 12/22 13/5 14/16 15/8 15/24 16/11 18/21 21/10 43/4 67/2 67/9 71/14 97/9 97/12 111/1 131/22 145/5 153/13 **bottom [4]** 19/8 53/13 67/14 98/11 bought [3] 125/2 125/2 161/7 **Boulevard [1]** 157/24 **bouncing** [1] 53/5 **box [1]** 59/6 boxes [1] 59/4 **brain [1]** 76/17 brand [2] 79/25 125/5 Bravo [3] 43/7 45/7 45/8 break [2] 27/5 96/12 **breakfast** [1] 166/8 **breaking [1]** 54/6 brief [2] 91/13 93/20 briefings [2] 28/23 28/24

briefly [5] 106/4 118/8

119/5 121/20 122/4 bring [27] 5/25 9/5 10/2 15/15 17/10 18/16 18/16 20/17 31/24 37/23 56/20 63/15 86/21 88/5 91/3 94/7 94/9 131/24 131/25 132/12 146/6 153/5 153/7 153/8 161/14 165/6 170/7 bringing [4] 18/24 49/14 160/11 161/16 brings [1] 110/20 broad [1] 83/20 broadly [1] 11/1 broken [1] 88/25 brought [13] 19/13 60/12 84/22 90/25 115/15 122/12 123/24 135/5 139/24 145/25 155/4 161/4 161/25 **BRUCE [6]** 1/10 157/18 157/22 157/23 160/24 161/1 bubble [1] 115/19 budget [29] 2/11 4/15 20/15 25/23 25/23 32/6 32/14 37/14 39/21 39/24 55/6 58/2 58/6 73/8 73/14 75/18 76/6 76/7 85/10 86/2 89/18 91/7 91/12 91/14 92/3 92/11 92/18 92/20 92/23 budget's [1] 93/4 budget-related [1] 32/14 budgeted [1] 39/21 **budgets** [1] 93/6 **buffer [3]** 109/16 113/6 114/1 build [34] 18/7 36/15 41/22 42/8 42/14 44/16 44/17 44/20 44/21 45/22 48/12 50/6 51/8 51/10 51/19 52/24 52/24 53/2 53/9 54/17 54/21 55/12 56/6 56/15 68/8 70/24 71/4 71/11 71/20 81/15 81/21 102/25 150/24 156/5 **building [24]** 33/19 52/23 56/21 65/7 65/15 70/6 70/7 79/11 79/25 81/2 81/2 96/23 111/12 111/19 111/20 113/1 113/9 118/19 118/20 126/6 140/14 149/18 152/2 162/24 buildings [1] 43/1 builds [4] 81/8 151/22 151/22 151/22 built [14] 33/18 34/21 35/12 36/3 36/4 42/13 45/17 53/3 55/14 69/23

71/6 116/14 136/15 170/12 bunch [1] 168/7 bundled [1] 98/9 burn [1] 64/16 burn-through [1] 64/16 **BURNETT [8]** 1/15 12/4 97/22 114/12 115/22 116/8 116/11 120/16 business [61] 2/8 2/9 2/10 6/25 7/1 7/7 7/9 8/4 9/22 11/9 11/11 12/9 12/11 12/18 14/12 15/2 15/9 16/4 16/8 16/9 17/16 17/19 18/6 19/10 20/16 21/17 22/21 23/24 24/5 24/9 24/11 31/10 39/12 51/17 51/18 59/20 59/23 66/22 66/23 67/9 122/9 124/3 124/7 124/14 125/7 126/6 126/9 129/14 130/9 133/8 134/16 137/8 150/24 153/16 156/6 157/9 157/10 160/8 160/25 161/8 161/15 businesses [3] 99/5 133/12 134/22 businessman [1] 157/14 **button [1]** 121/2 **buy [2]** 13/6 138/6 buy-in [1] 13/6 **buyer [2]** 60/10 60/10 **calendar [1]** 167/15 calendars [1] 29/5 California [1] 164/15 call [4] 85/13 117/20 120/14 170/18 called [2] 169/6 170/20 168/10 calls [3] 82/12 131/6 170/14 came [9] 14/15 98/23 99/7 100/13 102/12 126/25 143/10 144/7 161/7 can [109] 7/1 8/6 9/25 13/20 17/17 17/17 18/9 18/16 18/21 21/22 22/6 23/13 26/15 26/17 26/24 28/12 32/14 32/14 37/3 37/10 37/11 37/24 38/19 38/20

38/20 40/5 40/10 40/11

40/12 40/13 40/13 45/4

47/9 47/25 49/1 49/19

51/19 53/9 53/10 53/20

54/4 57/2 65/15 67/8

67/12 67/12 68/7 69/3

{DATE} 75/18 75/19 86/4 86/13 86/18 87/25 88/4 88/4 88/5 91/9 94/7 94/21 94/22 96/13 98/8 98/9 99/19 100/2 104/14 105/14 107/12 111/1 111/11 111/16 112/12 112/25 114/3 114/25 114/25 115/1 115/1 115/22 116/21 118/8 118/9 118/13 118/17 119/11 120/5 120/25 121/7 133/4 135/1 135/24 137/13 140/1 140/2 140/9 142/16 147/20 149/8 151/10 154/16 163/24 166/18 168/8 170/24 can't [16] 24/13 37/13 37/13 41/6 44/8 67/23 68/11 69/19 105/12 127/25 129/22 131/5 135/15 139/14 151/24 163/23 cancel [2] 94/22 94/22 cancellation [3] 134/18 134/21 149/23 cannot [1] 22/8 **capability [1]** 117/25 capable [1] 60/10 capacity [1] 95/14 capital [9] 19/9 19/19 19/21 20/13 27/23 38/16 57/19 92/24 93/8 capital's [1] 57/16 captain [1] 168/5 care [1] 122/10 carefully [1] 162/8 Carlsbad [1] 164/15 **Carolina [1]** 30/18 **carrying [1]** 55/7 Casa [3] 1/4 71/22 168/10 Casa Cola [2] 71/22 case [8] 16/7 36/23 77/19 77/23 103/15 125/6 133/13 148/24 cases [1] 38/22 cash [1] 50/7 category [3] 6/25 100/1 154/6 cause [1] 164/18 caused [1] 139/21 causes [2] 98/18 138/23 **center [12]** 1/3 5/12 5/15 6/16 33/13 35/1 127/8 127/13 136/14 158/15 158/21 158/24 centerline [1] 147/14 50/6 50/17 50/18 51/10 certain [3] 133/10 133/11 150/8

certainly [4] 32/7 50/13

57/9 80/17

## CERTIFICATE [2] 2/16 certified [5] 126/14 148/4 158/15 158/20 158/22 certify [1] 172/6 Cessna [1] 169/24 Chair [2] 95/1 153/19 chairman [9] 1/10 5/17 8/6 8/6 111/2 112/19 112/23 162/16 166/3 challenged [2] 99/9 99/10 **challenges** [1] 36/16 **chance [1]** 19/5 change [20] 20/12 38/20 38/21 49/24 91/23 99/16 99/20 99/20 103/10 103/19 103/20 104/17 105/22 117/12 133/19 133/22 133/24 134/4 134/10 139/25 changed [7] 62/8 102/7 103/2 103/23 105/23 112/22 117/13 **changes [7]** 58/17 95/23 100/24 101/2 102/21 139/2 145/14 changing [2] 112/20 134/1 **Chapter [1]** 106/11 **Chapter 83 [1]** 106/11 **character [1]** 147/25 **charge [1]** 146/9 charged [3] 122/13 122/20 122/23 charges [2] 41/6 75/22 charging [2] 121/23 122/18 **Charleston** [2] 30/18 30/19 **chart [1]** 124/19 charter [6] 101/8 126/6 126/9 129/3 129/3 130/13 **cheapest [1]** 160/7 checked [1] 158/17 cherrypicked [1] 162/9 Chicago [2] 14/7 30/13 child [1] 166/4 **choose [1]** 90/13 **chose [1]** 61/19 **chunk [1]** 36/7 Cindy [3] 6/10 39/2 59/2 CIP [1] 20/12 circling [1] 97/11 **circular [1]** 98/7 circumstances [3] 120/14 145/2 150/8 Cirrus [24] 125/20 127/7 127/7 127/9 127/10 127/11 127/13

```
127/14 153/23 153/25
155/5 155/10 158/4
158/5 158/7 158/15
158/16 158/21 158/22
158/24 159/11 159/14
160/6 163/1
Citation [4] 162/25
163/7 169/23 169/24
cited [1] 100/11
citizen [1] 107/23
City [2] 113/11 113/12
Civic [1] 170/15
claim [1] 106/23
claiming's [1] 106/19
claims [3] 107/14
118/5 121/10
clarification [2] 126/20
127/1
class [3] 88/23 154/2
154/6
clause [2] 93/25
143/22
clean [1] 161/14
cleaning [1] 161/10
clear [3] 49/11 89/16
151/19
clearance [1] 147/15
clearly [7] 106/10
114/4 129/18 132/14
136/11 136/18 162/5
click [4] 115/1 118/13
119/8 119/9
client [4] 100/10 101/9
102/8 146/21
client's [1] 101/5
clients [2] 151/4
159/12
clock [1] 148/18
close [3] 41/21 72/18
92/22
closer [3] 42/18 82/7
118/10
Closing [1] 128/8
clubhouse [1] 46/17
cluster [1] 36/4
coalition [1] 165/25
Coast [1] 170/16
Coast Guard [1]
170/16
code [1] 139/21
codes [1] 141/2
Cola [3] 1/4 71/22
168/10
collect [2] 26/23 27/20
collector [1] 99/10
color [3] 18/17 19/21
147/24
combine [1] 45/13
combined [2] 85/25
111/20
come [39] 11/2 18/19
20/25 29/19 34/25 38/5
42/25 59/8 60/14 60/22
69/7 83/6 89/11 89/12
90/24 97/10 100/25
```

```
101/12 105/19 106/19
109/15 119/24 120/8
122/2 133/15 133/18
140/21 141/8 144/9
144/11 145/6 145/11
151/19 156/5 156/21
156/25 158/11 160/5
163/23
comes [7] 7/22 45/7
60/13 61/8 79/9 88/23
125/25
comfortable [1] 72/6
coming [13] 21/15
22/11 27/22 28/22
47/13 87/20 120/7
152/15 154/10 159/16
165/19 165/20 167/8
commensurate [1]
65/20
comment [19] 2/13
11/16 11/17 39/7 61/8
63/13 64/7 84/13 89/14
109/11 115/4 125/13
133/4 139/3 144/14
169/12 169/17 170/5
170/8
comments [34] 2/14
3/18 12/13 25/21 29/2
58/20 58/20 61/22
61/25 73/2 76/9 80/24
86/22 93/14 101/11
101/14 102/17 102/17
102/18 102/18 109/14
115/9 119/22 126/4
128/8 131/14 131/15
153/2 157/7 165/10
167/18 167/20 167/21
167/23
commercial [20] 15/14
66/23 106/12 113/24
113/24 120/18 121/22
122/6 127/4 134/18
134/22 136/1 136/3
137/8 144/17 150/4
150/4 151/4 151/18
159/10
Commission [1] 11/12
committed [3] 116/18
116/22 126/7
committee [17] 83/15
83/20 84/13 87/1 88/2
90/19 90/23 107/24
108/19 108/21 109/11
143/6 143/7 143/8
147/23 165/20 170/21
common [2] 17/1
96/20
communicating [1]
82/18
communication [1]
24/7
communications [1]
community [11] 73/24
74/11 80/18 86/15
```

```
86/16 110/5 127/9
157/2 160/11 163/17
170/12
company [6] 38/5
101/7 117/23 125/15
133/8 135/3
comparative [1] 76/1
compare [4] 23/17
134/14 134/20 135/14
compared [2] 53/21
136/22
compatible [2] 109/16
115/11
competing [3] 9/13
16/18 16/19
competitive [1] 70/1
compilation [1] 67/25
complaint [2] 114/14
154/20
complaints [4] 114/11
114/19 114/20 168/9
complete [7] 8/23
18/11 25/4 92/4 93/13
112/12 131/23
completed [4] 12/20
12/25 18/2 22/8
completely [2] 83/23
104/3
complex [1] 135/5
compliant [1] 164/1
complicated [3] 55/4
59/21 145/21
component [1] 41/7
composition [2] 13/1
27/7
comprised [1] 22/21
compromise [1]
102/14
concept [3] 108/6
108/18 111/16
conceptual [3] 111/15
112/18 113/2
concern [4] 107/24
114/22 115/17 117/17
concerns [1] 108/1
concise [1] 120/5
conclude [1] 40/20
conclusion [5] 28/1
90/17 122/3 131/25
132/13
condensed [1] 121/6
conditions [3] 23/6
23/11 82/16
confer [1] 170/22
conference [7] 1/3
5/12 5/15 6/16 35/1
84/11 170/11
confirm [1] 23/10
confirmed [3] 9/4
24/18 117/6
conflict [4] 7/9 7/11
7/14 7/15
conformance [1] 141/1
congrats [1] 146/23
```

connect [1] 61/14 connecting [2] 34/5 112/17 connection [3] 114/2 135/17 141/16 connects [1] 34/23 consensus [2] 19/1 19/3 consider [5] 65/16 66/9 92/7 148/20 148/22 consideration [3] 31/18 60/12 94/10 compensating [1] 34/8 considered [2] 148/8 148/15 considering [1] 119/19 consistent [2] 9/10 42/16 constantly [1] 114/17 consternation [3] 95/18 100/7 123/20 **constraints** [1] 68/13 construct [1] 58/13 **constructed** [1] 136/16 construction [7] 40/4 41/2 41/7 55/13 67/5 71/10 72/8 consultant [1] 108/12 contact [3] 60/11 115/1 117/17 **contacted [2]** 100/9 117/18 contemporaneous [2] 125/11 135/18 contents [1] 119/11 context [1] 39/15 continual [1] 35/24 continually [1] 107/21 continue [1] 132/23 **continuing [5]** 35/24 40/18 132/16 161/18 161/25 **continuous** [1] 148/22 contours [1] 108/2 **contract [1]** 74/13 **contracted [2]** 74/15 80/5 contractors [1] 74/14 contracts [1] 122/21 contributing [2] 87/18 93/6 control [1] 38/8 conversation [4] 64/6 73/16 77/18 91/21 conversations [1] 152/1 **Cooperative [1]** 15/12 Coordination [1] 24/7 copies [2] 91/14 91/15 copy [3] 5/25 6/15 92/6 core [1] 21/20 corporate [10] 43/20 108/23 116/1 116/21 117/4 119/25 136/1 136/4 139/19 169/21

{PLAINTIFF} v.

{WITNESSNAME} {DATE}

## {DEFENDANT} C corporate-type [1] 108/23 corporately [1] 10/19 correct [13] 46/5 51/24 66/17 68/19 68/22 71/1 71/15 85/2 91/2 116/9 116/10 128/23 168/2 corrections [1] 92/13 cost [14] 36/25 54/17 55/22 56/9 57/14 71/11 71/23 72/3 72/19 75/6 75/8 75/14 78/8 81/1 costs [5] 50/10 58/15 74/1 76/1 81/1 could [56] 21/24 30/1 34/20 34/20 38/1 38/12 39/4 40/1 40/1 40/4 41/22 42/7 43/3 44/9 44/24 45/16 46/23 47/1 55/12 57/8 57/18 59/2 61/5 61/13 61/17 63/22 70/15 71/6 72/10 74/16 74/18 74/19 86/6 100/4 100/10 103/22 105/2 106/2 108/22 109/24 112/22 116/24 126/2 126/24 132/4 137/25 138/17 139/8 139/9 141/15 143/22 143/23 154/24 168/17 169/13 169/14 couldn't [5] 117/4 126/2 144/11 154/25 168/16 Council [1] 167/1 **count [1]** 37/13 county [24] 11/12 14/11 66/21 72/11 73/21 75/1 75/9 76/12 76/13 76/15 77/3 78/14 79/7 81/11 81/20 82/15 82/17 85/25 87/24 96/4 141/4 149/17 170/15 172/4 couple [12] 8/20 15/8 26/21 29/1 34/22 35/2 35/16 35/17 39/6 114/6 147/9 165/16 course [16] 43/2 44/21 56/19 59/17 66/16 91/20 91/20 91/24 92/10 103/4 121/19 122/9 156/1 163/15 164/6 164/8 courses [1] 159/19

court [9] 1/22 105/16

106/2 106/7 106/7

160/23

106/9 106/9 106/10

**cover [2]** 58/15 76/3

covered [5] 74/8 82/12

122/1 157/17 157/18

**COVID** [1] 62/4

**coverage [1]** 73/19

Cox [1] 115/14 **CP [2]** 172/6 172/13 **CPA [1]** 123/12 **CPI [9]** 58/7 58/8 58/10 58/17 66/13 66/16 66/16 91/20 91/22 Craig [3] 134/17 134/19 169/7 cranking [2] 165/15 165/24 Creamer [1] 99/13 create [4] 38/1 74/20 90/16 156/16 created [2] 97/15 133/13 creating [1] 22/8 creative [1] 98/21 creature [1] 106/12 crisis [1] 166/10 criteria [2] 97/18 130/21 critical [2] 67/20 67/22 cross [2] 71/21 162/6 CRR [3] 1/22 172/6 172/13 curious [2] 135/6 137/7 current [9] 56/13 63/8 75/4 75/16 81/24 89/18 130/7 130/11 140/20 currently [10] 8/24 10/10 21/12 36/20 39/23 74/24 82/1 93/25 97/4 159/7 **curriculum [1]** 159/12 **curve [1]** 75/3 custom [1] 35/22 **customer [2]** 148/3 151/13 customers [4] 112/4 126/13 146/22 151/8 Customs [1] 96/4 cut [2] 49/8 53/10 damage [2] 89/2 104/1 darn [1] 92/22 data [6] 21/9 21/10 21/10 27/20 64/4 91/17 database [1] 59/10 date [3] 10/2 31/25 165/17 Dated [1] 172/10 dates [1] 167/14 day [45] 9/2 10/22 16/12 16/12 16/14 16/14 29/23 32/12 57/21 57/21 88/11 92/6 93/25 94/21 99/8 104/22 106/21 112/25 113/17 114/23 120/25

127/22 134/18 134/21

141/12 141/14 141/23

142/18 143/21 144/4

144/16 148/21 149/22

150/22 151/1 151/3 151/18 152/16 152/25 164/9 164/17 167/1 169/6 169/9 172/10 days [15] 42/19 54/4 69/5 94/22 108/21 139/3 139/6 139/8 139/9 143/22 151/25 152/5 153/2 159/22 166/19 days' [2] 104/15 127/25 de [1] 56/10 de facto [1] 56/10 deal [8] 55/3 55/4 98/21 114/20 129/7 138/13 146/22 153/15 dealing [2] 103/15 136/2 **Dean [1]** 11/12 debt [2] 57/22 57/23 **December [3]** 102/13 111/21 120/8 December 7th [1] 102/13 decibel [2] 148/11 148/19 decibels [6] 148/14 148/14 148/15 148/16 148/17 148/17 decide [6] 37/24 53/9 68/5 104/2 106/15 133/24 decided [4] 91/1 93/23 109/18 126/5 decision [11] 36/22 50/12 50/17 58/1 71/3 73/12 78/1 79/2 91/25 94/5 133/25 decision-making [3] 36/22 58/1 71/3 decisions [3] 134/4 134/5 134/5 declare [3] 87/5 87/7 87/13 declared [1] 87/14 decreased [1] 62/6 dedicated [1] 82/10 dedicating [1] 56/17 define [2] 98/3 98/6 defined [1] 114/4 defining [2] 27/9 98/13 definitely [1] 45/3 definition [3] 28/6 29/24 40/3 definitions [1] 147/19 definitive [1] 86/24 **delete [4]** 5/10 100/1 105/25 106/15 deliver [1] 159/11 deliverable [1] 24/11 Delta [4] 34/3 34/5 34/6 demand [6] 18/15 18/18 62/7 64/9 65/10

69/20 dense [1] 38/6 density [3] 34/19 109/19 109/20 **DEP [1]** 141/3 department [5] 74/15 74/18 74/20 87/16 87/24 depending [2] 38/15 44/25 depends [2] 48/2 150/6 deputy [1] 10/3 description [1] 158/2 design [13] 34/9 39/16 40/22 41/3 41/17 42/24 45/6 47/15 48/25 108/8 111/17 117/2 156/23 designate [1] 102/23 designated [1] 116/18 designed [3] 41/18 113/7 162/23 despite [1] 127/22 destroyed [1] 104/4 destruction [1] 104/2 detail [6] 101/19 101/20 105/19 106/22 129/14 142/14 details [2] 149/22 151/2 determination [1] 152/4 **determine [5]** 37/17 37/19 42/13 47/17 99/25 **determined** [2] 111/25 143/8 determining [2] 54/19 118/25 detrimentally [1] 100/3 develop [4] 25/4 38/5 61/1 61/3 developed [6] 110/16 113/6 114/18 116/20 120/13 159/12 **developer** [2] 38/3 38/14 **developers** [1] 62/19 **developing [1]** 55/18 development [39] 2/10 disagrees [1] 156/1 18/13 19/18 21/10 21/12 23/20 31/22 35/21 36/9 36/13 36/25 37/5 38/2 38/6 39/9 49/13 50/10 51/2 61/18 62/3 70/15 81/16 108/3 108/8 109/2 109/20 110/7 112/20 112/22 112/24 113/5 117/3 128/18 149/17 149/21 development-focused **[1]** 19/18 deviate [3] 129/15 129/19 130/4

devil's [1] 151/2 devoted [1] 161/9 diagonals [1] 45/8 did [29] 6/10 6/12 11/18 36/17 50/3 54/1 54/2 58/12 63/24 64/14 65/13 78/19 87/12 103/5 103/19 113/21 117/8 117/8 141/23 144/8 145/7 160/24 162/10 167/19 169/4 170/23 171/4 171/6 172/7 descriptions [1] 38/20 | didn't [13] 5/24 37/23 44/14 84/21 87/6 99/20 101/5 112/16 117/20 118/14 144/8 162/18 165/16 diem [1] 75/10 difference [4] 52/3 52/20 131/1 135/1 **differences** [1] 159/19 different [38] 15/18 15/22 16/3 16/21 16/23 17/2 17/9 17/9 17/12 18/4 18/25 19/5 19/16 21/3 21/14 22/22 23/22 27/6 27/13 27/13 27/15 28/13 29/18 30/1 34/12 53/4 74/22 96/1 99/11 99/14 102/8 118/22 125/5 126/17 129/3 135/10 136/12 159/18 differently [1] 99/16 difficult [4] 56/24 61/1 61/3 146/21 dig [2] 67/6 161/25 diligence [1] 164/22 direct [1] 109/14 direction [6] 34/11 94/13 104/17 112/10 114/9 115/8 directly [3] 32/17 59/12 147/21 director [3] 1/17 10/3 107/13 dis [1] 145/13 disagree [2] 39/13 145/15 disappointing [1] 162/2 31/23 32/1 34/16 34/19 | disconnect [1] 163/16 discretion [1] 100/1 discriminated [1] 121/17 discrimination [2] 101/10 121/11 discuss [6] 12/5 18/21 28/7 31/12 83/20 171/7 discussed [10] 5/14 8/4 17/25 28/19 107/15 107/21 108/2 109/25 110/2 127/3 discussion [18] 5/12

{WITNESSNAME} {DATE}

## D discussion... [17] 16/2 40/20 58/19 64/1 85/20 90/2 90/3 107/19 110/6 110/8 113/22 142/1 146/20 148/6 155/5 155/7 165/6 distance [1] 118/14 distinction [1] 43/19 distribute [2] 26/23 district [3] 75/2 81/24 141/3 disturbed [1] 33/15 disturbing [1] 33/15 do [131] 4/10 7/19 9/11 10/10 10/14 10/14 12/17 13/25 14/4 16/4 16/4 17/21 20/7 21/21 23/4 23/16 23/24 26/17 26/21 27/18 28/17 30/5 34/23 35/4 35/7 35/20 37/2 37/24 37/24 38/7 38/9 38/9 39/15 40/10 41/5 42/11 47/13 48/3 50/17 50/19 51/5 54/1 54/22 54/23 54/23 57/21 58/1 58/2 60/6 61/19 62/8 62/18 62/19 63/3 64/18 67/2 68/12 75/2 75/10 75/21 77/9 78/1 78/2 78/17 78/17 78/17 80/14 82/24 83/2 85/4 85/18 86/4 86/6 86/13 86/18 88/4 88/22 89/20 89/22 90/14 91/7 93/7 97/9 98/3 98/8 98/12 100/10 103/13 117/4 121/13 121/13 124/1 129/14 129/17 129/19 130/4 133/10 139/9 139/12 140/10 140/25 141/1 141/23 143/7 144/8 146/4 150/3 150/10 153/1 153/2 155/15 156/1 156/2 156/2 156/7 156/8 157/3 159/9 159/10 159/25 159/25 162/12 162/13 163/21 163/22 163/23 163/24 164/22 167/19 170/9 170/9 doc [1] 131/4 doctor [1] 139/5 doctors [1] 136/18 **Doctors' [1]** 139/5 document [6] 97/7 101/16 103/24 104/14 123/21 128/15 document's [1] 119/23 documents [6] 50/22 96/13 97/15 119/13 124/8 131/5

does [25] 3/8 7/8 18/10

```
45/3 47/18 53/4 53/19
59/6 98/7 126/12
126/15 134/13 134/14
135/14 139/12 144/24
147/21 154/7 154/8
159/21 163/25
doesn't [21] 34/17 39/1
39/1 42/25 46/3 53/18
59/18 61/14 71/13 75/8
79/8 98/4 98/6 101/3
111/13 111/14 111/19
131/23 132/12 132/24
144/19
dog [1] 77/14
doing [21] 55/19 58/2
65/16 71/17 73/24
86/17 87/2 122/16
130/9 134/15 134/16
139/13 140/14 140/15
141/9 144/10 156/9
158/18 159/8 159/24
160/17
dollar [1] 52/7
dollars [24] 10/1 10/1
38/11 38/18 38/19
38/20 38/23 45/15
49/24 50/2 50/6 52/7
53/4 53/19 56/16 67/14
69/25 70/2 70/9 72/20
76/5 90/6 91/8 157/1
domain [3] 35/8 59/23
60/4
don't [74] 3/25 4/2 6/14
7/11 7/16 8/8 11/25
12/1 25/7 33/21 38/18
39/13 41/20 44/25
45/21 47/10 49/22
54/21 57/22 58/5 64/15
67/13 67/16 70/2 70/13
72/16 72/17 75/24 77/9
77/22 79/14 84/8 87/5
87/18 87/20 87/21
88/22 89/7 89/9 93/11
98/2 101/23 104/4
104/5 104/5 110/18
116/25 128/3 132/1
132/8 132/13 132/23
133/9 133/22 134/19
136/9 143/17 144/21
144/23 147/19 149/18
150/7 150/14 151/18
152/9 155/10 155/25
160/25 163/21 163/23
166/23 167/14 167/16
170/24
done [28] 26/19 27/22
27/24 28/15 28/16
30/21 31/5 43/4 54/19
55/10 62/22 63/19
67/23 68/11 73/19
74/16 80/22 92/16
97/21 100/5 108/10
118/12 133/2 141/18
```

141/19 141/20 146/1

20/20 20/21 21/21 22/9

```
153/12
door [2] 111/18 113/9
DOT [14] 9/25 35/23
37/9 37/9 37/12 37/14
38/11 38/18 49/20
49/21 52/6 53/8 53/11
67/17
double [1] 76/2
Doug [9] 12/4 60/18
101/9 116/16 120/12
129/10 162/15 162/17
162/20
DOUGLAS [1] 1/15
down [34] 38/11 43/7
44/13 44/22 49/8 53/12
56/20 71/12 83/25
88/23 93/22 96/12
99/12 108/25 108/25
109/19 110/15 110/22
111/8 120/5 135/11
138/11 146/7 148/3
148/25 149/8 152/15
154/12 154/13 154/14
158/12 159/1 168/18
169/10
downs [2] 102/10
102/11
draft [3] 126/1 130/16
136/11
drafted [6] 104/8 107/1
129/24 130/1 136/11
139/18
drafter [1] 131/4
drafting [1] 129/23
drags [2] 144/20
145/21
drainage [1] 34/8
dramatically [2] 73/25
74/21
drawing [1] 112/15
driven [4] 18/15 18/18
129/5 152/4
driver [1] 82/22
driver's [2] 101/22
102/1
driving [2] 30/7 52/2
dropped [1] 115/6
drops [2] 53/12 118/21
due [3] 13/1 64/4
164/22
dumpsters [1] 161/13
during [9] 27/17 47/13
58/6 75/12 80/6 107/22
108/16 109/11 123/8
e-mail [4] 10/18 124/12
126/23 167/16
e-mails [1] 11/3
each [4] 28/23 50/2
102/5 147/13
Eagle [1] 166/22
earlier [3] 49/22 137/14
158/3
earliest [1] 41/11
```

```
early [3] 20/17 20/25
21/7
earmarked [1] 116/18
easiest [1] 33/25
east [2] 34/25 149/20
easy [8] 34/13 72/25
84/2 105/17 138/13
138/16 146/22 153/14
Echo [1] 43/8
economic [5] 128/18
149/17 160/10 160/14
160/18
Ed [17] 8/19 12/15
25/22 39/3 50/25 63/18 ended [1] 55/15
67/14 73/5 91/11
103/17 119/23 125/18
128/17 144/8 146/24
163/4 165/18
Ed's [1] 128/24
EDC [2] 128/18 166/7
edification [1] 90/6
EDWARD [1] 1/17
effect [1] 57/14
effective [3] 20/20 27/1
27/7
effects [2] 50/9 50/9
efficient [1] 27/10
effort [5] 9/25 15/1
34/9 34/9 101/12
efforts [4] 85/25
123/11 153/13 161/9
eight [6] 22/21 33/19
41/23 44/24 94/23
148/21
either [14] 9/19 46/9
46/11 46/13 70/19
95/14 104/4 104/14
106/18 111/14 133/2
134/2 145/10 169/2
elected [1] 30/22
elections [1] 13/1
elevations [2] 113/3
113/3
eligible [1] 49/20
eliminated [1] 102/22
Elite [1] 169/20
else [8] 7/22 8/10
10/22 43/4 67/17 74/22
104/7 166/24
else's [1] 70/7
embarrassed [2]
144/12 162/3
emergency [4] 87/5
87/7 87/13 87/15
eminent [3] 35/8 59/23
60/3
eminent domain [2]
35/8 59/23
employees [3] 160/2
160/3 161/17
employment [2] 123/2
123/3
empty [1] 79/13
encountered [1] 138/8
```

**encourage [1]** 153/17 encouraging [1] 155/23 end [27] 8/5 9/3 10/12 11/21 24/11 28/23 32/11 33/6 41/12 42/22 42/25 43/8 45/8 45/20 64/4 78/12 89/3 90/7 104/3 104/20 108/24 108/25 129/10 156/10 156/11 156/12 164/9 endeavor [2] 126/8 170/12 **endorsed [1]** 158/16 enforceable [1] 118/7 engage [4] 12/22 17/3 17/5 22/25 engagement [6] 22/24 24/8 24/13 24/22 24/24 28/21 engaging [2] 21/6 26/11 engine [4] 147/22 148/7 155/17 169/22 engineering [1] 63/25 engines [3] 112/21 154/14 154/16 enhanced [1] 43/1 enjoy [1] 116/24 **enormous [3]** 101/16 129/7 159/1 enough [2] 24/14 68/12 enter [1] 23/23 entered [2] 35/1 164/13 entire [2] 67/18 158/11 entities [3] 16/3 127/4 127/5 entity [5] 102/3 108/11 125/4 125/5 130/8 entrance [2] 8/22 34/4 environment [4] 38/2 148/23 156/16 160/14 environmental [2] 14/1 23/5 **EPNL [1]** 148/9 equal [1] 53/8 equally [1] 135/21 **equation [1]** 57/1 **equipment [1]** 140/17 **equipped** [1] 74/23 **equivalents** [1] 113/21 err [1] 155/23 escalate [2] 71/23 74/23 **Esquire [1]** 1/15 essentially [7] 19/14 21/16 42/15 51/19 54/11 113/23 134/15 **estimated** [1] 71/11 **estimating** [1] 72/19 encapsulate [1] 115/18 Estrella [11] 42/7 44/6 44/15 44/24 46/14

{WITNESSNAME} {DATE}

E Estrella... [6] 46/15 49/3 49/6 55/17 61/2 61/6 evaluate [1] 125/7 even [22] 5/24 29/25 41/8 42/25 48/24 50/19 56/3 61/3 64/1 66/7 72/6 98/6 104/1 107/1 111/12 136/20 142/24 153/23 156/11 161/5 162/18 162/20 event [2] 104/4 148/16 ever [2] 75/14 93/7 every [12] 7/2 17/24 20/4 28/25 63/8 63/9 69/3 75/14 75/14 78/7 78/8 159/22 everybody [9] 11/6 31/25 42/9 53/5 88/3 146/6 165/24 166/20 166/24 everybody's [2] 110/16 153/14 **everyone [3]** 19/3 58/18 159/21 everything [8] 18/17 29/10 52/14 88/25 93/2 154/19 157/17 168/14 eviction [1] 151/15 exact [1] 75/24 exactly [4] 7/24 68/1 76/18 94/21 **example [10]** 50/1 95/21 99/12 102/21 102/24 136/17 137/17 139/4 140/5 162/10 **examples [1]** 114/6 excellent [1] 160/24 **exception** [2] 43/6 55/17 exchange [1] 127/18 excited [2] 128/24 149/14 **excitement** [1] 128/19 **excuse [4]** 36/6 57/5 58/14 114/3 **execute** [1] 9/5 executed [3] 9/24 41/13 122/8 **executive [2]** 1/17 65/12 exempt [1] 97/16 exercise [5] 55/7 56/12 57/13 59/22 60/3 exhibit [1] 96/12 exhibits [1] 110/9 exist [5] 15/17 32/25 35/5 111/13 111/14 **existed [1]** 19/10 existing [4] 23/6 23/17 34/24 77/1 exists [4] 23/7 32/25 81/10 108/6 exit [1] 34/4

**exorbitant** [1] 146/9 **expansion [3]** 104/17 108/4 108/5 expect [4] 9/2 10/11 156/22 164/21 expected [2] 93/1 146/2 expecting [1] 28/21 expenditures [2] 41/6 93/1 **expenses** [1] 5/4 **expensive** [1] 88/24 **expertise** [1] 131/7 expire [1] 99/24 expired [2] 128/6 132/20 **explain [1]** 100/17 **explained [2]** 14/10 102/6 **exposure [3]** 148/19 148/21 148/22 **expressing [1]** 132/14 extend [1] 56/1 **extending [2]** 37/11 55/19 extensive [1] 10/17 **extensively [2]** 120/11 142/2 extent [2] 38/4 125/6 extenuating [1] 145/2 external [2] 17/4 22/1 extra [1] 159/16 extremely [2] 38/24 70/1 eye [1] 116/21

**FAA [13]** 9/2 9/15 17/24 18/1 33/6 33/9 46/6 98/5 107/24 145/23 148/5 163/22 163/24 FAA's [1] 45/9 **FAC [1]** 10/21 facilitating [1] 32/9 facilities [2] 109/13 152/10 facility [11] 14/3 14/3 33/6 33/9 46/6 96/11 111/20 113/8 128/23 130/12 133/15 facing [1] 111/5 fact [6] 89/9 101/6 101/6 108/4 112/10 168/18 facto [1] 56/10 factor [1] 87/18 factors [1] 137/13 facts [3] 119/1 162/10 168/15 factual [2] 91/16 107/5 failing [1] 161/8 fair [2] 101/12 143/4

fairly [7] 22/14 26/20

27/1 81/16 101/10

fight [1] 77/14

fighting [1] 105/16

121/17 138/5 faith [1] 101/12 fall [3] 29/13 30/1 41/2 falls [1] 15/19 fam [1] 135/16 familiar [1] 150/10 family [1] 126/7 far [13] 9/1 59/6 59/18 60/7 73/10 112/15 115/17 124/5 126/15 135/12 140/10 142/14 158/8 FAR Part 61 [1] 126/15 fashion [1] 132/16 fast [2] 109/22 146/1 fatality [1] 89/4 favor [1] 136/12 FBO [24] 95/21 97/12 98/1 98/1 98/3 98/4 98/5 98/7 98/7 98/13 98/14 98/16 98/17 98/19 98/21 99/2 99/4 100/2 100/10 100/14 100/16 103/6 116/7 130/21 FBOs [4] 97/16 97/18 98/10 98/17 **FDOT [6]** 9/24 10/1 26/6 39/11 40/22 70/25 FDOT-supported [1] 40/22 feasible [2] 43/15 51/22 February [2] 112/19 121/21 February 24th [1] 112/19 federal [4] 15/25 106/2 106/7 145/22 **fee [1]** 167/7 feed [1] 20/11 feedback [8] 26/23 27/2 27/16 28/5 28/9 28/11 28/20 30/5 feel [1] 105/7 fees [2] 105/25 146/9 feet [6] 118/18 118/21 147/5 147/7 147/9 147/14 felt [1] 108/22 Fencing [1] 9/12 Fernandina [3] 54/8 57/7 66/4 Fernandina Beach [1] 54/8 few [13] 12/13 34/21 62/10 71/4 72/8 73/17 91/16 91/17 144/24 159/7 160/2 160/3 166/19 fewer [2] 33/18 50/6 field [4] 97/19 125/17 127/5 136/23

figure [5] 8/7 57/25 70/16 129/10 152/24 file [3] 115/2 164/2 164/5 filibuster [1] 168/15 fill [1] 161/4 filled [1] 161/13 filling [1] 34/7 final [5] 24/10 92/17 92/22 138/18 139/3 finalize [2] 25/3 29/10 finally [6] 54/6 84/11 127/11 130/21 151/24 165/15 finance [1] 150/11 financed [1] 51/12 finances [1] 21/11 3/16 4/7 14/1 17/21 67/6 financially [3] 86/6 134/2 164/21 financials [1] 4/22 financing [5] 51/3 55/6 57/12 67/6 67/20 find [7] 36/3 43/16 88/15 88/18 89/10 164/23 171/7 finding [2] 83/4 86/9 fine [4] 40/17 49/7 142/11 149/6 finite [2] 51/9 52/6 fire [33] 72/1 73/11 73/21 74/11 74/15 75/1 75/11 76/2 76/3 76/16 76/18 76/20 78/2 78/18 | **flow [1]** 50/7 79/4 79/11 79/17 80/5 80/6 80/18 81/2 81/3 81/8 81/15 81/21 81/23 86/19 87/8 87/9 87/16 87/24 87/24 88/2 firm [5] 10/4 13/19 13/23 13/24 146/3 firms [2] 12/17 146/6 first [34] 22/22 25/13 25/18 26/22 27/20 29/13 29/13 29/17 29/20 30/5 32/16 32/16 33/3 33/22 39/6 48/19 59/13 60/5 64/16 74/5 83/8 84/14 88/6 88/6 88/10 92/5 92/10 100/7 113/15 146/13 148/4 162/24 165/15 168/7 fiscal [5] 39/17 92/19 93/8 93/11 93/13 fit [3] 65/15 154/7 154/8 five [25] 20/4 22/13 28/24 37/5 37/10 48/15 48/16 52/17 58/12 62/11 65/9 72/20 78/25 97/2 98/24 127/24 133/25 137/19 143/17 143/18 143/19 143/20

143/21 145/16 147/14 five-minute [1] 78/25 five-year [6] 20/4 58/12 127/24 143/18 143/20 143/21 fixed [2] 33/14 89/1 FL [2] 1/15 1/23 Flagler [1] 72/11 Flagler County [1] 72/11 flat [1] 71/18 flatlines [1] 71/18 flavor [4] 97/21 101/15 103/1 103/23 flexibility [1] 74/12 flexible [1] 117/2 flight [13] 75/11 75/14 **financial [8]** 2/5 3/6 3/8 125/19 125/22 126/13 126/14 126/16 126/17 127/8 127/15 130/25 131/1 158/4 Florida [25] 1/5 14/6 15/10 30/12 30/15 30/22 31/5 35/23 37/9 54/8 96/2 97/17 98/1 98/3 98/4 99/14 99/17 106/11 106/13 121/5 158/25 160/16 166/21 167/1 172/3 Florida DOT [2] 35/23 37/9 Florida Statute [1] 98/4 Florida Statutes [2] 98/3 106/11 flowage [1] 4/13 fly [1] 160/6 Flyers [2] 96/3 121/5 focus [5] 17/2 104/6 125/20 137/2 158/4 focused [4] 18/5 19/18 25/23 127/6 fold [1] 39/12 folks [3] 60/8 69/6 93/24 follow [2] 28/17 53/5 follow-up [1] 28/17 followed [1] 83/1 following [6] 9/9 23/4 23/16 24/2 50/24 77/21 foot [6] 22/19 42/18 128/11 147/15 147/16 169/1 footage [2] 43/2 43/13 football [1] 166/19 footprint [3] 43/2 68/9 149/7 forces [1] 77/25 foregoing [1] 172/8 foreseeable [1] 23/15 forever [1] 78/8 forge [1] 153/18 forget [3] 67/13 167/14 167/16

{PLAINTIFF} v. {WITNESSNAME} {DEFENDANT}

forgot [1] 83/13 form [43] 74/18 94/1 97/7 97/14 99/7 100/24 100/24 101/1 101/4 101/16 101/24 101/25 102/3 103/10 104/13 105/23 106/16 119/4 119/12 120/1 120/13 120/15 120/18 120/19 120/24 121/3 121/4 121/5 121/6 121/14 122/7 122/9 123/21 127/22 129/17 129/18 129/19 141/8 142/17 162/11 162/12 162/16 162/20 former [2] 102/16 116/6 forms [1] 103/11 **Fort [1]** 169/9 Fort Lauderdale [1] 169/9 forth [2] 84/22 95/18 forward [20] 8/6 9/20 24/6 31/20 37/1 41/16 50/14 54/18 67/24 85/11 87/23 91/16 94/7 94/10 109/22 124/9 125/19 145/25 155/4 161/18 forwarded [1] 126/24 **found [3]** 15/7 18/23 73/10 four [19] 24/1 30/6 54/10 58/14 63/8 74/10 74/10 78/21 78/22 78/23 78/25 82/5 86/7 98/24 113/22 120/5 126/21 130/11 154/23 four-month [1] 30/6 frame [2] 125/11 148/10 framework [2] 37/9 135/8 frankly [3] 110/11 144/13 162/3 fraud [2] 121/20 122/15 free [4] 9/17 38/10 38/16 121/25 freed [1] 38/12 Friday [1] 10/7 friendly [3] 112/24 120/14 170/23 friends [1] 169/6 fringe [1] 121/25 front [4] 6/25 44/15 46/16 143/17 frontage [1] 113/25 fruit [1] 34/13 frustrating [2] 69/9 69/13 fuel [6] 4/13 4/16 117/23 117/25 118/2

118/4 full [10] 10/3 17/8 21/17 28/11 35/14 73/23 76/1 98/7 98/21 161/9 full-blown [2] 98/7 98/21 full-time [2] 76/1 161/9 fully [3] 13/18 123/5 130/25 function [2] 33/14 51/6 fund [1] 67/18 funded [4] 15/24 54/20 57/17 141/21 funding [8] 9/13 37/10 38/25 47/6 49/20 55/6 70/4 93/10 funds [4] 39/16 52/5 57/19 95/25 further [8] 18/7 58/20 89/14 114/25 118/11 151/24 165/6 167/12 future [12] 19/1 32/4 32/9 34/11 34/16 34/17 60/4 75/20 109/18 119/25 133/2 155/16 futuristically [1] 134/2 **FY [1]** 39/17 **FY2022 [2]** 2/11 91/12 FY2022-23 [2] 2/11 91/12

**GA [13]** 65/15 65/16 69/13 75/5 75/5 108/17 112/21 116/8 116/14 147/21 147/25 154/7 167/8 **Galaxy [1]** 116/5 gallon [1] 4/16 game [1] 159/23 gap [1] 159/1 gates [1] 9/12 gave [2] 99/22 126/21 gear [3] 147/13 147/14 149/5 general [16] 2/13 15/9 15/14 32/13 66/22 101/21 116/19 131/3 149/18 150/16 153/25 157/25 167/18 167/19 167/20 167/23 generally [4] 15/19 56/8 135/15 135/23 generate [1] 133/7 George [6] 110/23 110/25 111/4 111/4 112/7 137/19 Georgia [1] 158/25 get [94] 3/21 6/13 7/1 9/5 11/3 11/18 12/7 17/7 19/1 20/23 21/22 27/1 27/16 27/19 28/19 30/5 31/11 33/25 34/20

34/21 35/13 35/25 36/1

37/3 38/19 38/24 42/21 43/1 44/9 44/14 44/24 47/24 48/12 49/19 49/23 50/15 53/3 54/19 56/3 57/2 57/2 57/4 58/15 62/10 64/19 64/19 67/16 69/11 73/23 74/7 75/3 77/9 78/25 87/16 87/25 92/6 92/16 93/24 94/12 95/6 95/11 97/11 97/20 99/11 101/22 101/24 102/1 104/11 105/4 106/22 108/16 110/18 114/25 115/12 116/21 117/5 118/19 119/9 120/4 131/10 135/24 139/7 140/8 145/22 146/21 149/8 150/3 153/12 153/17 153/18 154/22 163/21 166/18 170/24 gets [5] 29/6 47/11 60/12 122/10 146/15 getting [24] 15/4 28/9 38/22 55/25 65/17 70/1 70/5 72/21 80/13 84/11 87/8 89/13 92/14 113/19 126/23 140/11 147/10 147/11 151/5 151/23 158/17 159/5 161/5 161/6 qive [17] 12/23 22/19 36/19 36/23 40/2 75/23 78/11 85/4 95/5 101/15 101/21 103/25 104/10 158/1 158/5 163/12 167/21 given [7] 9/13 78/13 124/21 158/17 161/22 161/23 162/5 gives [3] 98/5 109/17 138/5 giving [8] 94/23 94/24 119/1 123/15 143/14 143/16 160/12 160/24 glad [1] 159/3 go [72] 3/24 6/22 9/4 9/20 11/4 11/10 12/9 15/18 17/11 18/6 19/14 23/10 29/18 32/4 32/16 32/17 34/3 34/16 35/14 35/23 36/2 36/12 39/4 49/18 50/14 50/23 51/10 56/2 57/11 57/25 58/25 59/2 60/16 62/24 64/16 64/18 67/8 67/11 72/3 77/6 83/12 94/19 95/3 95/5 98/17 101/9 101/17 101/18 101/19 103/14 108/9 109/2 110/19 117/19 118/11 118/14 128/1 130/23 137/20 138/6 138/9

140/3 144/19 144/25

151/24 154/24 154/25 158/9 165/11 166/6 166/18 166/19 goals [1] 24/18 goes [12] 8/6 24/7 51/2 53/11 56/25 62/9 71/12 100/2 128/21 138/16 162/22 169/3 going [129] 7/25 8/4 12/6 13/12 14/22 16/5 16/8 17/3 17/15 18/7 18/12 19/2 19/3 19/20 19/23 19/24 19/25 20/3 20/19 21/8 21/24 21/25 22/12 22/13 27/5 27/8 27/12 27/18 29/14 29/15 30/6 31/1 32/7 34/10 37/1 40/8 40/15 54/17 54/18 55/11 56/2 | 102/3 145/23 56/6 58/4 58/8 58/16 63/2 63/3 63/4 68/5 71/4 71/23 72/4 72/5 72/7 72/23 74/22 76/18 76/21 78/8 79/2 81/24 83/14 84/10 85/10 86/24 87/2 89/23 90/8 91/3 91/6 91/16 91/17 91/22 91/23 92/22 93/3 96/7 98/20 100/21 100/25 101/18 102/1 103/8 105/16 106/8 110/1 110/8 111/21 114/20 114/21 117/19 118/23 122/5 125/20 127/23 129/8 131/12 138/6 139/8 141/1 143/2 146/8 146/22 147/7 147/9 148/25 149/6 149/15 149/19 153/5 155/15 156/16 157/15 159/6 160/3 161/9 161/10 166/12 166/12 167/4 170/22 gone [9] 43/6 73/19 83/25 109/9 115/7 117/21 121/4 132/5 158/16 good [42] 4/19 11/14 11/16 12/8 13/4 13/9 13/16 14/20 20/1 30/9 31/21 39/15 47/22 55/4 61/16 61/18 62/20 69/4 69/17 87/2 94/25 95/7 97/20 101/12 104/9 105/10 110/15 115/7 115/13 115/16 116/15 124/22 132/25 133/11 133/21 136/18 160/4 161/15 161/17 161/18 167/10 169/14 good-paying [1] 160/4 goodness [1] 165/24 Gorman [2] 110/24

110/25 got [46] 3/17 6/10 13/17 15/24 32/16 35/12 35/12 41/21 48/14 56/4 56/4 61/5 62/16 62/18 66/9 66/11 88/25 89/1 91/10 95/4 99/5 101/24 103/18 105/6 109/22 110/23 116/14 124/12 125/25 129/11 129/18 137/19 146/1 146/3 146/21 154/15 156/13 158/10 158/19 159/6 159/9 160/2 167/24 169/1 169/2 170/20 Gotcha [1] 85/12 gotten [1] 170/14 40/20 40/25 41/17 44/4 | governance [1] 162/21 45/22 50/7 50/13 54/14 **government [3]** 15/25 governments [1] 15/24 grand [1] 45/15 grant [15] 9/3 9/24 40/5 40/14 41/8 41/13 47/24 48/1 48/3 50/15 50/20 50/22 70/22 70/23 70/25 grants [4] 9/8 36/1 48/5 67/17 great [10] 14/10 26/17 40/25 55/3 85/19 101/18 113/16 129/11 137/17 157/1 greater [1] 131/22 greatly [1] 127/19 green [8] 1/10 79/10 79/17 79/17 79/19 87/15 123/7 158/18 Green's [1] 111/2 grid [1] 118/13 ground [5] 39/8 55/23 140/5 140/9 156/6 groundwork [1] 73/20 **group [7]** 1/15 19/12 23/1 25/1 26/21 66/9 108/11 groups [18] 16/21 17/10 18/4 19/5 21/2 21/14 27/4 27/6 27/8 27/10 27/11 27/13 27/15 27/16 28/3 28/4 28/8 29/19 **Grove [1]** 1/15 grow [4] 149/13 157/10 157/11 157/14 growing [1] 160/10 growth [5] 64/10 128/19 160/14 160/18 166/11 **Grumman [3]** 80/7 80/8 80/10 Grumman's [1] 95/22 GSI [1] 88/22 guarantee [9] 94/2

## G guarantee... [8] 106/16 124/6 130/4 130/7 149/23 150/22 152/17 164/20 **guarantees** [3] 150/3 150/10 150/11 Guard [2] 12/2 170/16 guess [17] 12/16 33/19 40/19 47/12 61/15

64/15 78/13 78/14 108/14 123/14 131/3 131/19 133/1 134/12 137/7 145/3 155/3 guidance [3] 16/1 32/11 98/5

guide [2] 24/20 114/24 quideline [1] 15/13 **guidelines** [2] 16/14 20/14

guiding [1] 16/24 guy [1] 110/23 guys [6] 37/23 75/9 144/11 157/17 159/3 169/4

**HA[1]** 148/7 **HA-420 [1]** 148/7 had [48] 10/7 13/16 14/10 19/5 22/23 26/3 43/8 73/16 75/15 76/13 79/12 83/24 84/16 84/17 91/21 95/16 96/6 100/10 100/12 103/5 108/12 108/21 110/10 114/11 114/13 117/16 117/16 119/15 120/2 121/20 123/10 123/11 139/20 142/1 143/6 143/19 143/21 144/18 145/15 151/15 154/22 154/24 161/24 162/24 168/17 169/3 169/12 171/1 hadn't [1] 161/11 half [4] 29/23 30/7 35/10 170/13 hamstring [1] 155/16 hand [5] 19/14 19/14 24/8 24/8 63/6 hand's [1] 53/7 handle [5] 72/22 134/25 137/8 146/8 152/11 handled [2] 103/21 146/10 handles [1] 60/7 handling [1] 10/5

hands [1] 29/22

hands-on [1] 29/22

31/23 31/25 32/21

34/14 34/16 35/20

hangar [77] 2/10 31/22

32/24 33/3 33/4 33/23

36/13 37/5 37/16 38/6 39/9 40/4 40/20 42/4 42/15 42/18 44/5 44/11 44/13 44/22 45/8 47/3 51/2 54/2 54/9 56/14 56/23 58/8 58/14 62/3 62/12 62/17 64/17 64/21 64/24 65/5 67/4 69/3 69/4 75/25 76/2 104/2 104/5 104/6 104/19 105/5 105/7 105/8 109/20 110/13 111/13 111/18 112/16 113/3 116/1 117/25 118/2 119/2 119/20 119/21 120/3 120/4 120/18 135/2 135/23 139/19 139/19 154/22 161/11 161/14 168/10 **Hangar A [2]** 117/25 118/2 hangars [60] 32/4

32/10 32/20 33/18 33/20 34/19 34/24 35/23 36/4 36/5 36/25 42/8 43/7 43/9 43/17 43/17 44/16 44/25 46/9 46/12 46/22 47/18 48/13 50/6 51/7 51/9 51/19 53/2 54/4 54/22 54/23 55/18 56/18 58/13 59/3 59/13 62/5 62/10 62/16 63/8 65/17 65/18 67/8 68/9 69/23 91/21 108/23 108/25 109/1 112/11 113/23 116/8 116/11 116/14 117/1 119/25 149/8 154/23 160/1 169/8 hanging [1] 34/13 happen [4] 39/1 47/11 93/3 128/4

happened [8] 87/10 116/12 117/11 133/16 163/2 163/5 163/8 163/11

**happening** [3] 7/3 81/17 164/24 happens [2] 122/11 133/3

happily [1] 163/12 happy [4] 4/3 15/6 143/24 160/15

harbor [1] 122/1 hard [1] 84/11 has [67] 8/3 9/24 13/15 17/25 28/11 35/22 37/8 37/15 44/17 45/11 45/11 46/1 59/7 61/14 62/4 62/7 62/23 62/23 63/18 67/23 68/2 68/5 78/12 81/11 81/20 82/3

83/14 83/19 83/25 84/7 91/15 98/19 108/18 110/24 114/23 117/21

119/22 120/13 121/4 121/4 121/4 121/5 121/9 122/22 125/25 126/7 128/10 129/6 132/5 133/2 136/15 138/3 140/14 152/4 152/10 152/20 153/23 154/23 157/3 157/3 158/11 162/11 163/22 164/17 164/18 165/18 165/25 hasn't [3] 121/16

133/16 162/20 have [250] haven't [1] 63/21 having [12] 7/9 8/5 17/19 18/19 45/23 60/3 85/22 95/12 115/23 128/6 157/6 160/5 he [24] 14/10 44/13

99/13 100/12 100/13 101/3 108/16 109/25 116/6 120/12 122/12 123/10 123/11 126/8 126/12 142/14 149/19 152/10 154/21 154/22 154/22 154/23 154/24 162/22

he's [8] 13/17 109/25 110/22 110/22 113/10 116/5 146/3 156/13 **head [4]** 95/14 114/12

132/7 142/15 headed [2] 112/10 114/9

headquartered [1] 14/7

heads [1] 58/17 heads-up [1] 58/17 hear [6] 13/20 27/14 86/15 86/17 87/7 162/11

heard [4] 32/2 67/1 81/11 168/14 hearing [4] 92/5 92/11

92/17 114/17

hearings [2] 91/18 92/9

**held [1]** 1/3 helicopter [3] 113/17 128/21 154/12

**Helicopters [2]** 113/11 113/13

help [12] 18/16 20/21 55/8 57/13 70/15 72/2 84/6 86/6 97/15 97/23 159/13 161/25

helped [1] 169/14 helpful [2] 151/14 158/1

helping [1] 55/10 helps [2] 17/1 160/13 Henry [1] 11/12 her [7] 59/9 60/19 60/22 60/22 61/19

86/10 114/12 here [94] 9/20 11/12 13/6 13/6 15/3 19/8 21/22 26/20 29/1 29/12 | Hollingsworth [2] 34/25 36/23 38/18 42/7 42/16 44/14 44/23 52/2 | home [3] 59/9 60/1 52/13 55/6 55/15 56/14 62/5 62/20 63/9 66/20 69/24 70/23 70/24 78/7 78/12 79/12 83/23 84/5 87/6 90/7 90/24 95/13 96/2 97/6 99/18 103/17 105/20 107/12 109/14 110/9 114/6 115/23 115/24 116/7 116/17 116/20 116/22 117/4 118/20 119/11 122/14 127/21 128/9 133/25 136/8 141/18 142/2 143/7 146/21 148/25 149/13 149/22 150/25 152/12 156/20 156/21 157/2 157/16 159/1 159/4 160/5 160/15 160/17 161/6 162/1 162/1 163/16 163/18 163/23 164/14 164/24 166/12 170/8

170/17 here's [9] 102/15 111/10 111/16 112/10 112/14 121/13 124/12 156/18 156/18

Herlong [1] 66/7 hey [6] 64/17 98/12 99/19 117/18 159/3 168/4

**Hi [1]** 125/14 hierarchy [2] 84/17 88/1

high [6] 18/19 45/16 45/19 78/12 89/3 89/3 higher [2] 51/11 136/1 highest [1] 66/4 **highlight [3]** 16/5 103/9 126/2

highlights [1] 119/20 **him [8]** 13/16 91/3 100/12 113/19 143/14 143/16 155/2 156/25 his [6] 100/9 101/5 108/16 128/17 128/18

142/15 historic [1] 107/6 historically [2] 37/15

64/23 history [4] 96/8 107/8 107/17 155/6 hit [3] 106/21 107/10

119/19 hobby [2] 66/24 164/14 hold [3] 41/20 46/14 75/24

holding [1] 27/3

holdup [1] 70/18 hole [1] 161/25 Holesko [1] 108/15 114/12 114/14 61/19 homes [5] 35/3 35/4 35/5 35/5 35/18 71/12 73/22 74/5 76/20 | homestead [1] 59/16 homesteaded [5] 59/9 59/15 59/19 60/1 60/6 Honda [4] 154/1 154/1 155/5 155/9 HondaJet [7] 126/9 130/17 130/19 148/4

{WITNESSNAME}

{DATE}

162/25 168/6 168/23 HondaJet-related [1] 130/17

HondaJets [2] 126/9 147/5

hope [1] 168/8 hopeful [1] 9/16 hopefully [4] 35/15 82/8 94/12 153/8 hoping [1] 94/14 horizon [2] 20/4 23/15 hospitals [1] 136/17 hot [1] 121/2 hour [1] 92/21 hours [3] 29/23 143/9

house [2] 59/15 149/19

148/21

housing [1] 123/16 **Houston [1]** 164/14 how [68] 3/16 16/22 16/22 21/11 21/21 21/21 23/6 23/12 23/13 25/18 26/15 26/15 27/25 28/13 28/18 31/12 32/4 36/15 38/15 40/19 43/16 43/17 44/25 51/1 51/1 54/19 60/7 60/12 64/18 74/12 79/10 82/18 88/22 88/24 94/24 97/19 98/6 102/6 102/7 103/21 105/14 114/19 114/20 114/24 116/14 116/20 124/23 134/13 134/14 134/20 134/24 135/14 137/7 139/12 139/12 140/20 141/9 142/10 142/15 143/13 143/13

however [1] 135/9 huge [2] 161/4 163/16 huh [19] 4/18 39/5 42/2 42/5 42/20 42/23 44/7 44/19 49/17 51/4 60/24 61/10 65/3 66/6 76/11 80/23 85/16 88/20 150/17

144/23 146/4 146/20

149/8 161/2 162/10

168/16

{WITNESSNAME} {DATE}

Jennifer [3] 125/14

110/12 110/19 111/8

160/21 160/22

Н human [2] 84/5 153/16 human beings [1] 153/16 hundred [3] 50/2 69/5 70/5 hundred-plus [1] 69/5 hundreds [1] 158/12 I'd [6] 12/16 88/15 88/18 94/20 157/14 160/25 **I'II [37]** 4/19 4/21 11/22 22/15 33/7 37/3 53/23 62/21 77/6 84/13 86/23 95/7 95/7 95/12 97/10 101/17 101/19 102/20 103/8 103/18 104/11 105/19 105/24 107/10 107/10 109/2 119/5 120/13 122/2 126/11 139/4 146/16 147/18 148/2 148/5 163/12 169/18 **I'm [80]** 3/20 6/18 12/6 14/23 16/5 17/25 25/15 25/17 26/9 30/12 30/15 31/7 40/15 40/15 43/18 48/7 48/12 49/14 55/10 57/5 57/6 58/2 64/21 72/6 73/11 74/18 80/22 86/18 87/10 94/14 100/25 101/18 103/8 110/8 116/3 117/20 118/15 118/23 118/25 121/1 124/18 125/14 125/15 128/2 128/9 129/8 131/4 131/12 132/6 132/10 132/10 132/13 133/9 134/20 134/22 135/3 135/4 135/5 135/15 137/7 137/11 139/7 140/13 141/20 142/13 142/14 143/15 144/15 145/19 145/25 146/2 146/13 147/9 149/14 149/24 150/10 157/13 168/5 170/15 170/16 I've [24] 3/17 10/20 10/20 10/21 10/21 11/2 13/22 14/21 32/2 32/16 51/16 69/10 69/13 95/4 101/24 117/21 121/6 135/16 135/16 149/10 164/13 168/25 169/2 170/14 idea [11] 35/17 36/19 36/23 54/3 73/10 74/4 85/4 113/16 113/20 116/11 150/16 ideal [2] 39/11 51/18 ideas [1] 32/13 identical [1] 99/5

identified [1] 23/25 identify [2] 23/21 84/6 idle [1] 41/1 ignore [1] 36/20 **ignores [1]** 107/8 II [1] 154/15 Illinois [1] 14/7 illustration [1] 57/7 **immediate [3]** 67/1 67/2 67/5 immediately [5] 21/8 42/7 71/7 77/20 104/6 immunity [1] 107/10 impact [2] 56/5 110/4 impacted [2] 45/11 102/6 impacting [1] 61/19 implemented [1] 21/22 implementing [1] 19/19 import [1] 99/24 importance [1] 37/20 important [8] 17/22 22/23 24/14 28/5 134/6 147/1 162/19 170/10 impose [1] 100/21 **impressed** [1] 146/2 improperly [1] 121/24 **impropriety [2]** 121/22 122/15 improve [1] 86/14 improvement [2] 19/9 20/13 improvements [3] 139/13 139/20 139/21 **improves** [1] 57/4 inability [1] 93/7 inappropriate [2] 122/17 123/25 incident [2] 75/6 78/10 include [5] 32/14 47/19 85/10 89/21 140/23 included [7] 18/3 19/16 20/5 22/3 28/1 28/25 31/11 includes [3] 92/24 92/25 130/17 including [3] 26/20 73/20 89/18 income [3] 4/13 123/17 123/17 incorrect [1] 126/25 increase [2] 58/13 84/4 increased [3] 62/5 62/6 83/21 incrementally [1] 84/3 incur [1] 41/6 indeed [1] 109/9 independent [2] 43/24 123/10 Indiana [1] 100/8 indust [1] 110/3 industrial [1] 110/3 industry [3] 14/23 72/8 150/25

infill [1] 47/16 inflation [3] 58/16 72/5 information [12] 27/14 31/13 31/14 85/1 88/6 92/21 94/9 126/25 131/11 149/11 155/4 166/1 informative [1] 167/2 infrastructure [6] 18/5 36/16 55/19 56/1 56/8 71/24 infrastructure's [1] 34/1 initial [1] 83/4 initiate [1] 40/22 initiatives [9] 17/2 17/9 23/25 28/6 28/13 28/18 29/16 29/24 30/2 injured [1] 76/17 input [7] 12/23 13/2 19/6 22/2 26/15 29/20 73/17 inputting [1] 67/11 inquired [2] 117/14 117/23 inside [1] 42/25 insistence [1] 45/9 installed [1] 84/4 installing [1] 140/17 instantly [1] 54/13 instead [2] 33/20 50/1 instruction [2] 127/8 127/15 instructors [2] 126/14 158/21 instrument [1] 159/10 integrate [1] 15/22 integrated [1] 17/20 integrating [1] 17/16 intend [2] 126/15 126/18 intended [3] 101/6 140/25 162/23 intends [1] 126/12 intent [1] 66/15 interest [4] 48/11 54/25 125/3 128/18 interested [7] 22/7 26/14 88/15 88/18 110/11 113/13 134/23 interesting [6] 89/10 114/7 123/3 125/1 128/16 139/17 interests [2] 16/18 21/3 interior [1] 140/17 internal [4] 14/2 17/5 20/7 55/7 interpret [1] 127/23 interrupt [1] 88/16 interruption [2] 10/23 168/2 introduce [4] 13/12

13/18 14/19 15/1

introduced [1] 155/10 invest [1] 126/5 investigation [1] 86/24 jet [20] 106/24 107/4 **investment** [1] 133/9 invited [1] 164/1 invoice [1] 122/22 involved [10] 57/2 83/15 136/25 144/18 144/21 144/22 145/19 145/20 145/22 161/3 IRS [1] 122/1 is [428] isn't [12] 44/8 48/8 79/5 84/23 91/2 92/14 121/16 122/13 122/22 131/21 131/22 131/23 issue [32] 8/1 12/9 39/11 67/13 77/25 83/20 86/8 95/17 97/23 **jobs [3]** 10/25 93/9 99/16 103/7 106/14 106/21 106/23 110/21 114/18 117/8 117/9 117/9 118/4 121/2 124/7 128/13 129/2 129/21 133/17 138/1 139/10 145/18 153/23 156/9 165/7 issued [1] 41/8 issues [23] 67/25 82/17 86/5 86/11 93/22 95/5 95/6 95/24 96/9 102/15 103/18 106/8 106/9 106/10 107/18 115/17 122/3 124/2 124/4 127/20 131/3 145/24 152/18 issuing [1] 98/13 it [440] it's [226] item [10] 5/19 5/19 12/7 36/22 73/8 93/6 93/19 107/19 120/17 153/3 items [10] 2/9 7/1 8/13 8/20 16/10 19/16 32/13 91/19 105/21 105/22 its [12] 18/2 20/21 29/5 45/4 95/23 99/25 104/3 104/20 107/7 117/10 119/15 126/13 itself [4] 32/22 86/2 131/13 137/20 Jack's [1] 49/9 Jacksonville [4] 33/13 96/25 125/17 130/9 Jaime [2] 11/17 157/15 **JANET [3]** 1/22 172/6 172/13

January [1] 126/20

JaxJets [1] 121/5

Jax [2] 125/16 125/21

112/21 129/3 130/13 143/11 153/22 153/23 154/2 154/3 154/6 155/17 162/25 163/1 163/7 169/1 169/20 Jet's [1] 110/14 involvement [1] 128/17 jets [19] 107/13 110/1 111/25 116/21 116/25 117/5 117/9 143/9 148/2 149/1 153/24 155/8 155/11 155/17 157/2 162/23 162/23 168/21 169/21 job [5] 10/24 156/19 156/20 160/24 161/8 160/4 Joe [1] 59/18 **JOHNS [13]** 1/1 1/15 14/11 62/2 73/21 75/1 75/9 76/15 78/14 87/24 96/4 170/15 172/4 join [2] 26/24 81/14 joint [1] 73/24 Josh [1] 168/4 July [3] 41/11 70/24 127/18 July 14th [1] 127/18 jump [3] 8/18 91/9 166/3 jumped [3] 3/20 4/1 4/6 **June [2]** 125/9 125/12 June 21st [1] 125/9 just [153] 4/1 4/4 4/12 4/19 7/20 8/20 9/4 9/10 9/15 9/22 9/23 10/2 10/22 12/6 12/15 13/23 14/2 14/25 16/5 19/22 22/4 22/19 25/22 26/2 26/7 27/15 29/16 31/25 32/13 32/18 33/8 34/7 34/18 37/1 37/3 37/19 38/25 39/1 39/7 40/21 41/17 47/5 49/8 49/14 50/20 50/25 52/11 52/14 52/16 52/16 54/1 55/7 55/10 57/6 57/24 58/9 58/16 58/17 59/1 60/2 62/15 65/9 66/16 67/10 67/24 68/12 69/2 69/7 70/19 73/9 74/16 75/4 75/25 76/20 77/8 81/1 81/6 82/14 83/1 83/13 89/16 90/5 91/1 91/13 91/21 91/22 92/3 92/11 93/9 93/20 95/4 95/11 95/16 96/5 96/11 97/5 97/16 98/25 101/14 101/21 103/1 103/9 105/1 106/3 **Jeffco [2]** 108/15 109/8 110/14 110/25 112/13 (12) human - just

# just... [46] 115/4 115/10 117/6 117/20 118/8 118/15 118/20 119/5 120/16 121/6 121/10 121/11 121/19 122/2 124/19 125/16 127/17 128/1 128/4 131/19 132/6 132/23 133/1 134/23 135/5 137/20 138/21 144/5 144/15 144/24 145/19 146/14 146/17 149/16 150/3 151/7 153/15 154/5 155/16 157/10 159/22 159/24 161/2 162/7 166/7 167/2 justification [4] 129/17 129/20 130/6 151/20 justify [1] 139/14 **JUSTIN [5]** 1/11 66/25 155/5 162/13 167/11 K-L-M [3] 36/5 43/6 43/10

keep [18] 37/11 40/24 47/5 49/22 52/6 52/6 55/16 56/7 57/10 72/4 82/10 108/23 108/24 112/24 133/11 151/12 151/23 168/16 keeping [9] 37/9 64/9 66/16 74/8 110/1 110/3 146/25 146/25 167/5 Kelly [2] 112/19 115/15 **kept [1]** 113/19 Kevin [2] 10/23 170/20 key [4] 16/6 21/3 82/22

149/15 keyed [1] 138/3 kick [1] 15/4 kicking [1] 60/23 kickoff [2] 25/6 29/6 kind [32] 24/7 31/1 31/25 32/5 33/13 33/24 34/15 36/9 38/8 49/21 51/15 54/5 56/10 69/17 73/8 73/18 82/20 95/17 96/6 97/8 102/20 109/19 110/21 113/18 114/1 115/19 122/15 134/16 136/3 141/7

144/9 160/13 kinds [3] 54/15 55/20 131/2

King [1] 110/18 King Air [1] 110/18 knew [2] 141/9 165/23 Knock [1] 163/14 know [166] 3/22 4/4 7/20 8/3 8/23 16/22 25/7 31/3 31/12 32/2 32/12 33/21 34/10 37/1 37/19 38/19 42/9 42/12

44/1 44/21 44/25 47/2 49/10 50/16 50/19 58/5 60/2 60/8 61/14 62/4 63/20 64/15 65/7 65/8 66/11 66/18 66/18 66/22 68/14 69/9 69/19 69/24 70/2 70/7 70/8 70/11 70/13 71/10 72/10 72/11 72/16 72/17 72/18 72/21 72/22 73/16 75/13 75/23 80/14 80/14 81/17 81/19 82/17 84/8 84/12 85/22 85/24 86/7 87/5 87/15 87/16 87/18 87/20 88/22 88/25 89/1 89/2 89/3 89/6 89/9 89/24 93/2 95/12 96/2 96/8 97/11 99/15 100/17 101/11 103/1 105/22 106/3 106/5 107/3 107/17 108/5 109/3 111/4 112/2 115/6 116/25 120/5 121/9 123/19 128/9 128/16 129/14 129/23 131/2 132/13 134/19 135/3 136/9 136/9 136/17 136/18 136/23 137/17 141/2 141/25 142/15 143/3 144/21 144/24 146/9 146/23 146/24 146/25 148/5 148/13 149/3 149/17 149/23 150/2 150/12 150/23 150/24 151/1 151/2 151/4 151/6 151/15 152/9 153/14 153/16 153/17 154/10 155/10 158/13 159/2 159/3 159/21 159/23 160/9 160/12 161/10 161/16 161/17 162/8 162/12 162/13 166/23 168/18 169/4 170/13 170/24

**knowing [5]** 26/15 40/19 104/16 128/17 134/23

known [6] 92/24 92/25 92/25 115/21 130/8 161/24

knows [1] 42/9 **Kreis [3]** 157/19 157/20 157/23 kudos [1] 146/24

labor [3] 88/11 166/10 166/11 **Labor Day [1]** 88/11

lack [2] 148/1 166/11 laid [2] 33/21 63/6 Lake [2] 62/1 160/22 Lake Mist [1] 62/1

land [7] 38/2 62/25 68/12 109/13 109/16 114/3 115/11 landing [3] 147/13 147/14 149/5 landlord [14] 99/25 103/2 120/14 129/25 133/7 133/9 134/1 136/15 143/25 144/1 145/16 145/19 145/20 163/19 landlord's [1] 136/12 landlord-slanted [1] 103/2 landlord/tenant [1] 163/19 lands [1] 109/16 landscape [1] 36/10 lang [1] 130/16 language [10] 99/18 102/6 104/1 105/18 106/16 124/5 130/1 130/15 130/16 139/22 large [4] 26/21 110/1 154/13 169/20 largely [1] 92/7 larger [2] 36/8 52/9 last [22] 7/4 33/1 54/9 60/19 63/24 72/8 73/8 73/17 84/1 86/8 92/5 92/21 93/19 94/1 114/13 116/16 127/17 129/7 142/22 150/2 158/8 161/7 lastly [1] 10/2 later [6] 15/19 25/8 90/13 90/17 92/18 109/2 lateral [1] 148/9 **Lauderdale [1]** 169/9 launch [1] 36/2 law [7] 1/15 97/17 98/1 99/17 106/13 146/3 146/6

laws [1] 31/5 lawsuit [3] 104/20 104/21 107/1 lawsuits [1] 144/22 lawyer [3] 100/8 106/25 126/21 lawyers [3] 144/23 146/4 146/4 layer [1] 19/21

layman's [1] 57/17 layout [4] 34/18 36/11 147/3 147/4 layouts [1] 47/7

lead [6] 3/3 13/15 13/15 21/23 24/18 74/11

learn [1] 25/18 leasable [1] 43/2 lease [139] 2/12 38/2 38/13 39/8 63/1 63/20 63/22 70/12 93/18

93/21 94/1 94/5 94/7 94/13 94/21 94/23 94/24 95/17 95/19 95/21 95/23 95/23 96/13 96/14 96/16 96/21 96/24 97/2 97/7 97/9 97/14 98/14 98/19 100/9 100/24 100/24 101/1 101/2 101/4 101/16 102/6 102/7 103/2 103/10 103/12 103/24 104/15 104/19 105/5 105/14 107/9 117/10 119/4 119/9 119/10 119/13 119/16 119/19 119/20 120/1 120/3 120/4 120/9 120/10 120/13 120/15 120/18 120/24 121/14 122/5 123/10 123/20 124/4 124/9 125/1 125/5 125/19 125/23 127/24 128/2 128/4 128/7 128/10 129/15 129/17 129/19 129/19 129/24 130/2 130/14 130/15 131/4 131/12 131/23 132/21 132/21 133/8 133/14 133/14 133/15 133/17 133/19 133/22 133/24 134/1 134/9 134/10 134/13 135/14 136/5 136/14 136/19 137/17 137/20 137/20 137/23 138/16 139/1 140/6 140/9 140/21 141/18 141/19 141/22 142/17 143/14 143/20 143/21 144/4 150/5 150/6 150/20 152/25 162/11 162/12 162/16 162/20 163/6 170/1

leased [3] 54/13 111/25 162/24 leasehold [4] 96/19 138/11 138/12 139/13 leases [29] 95/20 97/9 97/13 99/21 100/18 104/21 105/12 105/24 106/10 119/21 120/22 120/23 122/20 124/22 134/4 135/16 135/17 135/21 135/22 135/23 136/24 137/10 137/16 139/18 139/22 150/4 164/13 164/17 169/7 leasing [2] 63/7 140/15 least [5] 10/9 37/23

44/9 49/1 82/10

152/5 166/16

leave [4] 8/8 39/3

left [5] 34/15 53/7

59/18 111/2 161/8

legal [4] 95/14 99/24

let [16] 22/15 29/8 32/16 50/16 68/8 72/10 101/24 105/5 106/19 106/22 106/22 119/19 135/7 138/21 156/8 156/25 let's [11] 11/10 12/9 73/5 87/16 93/16 122/4 123/23 124/3 153/18 153/18 165/11 lets [1] 158/11 **letter [12]** 63/6 101/3 102/12 102/16 106/25 124/12 124/12 124/23 125/9 126/11 126/12 126/22 level [4] 75/16 75/20 97/19 136/2 **levels [2]** 148/11 148/20 **liabilities [1]** 133/10 **liable [1]** 150/13 license [2] 101/22 102/1 154/6 158/18

{DATE}

107/6 138/24

length [1] 138/6

lessees [1] 23/2

lessons [1] 158/5

less [9] 50/7 52/25

53/2 53/3 56/20 57/2

85/23 85/24 155/24

**Lenda [2]** 14/19 14/20

{PLAINTIFF} v. {WITNESSNAME} {DEFENDANT}

165/13

**ludicrous** [1] 144/5

**LUDLOW [2]** 1/11

limit [2] 148/11 153/25 **limitation [3]** 149/6 154/4 154/5 **limitations [3]** 145/23 148/9 149/4 limited [1] 112/6 limiting [1] 112/3 limits [2] 169/7 169/9 line [9] 7/11 53/13 53/14 66/13 67/14 89/8 98/11 105/6 136/9 lined [1] 36/1 lines [1] 71/25 link [2] 115/2 119/8 Liotta [17] 61/24 62/1 85/18 87/22 121/21 122/6 122/11 125/13 125/15 125/24 127/1 144/10 149/13 156/5 160/21 160/22 161/21 Liotta's [3] 126/4 154/25 155/1 list [17] 19/8 42/11 43/16 43/24 54/10 62/12 64/17 64/24 65/2 66/5 69/5 69/10 105/4 105/11 117/7 130/22 138/19 listed [1] 124/17 listing [1] 130/14 lists [2] 69/6 138/4 **litigation [4]** 106/6 138/15 144/18 144/22 little [25] 14/14 15/2 15/18 18/7 18/16 18/17 35/12 37/2 41/18 43/17 43/19 45/19 50/8 56/16 101/17 101/19 101/19 105/19 118/10 126/16 133/5 135/8 135/19 142/25 158/1 live [1] 148/24 lives [1] 158/13 **LLC's [1]** 127/1 local [3] 17/23 87/8 123/9 Locally [1] 161/5 locate [1] 84/2 located [3] 30/11 30/14 135/3 location [12] 33/5 34/12 45/4 67/22 82/10 114/1 116/13 119/3 129/2 139/8 157/4 157/10 locations [2] 137/18 139/5 locka [2] 164/14 169/11 lodging [1] 121/25 logic [1] 65/6 logical [3] 41/15 47/14

60/5

long [21] 7/20 19/11

19/23 20/2 24/19 50/11 54/16 74/11 81/19 86/1 94/2 94/24 113/20 132/5 135/9 138/18 142/25 143/13 143/14 145/1 145/2 long's [1] 105/14 long-term [3] 20/2 24/19 86/1 longer [7] 93/12 124/21 136/5 136/6 138/25 139/6 146/2 look [35] 17/24 18/9 19/20 29/5 29/6 29/8 48/8 49/3 56/11 59/19 62/13 77/6 86/25 92/4 92/5 96/12 96/24 97/19 97/22 105/14 106/5 116/20 122/4 124/3 124/11 125/10 125/24 128/16 128/17 130/24 148/13 157/5 161/18 162/18 165/17 looked [2] 74/14 138/24 looking [38] 3/7 14/11 18/12 31/19 32/11 39/22 41/12 50/25 52/14 55/18 60/2 65/11 68/20 73/24 74/6 76/6 92/2 92/20 96/11 96/18 111/11 112/11 113/4 115/11 118/8 120/3 125/19 132/7 133/1 147/6 147/15 148/3 149/24 153/22 154/11 155/14 155/22 160/13 looks [8] 9/12 13/3 18/14 45/15 56/13 59/14 59/15 130/19 loosely [2] 96/22 168/15 loosely-threaded [1] 168/15 lost [1] 170/13 lot [31] 4/23 4/25 5/2 15/15 16/18 16/19 17/19 27/1 29/14 31/8 31/9 36/11 40/3 56/23 61/3 66/1 73/16 73/16 74/25 78/6 87/2 104/9 108/23 144/19 146/2 147/19 147/24 148/5 159/5 159/16 160/25 lots [2] 114/3 115/21 loud [4] 148/15 148/16 148/17 149/1 louder [4] 154/14 154/17 154/19 168/22 **love [1]** 157/14 low [2] 34/13 55/21 low-hanging [1] 34/13 lower [1] 78/14 **LPA [1]** 108/11

Lucette [1] 13/21

Ludlow's [2] 95/1 104/12 **Ludwig [6]** 101/3 126/11 126/11 126/21 126/23 127/19 Ludwig's [1] 102/4 ma'am [4] 26/1 41/21 44/3 77/4 made [19] 30/24 31/1 35/6 43/3 91/24 101/12 103/22 105/10 106/24 107/14 127/16 128/13 139/24 140/1 140/1 140/2 142/24 155/2 169/14 magic [1] 68/7 magnificent [1] 156/6 **magnitude** [3] 57/13 76/4 85/5 **MAGUIRE [3]** 1/10 136/13 144/16 mail [4] 10/18 124/12 126/23 167/16 mailbox [1] 60/23 mails [1] 11/3 main [4] 1/15 97/5 108/14 147/14 maintenance [13] 95/24 97/6 99/2 99/3 113/8 117/13 124/17 125/23 127/14 127/15 130/12 130/18 159/25 major [1] 137/6 majority [1] 34/1 make [45] 4/21 16/21 20/19 20/20 21/4 22/3 24/15 26/2 26/7 27/6 27/10 33/2 42/9 53/4 53/21 56/10 67/12 73/13 78/1 79/3 84/25 86/6 86/17 86/19 89/17 91/1 91/19 92/12 94/4 98/17 103/23 104/25 105/2 106/1 118/24 120/20 122/14 131/5 133/4 134/3 137/15 145/12 146/14 156/25 167/21 makes [3] 122/16 138/12 159/24 making [9] 27/24 36/22 58/1 70/5 71/3 120/23 133/25 138/4 155/2 manage [2] 16/12 68/5 managed [1] 169/8 management [2] 127/11 141/3 manager [2] 116/7 157/25 managerial [1] 23/4

managing [1] 66/19 mandating [1] 133/19 many [18] 35/7 36/15 43/16 43/17 59/7 64/18 me [31] 10/23 13/21 69/14 69/25 105/3 116/21 144/23 146/4 149/8 159/15 162/8 162/10 167/4 168/17 map [2] 46/25 52/15 Mapping [1] 96/21 March [8] 78/10 83/3 83/8 83/9 115/22 123/13 125/16 161/7 March 2nd [1] 83/8 Marianne [1] 86/9 market [7] 54/3 65/20 66/3 70/12 112/6 127/7 161/5 marrying [1] 16/9 marsh [4] 68/14 83/25 84/7 86/9 marshal [1] 88/3 Martin [1] 164/15 Mary [2] 59/7 60/18 master [18] 14/2 18/3 18/3 18/14 19/9 19/15 19/17 19/18 19/22 27/24 27/25 32/18 32/21 65/14 108/10 108/20 109/5 116/16 master plan [16] 18/3 18/3 18/14 19/9 19/15 19/17 19/22 27/24 27/25 32/18 32/21 65/14 108/10 108/20 109/5 116/16 master planning [1] 14/2 match [3] 49/21 53/9 75/24 matched [1] 9/25 matching [1] 98/20 materials [1] 31/9 math [1] 45/14 Matt [3] 62/1 123/8 161/20 matter [6] 34/7 39/8 41/5 79/8 89/13 124/8 matters [1] 124/18 maximize [1] 67/7 maximum [1] 34/19 may [29] 22/1 26/24 28/18 28/18 34/2 35/16 36/17 45/5 57/17 63/23 83/22 85/23 87/17 102/25 104/2 104/6 104/18 107/24 108/9 109/22 115/17 124/13 125/10 126/22 137/20 138/7 142/14 153/19 166/3 maybe [17] 27/21 28/25 51/3 60/3 62/10 71/21 76/8 87/24 88/5 94/13 99/14 104/23

131/10 136/20 141/15 145/12 158/1 McKendrick [1] 12/2 32/16 36/6 56/2 57/5 58/14 70/3 75/24 92/21 94/9 94/21 100/20 101/24 103/25 104/10 106/19 106/22 106/22 114/3 115/24 118/24 119/19 126/3 126/21 127/19 133/16 135/8 142/24 143/15 143/17 mean [22] 7/13 28/15 47/16 51/16 52/18 66/4 68/12 69/22 72/19 76/14 76/16 76/21 77/8 115/18 132/3 132/6 134/17 137/3 137/22 144/12 145/7 154/3 Meaning [1] 130/8 means [3] 52/8 62/13 67/17 measure [3] 118/14 118/14 148/10 meat [1] 64/5 mechanism [1] 100/15 meet [9] 16/20 21/1 28/10 29/18 29/21 69/20 124/23 149/4 170/17 meeting [47] 1/2 1/3 2/4 5/19 7/5 9/9 11/21 14/10 25/6 28/2 28/8 51/17 65/10 88/7 89/12 89/12 92/10 92/12 94/6 109/4 109/4 109/12 109/15 110/20 111/11 114/8 120/11 120/16 123/5 127/3 131/11 131/13 146/15 151/12 162/15 163/13 165/15 165/19 166/7 166/8 167/14 169/19 170/18 170/25 171/5 171/7 171/12 meetings [11] 26/25 27/4 27/6 27/11 27/13 28/4 59/8 104/24 107/20 107/22 142/11 meets [2] 90/19 90/23 meld [1] 68/2 member [9] 2/14 78/13 113/12 115/10 115/14 156/8 165/10 170/16 170/17 members [3] 1/9 111/1 155/16 memory [2] 53/1 154/3 mention [2] 8/21 139/4 mentioned [9] 17/14 19/7 20/10 22/11 22/23 30/23 66/13 104/24 151/3 Mercer [1] 123/8

M met [5] 14/9 83/20 98/11 130/22 130/25 methods [1] 167/5 metrics [1] 17/16 Miami [5] 14/6 30/12 30/15 30/19 169/8 **Microphone [2]** 25/14 25/16 middle [8] 40/16 59/11 60/1 96/15 96/15 96/18 112/17 159/8 might [23] 12/12 26/9 26/11 26/22 35/18 47/11 50/11 53/21 55/8 57/25 62/10 71/20 72/9 72/9 88/8 88/13 89/9 95/1 103/14 103/15 110/17 138/20 151/14 milestones [1] 25/5 military [3] 88/23 143/9 168/6 million [6] 48/14 52/21 52/21 53/2 63/2 126/7 millions [1] 91/8 mind [11] 37/9 47/5 49/22 52/6 55/16 56/7 57/10 74/8 134/13 138/24 151/12 minimize [1] 110/4 **minimum [3]** 75/11 119/15 124/24 minor [3] 103/18 123/22 124/2 minute [8] 6/4 72/7 78/25 79/1 103/25 105/20 143/3 144/7 minutes [30] 2/4 3/6 3/8 3/9 30/25 31/7 31/7 61/25 74/10 78/22 78/23 82/4 82/4 82/5 86/8 97/20 97/22 108/9 143/12 146/15 147/23 157/22 163/4 163/13 165/3 168/1 168/18 169/4 169/19 170/3 MIRGEAUX [4] 1/11 153/20 153/22 157/8 mirror [1] 34/17 mirrors [1] 68/7 miscellaneous [1] 121/10 mishap [2] 82/25 88/19 misinformation [1] 32/3 missed [1] 63/23 missing [1] 15/16 mission [4] 20/22 23/8 23/21 29/14 Mist [2] 62/1 160/22 mistaken [1] 109/25 misunderstood [1] mitigation [3] 108/1

115/12 115/16

mix [3] 36/12 50/18 110/15 mockups [1] 71/12 mode [1] 74/24 model [1] 71/17 Modern [19] 2/12 93/18 93/21 100/8 101/6 117/10 125/15 126/12 127/1 127/6 127/6 127/10 127/12 127/14 128/10 157/25 158/2 161/3 161/24 Modern Aero [12] 93/21 117/10 125/15 127/1 127/6 127/10 127/12 128/10 157/25 158/2 161/3 161/24 Modern Aero's [2] 100/8 127/14 modifications [1] 3/9 moment [6] 9/13 89/23 91/7 100/6 104/10 106/20 Monday [1] 1/6 monetize [1] 105/12 monetized [2] 104/22 137/16 money [30] 36/19 37/7 38/12 41/3 47/25 48/1 48/3 48/6 48/12 49/23 53/10 53/11 54/21 54/22 54/23 56/7 56/17 56/22 56/23 57/11 57/12 67/16 70/8 70/20 70/21 70/24 71/5 78/6 79/9 150/12 monies [1] 62/23 monopoly [1] 101/8 month [32] 6/7 6/8 6/20 7/2 7/5 12/20 24/21 27/20 28/25 30/6 54/12 56/14 57/5 63/24 70/9 70/23 97/4 97/4 100/18 100/18 128/1 128/1 128/2 128/2 128/4 128/4 128/5 128/5 132/20 132/20 138/25 138/25 month's [1] 5/19 monthly [1] 54/15 months [11] 9/17 29/1 30/4 47/14 49/1 71/4 72/8 73/17 83/2 83/7 87/21 moot [1] 152/13 more [52] 6/21 28/19 44/9 45/18 50/11 51/8 51/10 51/12 51/19 52/9 53/21 55/4 55/23 56/16 57/11 57/14 58/9 61/1 61/3 62/8 62/13 69/23 71/11 71/24 76/8 78/8

82/2 84/6 102/25

105/19 106/22 112/3

112/14 112/22 113/24

114/6 116/1 117/2 119/18 120/13 120/16 131/11 135/4 136/4 144/6 153/2 155/2 155/23 159/15 160/3 166/1 169/12 Morgan [2] 146/8 146/8 morning [1] 112/17 most [17] 16/23 22/23 24/14 29/22 34/13 37/20 42/12 43/6 57/16 59/21 93/12 94/11 103/6 103/17 126/5 127/18 161/13 mostly [1] 27/11 move [18] 16/22 32/8 36/16 63/24 66/2 66/12 67/24 73/5 87/23 88/13 92/17 93/16 124/9 143/22 154/21 154/23 154/24 155/2 moved [1] 117/2 **movement [1]** 167/6 moving [3] 24/6 41/16 41/16 Mr [7] 113/18 114/13 116/4 116/8 153/19 153/20 166/3 Mr. [79] 5/17 12/2 12/4 12/12 14/8 14/9 15/7 31/19 59/14 61/24 85/18 87/22 95/1 97/22 99/13 101/3 102/4 104/25 108/15 109/8 109/23 109/23 110/10 110/20 110/23 110/24 110/25 110/25 111/4 111/4 111/24 112/2 112/7 112/9 113/10 113/11 113/12 113/15 113/18 114/10 114/12 114/15 115/14 115/22 116/3 116/7 116/9 116/9 116/11 116/15 117/5 120/11 120/16 121/21 122/6 122/8 122/11 123/2 124/8 124/14 125/24 126/4 126/11 126/21 126/23 127/1 127/19 129/9 131/13 136/13 142/13 144/16 149/13 153/19 153/22 156/5 157/8 169/19 169/21 Mr. Burnett [5] 97/22 114/12 115/22 116/11 120/16 Mr. Chair [2] 95/1 153/19 Mr. Chairman [1] 5/17 Mr. Cox [1] 115/14 Mr. Creamer [1] 99/13 Mr. Doug [1] 12/4 Mr. George [5] 110/23

112/7 Mr. Gorman [2] 110/24 110/25 Mr. Jeffco [2] 108/15 109/8 Mr. Liotta [10] 61/24 85/18 87/22 121/21 122/6 122/11 125/24 127/1 149/13 156/5 Mr. Liotta's [1] 126/4 **Mr. Ludwig [5]** 101/3 126/11 126/21 126/23 127/19 Mr. Ludwig's [1] 102/4 Mr. Maguire [2] 136/13 144/16 Mr. McKendrick [1] 12/2 Mr. Mirgeaux [2] 153/22 157/8 Mr. Olson [5] 12/12 14/8 14/9 15/7 31/19 Mr. Ortagus [1] 59/14 Mr. Roderick [2] 109/23 109/23 Mr. Slingluff [4] 116/3 116/7 116/9 117/5 Mr. Werter [4] 113/10 113/11 113/12 113/18 Mr. Wuellner [14] 110/10 110/20 111/24 112/2 112/9 113/15 116/9 116/15 120/11 122/8 124/8 129/9 142/13 169/21 Mr. Wuellner's [4] 104/25 123/2 124/14 131/13 114/15 **Mr. Youman [1]** 169/19 Mrs. [1] 125/13 Mrs. Liotta [1] 125/13 Ms [1] 114/14 **Ms. [8]** 59/25 61/14 95/1 104/12 111/6 114/12 115/9 123/7 Ms. Barrera [2] 111/6 115/9 Ms. Green [1] 123/7 Ms. Hollingsworth [1] 114/12 Ms. Ludlow's [2] 95/1 104/12 Ms. Willis [1] 61/14 **Ms. Willis' [1]** 59/25 much [26] 5/5 26/23 27/16 31/16 51/1 51/1 53/10 61/1 62/8 62/13 63/11 79/10 82/18 95/17 117/2 141/9 154/14 154/14 154/17 159/15 160/20 161/20 165/5 167/11 168/22

110/25 111/4 111/4

{WITNESSNAME} {DATE} 169/15 multiple [3] 65/22 93/11 121/9 mutual [1] 164/10 my [44] 9/23 11/5 53/1 63/6 71/20 71/20 76/17 76/17 83/19 89/20 101/9 102/4 102/16 102/17 115/10 115/18 119/21 120/12 122/3 123/10 126/6 126/18 131/7 132/6 133/7 133/8 133/8 133/12 133/14 133/15 133/15 134/8 134/13 137/2 137/2 143/13 144/17 155/24 157/23 161/8 161/9 164/8 168/4 172/9 myself [1] 132/14 Ν name [5] 60/19 64/16 64/19 72/23 167/21 **name's [2]** 157/23 168/4 names [2] 64/18 69/5 narrow [1] 135/11 narrowed [1] 135/11 **NAS [1]** 143/9 National [1] 12/2 **nature [5]** 50/10 93/9 93/10 139/2 153/15 nearly [1] 10/8 **necessarily [7]** 18/18 22/4 22/7 32/12 34/17 84/5 143/16 **necessary [2]** 35/19 164/22 Mr. Yeoman [2] 114/10 necessitate [1] 104/18 need [38] 6/24 20/2 20/6 21/9 29/5 29/10 31/3 34/17 35/6 44/4 50/13 58/5 60/5 62/11 62/13 65/11 65/16 67/10 68/10 69/20 78/18 87/22 87/22 102/25 105/23 130/6 131/22 131/25 132/12 139/13 145/5 145/5 145/12 151/11 161/1

161/4 165/2 166/22

31/3

need-to-know-only [1]

needed [7] 81/15 91/9

98/25 122/6 122/19

needing [1] 139/22

62/21 64/12 73/18

123/22 124/8 134/4

136/16 139/10 140/3

134/5 134/6 134/7

needs [24] 5/14 18/11

20/12 37/17 62/7 62/8

100/19 100/19 110/17

138/9 164/4

## N

needs... [3] 140/18 151/12 163/17 negotiate [1] 138/10 **negotiated [2]** 95/21 101/25 negotiating [1] 59/22

negotiation [1] 142/10 neighborhood [7] 34/20 56/4 71/22 74/7 112/1 112/23 112/24 neighbors [4] 111/7 111/8 113/17 133/12

NetJets [2] 117/14 117/18

never [17] 7/6 68/6 79/22 90/25 93/5 95/16 96/5 107/14 117/16 154/20 162/23 162/23 163/2 163/5 163/8 163/11 168/19

new [27] 38/19 44/23 54/9 54/9 55/22 55/22 55/25 56/4 79/25 81/2 81/3 81/15 81/21 81/23 119/20 120/17 120/19 120/24 125/5 125/7 126/6 138/9 139/8 150/25 161/17 165/25 167/8

**newer [1]** 120/13 **news [1]** 149/10 **Newsteder [1]** 168/4 next [60] 5/18 5/19 6/7 6/8 6/20 9/16 9/19 12/9 13/3 13/6 23/8 25/2 25/2 31/21 34/14 35/15 36/7 36/14 37/5 37/12 39/1 39/9 40/3 41/2 41/11 47/18 48/20 48/21 49/19 53/25 55/9 57/2 62/11 65/9 67/4 67/11 70/23 70/23 70/24 71/4 73/6 75/17 85/11 88/7 89/19 92/6 92/19 93/1 93/3 93/17 111/18 113/9 131/11 131/13 160/21 161/21 166/7 167/16 170/25 171/7

nice [5] 5/7 36/10 36/10 36/12 60/25 nicely [1] 4/13 nine [12] 12/20 24/21 30/4 74/10 78/21 78/22 78/23 79/1 82/4 82/4 82/5 86/8

**nine-minute** [1] 79/1 nine-month [2] 12/20 24/21

nine-months [1] 30/4 **no [73]** 3/10 3/11 3/13 5/23 6/17 7/15 7/15 8/11 11/16 11/17 11/25 12/6 31/4 41/5 45/18

45/24 45/24 45/24 48/5 52/16 52/16 52/16 53/16 54/13 58/1 65/25 68/7 71/24 71/25 71/25 75/6 77/4 77/14 77/22 79/5 80/17 81/4 88/17 99/24 100/2 106/24 107/13 112/8 114/13 115/14 117/9 118/5 124/20 128/25 130/6 133/1 136/12 137/2 139/24 140/7 140/13 144/15 147/10 147/10 147/11 151/21 155/16 155/17 157/8 157/12 165/2 165/8 165/9 167/18 168/11 168/13 169/9 169/21

noise [36] 107/18 107/21 107/23 107/25 107/25 108/1 108/1 108/4 109/12 110/2 114/7 114/11 114/14 114/18 114/19 114/20 114/24 115/3 115/5 115/11 115/16 143/5 143/6 143/7 143/10 143/11 143/11 147/18 147/22 147/23 148/6 148/8 148/8 154/5 155/2 168/9

non [1] 60/1 non-homesteaded [1] 60/1

None [10] 3/12 3/23 8/14 58/21 61/23 63/14 73/4 93/15 169/6 170/6 nonetheless [1] 79/21 nonfuel [6] 97/12 97/18 98/14 100/1 100/15 130/21

nonscheduled [1] 130/19

**normal [3]** 58/10 122/9 148/23

normally [5] 9/10 60/8 71/9 112/7 154/8 north [11] 45/8 59/11 70/9 95/24 95/25 110/1 110/2 116/12 156/10 156/11 157/24

North 40 [3] 95/24 95/25 116/12 northeast [3] 54/8 158/25 160/16

northeast Florida [3] 54/8 158/25 160/16 Northrop [1] 95/22

**Northrop Grumman's [1]** 95/22 not [204]

note [2] 97/14 127/21 notes [2] 168/7 172/9 nothing [10] 63/18 72/2 77/10 77/11 80/21

112/8 112/13 157/3 166/25 167/12 Nothing's [1] 83/6

notice [5] 35/2 104/15 109/13 127/25 161/22 noticed [1] 45/5 notices [2] 151/19 152/1

notified [1] 143/1 November [1] 113/10 November 30th [1] 113/10

**now [65]** 6/5 9/24 10/3 11/1 13/6 14/22 19/25 25/8 34/7 35/22 35/25 39/18 40/2 40/10 40/22 41/14 45/9 48/25 49/20 49/22 58/7 60/15 61/9 62/12 64/21 65/2 65/21 66/2 67/10 71/8 78/20 86/5 89/16 95/13 95/16 97/24 103/7 107/2 109/17 111/19 115/23 122/22 124/1 124/20 125/9 127/7 128/5 130/15 132/11 132/16 135/3 135/10 135/19 135/19 137/2 139/17 144/7 145/18 147/12 152/10 155/14 159/8 160/2 169/18 170/17 NTSB [5] 82/24 83/7 86/24 87/19 91/4

**number [27]** 9/14 9/14 24/1 26/13 33/18 45/12 47/6 52/3 52/22 52/25 53/3 53/14 56/5 64/22 67/7 69/1 69/2 70/8 74/1 75/17 76/5 76/6 92/23 133/17 136/7 142/23 159/6

number four [1] 24/1 numbering [1] 103/11 **numbers** [12] 52/13 54/16 56/1 62/16 63/9 64/1 72/12 72/18 74/17 74/21 77/8 91/16

0 object [1] 89/1 **objected [1]** 54/13 objection [1] 112/8 objectionable [1] 130/16

objectives [4] 23/25 24/19 28/7 29/24 observation [2] 4/21 101/22

observe [1] 4/12 obviously [16] 30/21 38/8 59/25 60/4 86/25 98/16 108/6 112/18 113/5 119/2 120/3 129/23 130/22 135/19 140/9 151/6

**occupancy [2]** 68/6 68/18 occupied [1] 168/10 occupy [2] 49/1 69/6 occur [3] 24/9 35/15 58/10 occurred [4] 77/20 83/3 83/9 155/8 October [3] 64/5 110/7 169/19 October 18 [1] 169/19 October 20th [1] 110/7 oddball [1] 42/21 off [20] 8/8 11/6 15/5 18/7 34/5 35/2 45/7 45/8 57/18 70/6 70/6

83/23 115/6 117/1 117/1 128/11 128/14 142/6 142/15 170/9 offer [1] 159/21 offered [2] 63/1 63/20 office [4] 14/6 88/3 96/5 126/7 often [6] 18/14 18/15

20/5 57/11 82/2 128/19 oh [15] 4/2 6/2 7/13 13/11 25/17 39/3 43/21 43/25 44/12 46/2 64/20 69/11 79/20 143/5 144/3

okay [145] 3/2 3/14

3/19 3/24 4/5 4/20 5/9

5/21 6/1 6/8 6/19 6/21

7/8 8/8 8/12 8/15 9/21

10/14 11/5 11/6 11/17 11/23 12/2 12/8 12/8 12/14 13/8 25/9 25/13 30/3 30/9 30/16 30/19 31/21 39/25 40/7 40/15 41/19 41/22 43/9 43/15 43/25 44/4 44/12 46/3 46/7 48/23 49/2 49/14 49/15 49/18 52/18 52/19 53/23 53/24 57/24 58/19 58/22 61/22 61/24 63/10 63/15 64/3 64/7 64/25 66/8 71/2 72/24 76/9 76/24 77/5 78/4 79/4 79/10 79/22 80/20 80/22 83/10 84/15 84/19 85/17 86/21 88/9 88/12 89/14 89/15 90/1 90/4 91/13 93/14 93/16 94/15 94/18 94/19 95/9 95/9 95/10 102/9 102/13 112/7 117/20

131/15 132/8 134/7

134/12 137/12 141/17

142/18 142/19 143/19

144/14 146/7 146/17

150/18 151/9 152/9

152/23 153/1 153/7

153/10 156/4 156/12

157/6 157/13 157/15

157/18 157/21 165/1 165/5 166/2 166/9 166/14 166/15 166/24 167/13 167/17 167/20 168/12 169/16 170/2 170/4 171/2 171/6 171/6 171/8 **old [5]** 6/25 7/7 7/9 8/4 36/11

{WITNESSNAME}

{DATE}

oldest [1] 43/7 **OLSON [6]** 1/12 12/12 14/8 14/9 15/7 31/19 onboarding [1] 29/11 once [11] 17/24 28/15 28/16 29/19 40/5 41/18 55/22 55/25 78/7 113/13 140/8 25/22 26/25 26/25

one [109] 6/2 6/2 6/9 6/21 8/23 12/7 12/17 29/12 32/23 33/11 33/25 35/4 35/18 36/5 36/15 46/13 48/19 52/25 54/13 58/22 59/1 59/11 59/17 59/20 59/25 60/1 60/5 60/13 61/7 61/7 63/12 73/6 74/8 78/13 78/15 80/13 80/14 82/8 82/17 83/23 84/1 84/1 84/1 84/3 86/9 89/8 93/13 93/13 93/17 96/13 96/25 97/8 100/2 100/18 103/4 103/8 103/25 104/10 104/24 105/13 105/20 105/21 106/17 106/21 107/2 115/22 117/11 118/11 120/16 122/11 124/17 128/24 129/6 129/18 130/24 131/22 133/17 137/1 137/6 137/18 138/2 139/3 142/4 142/23 143/6 143/11 144/6 144/9 145/3 145/4 145/10 146/5 151/15 154/20 156/18 156/21 156/22 158/13 161/23 162/5 164/17 164/18 164/19 167/16 168/16 169/21 one's [2] 17/14 60/4 one-sided [3] 161/23 162/5 168/16 onerous [2] 85/24 136/10

ones [9] 35/10 43/5 49/5 50/18 84/18 89/9 104/19 118/3 158/13 online [1] 26/22 only [29] 22/25 24/23 31/3 45/4 50/4 52/24 53/10 54/23 56/21 57/1 68/10 69/25 73/11 79/4 83/3 85/2 101/9 121/12

121/12 124/23 127/21

O only... [8] 137/13 138/7 147/8 151/15 152/15 152/17 158/24 167/13 Opa [2] 164/14 169/11 Opa-locka [2] 164/14 169/11 open [8] 10/9 29/5 48/5 74/4 109/17 119/10 141/14 167/20 opened [3] 8/24 54/9 72/11 opening [2] 12/13 35/19 operate [12] 76/1 86/2 101/7 126/15 126/18 132/16 147/6 147/20 148/3 149/1 154/13 154/15 operated [2] 59/20 154/8 operates [1] 148/12 operating [10] 74/1 76/7 116/24 119/16 121/22 122/6 122/23 136/3 154/12 161/15 operation [5] 16/13 113/14 129/4 134/10 149/12 operational [2] 117/17 118/22 operations [9] 23/19 57/19 57/21 65/16 75/13 80/6 127/2 155/24 168/5 opinion [2] 123/11 123/16 opinions [1] 18/25 opportunities [1] 92/12 opportunity [9] 12/23 13/2 22/17 37/2 67/2 67/3 67/5 92/15 162/6 optimal [2] 47/17 47/18 optimistic [1] 94/6 option [1] 37/25 options [5] 2/11 62/14 62/15 73/7 127/24 order [8] 20/1 35/13 63/24 75/25 76/4 84/17 85/5 124/9 ordered [1] 126/8 ordering [1] 117/24 organizational [1] 124/19 originally [1] 46/22 **Orlando [1]** 14/9 Ortagus [1] 59/14 other [80] 8/12 9/1 9/2 10/22 23/1 23/17 24/4 25/20 30/9 30/20 30/25 37/16 37/17 38/11 38/17 42/11 42/16 46/5

46/18 47/24 48/1 59/17

61/22 63/6 63/13 64/7

68/15 69/6 69/23 72/5 73/2 77/7 80/24 82/11 86/22 90/16 104/18 104/19 105/6 105/23 111/7 111/8 112/2 115/5 115/17 117/14 118/18 121/10 121/15 122/20 126/3 128/10 133/12 133/23 134/14 134/24 134/24 135/14 135/15 135/16 135/17 136/24 137/7 137/7 139/11 140/6 144/14 145/24 150/22 152/11 154/11 156/20 157/6 162/10 164/16 167/3 167/7 169/16 169/23 170/4 otherwise [3] 8/15 9/18 60/14 our [71] 4/22 9/7 9/7 14/6 22/20 24/20 25/23 25/23 30/7 35/22 42/11 43/16 46/16 46/25 53/10 56/18 57/16 65/2 69/13 69/13 71/12 73/25 75/4 76/6 76/7 78/2 78/18 79/9 80/16 81/24 87/5 88/7 89/7 93/6 97/23 98/13 98/19 101/11 106/16 109/12 112/22 118/19 118/20 127/3 133/19 133/22 133/24 134/4 134/4 134/5 134/9 134/10 134/13 138/2 143/10 146/22 148/3 150/4 150/4 151/12 156/19 156/20 158/21 159/2 159/2 159/12 159/25 161/16 165/15 166/7 169/15 ours [2] 53/12 54/11 out [113] 8/7 8/24 9/14 10/4 11/1 14/9 16/2 16/2 17/7 20/10 21/14 21/15 22/11 22/12 32/3 32/17 32/18 32/25 32/25 33/21 34/25 35/8 35/23 36/20 36/22 37/17 37/25 41/3 42/8 42/25 43/16 44/15 44/18 45/10 46/25 47/3 49/11 49/12 53/25 54/2 54/12 56/23 57/22 57/25 58/6 59/20 60/22 61/8 63/6 63/21 67/14 70/16 73/10 73/11 73/19 74/2 77/8 79/9 82/12 83/4 83/6 87/16 87/19 88/16 88/19 89/8

89/10 91/14 92/3 93/4

96/9 96/22 97/5 101/2

101/25 102/24 103/7

103/17 105/4 105/8

105/17 109/15 111/17 116/17 117/3 117/19 121/1 121/3 123/23 124/19 129/10 136/9 136/24 141/22 143/22 147/10 147/11 149/5 151/19 152/24 158/14 158/17 160/7 160/9 161/11 161/14 163/14 164/10 164/23 169/6 169/14 169/25 171/7 outcome [1] 20/11 outcomes [1] 21/3 outlined [1] 134/14 outlook [2] 19/23 19/24 outpacing [1] 155/18 outreach [1] 18/3 outside [2] 99/3 131/6 outstanding [8] 32/8 102/15 103/18 104/12 106/14 124/5 127/20 135/12 over [41] 9/16 11/2 12/20 13/23 15/18 22/15 35/10 35/22 35/25 37/4 38/3 43/4 48/16 54/5 54/16 55/14 58/1 59/8 69/22 71/4 71/22 73/17 73/17 75/15 79/11 92/6 96/9 106/5 113/17 116/12 116/13 119/11 126/7 129/7 136/10 139/21 142/7 152/12 156/14 162/19 171/11 overall [4] 24/21 73/25 75/21 100/19 overdue [1] 54/16 overlay [3] 52/15 81/24 147/8 overnight [1] 144/19 overview [4] 22/20 91/13 140/24 160/24 owe [1] 150/12 own [9] 34/23 34/24 35/4 35/4 35/20 59/6 74/18 78/2 78/18 owned [1] 59/14 owner [1] 152/16 owners [2] 127/14 160/8 **p.m [3]** 1/7 1/7 171/12 pace [2] 50/8 54/15 Pacetti [1] 59/18 Pacific [1] 1/23 package [1] 140/24 packages [2] 10/5 10/8 page [3] 2/2 101/15 101/15 pager [1] 119/23

pages [2] 120/5 121/6

paid [1] 161/15

pain [1] 64/11 palatable [1] 50/11 paper [1] 69/2 papers [2] 31/2 165/18 paperwork [1] 25/3 parachute [2] 158/11 158/12 paragraph [7] 103/13 103/14 103/16 104/11 104/13 124/6 139/2 Paragraph 22 [2] 103/13 103/14 paragraph 35 [5] 103/16 104/11 104/13 124/6 139/2 parameter [1] 118/23 **parameters** [2] 78/11 116/25 Pardon [3] 4/24 5/20 11/15 park [5] 76/22 108/17 109/3 113/4 113/6 parking [4] 102/22 102/23 102/24 102/25 part [39] 18/9 24/14 28/15 43/6 51/5 51/11 65/12 66/18 74/14 82/14 83/8 94/3 94/11 96/14 96/15 96/15 96/21 97/1 101/7 104/12 104/13 104/21 113/6 113/19 116/23 120/19 120/20 124/21 126/8 126/15 126/16 130/3 130/13 130/19 138/11 138/12 150/2 160/16 164/1 Part 121 [1] 74/14 **Part 135 [3]** 101/7 130/13 130/19 partial [1] 45/4 participation [1] 53/12 particular [3] 33/11 117/3 145/3 parties [1] 131/23 partitioned [1] 142/6 partner [4] 2/8 11/9 11/11 13/19 party [1] 104/14 passed [1] 91/14 Passero [10] 25/3 25/19 108/13 120/9 120/12 121/4 141/17 141/19 141/22 170/14 Passero Associates [1] 150/13 161/13 120/9 passing [1] 108/20 past [6] 26/19 76/23 102/10 118/19 118/20 147/23 pause [1] 138/5 pavement [4] 45/7 118/17 118/18 118/21 pay [4] 62/17 75/10 78/5 98/2

paying [9] 36/24 55/5 56/18 57/11 65/18 74/25 99/1 99/4 160/4 pays [1] 63/8 **PDK [1]** 164/15 peer [1] 23/18 people [26] 13/5 26/13 26/24 43/16 63/20 64/2 69/10 69/18 73/22 105/3 105/12 110/10 131/24 133/23 133/25 148/24 156/17 156/21 158/19 159/1 159/13 160/5 160/9 161/6 163/17 164/9 per [11] 4/16 55/22 56/9 66/13 66/14 71/11 71/18 71/23 72/3 75/10 138/14 per diem [1] 75/10 per-unit [2] 55/22 71/23 **perceived [2]** 21/13 134/7 percent [24] 36/25 49/21 52/4 52/4 52/8 52/8 52/24 53/7 53/8 53/8 53/12 55/12 56/16 56/21 57/1 58/7 62/5 64/23 65/4 65/8 68/10 68/16 70/5 76/7 **percentage [4]** 38/14 40/9 50/21 53/11 percentages [1] 38/21 perfect [2] 51/24 93/5 perhaps [4] 38/14 112/6 155/11 155/13 period [8] 12/20 41/1 108/7 115/7 134/11 135/18 138/7 139/4 periodically [1] 54/1 periods [1] 114/17 permanent [1] 33/10 permanently [1] 33/21 **permitting** [2] 141/2 141/4 person [7] 74/5 74/8 75/12 82/10 108/14 118/24 118/25 personal [10] 94/2 106/16 124/6 130/4 130/7 149/23 150/3 150/9 150/11 164/20 personally [3] 32/2 personnel [1] 166/11 perspective [6] 13/5 17/8 28/11 115/19 147/1 158/23 pertains [1] 32/9 phase [9] 8/23 8/23 23/23 36/14 39/9 40/3 47/18 67/4 113/22 phenomenal [1] 114/15

{WITNESSNAME}

P phone [2] 10/23 159/2 **phonetic [2]** 108/15 124/20 physical [2] 67/4 67/9 physically [4] 30/11 68/7 68/11 118/14 pick [1] 166/4 picked [1] 10/24 picking [1] 10/25 picture [1] 95/7 pictures [1] 163/7 piece [3] 22/24 112/17 138/23 pieces [2] 65/23 115/13 Pilatus [1] 169/22 pilot [4] 14/23 87/4 159/10 159/24 Pilots [1] 11/24 Pilots Association [1] 11/24 piston [4] 110/22 154/16 158/9 158/9 **place [8]** 34/1 40/6 54/5 54/7 69/18 75/1 110/12 140/20 places [2] 156/14 164/16 plan [95] 2/10 9/22 12/10 12/11 12/18 12/24 13/17 13/17 13/17 14/12 14/17 15/4 15/22 16/5 16/9 17/15 17/17 17/20 17/20 18/3 18/3 18/6 18/6 18/8 18/9 18/12 18/14 18/16 18/21 18/24 19/9 19/10 19/13 19/14 19/15 19/17 19/18 19/20 19/22 19/23 19/25 20/6 20/9 20/10 20/11 20/19 20/20 20/20 20/23 21/4 21/4 21/5 21/9 21/15 21/16 21/16 21/17 21/20 22/4 22/21 22/21 22/25 23/24 24/3 24/5 24/9 26/16 27/24 27/25 28/1 31/10 32/18 32/21 39/12 51/17 51/18 59/3 62/9 65/12 65/14 81/12 81/20 108/5 108/10 108/20 109/5 110/8 111/24 115/25 116/16 124/3 124/7 124/14 125/8 149/21 plane [1] 99/6 planes [5] 84/7 112/21 154/25 155/1 159/25 planned [2] 6/6 32/21 planning [27] 13/24 13/25 14/1 14/2 14/3 14/4 15/2 16/1 16/6 16/8 16/10 17/16 20/16 21/20 23/1 24/11 24/25

25/6 27/9 27/19 40/23 47/15 51/25 67/4 67/9 87/23 87/25 plannings [1] 14/4 plans [15] 15/9 15/9 15/13 15/17 15/18 15/23 15/25 17/18 19/8 19/10 19/22 22/12 129/14 134/3 140/24 plant [2] 107/15 164/19 plants [1] 147/20 playing [1] 97/19 please [2] 101/11 105/22 **PLEDGE [3]** 2/3 3/3 3/5 plenty [1] 136/24 **plus [6]** 36/7 37/15 38/10 69/5 72/13 142/25 pocket [1] 79/9 point [57] 9/3 9/8 9/25 10/6 32/18 32/19 33/7 33/14 34/11 34/15 35/9 37/22 41/3 42/8 47/7 50/19 53/1 53/25 54/21 57/23 58/6 64/11 68/4 71/20 73/12 73/23 73/24 75/3 83/6 84/25 85/21 86/3 92/19 93/4 93/21 94/3 94/5 94/16 109/24 110/23 111/3 111/12 113/24 114/5 115/16 116/6 116/16 123/23 133/1 133/21 146/18 152/2 152/13 152/15 155/3 164/8 169/15 pointed [5] 44/18 46/25 47/3 60/18 67/14 pointing [4] 32/23 49/12 121/1 124/19 points [1] 126/22 policies [4] 16/25 114/24 119/7 119/8 policy [25] 5/24 9/7 94/3 94/9 98/13 99/20 105/15 106/18 106/24 118/6 119/9 119/10 119/16 120/20 120/24 124/7 128/14 129/15 130/2 130/5 139/10 139/25 140/20 150/7 155/12 poorly [1] 146/11 port [1] 33/1 portion [5] 9/23 61/18 96/16 99/7 107/4 portions [1] 34/6 ports [1] 33/1 position [4] 101/8 121/25 133/7 134/8 positive [2] 12/22 149/15 possibility [1] 84/8

possible [5] 21/7 27/7 27/10 27/17 83/24 possibly [1] 135/24 post [2] 62/4 79/6 potential [2] 47/3 50/9 potentially [4] 45/2 45/16 46/21 66/12 power [6] 60/3 96/2 107/15 147/20 148/15 164/19 powers [1] 59/23 practical [1] 141/11 pre [1] 73/8 pre-budget [1] 73/8 **precisely** [1] 84/6 **predates** [1] 148/6 predecessor [1] 108/11 preference [2] 73/22 89/20 preferred [2] 109/5 109/7 Prelim [1] 2/11 preliminarily [1] 5/13 preliminary [3] 6/9 63/25 91/12 **Premier [1]** 130/9 preparation [1] 15/13 preparations [1] 32/15 prepare [7] 14/12 14/17 15/12 15/23 20/1 20/15 23/19 prepared [10] 5/18 5/21 5/24 6/5 7/21 15/8 17/18 55/16 72/15 143/3 present [3] 1/9 1/14 22/17 presentation [12] 2/11 12/19 91/12 95/4 108/16 121/7 129/11 142/24 146/14 161/23 162/5 169/13 presented [2] 3/15 145/25 **preserve** [1] 36/11 pressure [1] 105/7 presumably [5] 39/20 51/7 65/4 81/23 147/8 **presume [1]** 140/23 pretty [12] 11/1 42/15 42/18 55/10 55/16 72/18 89/24 118/1 129/18 135/11 142/9 162/2 prevalent [1] 42/12 previous [4] 24/4 50/18 52/22 58/13 price [1] 115/12 pricing [1] 4/16 primarily [2] 36/21 158/4 primary [3] 49/12 97/5 159/9 principals [1] 117/11

prior [6] 102/17 102/18 108/12 131/11 151/25 169/25 **priorities** [6] 16/14 16/17 16/19 18/13 29/16 104/6 **prioritize** [2] 17/12 63/5 prioritized [1] 28/14 priority [2] 18/20 67/12 private [13] 10/24 14/23 38/3 38/5 38/14 39/9 51/3 62/4 62/18 70/15 74/14 74/15 159/10 probably [24] 8/5 14/22 20/3 26/14 33/17 33/20 40/25 45/19 45/19 54/16 55/21 55/23 59/13 59/21 62/4 70/9 89/8 93/5 93/23 110/14 116/10 135/1 160/2 161/11 problem [14] 7/16 45/23 46/3 65/18 69/17 69/22 96/6 98/12 98/18 121/16 128/10 147/10 147/11 157/12 problematic [1] 103/9 **problems [3]** 107/7 151/23 151/23 proceed [5] 40/2 40/21 41/15 67/3 67/10 **proceeding [1]** 37/18 process [21] 15/3 16/20 17/3 20/18 20/25 21/7 23/3 24/9 24/12 24/15 24/23 27/21 30/4 73/15 100/4 104/23 104/25 105/18 119/17 127/12 158/17 processes [1] 17/12 profit [3] 57/18 57/19 163/20 19/9 20/13 27/23 35/23 37/12 57/20 programmed [5] 9/18 36/20 37/8 37/8 52/17 programs [2] 9/14 159/8 **prohibited** [1] 107/4 project [35] 9/18 9/19 9/19 14/8 14/18 18/11 18/19 25/4 30/8 32/24 33/23 34/4 34/14 36/1 38/8 38/25 45/6 45/14 49/24 49/25 50/3 50/5 50/5 50/17 50/17 52/9 52/10 63/2 67/18 69/3 69/4 82/20 93/8 112/13 112/14 projects [26] 7/2 7/3 9/1 16/23 17/13 18/14

18/25 19/3 19/19 19/21 27/22 37/6 37/11 37/16 37/17 38/11 38/17 38/21 38/23 49/21 50/15 50/15 54/19 62/24 92/24 93/12 prolonged [2] 148/19 148/20 promise [1] 35/7 promised [1] 93/20 promoting [1] 66/22 **prop [1]** 110/17 proper [1] 6/24 properties [2] 35/17 59/5 property [25] 34/23 35/13 35/20 42/3 42/6 44/5 49/6 59/10 59/15 59/18 60/2 61/11 63/7 68/9 79/14 97/24 98/11 98/25 99/10 99/11 99/14 99/15 115/13 118/12 118/16 propose [1] 159/21 proposed [6] 32/20 33/15 89/18 100/23 124/15 167/14 proposition [1] 76/4 protect [6] 100/4 129/24 129/24 133/8 136/16 138/14 protecting [1] 135/25 **protection [4]** 45/10 72/1 87/9 126/1 proceedings [1] 172/8 proud [2] 160/15 161/2 provide [17] 16/24 19/4 19/5 20/14 23/14 23/14 28/23 31/13 34/10 64/5 74/12 85/7 93/20 94/17 126/13 127/4 163/18 provided [3] 28/12 92/21 122/7 **provides [7]** 23/13 24/5 113/25 113/25 program [8] 9/15 15/12 114/24 127/8 127/10 **providing [1]** 16/13 provision [3] 104/22 127/23 137/4 provisioned [1] 34/3 **provisions [5]** 136/6 136/7 136/8 137/10 150/7 proximity [2] 109/12 112/1 public [25] 2/13 28/16 30/24 31/1 31/6 51/1 51/2 51/9 58/22 62/21 63/13 66/20 84/12 91/18 92/5 92/8 92/11 92/17 109/11 109/15 125/13 127/16 167/23 169/16 170/4 public's [1] 62/20 publicly [1] 149/12

{WITNESSNAME}

### {WITNESSNAME} {DATE}

P **published** [2] 31/11 83/4 **pull [1]** 97/5 pulled [1] 102/5 purchase [1] 125/21 purchased [1] 125/16 pure [2] 138/14 138/24 purple [1] 96/17 purports [1] 15/14 purpose [5] 20/21 22/10 79/16 129/23 136/20 purposes [3] 100/16 123/18 167/7 pursuing [2] 74/4 91/25 pushing [1] 151/1 put [24] 34/18 36/17 36/22 47/15 50/2 50/4 53/6 56/7 59/13 64/14 77/19 80/2 87/23 91/6 92/3 99/18 108/4 115/19 116/13 128/23 135/8 138/21 156/21 156/22 puts [3] 53/8 53/8 147/24 putting [6] 38/13 56/9 56/21 112/5 125/19

128/22

puzzle [1] 65/23

question [21] 3/25 25/18 25/22 26/18 39/15 52/1 76/10 78/17 83/11 83/19 95/2 95/8 104/13 111/14 132/2 132/22 134/13 143/13 153/20 156/7 168/8 questions [15] 3/18 15/3 15/5 15/6 23/12 25/8 25/9 25/21 30/10 30/20 32/8 39/6 76/9 102/7 132/25 quick [6] 22/19 45/14 52/1 110/9 165/12

quickly [3] 32/6 89/24 107/11

quietly [1] 90/21 quite [9] 32/2 34/21 55/21 57/4 128/13 131/17 142/2 149/1 159/7

166/4

raise [1] 62/16 range [3] 42/17 116/8 139/15 ranging [1] 14/1 rapid [1] 139/15 rare [1] 38/24 rate [11] 54/12 55/1

55/3 55/13 57/6 62/17 64/9 64/10 64/16 68/6 82/3 rates [8] 50/10 54/2 54/18 56/11 75/21 88/19 88/19 89/7 rather [3] 111/16 138/13 138/25 ratification [1] 111/22 ratify [1] 9/8 ratifying [2] 111/23 111/23 rational [1] 107/6 re [3] 105/20 115/1 139/1 reached [2] 87/19 104/3 reaches [1] 104/20 reaching [2] 14/8 21/14 read [4] 100/12 136/5 149/10 163/4 ready [9] 15/4 60/9

60/10 64/21 65/5 67/10 87/17 124/22 166/18

real [7] 32/6 68/13 69/1 107/11 110/9 165/12 166/3

realistic [1] 22/6 Realistically [1] 41/12 reality [2] 122/18 123/21

realize [1] 41/17 reallocate [1] 38/19 really [67] 12/16 13/4 16/7 16/11 17/7 18/4 19/4 20/23 22/9 22/22 23/5 23/12 23/21 23/23 24/3 24/5 24/13 25/2 32/23 33/14 33/21 34/7 35/13 35/25 36/12 36/14 37/13 39/14 57/12 57/20 57/24 60/25 65/11 68/16 72/6 74/3 76/19 85/19 86/16 93/7 94/16 97/18 101/4 103/23 114/16 116/15 128/21 129/5 129/22 131/7 132/5 132/12 133/3 135/15 138/3 147/24 149/7 153/3 154/5 154/24 158/2

159/3 159/23 160/17 164/1 164/23 166/25 realm [1] 97/12 reason [11] 15/7 17/21 24/15 65/19 71/16 82/22 83/22 123/22 125/25 128/25 155/13 reasonable [3] 101/13

102/11 139/9 reasons [4] 104/9 115/6 136/7 149/3 **REBA [7]** 1/11 3/24

83/14 87/1 162/13

165/12 168/21 Reba's [1] 85/21 rebuild [2] 104/5 104/5 rebuilt [1] 44/14 rebuttal [1] 162/6 rebutted [1] 168/17 recall [1] 171/5 received [2] 10/8 83/5 receiver [1] 33/12 recent [3] 83/24 127/18 139/25 recently [4] 15/8 62/25 72/12 126/5

reciprocal [3] 105/1 138/20 139/1

recognized [2] 98/17 100/15

recognizing [2] 97/18 103/6

recommendations [2] 24/20 91/2 recommending [2]

74/19 85/9 record [5] 49/15 114/21 162/18 168/12 172/9

records [2] 30/23 30/25

recover [2] 56/23 57/8 recoverable [3] 56/8 56/10 106/1

recovery [1] 57/9 recurrence [1] 159/20 recurrent [1] 159/22 red [1] 59/4 redevelop [1] 113/21

redeveloped [1] 113/23 redline [3] 101/11

101/14 101/24 redlined [1] 106/17 redlines [1] 101/25 redo [1] 33/24

**Redoing [1]** 95/21 reduce [4] 27/15 73/25 109/20 110/2 reduced [1] 127/20

reelected [1] 99/13 refer [1] 42/22 referendum [1] 82/19 referred [3] 57/18 119/24 168/22

referring [1] 113/11 reflecting [1] 12/21 refused [2] 107/9 133/17

regard [1] 62/3 regarding [2] 100/9 166/10

Regardless [1] 48/24 **Regional [1]** 160/16 regionally [1] 161/5 regular [2] 1/2 107/18 regulatory [1] 139/7 reimbursed [1] 40/9

reiterate [1] 161/2 relate [1] 147/21 related [20] 4/16 32/14 95/24 107/15 115/2 115/5 118/6 119/1 121/22 121/25 122/15 123/1 123/20 130/17 133/5 142/1 relation [1] 151/17 relations [1] 133/12

relationship [1] 49/23 relative [2] 32/4 54/16 relatively [2] 92/3 150/24

release [1] 48/24 relevant [1] 119/18 relocating [1] 33/16 rely [1] 100/3

relying [1] 131/8 remaining [2] 105/21 105/21

remains [1] 10/9 remanded [1] 106/8 remember [2] 57/16

remind [1] 62/22 reminder [2] 75/4 152/3

remiss [1] 37/22 remove [1] 116/12 **removed [2]** 5/13 106/7

Remy [7] 13/15 13/18 13/21 22/16 22/23 25/11 29/4

renewal [1] 127/24 renewals [1] 143/18 renewed [3] 97/2 97/3 101/23

rent [10] 38/15 51/6 51/11 51/20 54/15 56/9 56/14 75/25 79/14 112/4

rent's [1] 72/22 rental [5] 50/9 51/13 54/7 54/12 57/1 rented [1] 112/7 rents [5] 56/24 58/8 58/15 65/20 76/3

repair [3] 97/7 125/24 130/12

repayment [1] 54/24 repeat [2] 120/17 137/14

repeating [1] 117/20 rephrase [1] 132/4 replace [1] 88/24 replaced [2] 145/5 145/9

replacement [5] 32/24 55/24 55/24 70/18

report [17] 2/5 2/7 3/6 3/8 3/16 4/7 6/15 8/17

8/18 31/11 31/14 31/14 47/23 113/1 115/2 170/25 172/7 54/25 61/8 82/21 95/18 | **REPORTER'S [2]** 2/16 171/13

> **Reporters [1]** 1/22 **REPORTS [2]** 2/14 165/10 represent [1] 52/23 representative [3] 11/24 87/6 109/24

represents [1] 52/8 request [5] 40/11 40/13 40/14 73/20 124/14

requesting [1] 125/5 require [2] 107/25 150/8

required [5] 74/13 80/6 124/24 141/4 154/21 requirement [2] 94/2

123/1 requirements [2] 129/15 130/5 requires [3] 103/13

125/7 164/19 rescue [10] 73/11 73/21 75/2 75/11 76/2 76/3 76/20 78/2 80/6

83/21 research [3] 15/12

15/20 145/7 researched [1] 142/23 reserve [2] 90/7 109/15 reserves [2] 90/9 91/8

**residence** [1] 123/1 residences [1] 118/9 **residential [1]** 106/12 residents [2] 66/21 149/16

residual [1] 35/11 **resolution [1]** 123/4 resounding [1] 109/11 resource [1] 66/20 resources [3] 18/10 18/11 73/14

respect [1] 147/2 respond [5] 62/7 62/11 75/5 75/9 82/11

responds [1] 82/2 response [13] 74/9 75/5 78/19 78/19 79/1 82/3 86/7 95/1 102/4 102/13 109/14 124/13 168/11

responses [2] 74/11 75/7

responsible [1] 136/18 restrict [1] 164/19 restrictions [1] 145/24 result [3] 33/17 94/7 109/10

results [1] 82/19 retail [1] 137/18 retired [2] 99/13 116/5 {PLAINTIFF} v. {WITNESSNAME} {DEFENDANT}

DEFENDANT}				{DATE
R	roadblocks [1] 34/22	83/21 84/4 84/13 86/5	29/9 51/7 54/24	sell [1] 105/13
return [1] 55/1	roadmap [2] 19/4 24/5	86/20 87/1 88/2 90/19	scheduled [4] 12/20	selling [1] 158/7
revenue [4] 5/5 37/18	<b>ROBERT [3]</b> 1/12	90/23 165/13 165/20	75/12 84/14 165/16	send [1] 128/2
57/15 92/25	132/1 166/24	170/21	schematic [1] 112/14	sense [4] 53/5 53/21
review [11] 21/10 29/9	Robert's [1] 6/24	said [23] 39/7 41/22	school [8] 125/20	86/6 105/10
84/13 88/2 90/19 90/23	Roberts [1] 96/3	49/3 49/22 50/25 84/21	125/22 126/16 126/17	sensitive [1] 112/23
140/22 147/23 165/13	Roderick [2] 109/23	87/22 88/6 101/23	126/17 131/1 158/4	sent [1] 106/25
165/20 170/21	109/23	103/17 108/16 122/12	166/24	sentiment [2] 64/8
reviewed [10] 46/23	<b>ROI [1]</b> 70/6	123/15 125/11 127/21	scientific [1] 107/5	117/6
47/1 123/5 123/10	roll [2] 23/7 24/2	137/14 147/3 155/9	scope [2] 14/14 22/20	separate [2] 32/20
123/14 135/17 140/2	rolled [1] 28/5	157/6 158/3 162/15	<b>Sea [1]</b> 1/15	108/22
142/2 142/3 162/21	room [16] 1/3 26/13	163/23 169/12	seaplanes [1] 154/13	Sept [1] 92/8
reviewing [1] 27/23	44/15 44/17 44/20	sake [1] 101/17	search [1] 10/3	<b>September [19]</b> 8/25
revised [6] 24/17 102/5	44/21 46/24 66/1 66/12	sales [8] 82/19 121/23	searches [1] 10/24	9/6 41/13 84/14 88/7
102/16 119/15 123/23	84/12 107/20 142/3	122/4 122/13 122/18	season [1] 166/20	91/17 91/24 92/4 92/8
141/16	142/4 169/2 170/11	122/19 122/21 122/22	second [12] 23/23 27/3	92/10 94/6 94/13 107/1
reviser [1] 131/5	170/18	same [30] 27/12 27/14	29/21 30/7 37/3 41/7	114/7 165/22 165/23
revision [1] 141/14	root [1] 166/20	42/15 53/14 53/18	88/8 88/14 91/25	166/8 167/17 172/10
revisions [3] 102/4	roughly [4] 28/20	53/20 54/11 63/4 69/21	121/24 122/25 138/23	September 12th [1]
102/19 135/10	115/24 118/16 120/6	71/13 84/25 97/7 99/3	section [6] 96/18	167/17
revisit [1] 35/16	Round [1] 170/15	99/21 102/2 109/4	100/12 102/5 106/19	September 22nd [1]
	row [29] 32/24 33/1	110/20 117/6 120/16	121/1 129/22	8/25
revisited [1] 20/6 revisiting [1] 65/13	33/3 33/4 34/5 36/5	121/3 121/5 121/6	Section 3 [1] 100/12	September 23rd [1]
rewrite [1] 123/25	41/24 44/5 44/11 44/13	125/4 126/2 126/22	Section 35 [2] 121/1	166/8
rewrites [1] 101/16	44/22 45/3 45/4 45/17	134/15 136/23 142/16	129/22	series [2] 33/4 168/22
Rhumb [1] 169/20	45/17 45/22 45/24 46/1	150/15 169/10	sector [3] 38/3 38/5	serve [2] 20/21 22/10
Richard [1] 123/12	46/2 46/3 46/4 46/11	<b>SASOs [1]</b> 98/9	74/14	serves [1] 154/3
Ricondo [4] 13/22	55/24 55/24 61/2 61/5	sat [1] 102/20	see [50] 10/12 12/19	service [9] 23/13 23/14
14/21 14/21 25/10	61/6 70/17 70/18	saved [2] 142/22	16/11 19/7 36/9 37/3	23/15 75/12 78/18 85/7
ridiculous [3] 162/7	<b>Row A [3]</b> 44/5 44/11	158/12	43/21 45/21 52/14	85/23 98/9 127/13
163/9 168/25	44/22	saw [1] 5/4	53/20 54/4 54/14 55/9	services [16] 13/25
right [80] 3/7 4/6 5/6	Row K [1] 33/4	say [53] 12/16 25/18	56/3 56/25 57/4 59/4	14/2 74/13 75/4 78/3
6/10 11/1 11/10 12/4	rows [3] 33/2 46/9	43/14 60/17 64/17	60/22 61/21 71/12 85/8	87/9 98/20 124/16
23/7 26/7 26/8 33/7	71/21	64/20 66/3 67/24 75/1	87/20 92/4 92/14 96/13	124/18 124/25 125/12
34/25 40/10 41/23	<b>RPR [3]</b> 1/22 172/6	78/19 80/12 84/10	107/12 111/1 111/11	127/5 127/9 127/11
41/25 42/6 43/10 44/11	172/13	84/13 87/4 89/13 90/8	111/16 112/12 112/25	130/23 130/25
44/14 44/15 44/23	<b>RPR-CP [2]</b> 172/6	90/21 94/20 98/4 98/5	114/3 118/9 118/9	serving [1] 95/13
46/10 46/16 47/3 47/20	172/13	98/12 99/19 100/2	118/17 119/11 119/24	sessions [2] 13/16
51/14 55/8 58/7 60/15	Rudlow [1] 165/12	100/9 101/9 102/13	120/25 121/7 124/15	27/17
60/16 61/9 61/13 62/23	rule [1] 11/6	103/12 103/22 107/12	130/24 131/12 135/1	set [2] 46/22 89/13
63/9 64/21 65/2 65/21	Rules [1] 6/24	117/18 122/14 126/12	144/22 151/18 156/5	setbacks [1] 84/16
66/2 68/3 68/20 69/2	ruling [1] 49/11	136/19 139/7 140/25	157/14 159/3 163/16	setting [4] 54/18 55/3
70/10 70/25 71/8 72/7	rumor [1] 32/3	144/6 145/4 145/8	169/13	82/15 155/20
73/5 76/19 77/5 80/20	run [3] 45/14 102/24	145/10 146/7 147/2	seeing [4] 113/2 113/3	seven [3] 62/12 66/5
83/16 85/17 86/1 86/12	149/7	148/2 148/13 148/19	116/17 146/14	82/4
87/9 90/12 90/15 91/11	Runner [1] 169/20	150/3 151/25 155/16	seeking [1] 102/19	seven-year [1] 62/12
95/3 95/16 97/24	running [2] 95/11	156/18 156/21 160/25	seem [1] 123/25	several [3] 9/16 10/9
111/19 112/16 114/9	113/16	161/19 162/22 168/24	seemed [1] 117/12	110/10
118/19 119/11 128/5	runway [3] 45/10 45/11	saying [9] 72/6 95/12	seems [10] 39/11	shaking [1] 114/12
132/16 138/20 139/17	143/10	112/9 127/22 133/6	39/14 40/21 41/14	shaped [1] 155/12
140/13 141/6 142/5	Runway 2/20 [1] 45/11	144/10 152/19 158/18	47/14 102/11 123/24	<b>share [6]</b> 36/21 39/21
	<b>Ryan [6]</b> 14/18 14/19	159/3	128/11 164/3 167/7	52/6 55/5 59/1 137/14
151/20 156/13 158/18	14/20 14/24 22/15	says [13] 98/9 102/24	seen [7] 10/20 10/20	shared [1] 31/8
158/19 159/8 165/11 168/18 171/9	30/17	104/14 109/25 114/11	10/21 10/21 11/2 17/18	
		115/4 119/4 125/14	135/16	87/11 87/14
Ring [1] 96/2 Ring Power [1] 96/2	<u>S</u>	125/23 126/1 126/4	segment [1] 112/6	She's [2] 60/23 60/25
ring Power [1] 96/2 ringing [2] 159/2 159/2	<b>SAAPA [2]</b> 11/20	126/8 127/3	segue [2] 94/25 100/6	shed [1] 87/2
	103/23	scale [2] 36/2 89/3	selection [2] 109/6	sheet [1] 92/3
risks [1] 133/11	Sabrejet [1] 110/24	scare [1] 77/12	109/7	Sheriff's [2] 88/3 96/5
<b>Rivkin [3]</b> 96/3 120/9	Sacha [1] 143/8	scenario [3] 36/23	self [3] 17/22 117/25	Sheriff's Office [2]
121/4 DMD [2] 1/22 172/6	safe [2] 122/1 148/14	77/19 77/23	118/2	88/3 96/5
RMR [3] 1/22 172/6	safely [1] 65/15	scenarios [3] 23/20	self-fuel [2] 117/25	shock [1] 56/2
172/13	safer [2] 89/9 159/24	23/22 24/1	118/2	shocked [1] 93/12
road [9] 8/22 8/23 35/1	safest [1] 158/13	schedule [8] 24/22	self-sustainability [1]	shop [2] 99/2 99/3
38/11 61/8 61/15 61/17	safety [14] 83/15 83/19		17/22	shopping [1] 136/14
99/12 138/9				

{PLAINTIFF} v. {DEFENDANT}
S
short [14] 22/14 27/2 46/9 49/5 70/4 92/16 120/4 128/8 135/23 137/9 138/7 139/3 139/9 139/15
short-range [1] 139/15 short-term [1] 22/14 shorter [1] 46/9 shortly [1] 9/20 shortness [1] 46/6
should [24] 7/6 9/9 9/10 15/21 16/16 25/7 28/13 40/21 48/8 49/3 54/22 64/5 73/25 84/10 84/18 84/20 87/8 90/13 90/18 90/22 99/24 152/24 155/22 162/3 shouldn't [2] 86/1
105/7 shovel [1] 161/25 show [13] 34/15 70/3 100/25 102/21 103/8 103/18 104/11 105/24 110/8 111/19 114/8 119/5 127/17 showed [2] 97/16
116/1 showing [1] 34/18 shown [3] 96/16 96/19 108/18
shows [1] 59/3 sic [5] 12/2 127/19 154/18 167/5 167/5 sick [1] 142/25 side [13] 9/15 34/25 38/10 45/16 46/18 52/4 52/4 68/15 151/18 152/11 155/23 169/2
169/15 sided [3] 161/23 162/5 168/16 sights [1] 147/1
sign [4] 101/23 101/25 107/9 133/15 signed [4] 122/8
142/16 143/20 166/1 significant [13] 4/15 37/7 41/1 56/19 56/22 75/17 94/8 112/4 136/15 139/14 140/15 141/20 141/25
significantly [4] 52/25 56/2 56/20 115/6 silo [1] 62/22 similar [5] 23/18 48/1 97/8 116/24 128/21
simple [1] 135/24 simply [2] 38/13 49/12 since [11] 11/5 57/7 62/6 83/6 83/8 90/5 90/6 117/16 119/22 134/23 168/9
134/23 100/9

single [6] 55/5 74/3

74/5 78/8 93/8 169/22

single-engine [1] 169/22 single-staff [1] 74/5 singles [1] 117/1 sir [12] 3/11 3/13 4/10 11/8 11/25 12/6 31/24 137/24 142/20 157/20 165/3 166/17 sit [7] 40/25 41/1 41/17 112/15 143/2 146/6 156/20 site [12] 33/12 38/6 44/23 45/2 46/21 47/7 55/18 59/2 72/15 84/2 110/8 155/7 sites [3] 47/16 47/19 55/16 sitting [8] 79/11 79/12 107/20 111/13 112/13 113/2 142/7 155/1 situation [4] 131/21 138/13 162/4 163/19 situations [1] 128/24 six [6] 14/22 82/4 83/2 83/7 87/21 112/2 size [8] 23/18 27/16 42/12 42/13 44/2 54/11 149/4 149/7 sizes [1] 42/21 **skip [3]** 29/1 103/8 126/11 **sky [1]** 151/19 slanted [2] 103/2 103/3 slide [9] 32/17 36/17 39/1 39/4 49/19 50/18 52/2 52/22 57/3 slides [3] 13/18 53/20 55/9 slightly [3] 33/17 36/8 43/11 **Slingluff [5]** 116/3 116/4 116/7 116/9 117/5 slow [3] 50/8 54/14 109/19 **slower [1]** 50/8 slowly [1] 20/11 small [2] 43/20 158/9 smaller [3] 33/17 50/5 108/24 **smallest** [1] 36/4 **smart [1]** 165/25 smarter [1] 144/11 so [266] Solano [1] 63/20 sole [1] 99/25 solicit [1] 38/4 **solution [3]** 144/10 144/12 145/11 some [101] 11/2 13/18 16/1 16/5 16/9 16/13 16/13 16/24 17/16 19/1 19/5 20/6 20/14 21/1 21/9 21/10 21/10 22/1 sort [10] 12/21 13/5 22/2 23/16 23/20 23/24

26/10 26/22 27/3 27/19 27/20 28/9 28/18 28/19 28/23 29/25 30/5 32/7 32/13 34/11 36/7 36/15 37/18 37/19 38/3 38/22 38/24 40/9 47/21 47/25 49/8 54/3 54/9 54/24 63/24 63/24 66/12 66/12 68/4 69/12 73/20 73/23 84/16 85/22 87/23 88/5 90/16 92/13 95/5 95/6 96/7 96/9 96/20 98/8 99/1 100/7 102/9 102/14 102/21 104/4 107/11 108/24 110/8 110/12 113/24 118/1 119/1 121/21 122/15 123/22 130/15 132/16 135/4 135/21 135/22 138/5 139/20 144/9 145/14 147/8 149/10 149/11 155/6 160/4 165/18 **somebody [8]** 67/17 70/6 79/15 86/17 94/24 150/23 151/7 152/4 somebody's [1] 148/22 **somehow [2]** 100/20 143/2 **someone [2]** 54/6 168/8 something [54] 4/11 7/22 9/17 10/18 11/18 12/5 17/23 18/21 18/23 20/17 21/19 22/3 27/8 35/15 40/21 43/3 47/11 49/1 50/13 54/17 60/17 63/21 64/12 66/20 75/20 75/21 85/23 86/14 86/17 86/18 89/2 89/24 92/14 94/12 94/20 104/7 106/4 107/10 108/2 122/17 122/19 122/25 123/22 129/5 131/7 131/25 133/3 134/19 148/21 151/11 151/16 158/8 160/13 162/19 **sometimes** [9] 17/1 18/18 20/8 21/24 21/25 22/1 29/25 48/2 93/10 somewhat [2] 56/10 72/21 somewhere [5] 10/22 33/19 74/6 99/12 108/17 soon [2] 21/13 81/16 sophisticated [1] 135/22 sophistication [1] 136/2 **sorry [5]** 3/20 25/15 25/17 40/15 76/16

34/19 38/24 54/25

56/25 59/11 75/23 110/12 131/9 sounds [5] 12/8 31/21 113/16 122/16 168/13 sources [1] 92/25 south [41] 30/18 59/7 59/25 65/15 68/14 106/24 107/8 107/13 107/16 108/3 108/3 108/8 108/17 108/25 109/13 110/6 110/7 110/22 111/9 111/11 111/21 111/24 112/12 112/20 112/23 113/15 114/4 114/22 115/20 116/17 117/15 117/19 118/6 118/9 118/10 128/13 128/22 129/4 147/20 147/25 156/11 South Carolina [1] 30/18 South GA [1] 65/15 southeast [3] 96/3 127/13 158/25 Southeast Aero [1] 127/13 southern [1] 33/6 **sovereign [1]** 107/10 **space [9]** 43/3 47/3 62/21 66/20 110/16 121/7 140/17 142/7 142/12 **spaces [2]** 102/23 102/25 span [2] 147/7 149/5 **speak [3]** 12/7 32/13 106/3 **speaker [1]** 58/23 speaking [4] 15/19 29/2 63/18 129/6 special [3] 98/9 118/1 140/18 **specific [2]** 16/7 159/11 specifically [10] 24/17 48/10 70/17 99/18 100/11 103/5 111/10 123/15 139/23 147/19 **specifics** [1] 151/5 speed [1] 82/20 spend [4] 21/19 30/7 78/24 112/3 spending [1] 141/10 **spoke [1]** 19/12 **sporting [1]** 148/16 **spotlight** [1] 108/4 **spreading [1]** 156/17 **square [3]** 42/17 43/1 43/12 ST [8] 1/1 1/5 1/15 1/15 1/22 1/23 157/24 172/4 St. [12] 14/11 62/2

137/19 149/13 170/15 St. Augustine [1] 149/13 St. George Street [1] 137/19 St. Johns [1] 62/2 St. Johns County [9] 14/11 73/21 75/1 75/9 76/15 78/14 87/24 96/4 170/15 stab [1] 129/9 staff [42] 2/7 2/11 6/5 7/21 8/3 8/17 8/18 14/17 15/15 16/12 16/25 17/6 17/23 17/25 18/22 20/14 20/21 22/1 22/9 60/7 60/11 64/13 74/3 74/5 74/21 78/11 78/12 78/13 86/20 91/12 117/15 117/18 117/22 117/24 122/18 122/23 130/17 131/8 138/19 146/25 152/4 152/16 staff's [4] 103/12 121/13 122/12 122/16 staff-driven [1] 152/4 **staffed [5]** 77/10 77/11 77/11 77/12 80/5 staffing [4] 81/1 81/1 81/5 81/6 **stage [7]** 115/25 116/3 120/2 120/6 131/10 148/8 148/9 stake [1] 163/22 **stakeholder [12]** 21/2 22/24 24/8 24/13 24/22 24/24 26/10 27/4 28/2 28/4 28/8 29/19 stakeholders [13] 17/4 17/4 17/5 18/22 21/6 22/1 23/2 24/16 26/12 26/20 27/5 28/17 69/13 stand [6] 4/8 8/16 9/16 17/18 60/15 113/13 **stand-alone [2]** 17/18 113/13 standard [6] 101/4 101/4 120/20 133/14 134/13 155/20 **standards [3]** 119/16 124/24 161/15 **standing [2]** 105/6 124/22 spoken [2] 69/10 69/14 standpoint [3] 69/16 105/10 138/15 stands [1] 125/13 start [15] 21/7 21/8 21/13 21/13 29/15 30/6 40/12 55/25 65/11 69/3 78/7 87/23 95/12 113/16 169/25 started [5] 20/18 29/7 73/21 75/1 75/9 76/15 100/8 101/2 128/11 78/14 87/24 96/4 starting [1] 29/25

{WITNESSNAME}

## S starts [1] 166/20 state [15] 15/24 26/4 30/22 39/17 69/22 69/25 106/7 106/9 106/9 106/10 139/7 145/19 145/20 164/16 172/3 stated [3] 107/3 126/10 162/17 **statements** [1] 162/9 station [17] 73/25 76/16 76/18 79/4 79/12 79/18 80/16 80/19 81/2 81/9 81/10 81/15 81/21 81/23 82/1 82/1 82/13 Status [2] 2/12 93/18 Statute [1] 98/4 Statutes [2] 98/3 106/11 stay [9] 45/9 53/14 53/18 53/19 57/22 57/22 105/8 110/17 134/8 stayed [1] 99/21 stays [1] 93/8 **steady [1]** 54/15 stenographic [1] 172/9 stenographically [1] 172/7 **step [2]** 75/17 118/11 **stepping [1]** 159/18 steps [4] 25/2 25/2 61/20 64/13 still [28] 34/22 35/2 35/5 35/6 42/3 44/24 48/25 49/2 60/23 61/5 69/24 74/1 74/6 75/8 92/12 92/15 94/6 94/8 99/8 102/15 104/11 114/23 116/4 117/7 121/3 125/3 128/6 157/15 stop [2] 104/21 170/23 **storage [2]** 43/3 43/5 store [1] 80/2 storing [1] 135/2 **story [2]** 88/16 111/20 straddles [1] 93/11 straightforward [1] 164/23 strategic [45] 2/10 9/22 12/9 12/11 14/4 14/12 14/17 15/2 15/8 15/13 15/25 16/1 16/4 16/6 16/7 16/9 17/15 17/17 17/20 18/6 18/9 18/12 18/16 18/21 18/24 19/13 19/20

19/23 20/6 20/8 20/11 21/15 21/17 21/20 22/12 22/20 23/1 23/24 24/25 25/6 27/9 28/6 28/13 31/10 39/12 Strategic/Business [1]

2/10 strategies [1] 67/7 stream [1] 51/13 street [5] 1/15 1/23 46/19 76/20 137/19 stress [1] 24/13 strictly [1] 41/3 stronger [1] 140/10 **structure [4]** 38/15 51/11 51/20 140/11 students [1] 159/7 study [2] 47/17 107/25 stuff [2] 74/24 158/19 subject [2] 170/10 170/10 subjecting [1] 97/25 submit [1] 121/11 subsequent [1] 123/13 subsequently [1] 97/3 subset [1] 21/17 subsidy [2] 51/2 51/10 substandard [1] 98/18 successful [1] 21/5 succinct [1] 146/19 such [5] 23/2 104/16 137/9 138/18 162/4 sue [1] 106/2 sufficient [3] 36/2 129/14 129/16 suggesting [1] 57/6 **suitable [1]** 155/7 Suite [1] 1/23 summarize [2] 24/10 28/10 **summary [1]** 131/19 summer [2] 48/22 70/23 support [9] 14/3 34/2 39/11 46/11 72/1 124/9 127/13 130/2 140/18 supported [1] 40/22 supporting [2] 31/9 160/17 **suppose [1]** 121/3 supposed [1] 122/13 sure [30] 3/4 17/25 22/3 24/15 26/2 26/7 27/24 31/7 42/9 43/18 48/7 70/5 86/18 87/10 89/17 116/3 120/20 128/3 128/9 137/11 137/15 138/4 139/16 141/21 142/14 143/15 146/15 154/17 156/3 167/21 surprised [1] 145/25 surrounding [1] 148/25 survey [1] 54/2 surveys [1] 26/22 sustainability [1] 17/22

111/2 151/3 162/13

162/17

system [3] 84/4 84/5 114/19 systems [1] 140/18 T-Hangar [39] 2/10 31/22 31/23 31/25 32/21 33/3 33/23 34/14 34/16 35/20 36/13 37/5 37/16 38/6 39/9 40/4 40/20 42/15 42/18 51/2 54/2 54/9 56/14 56/23 58/8 62/3 64/17 67/4 69/3 69/4 75/25 76/2 119/20 119/21 120/3 120/4 135/2 135/23 139/19 T-hangars [26] 32/4 32/10 32/20 33/18 34/19 34/24 35/23 36/25 46/22 47/18 51/7 51/9 51/19 53/2 54/4 54/22 54/23 55/18 56/18 58/13 63/8 67/8 68/9 91/21 109/1 112/11 table [8] 37/23 62/14 84/10 84/20 84/21 119/10 146/7 170/15 tabled [2] 90/18 90/22 tabling [1] 91/2 tactic [1] 77/13 take [17] 21/22 22/15 52/21 56/16 56/19 64/21 92/5 93/12 117/20 118/1 118/12 138/11 139/1 144/9 145/6 155/24 169/18 taken [5] 43/7 61/12 122/10 129/6 145/16 takes [5] 64/24 139/6 140/20 144/24 159/16 taking [4] 35/17 114/19 118/15 121/24 talk [19] 5/18 5/22 5/24 7/4 7/4 7/6 8/5 11/22 21/2 21/21 26/10 28/12 29/23 29/25 47/10 90/24 97/10 123/23 147/18 talked [5] 14/14 26/3 62/25 63/1 106/4 talking [27] 13/13 29/14 29/15 46/2 47/5 47/16 51/16 51/16 71/10 90/7 90/20 95/20 98/24 109/25 111/8 115/20 118/3 119/2 119/21 120/6 134/23 140/5 145/18 150/23 156/11 167/2 169/5 talks [1] 130/18 **SUZANNE [6]** 1/10 3/2 target [2] 60/5 68/17

tarmac [1] 117/1

sweet [2] 120/4 135/24 Tarver [1] 59/7 task [5] 22/22 22/23 23/8 24/1 28/24 tasks [2] 22/22 24/4 tax [14] 82/19 99/9 121/20 121/23 122/4 122/13 122/14 122/19 122/19 122/21 122/22 123/16 123/17 147/13 taxable [1] 123/17 taxation [6] 97/17 97/25 99/1 100/16 100/21 123/1 taxes [4] 98/2 99/4 121/22 122/15 taxied [1] 168/25 taxiing [2] 88/25 149/5 taxilanes [1] 55/19 taxiway [8] 9/1 34/3 45/6 45/23 46/1 71/25 147/4 168/25 **Taxiway B [1]** 9/1 Taxiway Delta [2] 34/3 45/6 **TBM [1]** 168/21 team [5] 21/20 21/20 24/24 27/9 27/19 tear [1] 138/11 technical [3] 108/19 108/21 109/10 technically [2] 158/14 159/15 technology [1] 155/18 teed [1] 124/1 tees [1] 131/9 telephones [1] 11/6 tell [12] 68/25 69/3 72/10 88/4 94/21 98/6 99/9 100/6 100/25 142/16 163/24 163/25 telling [1] 84/18 tells [2] 10/23 44/2 ten [10] 33/20 41/23 44/16 44/24 94/23 115/24 119/22 137/19 147/15 161/12 ten-foot [1] 147/15 ten-year [1] 94/23 tenancy [3] 128/1 128/5 138/25 tenant [27] 103/3 105/2 105/4 106/15 117/24 118/5 119/4 121/9 125/3 125/3 125/4 125/17 130/7 134/7 135/25 138/20 139/13 140/9 140/14 141/15 143/25 145/16 145/20 161/17 161/19 162/24 163/19 tenant's [1] 100/23 tenant-slanted [1] 103/3 tenant/landlord [1]

151/6 164/17 168/22 171/10 that [762] 145/16

{WITNESSNAME} {DATE} tenants [18] 23/2 97/15 97/23 103/13 105/6 105/24 121/15 121/23 134/18 134/22 136/19 137/8 139/11 143/20 144/16 144/17 150/5 term [12] 20/2 22/14 24/19 50/11 57/17 86/1 97/1 99/23 113/20 138/7 138/25 143/16 terminal [2] 8/22 8/22 terminate [7] 99/23 104/15 105/2 105/3 127/25 129/22 138/22 terminated [3] 99/19 105/15 138/17 terminating [1] 104/18 termination [14] 93/25 104/22 121/2 127/23 137/4 137/9 139/15 141/12 141/15 141/24 143/22 144/4 152/25 terms [15] 16/14 41/2 50/9 55/21 62/15 66/3 66/11 73/14 82/19 88/21 101/13 109/12 140/10 149/4 149/22 terrible [1] 162/21 tests [1] 23/21 text [1] 126/2 than [36] 37/2 43/10 45/18 46/5 55/4 55/23 56/17 57/11 57/14 59/21 61/1 62/14 69/23 74/22 78/25 82/2 82/7 85/23 93/12 111/17 112/14 115/5 126/17 128/10 129/4 135/15 136/12 138/25 139/6 144/11 152/25 153/2 159/15 162/25 162/25 thank [38] 7/18 8/9 12/15 13/20 14/8 14/24 17/13 22/16 22/16 25/20 30/16 31/16 31/17 31/18 36/18 49/17 61/21 63/10 63/17 73/1 83/17 91/5 142/19 146/19 157/23 160/19 160/20 161/1 161/19 161/20 165/4 165/5 165/24 166/15 167/10 168/3 169/15

thanks [1] 120/12

that's [154] 4/15 4/19 5/14 7/13 7/25 8/11 13/4 13/24 13/25 16/15 20/23 21/18 22/24 24/3 27/1 28/12 28/20 30/6 33/25 34/12 36/9 36/19

## {DEFENDANT} that's... [132] 37/7 37/7 40/17 40/24 40/25 41/3 41/10 45/19 45/22 49/7 49/15 50/12 51/17 51/22 51/24 52/11 54/7 55/13 56/4 56/4 56/19 57/6 57/24 59/17 59/19 59/20 59/20 60/11 60/14 62/17 62/19 64/10 66/15 68/3 68/18 69/1 69/2 71/7 71/7 72/14 72/19 74/1 76/3 76/5 76/5 77/10 77/12 77/23 79/2 81/17 82/14 83/3 83/17 84/12 85/13 85/23 86/3 86/15 86/19 87/15 87/19 89/19 94/2 94/10 94/25 96/21 97/1 97/6 100/5 102/10 108/5 113/4 114/15 114/15 116/9 116/10 116/14 116/15 119/12 120/13 121/2 122/25

123/25 125/6 125/20

129/11 130/15 131/7

131/9 131/17 133/16

134/6 134/19 134/20

136/10 139/16 140/6

141/13 143/4 143/10

151/25 152/5 152/8

145/18 149/11 149/20

152/12 152/14 153/15 154/4 154/10 154/10 155/13 155/17 155/24 156/13 156/15 156/16 156/19 157/4 159/13 161/19 162/5 162/7 162/21 163/18 163/19 164/24 166/12 166/12 167/8 170/1 their [24] 11/6 15/16 15/17 20/7 20/15 20/15 20/22 21/5 22/10 43/12 53/11 54/10 73/22 82/16 96/19 98/6 101/2 108/14 125/12 134/10 137/10 145/23 151/12

169/7 them [60] 4/23 7/4 7/4 7/6 9/6 9/7 9/9 15/22 32/5 34/21 37/18 45/22 47/21 50/16 53/20 59/21 69/12 69/14 70/4 70/6 70/7 87/7 89/12 94/17 94/23 94/24 97/25 99/22 100/15 102/25 103/8 105/5 105/13 110/13 111/25 114/21 120/23 122/4 125/2 127/25 128/22 128/23 135/25 138/10 138/21 139/6 139/14 139/22 140/15 145/5 145/5 145/10 146/7

156/8 156/23 159/16 160/11 160/12 164/21 169/6

then [76] 6/19 7/1 7/5 9/8 19/9 20/22 23/19 23/23 24/10 24/20 25/2 25/3 25/5 27/3 28/1 29/18 29/19 40/14 44/4 44/14 44/23 53/23 55/9 59/17 62/17 66/17 70/18 71/3 77/5 78/12 82/7 86/5 86/10 86/25 87/9 90/23 91/20 91/24 92/16 96/1 96/16 97/2 98/9 98/13 100/2 100/17 100/19 101/11 101/14 102/12 102/16 102/20 103/11 108/8 117/5 118/5 121/19 123/13 125/6 125/12 126/20 127/17 130/21 133/15 134/9 138/14 140/9 140/20 145/11 145/11 150/12 150/21 150/21 164/2 164/5 165/19

there [166] 3/21 4/6 5/1 7/21 9/15 9/17 11/1 11/4 11/23 12/7 15/5 16/18 21/15 26/22 28/24 32/3 32/7 32/17 32/17 32/25 33/9 34/12 34/22 34/22 35/3 35/12 35/13 36/6 36/6 36/7 36/20 37/1 37/17 37/25 38/1 41/17 42/1 43/2 44/11 44/15 44/15 44/17 44/20 44/25 45/9 47/4 48/9 52/15 56/22 57/7 58/17 59/4 65/22 65/25 66/5 66/8 66/10 66/12 68/12 70/12 71/14 71/24 72/1 72/2 75/6 79/11 79/13 80/3 85/8 85/9 86/11 87/9 91/8 92/3 92/15 92/16 93/24 95/17 96/10 97/23 98/15 98/24 103/14 103/25 104/10 105/16 106/18 107/3 107/23 107/24 107/25 108/14 109/13 110/4 110/18 110/19 110/23 111/17 111/25 112/8 113/4 113/5 114/22 115/4 115/25 116/13 117/9 118/23 119/12 120/1 120/10 121/3 121/8 130/1 130/2 130/5 130/6 131/22 132/12 134/17 136/6 136/7 136/24 138/21 139/23 141/19 142/3 142/7 143/12 145/2

147/5 147/6 147/8

147/17 148/3 149/9 149/21 151/2 154/12 154/13 154/14 154/18 154/19 154/20 154/23 155/1 156/14 156/22 158/14 158/25 160/7 160/9 161/10 161/23 162/8 162/9 162/14 163/10 168/9 168/19 168/20 168/20 168/21 169/1 169/2 169/10 there's [63] 6/12 16/19 18/19 26/5 32/2 33/9 35/2 36/21 44/17 44/21 46/24 50/7 52/8 52/9 54/24 59/23 66/1 66/25 88/23 92/13 94/1 99/16

67/1 67/2 67/5 68/7 68/12 71/24 71/25 71/25 72/1 72/2 75/13 86/13 86/18 88/21 104/1 104/20 106/16 107/9 107/14 119/6 119/10 122/14 123/21 127/22 128/25 131/24 133/1 135/1 136/1 136/8 136/24 147/7 147/10 147/10 151/20 159/20 165/2 168/19 168/20 168/21 168/24 these [45] 19/10 21/21 22/5 38/23 42/19 49/21 50/15 52/13 54/4 54/19

55/8 74/17 77/8 84/7 93/4 93/9 97/9 97/20 98/7 98/8 101/17 102/14 102/21 103/7 103/17 105/6 105/24 107/17 115/21 116/14 120/14 120/22 122/3 124/16 130/13 131/6 142/11 149/1 149/25 155/11 157/2 157/2 164/16 169/4 169/20 they [130] 3/14 3/15 9/3 10/7 10/16 10/16 10/18 10/19 15/16 15/23 17/21 22/14 26/15 26/15 28/1 38/6

42/17 43/11 54/10 54/11 54/12 54/13 60/11 60/15 63/21 64/20 69/7 73/23 75/2 75/5 76/14 82/9 82/11 83/1 84/7 86/16 87/7 88/13 88/22 89/11 90/24 93/5 94/21 96/15 97/14 97/21 98/8 98/25 99/2 99/21 99/23 100/10 100/10 101/9 102/19 102/24 103/6 103/19 103/21 103/22 105/7 105/8 105/13

105/25 106/1 106/1

106/6 106/23 107/1

107/9 107/12 110/11 117/12 117/16 117/16 117/17 120/22 122/19 125/2 125/2 125/4 125/21 125/22 126/18 127/21 128/4 128/12 128/13 128/22 133/18 133/19 134/8 134/9 134/9 134/10 135/11 135/12 137/9 140/10 140/25 141/9 141/9 141/23 142/16 143/21 143/22 143/23 145/6 147/6 147/11 148/7 148/19 148/20 149/4 150/7 151/24 152/12 153/6 154/24 154/25 155/2 159/12 159/19 159/20 159/20 159/21 164/22 169/24 170/17 170/18

they'll [2] 153/8 153/9 they're [39] 10/24 46/8 46/8 54/11 65/1 74/4 74/13 74/22 84/17 94/3 96/20 97/25 98/20 103/7 106/19 111/15 129/16 129/25 130/14 131/6 132/15 136/4 140/15 141/1 141/4 142/18 147/5 147/13 149/6 151/6 151/8 151/8 153/5 154/16 158/14 160/7 160/9

they've [9] 72/11 74/3 74/3 106/17 125/11 133/17 135/11 158/10 158/17

160/13 170/18

thin [1] 168/25 thing [36] 5/14 26/22 38/18 41/15 42/11 47/14 47/24 51/18 59/1 61/7 77/7 83/3 102/2 103/9 106/21 114/7 115/23 117/14 117/23 121/12 122/11 122/25 123/3 125/1 127/21 138/18 139/17 143/6 143/11 144/6 147/21 150/22 155/14 167/8 167/13 169/10 things [50] 4/25 5/2

9/14 26/21 48/1 50/10 51/15 55/8 55/20 58/3 72/5 74/25 86/4 91/17 96/5 98/8 98/8 102/9 102/14 103/5 103/7 103/9 103/19 103/20 104/7 104/16 104/18 105/13 107/2 117/11 124/11 125/21 127/17 128/12 128/20 131/2 131/6 135/5 137/6

138/3 138/8 141/7

144/20 149/25 151/6 159/5 162/22 164/10 167/7 168/17 think [116] 5/13 6/14 6/23 6/23 7/6 12/12 12/16 12/21 13/4 13/7 14/10 14/15 15/7 26/13 28/24 29/9 31/11 36/3 36/3 37/22 47/22 48/8 50/14 50/25 51/17 53/1 54/14 55/9 55/21 57/25 60/8 63/9 63/23 65/11 66/25 69/1 76/17 80/13 82/22 82/24 84/9 84/20 84/22 85/19 85/24 86/3 86/14 86/15 87/2 87/17 87/22 89/7 89/8 90/18 90/22 91/14 94/25 96/7 101/3 104/23 104/24 109/23 110/16 110/19 113/21 115/24 115/25 124/1 124/7 124/13

124/20 126/24 126/25 127/20 128/20 128/25 129/8 129/13 129/18 129/21 131/9 135/9 135/23 136/13 136/23 138/19 138/23 139/18 141/13 141/14 143/16 143/17 144/4 146/10 149/3 149/6 149/14 149/15 149/18 149/20 152/14 152/15 152/17

152/24 154/5 155/13

155/14 155/15 155/25

157/1 160/5 160/16 162/2 162/3 164/24 169/13 thinking [1] 140/13 third [1] 66/4 this [284] thoroughly [1] 146/20 those [86] 9/8 10/11

10/13 10/25 15/6 15/18 17/9 17/12 17/17 19/20 19/21 20/3 22/2 22/5 23/10 27/6 27/8 27/10 27/17 30/1 31/1 31/6 31/13 32/10 35/4 35/5 35/7 35/17 35/17 36/1 37/11 37/13 38/19 43/4 43/9 43/14 45/13 45/18 47/19 50/18 51/7 51/15 54/15 55/15 55/20 56/1 58/10 58/15 59/5 60/13 64/2 70/1 70/19 72/12 75/7 75/9 91/7 96/5 103/19 104/7 105/25 107/22 108/21 109/15 112/3 112/5 114/17 115/13 124/8 126/21 128/20 128/24 130/22 130/22 130/24 131/2 131/3 132/25 141/7 146/6 149/3 151/5

Т those... [4] 151/5 152/17 154/16 159/25 though [9] 99/8 107/17 118/11 119/18 122/11 133/5 142/3 142/24 148/2 thought [9] 76/12 76/14 84/3 104/23 104/25 105/18 113/8 131/20 132/6 thoughts [1] 18/25 thousand [2] 42/17 70/9 threaded [1] 168/15 three [16] 19/8 23/12 29/23 30/6 35/5 61/25 98/24 109/8 113/22 121/6 154/23 157/21 165/3 167/25 169/6 169/8 through [35] 13/16 16/20 17/12 21/6 23/15 32/5 32/8 35/13 43/8 56/8 61/18 64/16 64/19 66/21 73/9 95/5 96/7 101/7 101/17 101/18 102/19 104/4 106/17 107/21 117/3 119/5 119/15 119/16 143/2 144/25 147/3 157/15 158/16 161/10 165/12 throughout [3] 23/3 24/9 24/23 throwing [2] 73/11 77/8 thrust [1] 110/24 **Thursday [1]** 10/7 **TI [1]** 141/20 tie [3] 102/10 102/11 108/25 tie-down [1] 108/25 tie-downs [2] 102/10 102/11 tied [1] 82/18 tightest [2] 147/4 147/17 till [3] 6/19 41/20 49/1 time [62] 7/21 15/15 19/11 21/19 27/2 30/7 36/5 36/15 37/21 38/3 41/1 50/15 54/16 57/2 58/1 62/6 63/4 69/3 73/23 76/1 78/19 78/19 79/1 84/11 86/7 87/10 101/18 108/7 109/24 110/25 111/3 111/7 111/12 113/12 114/5 114/10 114/13 114/17 115/7 116/6 123/8 123/9 125/11 129/7 132/6 135/18 138/7 139/4 139/4 144/24 145/1 146/13 146/23

153/15 155/12 161/9

161/9 161/16 162/17 164/7 169/12 169/18 timeline [1] 82/17 **timeliness** [1] 75/8 times [7] 31/8 59/7 104/9 113/17 128/19 144/20 162/10 timing [5] 13/9 62/15 67/23 129/5 129/6 tip [2] 33/7 33/8 TMB [4] 154/18 154/20 154/24 155/1 today [25] 5/18 11/13 12/7 15/1 22/18 23/7 23/13 26/14 34/12 50/12 55/4 55/12 58/2 65/5 82/23 85/4 87/6 108/6 111/13 111/18 112/15 113/4 114/23 136/20 163/25 today's [1] 72/20 together [7] 17/11 24/2 64/14 67/23 67/25 68/2 131/24 told [4] 9/2 9/7 110/13 152/16 tomorrow [1] 23/14 too [11] 10/25 70/16 91/15 110/3 136/10 142/25 143/12 145/1 152/3 166/1 168/25 took [7] 44/22 77/12 102/16 103/1 129/9 145/11 168/7 tool [4] 15/16 16/11 16/15 148/16 toolbox [1] 15/17 top [8] 12/17 53/13 118/17 119/11 123/11 136/10 142/15 159/23 topic [2] 171/1 171/3 **Topp [2]** 11/18 157/15 tore [1] 44/13 total [11] 26/8 45/11 45/14 45/15 49/24 50/5 52/5 52/9 53/4 53/19 71/6 totally [1] 152/11 touch [1] 121/19 touched [2] 124/3 161/11 tow [1] 169/24 toward [2] 54/15 76/20 towards [1] 116/21 tower [2] 85/22 87/6 tower's [1] 77/10 **TPO [4]** 165/13 165/18 165/18 165/25 track [1] 167/5 traffic [1] 148/17 tragic [1] 84/1 train [1] 160/6 trained [2] 149/24 158/20

trainers [2] 154/15

158/22 training [12] 74/24 126/13 127/8 131/1 158/15 158/21 158/24 159/11 159/17 159/20 159/22 160/12 trainings [1] 159/9 transcript [1] 172/8 transfer [1] 47/25 transition [1] 159/13 **transmitter [2]** 33/12 transpired [1] 117/21 Transportation [1] 15/20 **TRB [2]** 15/20 19/13 **treated [2]** 101/10 121/17 trees [2] 36/12 49/9 tremendous [1] 110/24 trenches [1] 150/1 tried [3] 37/15 103/20 103/21 tries [1] 164/18 **triggered [1]** 118/3 triggers [1] 18/15 true [5] 107/12 110/19 126/17 163/3 172/8 try [6] 16/20 17/10 19/1 19/4 73/13 129/9 trying [11] 48/11 48/12 57/24 73/12 85/4 100/4 103/12 110/12 121/13 121/13 168/24 **TSA [1]** 88/2 turbojet [1] 112/4 turboprop [1] 169/22 turboprops [1] 168/20 turn [2] 11/6 105/12 tweaked [1] 109/9 two [51] 8/7 8/23 17/17 20/4 22/13 27/20 27/20 32/19 32/19 32/19 35/5 35/18 45/18 46/9 49/5 49/12 53/20 55/8 55/9 55/17 58/13 73/22 80/5 83/24 91/19 92/8 93/22 97/15 99/5 102/9 102/11 104/19 111/20 115/13 115/21 120/22 122/3 124/4 124/11 125/21 127/4 127/5 127/17 137/6 143/18 144/22 152/10 152/17 156/13 161/13 169/8 two-story [1] 111/20 type [13] 27/14 31/2 31/3 99/3 108/23 110/12 126/6 138/12 147/20 147/24 148/2 149/12 159/14 types [1] 154/11 typical [3] 42/18 74/9 136/13 typically [14] 19/16

22/13 27/18 31/4 31/4 55/5 64/19 71/9 82/6 105/13 122/20 131/24 137/10 140/12 **U.S [2]** 113/25 123/17 **U.S. [1]** 68/15 **U.S. 1 [1]** 68/15 **Uh [19]** 4/18 39/5 42/2 42/5 42/20 42/23 44/7 44/19 49/17 51/4 60/24 61/10 65/3 66/6 76/11 80/23 85/16 88/20 150/17 **Uh-huh [19]** 4/18 39/5 42/2 42/5 42/20 42/23 44/7 44/19 49/17 51/4 60/24 61/10 65/3 66/6 76/11 80/23 85/16 88/20 150/17 ultimate [3] 45/6 51/6 86/4 ultimately [8] 38/16 38/22 56/5 86/10 90/6 93/23 106/8 118/24 un [1] 93/7 unauthorized [1] 139/20 under [11] 12/25 15/20 27/23 30/1 74/13 74/20 87/24 98/18 132/18 141/11 142/18 underlying [1] 99/21 underneath [1] 99/2 understand [23] 12/4 16/16 16/22 21/11 26/5 27/25 28/18 47/25 55/11 57/13 58/3 73/13 81/18 85/15 93/22 128/7 132/1 132/9 137/3 145/1 153/14 159/17 165/4 understanding [5] 17/8 20/19 21/4 27/21 126/19 understands [1] 122/24 understood [5] 31/15 80/25 100/13 117/21 120/21 underway [1] 10/3 underwhelming [1] 62/9 unexpired [1] 132/21 unfair [2] 99/6 106/19 unfairness [1] 121/11 unfortunately [2] 4/17 166/5 unique [1] 23/11 unit [18] 55/14 55/15 55/22 56/3 56/9 58/9 66/14 71/11 71/19 71/23 72/3 72/19 96/14

97/8 Unit A [2] 96/16 97/8 Unit B [2] 96/14 97/1 139/24 unlikely [1] 33/5 107/14 151/24 unusual [2] 131/21 134/21 10/24 10/25 15/15 18/19 19/14 20/17 45/20 46/22 49/15 50/19 50/24 53/11 135/5 144/7 145/6 updated [4] 102/17 11/11 **upon [1]** 91/1 upward [1] 32/23 urgent [1] 131/25 96/14 96/14 96/16 97/1

(24) those ... - us

{WITNESSNAME}

149/13

wants [6] 86/15 86/16

War [2] 154/15 166/22

was [164] 4/3 4/14 5/7

5/12 5/18 6/6 9/8 12/21

14/11 16/1 19/13 25/23

26/3 26/8 28/19 32/25

35/11 36/4 36/7 42/4

44/22 45/9 46/4 46/21

47/3 49/12 52/22 72/11

101/9 105/4 138/20

U

**us... [17]** 79/5 84/18 88/4 88/5 90/25 98/13 100/9 109/17 111/18 128/2 152/16 153/6 156/22 158/17 159/8 160/5 160/6 use [20] 44/8 51/25 53/10 75/25 80/11 96/20 97/5 97/8 101/5 109/1 109/16 115/11 117/12 117/13 117/15 117/16 129/2 141/1 148/7 170/11 used [9] 32/25 42/7 43/5 58/7 79/23 79/24 80/1 121/15 170/17 user [5] 128/21 128/25 129/1 167/6 170/23 users [5] 16/24 96/1 98/24 116/24 138/19 uses [4] 97/5 130/11 130/11 130/14 using [7] 39/10 55/13 57/6 110/11 119/4 136/19 143/10 usual [1] 54/5 usually [10] 15/23 17/22 26/19 27/1 31/13 60/10 64/20 83/7 136/4 160/7 utilities [2] 103/20

103/21

utilizing [1] 39/10

vacate [1] 61/17 vacated [1] 61/13 valid [1] 25/18 valorem [7] 97/17 97/25 98/2 99/1 99/4 100/16 100/21 value [2] 79/13 115/13 values [3] 23/8 23/21 29/15 variables [1] 51/1 variation [1] 17/15 various [2] 17/4 95/22 vehicles [1] 80/5 vehicular [1] 102/22 vendors [1] 167/3 version [1] 108/14 versus [5] 51/3 52/4 66/22 89/2 135/2 very [51] 4/19 5/14 12/22 13/9 13/16 17/22 18/15 19/18 26/14 26/21 31/16 33/22 56/24 62/9 63/10 82/18 84/1 90/20 104/9 106/4 114/4 115/16 118/8 119/5 122/4 128/8 134/20 134/22 136/11 136/11 136/11 142/23 146/19 146/19 148/15

154/3 154/6 154/25 158/13 158/14 159/6 160/15 160/20 161/20 162/15 165/5 167/2 167/4 167/10 169/15 170/10 vested [1] 24/16 vetted [1] 123/5 video [2] 143/3 144/7 view [3] 21/5 85/21

118/10 viewed [1] 138/19 viewpoint [1] 115/10 views [1] 99/15 Vilano [1] 111/5 Vilano Beach [1] 111/5 violate [1] 105/15

violated [1] 11/5 vision [5] 20/2 23/8 24/18 29/14 153/24 visit [1] 51/18 visiting [1] 31/19 Volato [3] 122/7 127/6 168/5

vote [1] 84/24 **VP [2]** 168/4 169/10

wait [7] 6/4 6/19 53/23

86/23 87/21 91/3 91/4

W

waiting [11] 35/8 42/11 43/16 54/10 70/22 94/8 105/4 105/11 128/23 138/4 138/19 waive [1] 94/4 Waler [1] 123/12 walk [5] 32/5 73/9 73/9 119/5 150/19 want [60] 4/12 5/10 12/5 14/19 17/7 21/2 22/5 22/19 23/12 24/15 27/13 27/15 29/9 30/5 35/16 37/24 40/8 42/8 43/14 51/8 57/25 58/3 59/13 69/18 73/23 78/1 78/2 78/2 84/25 86/16 86/16 87/21 89/16 101/23 105/8 110/19 110/22 111/5 121/19 122/2 125/22 133/10 133/10 133/11 133/14 133/18 133/20 133/23 134/8 135/12 144/6 146/14 153/2 156/21 156/22 157/9 157/11 161/19 163/21 164/9 wanted [21] 20/17 26/2 26/7 31/24 32/5 32/18 38/9 38/9 43/16 43/17 53/25 59/1 73/9 91/19 100/10 103/23 105/25

106/1 137/15 154/22

wanting [3] 105/7

106/15 124/15

161/2

72/14 76/24 77/17 80/21 83/13 83/14 83/17 84/1 84/2 84/10 84/22 85/19 86/8 86/9 86/10 87/20 88/24 88/24 89/13 90/8 90/25 91/20 91/20 95/17 96/25 97/2 97/3 97/21 98/15 98/21 98/24 99/8 99/9 99/13 100/5 100/8 100/20 100/21 103/5 104/3 104/16 104/24 105/17 106/7 106/8 107/3 107/3 107/13 107/18 107/21 107/24 108/1 108/2 108/6 108/10 108/10 108/15 108/22 109/23 110/2 111/6 112/8 112/9 112/18 112/20 113/2 113/5 113/6 113/7 113/11 113/13 114/2 114/4 114/9 114/18 114/22 115/25 116/4 116/6 117/7 117/10 117/11 117/23 118/12 122/7 122/8 122/8 122/12 122/18 123/4 123/5 123/7 123/9 124/13 126/23 126/24 127/18 129/2 130/3 140/1 140/19 141/18 141/19 141/19 141/25 142/1 142/2 142/3 142/4 142/9 142/23 142/25 143/7 143/8 143/9 144/10 145/2 146/10 146/17 148/4 154/18 154/20 154/21 155/10 155/12 158/3

159/1 161/8 162/8

172/7

162/22 163/9 168/14

168/14 169/10 170/11

wasn't [8] 46/22 77/2

141/18 144/21 161/22

water [2] 71/25 141/3

16/11 26/25 31/5 33/16

36/10 36/12 53/7 57/21

61/13 69/7 74/21 84/3

86/19 98/21 102/10

86/7 110/13 125/1

watched [1] 34/2

way [33] 1/4 9/19

102/18 103/4 110/4 119/17 120/25 125/10 129/24 130/1 132/23 133/19 133/23 134/9 139/17 145/1 152/25 164/10 ways [1] 26/11 we [403] we'd [9] 9/4 14/8 37/22 50/2 50/4 50/4 56/14 75/2 115/17 we'll [47] 6/19 7/19 10/10 10/12 15/5 15/6 15/18 17/5 17/11 21/1 21/2 21/7 21/13 21/19 22/3 22/5 23/4 23/10 23/16 23/17 23/19 23/23 23/24 24/2 24/10 25/3 27/18 28/2 28/8 28/9 28/9 29/1 29/17 29/18 29/19 31/6 31/11 31/14 31/14 58/5 63/25 89/12 92/5 94/12 102/14 167/20 171/7 we're [94] 4/12 4/23 4/25 5/17 5/23 5/23 11/14 11/16 13/24 14/6 14/25 15/4 17/15 22/7 27/5 27/8 27/18 28/20 29/12 29/15 31/19 32/11 34/11 37/11 38/22 39/22 47/5 50/20 51/16 52/7 55/11 56/21 57/10 57/11 57/12 57/24 64/9 65/7 66/2 66/4 70/1 70/22 71/17 72/19 85/8 89/7 89/8 89/17 89/23 91/3 91/6 91/25 93/21 94/8 95/7 103/15 103/25 104/10 111/12 111/19 112/3 112/11 112/13 113/2 117/18 118/3 119/2 119/4 119/21 120/6 125/15 125/17 125/19 127/23 131/21 134/16 134/23 136/19 140/11 140/14 145/18 146/8 152/15 155/14 156/16 158/16 159/5 160/2 160/3 160/15 160/15 160/17 161/5 170/22 we've [38] 13/15 17/18 26/19 28/15 28/16 31/5 35/8 35/10 35/12 43/4 67/1 73/10 73/19 75/14 79/12 83/24 91/15 95/16 95/20 96/8 103/18 106/4 109/22 110/15 110/15 115/12 121/20 124/11 126/8 135/9 135/9 154/14 158/16 159/6 159/9 160/2 161/15 161/17 website [4] 10/17

{WITNESSNAME} {DATE} 114/23 118/13 119/6 week [8] 10/12 84/14 88/7 88/8 88/10 92/18 165/19 166/19 weeks [3] 10/9 54/10 165/16 weigh [2] 50/14 129/9 weight [1] 154/4 welcome [1] 31/17 well [69] 6/4 6/9 7/23 10/17 11/19 12/15 18/24 23/1 23/14 23/19 29/3 31/1 40/24 41/14 41/23 42/16 43/20 45/21 46/24 47/8 47/12 48/7 48/19 49/2 49/14 55/10 55/16 65/24 66/15 67/19 68/4 69/21 70/9 71/17 77/16 77/22 79/20 80/12 80/15 82/16 82/24 84/12 88/8 89/11 95/8 96/21 105/3 129/17 132/3 132/25 134/12 138/21 138/22 139/11 142/23 144/3 145/4 146/10 147/16 149/25 151/9 152/22 153/23 154/25 159/6 160/1 161/22 162/15 167/9 went [14] 5/4 5/5 36/6 48/25 54/1 54/10 54/12 100/17 101/22 102/5 106/6 119/14 147/3 166/24 were [44] 3/15 9/2 15/16 35/10 36/7 36/11 40/18 43/7 54/13 61/4 61/11 66/13 72/12 76/21 85/3 97/14 97/20 99/2 102/19 103/6 103/21 107/20 108/20 110/10 110/11 111/1 112/12 114/16 114/19 114/21 120/22 128/13 141/9 141/9 142/7 143/1 143/1 143/2 143/9 155/11 162/16 168/15 168/19 169/5 weren't [10] 49/10 49/11 99/1 128/12 128/14 128/22 137/16 142/6 155/6 161/6 Werter [4] 113/10

113/11 113/12 113/18

west [2] 36/16 118/20

wetlands [1] 68/14

8/4 9/10 16/16 17/7

28/20 32/14 33/11

34/24 34/24 37/19

what [135] 4/14 7/13

20/19 21/4 26/3 26/19

27/9 27/18 27/22 28/19

37/24 39/7 40/3 40/19

41/5 42/12 42/13 42/22

{PLAINTIFF} v. {WITNESSNAME} {DEFENDANT}

W what... [107] 43/12 43/18 44/2 45/7 45/17 48/10 49/22 50/16 50/24 51/6 52/2 52/2 52/14 54/3 55/1 55/9 56/13 57/17 57/19 62/17 62/19 63/19 65/13 65/20 71/22 72/12 72/19 72/20 73/10 73/13 73/17 73/19 75/2 76/1 77/9 78/19 79/13 79/16 79/19 80/14 83/13 83/17 84/9 85/4 86/4 87/22 88/4 89/6 91/23 92/4 92/7 92/22 98/3 100/5 100/10 103/19 106/5 107/7 107/23 112/11 113/21 114/4 117/21 119/25 125/11 126/17 126/23 128/13 132/11 132/23 133/5 134/6 134/10 134/17 134/24 135/12 137/7 137/14 138/23 140/3 140/10 140/24 141/9 144/10 147/20 147/24 147/25 149/19 152/15 152/19 154/8 157/4 158/2 159/17 159/17 159/23 160/17 160/25 163/16 163/18 163/22 163/24 163/25 164/3 165/20 168/7 169/23 What'd [1] 145/8 what's [32] 7/3 7/20 27/21 27/23 47/17 48/11 52/17 60/19 61/16 62/14 64/15 64/20 70/8 70/18 72/4 72/7 79/13 96/19 104/11 118/4 126/10 129/4 129/16 129/20 132/11 135/12 147/1 162/12 162/13 164/3 164/24 170/21 whatever [17] 13/2 35/18 38/4 38/7 78/24 88/24 115/5 125/25 133/13 134/3 138/15 140/17 141/4 150/20 152/2 156/18 163/21 whatsoever [1] 7/15 when [55] 12/7 19/12 20/25 21/8 28/7 28/10 29/4 29/6 31/10 38/9 45/13 47/24 50/15 54/22 55/4 56/3 57/4 57/21 64/16 65/1 71/9 71/21 75/10 82/11 83/9 87/20 93/24 97/19 100/8 103/11 104/10 105/11 108/9 108/20 114/13 116/19 117/9

118/19 119/9 125/11 128/16 128/17 130/17 141/17 141/19 144/22 145/22 151/25 155/1 155/6 155/10 155/14 161/7 169/9 170/17 when's [1] 48/19 whenever [1] 75/5 where [88] 10/14 10/14 14/10 17/3 30/7 30/11 30/14 31/25 32/20 34/16 42/3 42/21 42/24 44/5 44/10 44/21 45/21 45/21 46/3 46/16 48/2 55/11 57/25 58/3 59/3 59/12 59/19 60/14 60/18 60/18 61/8 63/4 64/20 65/15 66/2 66/3 67/11 71/7 72/22 76/17 76/21 76/25 82/23 82/24 83/25 84/1 84/6 86/9 91/20 93/10 94/11 95/7 95/17 98/25 100/7 105/2 106/1 106/6 111/22 112/13 112/15 118/13 128/12 128/22 128/24 129/8 129/11 129/13 129/22 131/9 131/10 131/22 134/8 136/14 138/6 138/9 140/1 143/10 146/6 146/20 147/3 150/7 153/12 156/1 156/2 156/7 162/4 166/23 wherever [1] 69/7 whether [21] 39/8 39/10 51/22 65/7 65/12 65/13 66/23 75/7 96/2 99/12 100/13 116/4 116/5 124/18 125/7 130/25 137/9 139/18 141/3 141/21 141/22 which [34] 15/19 24/19 35/20 57/9 64/1 65/19 66/8 71/5 75/10 78/14 82/1 82/3 83/4 84/12 97/10 100/19 102/16 106/23 109/8 124/13 124/20 127/19 130/24 137/15 145/20 147/15 147/16 147/22 148/10 154/19 162/17 169/22 170/15 170/16 while [12] 17/25 41/18 54/8 58/12 83/5 102/20 115/23 122/5 135/20 135/25 147/18 169/5 who [12] 13/6 21/22 26/24 59/7 81/8 87/5 103/21 110/10 111/6 126/21 163/17 164/9 who's [4] 13/13 114/10 136/3 150/23 whole [6] 66/16 103/1 140/6 144/9 146/3

160/14 wholeheartedly [1] 157/9 why [43] 16/4 16/4 24/15 44/8 63/21 65/19 71/16 77/7 77/7 77/12 78/1 78/2 78/5 78/17 78/17 79/14 82/22 87/19 96/8 96/9 97/21 97/21 100/13 102/8 103/9 105/5 107/23 117/8 117/8 123/25 128/3 128/9 132/11 132/22 144/7 144/8 152/14 156/11 156/15 156/17 170/22 170/22 170/23 width [4] 118/17 118/18 118/21 118/22 will [87] 3/2 3/14 4/7 8/16 8/24 9/17 9/20 12/22 12/24 12/24 13/1 13/4 13/6 14/18 16/24 17/24 18/6 20/6 20/11 20/13 21/4 21/6 21/15 23/7 24/9 24/18 24/20 26/14 26/25 27/3 27/10 27/11 28/4 28/5 28/16 28/17 28/22 29/4 30/24 31/6 31/7 31/9 32/24 33/17 33/20 34/4 34/14 35/15 36/14 37/4 41/8 45/19 49/15 50/16 55/3 64/15 67/7 68/6 68/8 70/23 70/24 71/5 72/3 72/4 74/15 81/15 82/7 86/25 87/4 89/11 90/24 91/23 92/7 92/17 93/4 93/6 93/23 99/8 100/6 106/21 120/1 120/17 120/18 127/15 136/5 147/2 158/1 willing [6] 60/9 60/10 78/5 78/24 112/3 156/8 Willis [4] 59/7 60/20 60/21 61/14 Willis' [1] 59/25 wind [1] 126/22 window [3] 92/16 116/17 117/4 wing [3] 89/1 147/6 149/4 wingspan [1] 169/1 wish [3] 19/22 127/4 169/3 within [10] 26/3 57/8 65/9 66/9 69/5 81/24 93/8 147/16 154/7 154/8 without [8] 40/19 61/19 101/10 107/5 149/24 151/4 162/6 168/2 woefully [1] 69/24

won't [2] 29/16 152/12

word [2] 91/2 148/1 work [18] 9/25 12/17 17/10 22/20 30/21 37/12 45/3 47/15 62/18 wouldn't [10] 33/14 65/14 72/9 87/1 132/24 139/12 142/10 152/20 153/12 164/10 work-around [1] 152/20 worked [5] 15/11 63/21 120/11 142/16 152/20 working [15] 13/16 13/21 17/11 21/19 26/25 27/4 27/8 27/17 27/19 31/2 31/2 95/15 125/18 128/14 148/23 worksheet [1] 21/18 workshop [14] 20/7 28/16 29/6 29/12 29/13 29/13 29/17 29/21 29/22 29/22 29/23 30/24 109/10 119/15 world [8] 77/7 138/2 139/5 139/19 139/20 140/6 154/15 160/10 World War II [1] 154/15 worse [1] 151/24 worst [3] 36/23 77/19 77/23 worst-case [3] 36/23 77/19 77/23 worth [5] 79/1 79/11 79/13 96/7 107/8 worthy [1] 164/22 would [110] 5/11 6/23 6/24 10/11 14/15 15/1 15/15 17/10 19/14 19/15 30/25 30/25 33/22 33/23 35/6 36/5 36/24 37/22 38/7 38/7 38/8 38/10 38/16 39/14 44/23 46/11 46/13 46/14 47/12 47/15 47/22 49/24 52/22 53/14 53/17 54/25 55/1 56/2 56/16 56/19 58/10 59/12 59/13 60/5 60/14 60/25 61/2 61/3 61/16 66/8 69/1 73/13 74/12 76/19 78/14 80/10 80/12 80/18 82/9 82/12 84/4 84/6 84/6 85/7 86/14 90/7 94/7 99/4 102/8 105/13 105/23 109/1 109/19 111/5 112/6 113/20 115/13 118/1 120/23 121/11 123/24 123/25 128/1 128/3 136/19 140/21 140/21 140/23 140/23 140/25 141/8 141/11

141/13 141/23 142/10

wondering [3] 26/9

132/10 134/20

{DATE} 142/11 143/24 144/2 144/3 144/12 145/4 146/1 148/18 150/3 153/23 153/25 156/4 157/1 161/23 161/24 42/13 43/15 53/14 72/6 80/13 80/15 80/17 148/23 153/24 Wow [1] 162/21 wrapping [1] 128/9 wrestle [1] 54/18 write [1] 114/25 written [2] 118/5 132/21 wrong [6] 112/10 128/11 138/16 163/24 164/7 164/25 WUELLNER [16] 1/17 110/10 110/20 111/24 112/2 112/9 113/15 113/18 116/9 116/15 120/11 122/8 124/8 129/9 142/13 169/21 Wuellner's [4] 104/25 123/2 124/14 131/13 yeah [47] 5/3 6/10 8/2 11/21 41/4 41/25 41/25 43/22 46/20 47/2 48/14 48/15 48/17 48/18 49/4 50/24 53/22 68/25 69/21 75/19 79/22 80/12 81/7 85/3 85/14

88/8 90/3 111/4 111/4 113/18 132/17 132/19 133/21 135/7 136/21 137/2 142/8 144/1 152/7 152/21 153/11 155/19 155/21 157/11 165/23 165/24 169/5 **year [49]** 9/19 13/3 13/7 19/24 20/4 32/8 37/12 39/17 41/2 41/11 41/14 48/20 48/21 58/12 62/12 63/7 63/8 63/9 66/14 74/5 74/7 74/16 78/7 78/9 83/2 83/8 85/11 89/19 92/19 93/1 93/3 93/9 93/13 93/13 94/23 96/9 107/2 109/4 123/13 127/24 129/8 143/18 143/20 143/21 144/8 144/9 145/6 145/11 150/2 years [43] 13/23 14/22 14/23 20/1 22/12 22/13 32/9 35/7 35/16 35/22

35/25 37/5 37/10 43/4

56/17 57/9 59/9 62/11

65/9 72/20 74/2 75/15

48/15 48/16 52/17

75/21 79/12 93/11

95/16 97/2 106/5

{PLAINTIFF} v. {WITNESSNAME} {DEFENDANT}

31/18 32/18 36/10 40/16 43/18 47/23 years... [12] 113/22 50/16 51/11 55/1 55/5 115/25 119/22 137/19 60/7 62/12 73/20 74/18 139/21 140/12 143/18 75/18 85/10 85/13 90/5 145/17 151/16 158/8 92/8 92/8 92/18 94/1 161/12 168/6 94/9 94/10 101/16 **Yeoman [3]** 114/10 101/23 102/8 103/11 114/13 114/15 104/13 105/10 106/18 yeoman's [1] 153/12 108/20 114/23 117/15 Yep [1] 142/21 117/18 117/22 117/24 yes [39] 4/10 5/11 5/16 119/7 119/12 120/19 11/8 13/14 25/12 25/24 120/19 120/20 121/13 26/1 31/24 40/6 41/21 122/5 122/12 122/16 41/24 43/11 43/12 44/3 122/18 122/23 123/16 48/16 67/15 67/21 123/24 127/22 130/17 76/17 80/9 81/13 83/17 131/5 131/8 137/20 84/9 85/6 89/5 89/25 138/19 143/20 146/24 116/7 116/9 131/18 147/1 147/22 147/22 137/5 137/24 142/20 150/7 151/3 151/6 142/22 144/2 153/21 151/8 153/13 153/24 157/20 165/14 166/17 159/9 159/23 167/15 168/20 167/21 yet [4] 13/21 29/16 yourself [3] 13/18 33/22 170/20 14/19 163/14 you [551] you'd [5] 36/3 38/12 50/5 76/2 142/13 **zone [1]** 45/10 you'll [9] 8/5 12/19 35/2 92/4 92/18 94/4 119/24 131/10 167/25 you're [79] 5/21 6/10 31/17 33/11 40/8 40/19 40/20 41/12 45/22 46/2 47/16 48/25 50/13 52/14 54/14 54/17 55/5 55/6 55/18 55/22 56/5 57/20 60/2 62/20 68/5 68/20 69/1 69/17 70/5 71/10 74/6 74/23 74/24 74/25 76/6 83/15 90/6 90/20 91/22 92/2 92/2 92/20 94/22 95/20 98/1 102/1 103/11 111/22 112/9 116/17 118/25 119/19 120/3 121/12 121/16 121/17 129/8 129/13 131/12 133/5 136/2 136/8 138/6 140/5 144/10 147/15 149/25 150/12 150/22 152/10 152/19 158/18 158/20 159/17 159/17 159/23 159/24 163/24 164/7 you've [22] 30/21 48/14 61/5 62/16 62/17 66/9 66/11 89/1 99/5 102/3 105/5 110/23 112/5 129/11 129/18 134/14 137/19 150/1 151/15 153/12 158/19 167/24 **Youman [1]** 169/19 vour [76] 10/4 13/19 13/19 26/10 31/18