

1 ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

2 Regular Meeting

3 held at 4796 U.S. 1 North

4 St. Augustine, Florida

5 on Monday, October 15, 2007

6 from 4:02 p.m. to 6:19 p.m.

7 * * * * *

8 BOARD MEMBERS PRESENT:

9 WAYNE GEORGE

RANDY BRUNSON

10 JOHN "JACK" GORMAN

SUZANNE GREEN, Chairman

11 KELLY BARRERA, Secretary-Treasurer

12 * * * * *

13 ALSO PRESENT:

14 DOUGLAS N. BURNETT, Esquire, Rogers, Towers, Bailey,
15 Jones & Gay, P.A., 170 Malaga Street, St. Augustine,
FL, 32084, Attorney for Airport Authority.

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

17 BRYAN COOPER, Assistant Airport Director.

18 * * * * *

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20 JANET M. BEASON, RPR, RMR, CRR, FPR

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1 PROCEEDINGS

2 CHAIRMAN GREEN: Going to call to order the
3 St. Augustine-St. Johns County Airport Authority
4 board meeting. If we'd stand and do the pledge,
5 please.

6 (Pledge of Allegiance.)

7 3. - APPROVAL OF MINUTES

8 CHAIRMAN GREEN: Okay. We have the approval
9 of the minutes. They were sent to us. And did
10 the board get to -- does anyone have any
11 objections or exceptions to the minutes?

12 MR. GEORGE: Move they're approved.

13 CHAIRMAN GREEN: Any --

14 MR. BRUNSON: I will second that.

15 CHAIRMAN GREEN: Okay. Hearing no objections
16 and a motion there --

17 MR. WUELLNER: Get you to pull your mics down
18 for me? Thank you.

19 MR. GEORGE: Or speak up.

20 CHAIRMAN GREEN: The minutes will be
21 approved, then, as presented. Financial reports?

22 4. - FINANCIAL REPORT

23 MS. BARRERA: I received the financial
24 reports and I found no objections with anything
25 therein.

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1 CHAIRMAN GREEN: Any comments on the
2 financial reports?

3 (No comments.)

4 CHAIRMAN GREEN: A motion to accept the
5 financial reports?

6 MR. GEORGE: So move.

7 CHAIRMAN GREEN: Any discussion? Second?

8 MR. BRUNSON: Second.

9 CHAIRMAN GREEN: Okay. We'll accept them,
10 then, as presented, hearing no denial of them or
11 exceptions to them.

12 5. - AGENDA APPROVAL

13 CHAIRMAN GREEN: Agenda approval. The
14 agenda's in front of you. I do have one minor
15 thing to add, which is just a special recognition
16 to some people with the dedication I'd just like
17 to add after this. Any other --

18 MR. BRUNSON: It's according to who you're
19 going to recognize.

20 CHAIRMAN GREEN: I'm not telling.

21 MR. GEORGE: We need to move -- add something
22 about the executive director's salary, which
23 was -- you know, every year, we seem to wait three
24 or four months and then we have to retroactively
25 go back to do it.

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1 CHAIRMAN GREEN: Well, I will take a hit for
2 that, because I had it on the calendar but I did
3 not have timely responses from the board. Some, I
4 did. Some, I did not. And I wanted to make sure
5 we had all timely responses.

6 MR. GEORGE: Okay.

7 CHAIRMAN GREEN: So, that is my doing that it
8 was -- it was on the agenda, and I removed it so
9 that we made sure we had input from everybody.

10 MR. GEORGE: Okay.

11 CHAIRMAN GREEN: So, thank you for mentioning
12 that, but it will be on the agenda next meeting.

13 MR. BRUNSON: Well noted.

14 CHAIRMAN GREEN: Anything else? Tom (sic)?

15 MR. GORMAN: Tom?

16 CHAIRMAN GREEN: Jack, sorry. Mr. Gorman?

17 MR. GORMAN: My name changes constantly. I
18 have one. I just received this agenda, and

19 it's -- it's a major complaint, but I understand
20 why. I just got this agenda Friday.
21 I'd prefer to have the agendas earlier in the
22 week, even if we need to just do the make-ups
23 later. In other words, if there's a piece of the
24 agenda missing, so be it; then we can get that at
25 the meeting or just before. I'd like to have

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1 something flushing out the agenda much earlier
2 than Friday for a Monday meeting.

3 CHAIRMAN GREEN: And that's probably my
4 doing, also, because I was waiting for input from
5 the board to make sure what was being put on the
6 agenda, and I held Staff up on that.

7 MR. GORMAN: Really?

8 CHAIRMAN GREEN: Yes, sir.

9 MR. GORMAN: You're the chairman. Now what
10 do I do?

11 CHAIRMAN GREEN: Well, I didn't have
12 everybody's response from what I was looking for.

13 MR. GEORGE: Well, stop looking at me when
14 you talk. You stare right at me.

15 CHAIRMAN GREEN: Just asking the board to be
16 responsive when we send things out two months ago,
17 eight weeks ago, whatever, to get them back to me.

18 MR. GEORGE: How many are you missing?

19 CHAIRMAN GREEN: As of this moment, none.

20 MR. GEORGE: Okay.

21 CHAIRMAN GREEN: As of this moment, that's

22 why I can say it will be on the agenda next month.

23 Okay. Any other comments on the agenda?

24 (No further comments.)

25 CHAIRMAN GREEN: The agenda will stand there

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1 with that one addition for the special

2 recognitions. Is that okay?

3 MR. BRUNSON: That's fine.

4 CHAIRMAN GREEN: All right. It will stand,

5 then. All right. Then we will insert that

6 special recognition area, what we would like to

7 have, Ed.

8 6. - SPECIAL RECOGNITION

9 MR. WUELLNER: Yes, ma'am. Let's see. We

10 had two people we wanted to call attention to and

11 thank, one of which is here; the other, we'll

12 mention, but I don't see her. The two people are

13 Sacha Martin and -- and Joe Weeks.

14 Most of you are familiar with Sacha Martin at

15 this point because she certainly went to the wall

16 for us in orchestrating the terminal dedication
17 and -- and making all of that happen and staying
18 on everybody that she needed to stay on to make
19 that happen, and there were a lot of us. But she
20 did just an absolute fabulous job. And we have a
21 little gift for her that I just want to make sure
22 that we recognize her again. So, we're kind of
23 doing that publicly right now. I don't see her
24 here.

25 But the other individual is a guy by the name

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1 of Joe Weeks. And Joe Weeks was the actual
2 project superintendent on our job on the hangar
3 11, or the terminal project. And Joe's done a
4 number of jobs with us for -- for Danis as a
5 superintendent, to include the air traffic control
6 tower way back a few years ago. And just does an
7 absolute fabulous job of -- of overseeing all the
8 details.

9 And -- and I know you can appreciate, with a
10 54-day schedule in building -- building the
11 terminal, that a lot of things had to happen, and
12 basically was a minor miracle of nature to get
13 it -- get it accomplished in the time we had
14 allotted. And -- and Joe just continually went to

15 the wall for us. You know, some days, I'm pretty
16 sure I get okay at multitasking, but watching him
17 work that terminal job was -- had me stressed out
18 just watching him. He -- just -- just so many
19 details that had to be accomplished.

20 And we wanted to take this time -- and
21 especially because I -- I frankly forgot to do
22 this at the dedication the way I should have done
23 it and ended up recognizing his bosses but forgot
24 to mention him at the thing. And I recognized
25 that right after the meeting.

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1 But with our apologies in the lateness of it,
2 I'd like to bring Joe Weeks up. And -- and join
3 me in thanking him.

4 Thank you.

5 CHAIRMAN GREEN: I know Sacha's not here,
6 too, but I mean a round of applause for her, I
7 know, because of all the PR and the -- I kept
8 reading my e-mails, and that's the only way I
9 could stay on top of things as much as they were
10 changing and converging and all of that type of
11 stuff. So, she was wonderful.

12 MR. WUELLNER: If you noticed any of the

13 times on those, you know, this boy's sound asleep
14 at the hour she's writing three-page e-mails,
15 giving us our marching orders for the next day.
16 She's -- I wish I had her energy.

17 7. - COMMITTEE REPORTS

18 CHAIRMAN GREEN: Okay. Committee reports.
19 MPO?

20 MR. BRUNSON: MPO. We met last Thursday, and
21 it was a pretty interesting meeting, but it's the
22 same old thing; problems with we need roads and we
23 have no money. And -- but we are pushing hard to
24 continue the 312 to make this come a reality.

25 And so I think St. Johns County, with the

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1 County Commission, with the participation of the
2 Airport Authority, we are heard loud and clear in
3 the north Florida area. So, that's the only
4 report I have on that.

5 CHAIRMAN GREEN: Okay. EDC?

6 MR. GEORGE: I have nothing to report on it.
7 Discussed with Nick Saban the industrial park.
8 And he and I are supposed to meet next week to go
9 over where they will stand with it.

10 MR. WUELLNER: The study? Intergovernmental
11 did not meet this month. They did not meet in

12 October. They will meet first Wednesday of

13 November.

14 CHAIRMAN GREEN: Right after our -- oh, first

15 Wednesday. So, right before our meeting.

16 MR. WUELLNER: First Wednesday in November.

17 CHAIRMAN GREEN: Aerospace?

18 MR. WUELLNER: They meet in November again.

19 I think that's the next -- I don't remember the

20 date, but it's coming up. It's either that same

21 day or the week after.

22 MS. BARRERA: The 7th, I think.

23 CHAIRMAN GREEN: And also, they came to our

24 dedication and were very visible in it. A lot of

25 people came up to me and said, "Who are they?"

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1 And I said, "St. Augustine High. That's the

2 Aerospace Academy."

3 MR. BRUNSON: A real asset.

4 MR. GEORGE: Hmm?

5 MR. BRUNSON: They're a real asset.

6 CHAIRMAN GREEN: And a lot of people didn't

7 know it existed. So, it was nice to get that out

8 there, a little part of our marketing stuff, too.

9 But not us, just Sacha again bringing --

10 MR. WUELLNER: There's Sacha.

11 CHAIRMAN GREEN: Speak of the devil.

12 MR. BRUNSON: Well, let's do it again.

13 MR. GEORGE: Thank you for showing up. Last
14 person in buys.

15 CHAIRMAN GREEN: Don't sit down. You don't
16 get any time to sit down. Take this. Right up
17 there. I'm going to put it right up there.

18 MS. MARTIN: I was late because I was making
19 pictures.

20 MR. WUELLNER: Well, there's no doubt in my
21 mind that you were busy.

22 MR. GEORGE: That's right.

23 MR. WUELLNER: We wanted to thank you. We
24 had a little something for you for all your
25 efforts in the terminal and everything you do

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1 daily for us, just taking good care of us.

2 MS. MARTIN: Well --

3 MR. WUELLNER: And we appreciate it. And --

4 MS. MARTIN: -- it's a pleasure to work with
5 the staff here. The Airport Authority is really
6 lucky to have staff that is not only good at what
7 they do, but they actually like what they do. And
8 that's very important. So, it's been actually a

9 joy.

10 MR. WUELLNER: Well, thank you so much. And
11 thank you for coming out again.

12 MS. MARTIN: I look forward to more.

13 MR. WUELLNER: I'm sure there will be. Thank
14 you, dear.

15 CHAIRMAN GREEN: PR. Kelly, Sacha?

16 MS. BARRERA: Well, we had the terminal
17 dedication. And I think after that, we all just
18 kind of are taking a deep breath. And we haven't
19 really started new -- any new projects.

20 I think you all got a copy of the talking
21 points that we finished up in time for the
22 terminal dedication. And so the points -- as far
23 as the economic impact of the airline service.
24 So, those are things I'd like to see go forward.
25 I'd like to see them go out to the community.

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1 And -- and if you have any feedback on that, we
2 sure would welcome them. And please share that
3 with Cindy.

4 MR. GEORGE: I think that one of the things
5 we did, the history of the airport, I thought was
6 a great start, you know, in getting, you know,

7 that publicized. And a lot of people have been
8 around here for a number of years. Just ask Dan
9 Holiday; you know, he's been here for a couple
10 hundred years.

11 Anyway, Dan can add to that list of other
12 significant things that have happened and the
13 players. And I would like to see Staff doing
14 something about getting that continuing to
15 perpetuate that developing of the history.

16 MS. BARRERA: That's a great idea.

17 MR. WUELLNER: Yeah. There's a really good
18 version of the history on -- on our web site
19 already, but it only takes us to about 15 years
20 ago, thereabouts?

21 MR. GEORGE: Yeah.

22 MR. WUELLNER: And as soon as we can figure
23 out how we update that section, we're going to --
24 we're going to try and fill in some blanks --

25 MR. GEORGE: Great.

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1 MR. WUELLNER: -- for at least the last 10 or
2 11 years. And we can't -- you know, keep it
3 easier -- it would be easier to update after that,
4 I'm sure.

5 CHAIRMAN GREEN: Can we use something like

6 that in the terminal?

7 MR. WUELLNER: We could.

8 CHAIRMAN GREEN: Just a small area? You
9 know, we don't have to --

10 MR. GEORGE: Great idea, yeah.

11 CHAIRMAN GREEN: -- take five walls, but --
12 you know --

13 MS. BARRERA: And we were fortunate that at
14 the terminal dedication, the EDC donated a display
15 highlighting so many of the different people here
16 on the field. And they are also going to send us
17 a copy -- I don't know if that's happened yet --
18 of their PowerPoint presentation --

19 MR. WUELLNER: No, I haven't gotten that.

20 MS. BARRERA: -- that they had attached to
21 that display, that talks about what they created
22 in-house. And it highlighted the -- the different
23 contributions of the airport and the tenants at
24 the airport to the community, including charitable
25 contributions.

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1 MR. GEORGE: I'd also like to add my personal
2 recognition for a great job by Staff, Ed, you and
3 everybody. I was one board member who was very

4 proud to be a member of the organization. I think
5 every -- everybody else should have been, too.

6 MR. WUELLNER: Well, thank you. These guys
7 that work around here did an awesome job of
8 putting that together, Cindy and Bryan and --

9 MR. GEORGE: Well, you need a lot of people
10 to make you look good, so --

11 MR. WUELLNER: Yeah, I do.

12 MR. GEORGE: -- they came through, so...

13 MR. WUELLNER: You've got that right.

14 MR. BRUNSON: I was -- Madam Chair?

15 CHAIRMAN GREEN: Randy?

16 MR. BRUNSON: I was telling Ed this morning,
17 whenever we met a short time, that in some of the
18 functions I went to this weekend with the large
19 groups that Doug attended and so forth, and the
20 airport came up frequently in a positive way.
21 And -- and it's really gratifying, and I, too,
22 want to thank Staff and Ed for that great job on
23 the terminal.

24 I don't know if it's time to bring this up,
25 but number 14 in your survey --

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1 MR. WUELLNER: No.

2 MR. BRUNSON: -- in the -- in the agenda

3 talks about that we need to do a better job on
4 self-promoting ourselves. And sometimes it's
5 hard, when you get busy, to self-promote yourself.
6 But it says we -- "The airport does an adequate
7 job of self-promotion and local public education
8 relative to economic and transportation services
9 and benefits to the citizens of St. Johns County."

10 Strongly agree, not very much. Serious --
11 somewhat agree, pretty well. No opinion.
12 Disagree. And it's -- it's way against -- says
13 that we need to do a better job on that. And I
14 think we're starting. So, that should change very
15 shortly.

16 CHAIRMAN GREEN: Well, since you brought it
17 up and this deals with PR, I have two business
18 cards of people I met within the week after our
19 dedication. I'm not sure how we're doing locally,
20 but nationally, we're doing pretty well as far as
21 our PR work.

22 I met with someone from Florida
23 Transportation and from Norfolk, Virginia, a
24 division of Dominion. And she's a boat trader.
25 But they come down here -- they are tourist people

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1 that have come down here, and they could not say
2 anything but glowing accolades from our airport,
3 Skybus, the service we gave, not just the
4 commercial service, but just the airport in
5 general. And both of them have contacted me and
6 asked them if it was okay if they could write
7 something for the paper. And, of course, I said
8 that would be fine, not an issue.

9 But they were very, very complimentary of
10 what was going on at our airport. And I kept
11 these for that -- that reason. So...

12 Okay. Guess we don't have any other reports?

13 MR. WUELLNER: You've got your --

14 CHAIRMAN GREEN: Just the committee?

15 MR. WUELLNER: -- regular -- no more
16 committee.

17 8. - REPORTS

18 CHAIRMAN GREEN: Well, just our regular. I'm
19 going to -- I guess Ron's running a little late.

20 So, we'll go with Michael with Galaxy?

21 MR. SLINGLUFF: Nothing to report.

22 CHAIRMAN GREEN: Okay. Thank you, Michael,
23 for all your work on the dedication, too.

24 Northrop. Daniel? I didn't see... Nope.

25 Mike. SAAPA? I don't see Mike here, either.

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1 We kept them so busy with everything with the
2 dedication, I think they're taking a break.

3 MR. WUELLNER: Reba's here. I don't know if
4 she wants to --

5 CHAIRMAN GREEN: Do you have anything, Reba,
6 with SAAPA? Okay.

7 MS. LUDLOW: None other than, do you have a
8 report on Warren RauHofer?

9 CHAIRMAN GREEN: Not that I know of. Do you
10 know anything more?

11 MS. LUDLOW: No, I can --

12 MR. WUELLNER: She can.

13 CHAIRMAN GREEN: That would be nice. If
14 could come up. Yeah, you do. Sorry.

15 MR. BRUNSON: You met Saturday.

16 MS. LUDLOW: Reba Ludlow, 46 Village Walk
17 Drive, Ponte Vedra Beach. And yes, I have talked
18 to Abbey. And she has reported on Warren. He
19 really has a setback now, so he's in isolation.
20 And that is to keep the staph germ in there, you
21 know, not to get out. So, it's rare that anybody
22 at all can get in to see him. But if -- if by
23 chance you could, you have to wear the mask and
24 the garb and totally like that.

25 So, she said he's so poked full of holes that

1 when he drinks something, she's surprised he
2 doesn't just, you know, leak like a sieve. And
3 it's just not good, you know. Other than calling
4 him, you know, cards I think are better.

5 CHAIRMAN GREEN: Where is he?

6 MS. LUDLOW: He's at St. Luke's.

7 CHAIRMAN GREEN: St. Luke's?

8 MS. LUDLOW: Uh-huh. And cards would be
9 better. And we have their e-mail address, too.

10 Abbey is very good about responding and keeping us
11 in the loop.

12 CHAIRMAN GREEN: So, those of us that would
13 want, that they can contact you or contact SAAPA
14 for the e-mail?

15 MS. LUDLOW: Yes. Thank you.

16 CHAIRMAN GREEN: Thank you. Bjorn? I didn't
17 see Bjorn. Anyone?

18 Okay. Doug?

19 MR. BURNETT: We've been working on a number
20 of things behind the scenes with your staff. Some
21 is some lease amendment button-up things related
22 to Northrop Grumman. And I guess we've got a
23 number of things on the -- coming, one of which is
24 being talked about today, which is the rental car

25 facility and the agreements that will go along

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1 with that, and then some agreements coming up for
2 taxi service. So, that's about it for right now.

3 CHAIRMAN GREEN: Okay. David?

4 MR. BURNETT: The chart.

5 CHAIRMAN GREEN: Tower chart?

6 MR. WUELLNER: It's there.

7 MR. KNIGHT: I'll provide just a little
8 refresher. Notice the number up there where it
9 says "2007," we had 6,199 operations for the month
10 of September, primarily due to the weather. That
11 cut into VFR flying quite a bit.

12 A year ago, we had 8107 ops, and the year
13 prior to that, we had 9092 ops. You can see
14 traffic count has been going down. Might be due
15 to economic reasons as well, fuel prices.

16 Any questions?

17 MR. GEORGE: How do we turn it up?

18 MR. KNIGHT: No comment.

19 MR. GEORGE: There's got to be some -- needs
20 to be one of the things we need to talk about.

21 MS. BARRERA: Agreed.

22 MR. GEORGE: I mean, if we're getting good
23 press by people from Virginia and this, that, and

24 the other, we need to maybe continue to build it
25 up to get people to come through here.

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1 MS. BARRERA: And there was a great article
2 about -- in the Florida Business Airport, Mike,
3 that -- that you were a part of --

4 MR. SLINGLUFF: Yeah.

5 MS. BARRERA: -- highlighting the airport and
6 highlighting -- if you want to speak to that. I
7 mean, there has been some very good press as of
8 late.

9 MR. SLINGLUFF: I think David's right. I
10 think the nationwide fuel prices -- nationwide
11 fuel prices have impacted flying for -- for the
12 whole spectrum, our actual aircraft count. These
13 are operations counts, you know, coming and going.
14 But actual airplanes that are stopping, getting
15 fuel, it's way down. And prices are just going
16 through the roof everywhere.

17 MS. BARRERA: And -- and tell the board what
18 you're the president of for Florida.

19 MR. SLINGLUFF: Florida Aviation Trades
20 Association. We -- we have a magazine, quarterly
21 magazine, and I had a little -- little pressure to

22 be able to do an article on the St. Augustine
23 Airport. So, we'll get some good press out of
24 that.

25 CHAIRMAN GREEN: Do you see that -- or, Mike

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1 or Dave, do you see that consistent with other
2 general aviation or our category type of airports?

3 MR. KNIGHT: Yes.

4 MR. SLINGLUFF: Yes. We -- we see it, all
5 airports across the board. You know, in the --
6 with avgas, most of us are -- are spending what I
7 call "after-tax dollars."

8 With -- with jet fuel, the companies are
9 spending sort of pretax dollars. But even with
10 jet fuel, the price is getting high where they're
11 either -- they're finding alternatives. There's
12 just not as much flying going on.

13 Airlines are doing the same thing.
14 They're -- they're looking at their schedules and
15 cutting back on sort of the -- the nonproductive
16 legs and -- as much as possible. So, I think
17 we'll continue to see a consolidation.

18 CHAIRMAN GREEN: Okay.

19 MR. WUELLNER: And I would add, the -- the
20 weather comment, particular in September, it

21 doesn't take much to remember that you had almost
22 three weeks of just horrendous VFR flying weather
23 here. Not -- I don't think the whole state had it
24 as bad as this -- this general area of Florida,
25 but there was a lot of -- you know, it was --

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1 somebody told me 30, 31 inches, something to that
2 effect --

3 MS. BARRERA: Thirty-two.

4 MR. WUELLNER: -- over a few weeks there.

5 So, it's -- yeah, with that kind of weather, VFR
6 is virtually nonexistent. And it doesn't take
7 much to understand that a lot of the operations
8 numbers are VFR, between flight training and --
9 and others. It's -- it's a significant number of
10 the -- the ops here, so impact.

11 CHAIRMAN GREEN: We walked out of -- what was
12 it, one meeting we walked out of here, we saw some
13 plane trying to approach a landing this way
14 (indicating), with all the wind shear. I don't
15 know --

16 MR. GEORGE: I wasn't flying it.

17 CHAIRMAN GREEN: It landed okay. That was --
18 it took off and landed. I can't remember who was

19 out there.

20 MS. LUDLOW: I saw it.

21 CHAIRMAN GREEN: Reba was there, and it was
22 scary.

23 MR. BRUNSON: I remember seeing that.

24 CHAIRMAN GREEN: Yeah, it was just really
25 scary approaching the --

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1 MR. GEORGE: I don't know how -- how many
2 airplanes participate these various fly-ins that
3 are -- they have around the -- the state. But
4 there's a lot of them that go on on the weekends
5 for breakfast and followed by a cookout and stuff
6 like that. And if they generate a lot of, you
7 know, traffic coming in, we might want to consider
8 doing one as a test, you know, putting on a
9 barbeque or something like that over a weekend.
10 And maybe their barbeque is free if they buy gas.
11 Anyway, I'll take that with -- as an action item
12 to discuss with SAAPA and see what they think
13 about it.

14 CHAIRMAN GREEN: Okay. All right. Project
15 updates. I'm going to withhold Mr. Sanchez,
16 because he told us he was running a little late.

17 9. - PROJECT UPDATES

18 MR. WUELLNER: Okay. Outstanding projects
19 this month, south area apron development. Never
20 get that out right. Thankfully, I don't have to
21 anymore. T-hangar development; terminal
22 operations; and the marketing and public
23 relations; and of course airport leasing.
24 First project's Taxiway F and apron project.
25 And I can tell you right now the work is complete.

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1 There may be a couple of little punch list items,
2 but that FAA project is complete now. In fact, we
3 have a recommendation for release of retainage on
4 an -- on an action item here coming up. And if
5 all goes well, this is the last time you'll have
6 this as an update -- or project update. And, of
7 course, that's the precursor to the T-hangar
8 project, which is a stand-alone project. And
9 that's the next one I want to talk about.

10 Work's scheduled to begin this week. Notice
11 to proceed has been issued. We were able to
12 add -- at the last meeting, we talked about being
13 able to add the infrastructure to one of the
14 existing. We were able to satisfactorily
15 negotiate a change order with the T-hangar

16 contractor itself for \$1.35, so we've got it
17 significantly under the \$1.5 million benchmark we
18 talked about last month.

19 And that way, the work will also be under one
20 prime contractor, all of the T-hangar project,
21 including the infrastructure. So, continuity of
22 the job should be simplified from the -- from the
23 management side of it.

24 And we're still into early 2008 for
25 completion. And it didn't affect the time

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1 schedule or anything else. I believe they start
2 surveying tomorrow. So, within a few days, you
3 should start seeing -- start seeing people out
4 there beginning to move some dirt around and start
5 the -- start that project for us.

6 CHAIRMAN GREEN: I was waiting for Buzz's
7 comment about what "early" means again.

8 MR. WUELLNER: It's still the same "early."
9 When it's finished.

10 Terminal operations, which I guess I didn't
11 get in the list at the beginning, but terminal
12 dedication was a success, as we've already noted.
13 Did want to let you know that the paved parking
14 system affiliated with the terminal began

15 operation October 1st.
16 September traffic numbers inbound was --
17 these are enplanements -- had 3429 enplanements
18 inbound and 3318 outbound. So, it's slightly
19 reversed from last month. But staying about
20 50/50, which is really a very positive thing.

21 We have been successful in negotiating out of
22 the existing lease with Northrop Grumman, in other
23 words, coming back to us property that's owned by
24 the Airport Authority of about another
25 three-quarters of an acre to be used for parking

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1 on the north end of the existing -- or the lot we
2 just finished. So, it will be contiguous to that
3 lot.

4 We're -- we are going to talk a little bit
5 later about development of a consolidated rental
6 car facility and all the details you need to know
7 about that. And you already know that additional
8 flights are likely.

9 We've already got three flights beginning
10 December 17th, and I expect that maybe by our
11 November meeting, we should have some information
12 of what they'll be talking about doing in March or

13 a little after. So, things look good. So, looks
14 like we continue to be in the hunt for additional
15 air service, or different market locations, more
16 importantly. So, not -- not just continued
17 frequencies to one location. So, we're beginning
18 to open that door up for some new point-to-point,
19 you know, nonstop service within this area. So,
20 it's -- everything looks positive so far.
21 Everybody seems to be getting paid, so...

22 MR. GEORGE: Just a point of clarification.
23 When they came out with the second flight to
24 Columbus, the second flight now is within 30
25 minutes of the first flight, and they've both been

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1 shifted to 9 o'clock at night.

2 MR. WUELLNER: Yeah.

3 MR. GEORGE: So, I'm concerned about noise on
4 the neighborhoods and things like that. But the
5 schedule now goes out to March the 7th. And if
6 I'm not mistaken, when they increase it past March
7 the 7th, they're going to correct that little
8 mistake. And they admit it was a mistake of
9 theirs.

10 But starting December the 17th, the two
11 flights to Columbus are within 30 minutes of each

12 other at 9 o'clock at night.

13 MR. WUELLNER: Yeah. Actually, they're right
14 at an hour, but it's --

15 MR. GEORGE: An hour?

16 MR. WUELLNER: Yeah.

17 CHAIRMAN GREEN: But they're both nighttime
18 flights.

19 MR. WUELLNER: They're both nighttime.
20 One -- the first flight arrives from -- from the
21 Boston market at 9 o'clock. I think it's 9:11
22 p.m., is what it's scheduled for. And the
23 outbound on that is right at 9:30, going north to
24 Columbus. And then 30 -- about 30 minutes later
25 is the inbound from Columbus with a return back to

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1 Columbus, so it's a little over an hour. Lacks an
2 hour and five minutes or an hour and seven minutes
3 scheduled between the two outbounds to Columbus.

4 The inbounds are all spread, you know,
5 relatively nicely to make decent connections from
6 everywhere but here. And that will get corrected,
7 as I said. They -- they just simply dropped the
8 ball. They didn't recognize that they had two
9 outbounds going north that close together.

10 And they've told me they will absolutely have
11 that corrected when the March 7 outschedule is
12 released, which I'm told will be -- they're
13 telling me the end of October. I think it will
14 probably be early November before it's released.
15 We should know before that's released, so be able
16 to plan around it.

17 CHAIRMAN GREEN: So, you said there's one at
18 9:11 inbound, but 9:30 out. What happened to the
19 St. Augustine-Portsmouth?

20 MR. WUELLNER: The northbound --

21 MR. GEORGE: That's coming back from
22 Portsmouth.

23 CHAIRMAN GREEN: That's going back, but
24 there's no outbound to Portsmouth?

25 MR. GEORGE: Yeah, outbound is 8:16 in the

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1 morning.

2 CHAIRMAN GREEN: Okay.

3 MR. WUELLNER: You go out in the morning,
4 come back in the --

5 MR. GEORGE: It goes up -- it's not an
6 up-and-back on the same --

7 CHAIRMAN GREEN: Gotcha.

8 MR. GEORGE: -- unit, same service.

9 CHAIRMAN GREEN: So, we basically have three
10 times during the day.

11 MR. WUELLNER: We have -- we have three
12 flights a day. Two are clustered in the evening.
13 The one is kind of stand-alone at 8:00 in the
14 morning.

15 CHAIRMAN GREEN: I'm just wondering with TSA
16 and everything, how we're doing with that.

17 MR. WUELLNER: They're enjoying that, too.

18 CHAIRMAN GREEN: Yeah. Mr. Gorman?

19 MR. GORMAN: Have we had any dialogue with
20 them about flights and how late they will schedule
21 flights? And have we had any dialogue about
22 late -- lateness of flights?

23 MR. WUELLNER: As to how late?

24 MR. GORMAN: Decibel level or anything?

25 MR. WUELLNER: Actually, we haven't had to

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1 yet. The last one outbound, on schedule, anyway,
2 is at 10:30 in the evening.

3 I -- I look for them to be compressed during
4 the day, rather than later in the schedule they've
5 got now. But it doesn't work well for them going
6 this direction. Typically, that time of day is an

7 east-to-west route structure at that time of day.

8 So...

9 MR. GORMAN: So, you don't anticipate a lot
10 of late-night flights?

11 MR. WUELLNER: No, I don't. You know, not
12 between what we've got scheduled between now
13 and -- or December and March 6th. December 17th,
14 I think. So, it's only about a three-month --
15 it's not even a three-month -- a full three
16 months, so...

17 MR. GEORGE: I don't know how many of you
18 have been out there when that jet takes off, but
19 it is super quiet.

20 MR. GORMAN: It's -- it's less than the
21 smaller corporate jets.

22 MR. GEORGE: Oh, absolutely, yeah.

23 MR. GORMAN: It is.

24 MR. GEORGE: Right.

25 CHAIRMAN GREEN: Okay. Other updates?

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1 MR. WUELLNER: Terminal dedication, of
2 course, was early in the month. I'm sorry, the
3 end of September.

4 MS 150, most of you noticed that went -- went
5 off at the same time as the terminal dedication.

6 I have not heard a final report on how much money.
7 I'm sure they'll want to come out here probably at
8 your November meeting and -- and let you know the
9 results of that. But by all accounts, it went off
10 relatively -- relatively well.

11 Everybody was pleased, other than that little
12 bit of on-and-off rain during that same weekend,
13 and that 30 knot, seemed like about a 30-knot wind
14 running the whole time. They said it's the first
15 time they've had to pedal down a bridge in a
16 couple of locations. So, I'm glad I wasn't doing
17 the bike riding that year.

18 MR. GEORGE: Somebody said that it would have
19 been nice to have a police officer directing
20 traffic as the bikes were coming out and trying to
21 cross the U.S. 1.

22 MR. WUELLNER: I thought they did. They had
23 a lot of police presence first thing in the
24 morning. I don't know what -- I wasn't standing
25 at that location in particular, but there seemed

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1 to be a fair amount -- not as many as the first
2 year. They seemed to have kind of overkill --

3 MR. GEORGE: Yeah.

4 MR. WUELLNER: -- with deputies the first
5 year. But there were -- there were still several
6 out. I know they were working them in for parking
7 to get it started.

8 And nothing to report on the leases this
9 month, other than what Doug's report was relative
10 to the Grumman things. I do -- I will touch on
11 some lease activity, but it's not -- it's not
12 finished yet. But it -- it will be mentioned here
13 in a minute associated with another agenda item.

14 Other than that, be happy to try and address.
15 I'm going to -- it'd be my intent to expand the
16 project updates to include projects we talk about
17 today. If we move them off dead center, we'll
18 begin to have a couple of more items to backfill
19 into project updates, so we can keep you informed,
20 hopefully, on those things.

21 We're going to be talking about U.S. Customs
22 and we're going to be talking about rental car
23 facility, and we'll be talking about some parking
24 lot improvements. So, as we get to those items,
25 I'll -- and you guys either sign off on them or we

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1 go back to the board, whatever happens, we'll get
2 those integrated into the project updates from

3 that point forward.

4 10.A. - TAXIWAY F & APRON - RELEASE OF RETAINAGE

5 MR. GEORGE: What is the -- the rule of thumb

6 about holding the retainage back? Is it 30 days

7 after Certificate of Occupancy, if you will, or --

8 MR. WUELLNER: Ordinarily --

9 MR. GEORGE: -- something like that?

10 MR. WUELLNER: Yeah. And in this case,

11 there's really no CO because it's all horizontal

12 work. It doesn't involve a building permit in

13 the -- in the sense you're thinking.

14 We have inspected the project. Our engineer

15 has inspected the project also. Everybody seems

16 happy with it. All the punch list items that

17 we're aware of have been complete. There may

18 be -- Matt would actually probably be a better one

19 to speak of it, but I think for the most part, the

20 project is now a hundred percent.

21 We'll certainly confirm that before we -- we

22 actually hand them the check. But at this point,

23 it would be retainage release of \$454,000, which

24 is a huge 10 percent number, but keep in mind this

25 project was about \$4.5 million. So, that

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1 represents what the 10 percent number would be for
2 a project that size.

3 MR. GEORGE: And thank Congressman Mica's
4 office.

5 MR. WUELLNER: Absolutely.

6 CHAIRMAN GREEN: You want to move on to that
7 agenda item then?

8 MR. WUELLNER: Yes, if you're ready to go.
9 Our recommendation is for release of retainage of
10 \$454,000 to the general contractor, BGCO, of
11 Jacksonville. And we're representing at this time
12 the work is complete and -- and that release of
13 that retainage would be appropriate.

14 CHAIRMAN GREEN: Okay. I have some -- any
15 public comment? Vic, Mr. Martinelli? No? Reba?

16 MS. LUDLOW: No.

17 CHAIRMAN GREEN: And that's all I had for
18 public comment. Any board comment? Buzz, other
19 than --

20 MR. GEORGE: I'm just -- you know, if our
21 guys have taken a look at it and says everything
22 is fine, but we've got a lot of underground wiring
23 and everything, so when you look at it and you say
24 everything is fine, what kind of testing have we
25 done?

1 MR. WUELLNER: It --

2 MR. GEORGE: Because we're going to start
3 hooking those things up, you know, over the next
4 year, and I'd like to find out today if there's a
5 problem with that electrical underground.

6 MR. WUELLNER: The -- the electrical that was
7 in this project was the taxiway edge lighting
8 throughout the project. That's it.

9 The infrastructure for the T-hangars, which
10 we haven't started -- that's what's starting
11 tomorrow -- includes the power supplies for
12 T-hangars and those kind of things.

13 MR. GEORGE: Okay. I thought there was some
14 underground utilities that were put in in this one
15 that supported the infrastructure of the
16 T-hangars. But I'm getting a no behind you.

17 MR. WUELLNER: No. No. The only thing that
18 would have been sort of co-related would have been
19 some drainage-related work that the basins sort of
20 feed each other in areas.

21 MR. GEORGE: Did we get rid of the alligator?

22 MR. WUELLNER: No, the alligator's a
23 permanent resident.

24 MR. GEORGE: Okay. Fine. All right. Hope
25 he has a badge.

1 MR. WUELLNER: But -- yeah, he'll need one
2 shortly. Yeah, the only electrical was the
3 airfield lighting component, which includes the
4 lighted signs and the hookup of a new regulator --
5 or purchase and hookup of regulator as a part of
6 that contract, in the vault, so it's -- and that
7 work's been completed.

8 CHAIRMAN GREEN: And everything's
9 functioning --

10 MR. WUELLNER: Yeah, it's been --

11 CHAIRMAN GREEN: -- appropriately?

12 MR. WUELLNER: You can see it, bright, shiny
13 from the house, I can tell you that. It's been
14 glowing a couple of days just to be sure it's --
15 it's going to, you know, hold up, but it seems
16 fine.

17 CHAIRMAN GREEN: Any other board comment?

18 MR. BRUNSON: And -- and you have no punch
19 list.

20 MR. WUELLNER: No.

21 CHAIRMAN GREEN: All right. Entertain a
22 motion.

23 MR. GEORGE: I make a motion we allow Staff
24 to release the funds.

25 MS. BARRERA: I'll --

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1 CHAIRMAN GREEN: Second?

2 MS. BARRERA: -- second it.

3 CHAIRMAN GREEN: Any further board
4 discussion? I just think based on our engineering
5 group that's looked at it, and Matt's telling me,
6 yes, we look okay, and the lights work, that --

7 MR. GEORGE: Yeah.

8 CHAIRMAN GREEN: -- pretty good with that.
9 Any further board discussion?

10 (No further discussion.)

11 CHAIRMAN GREEN: All in favor of the motion
12 as presented to release retainage, say aye.

13 MR. BRUNSON: Aye.

14 CHAIRMAN GREEN: Aye.

15 MR. GEORGE: Aye.

16 MS. BARRERA: Aye.

17 MR. GORMAN: Aye.

18 CHAIRMAN GREEN: All opposed?

19 (No opposition.)

20 CHAIRMAN GREEN: Hearing none opposed, the
21 motion carries unanimously to release retainage
22 according to Staff's recommendations.

23 10.B. - UPDATED FORECAST & 2007-08 CAPITAL PROJECTS

24 MR. WUELLNER: All right. Next item I have
25 is related to a request that was made at the last

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1 meeting to update the financial forecast, which we
2 have done, and I can bring that up for you. And
3 there -- there are a couple of capital -- we
4 identified a couple of capital improvement items
5 which largely make up a couple of other agenda
6 items as we go forward.

7 My suggestion is we -- and it's -- it's
8 actually shown here in a minute as the -- under
9 Housekeeping, but we need to -- I think based on
10 the questions I've gotten from individual
11 Authority members relative to airline service in
12 general and how the Airport Authority makes money,
13 and understanding the context of the agreement we
14 have with the airline and -- and concessions and
15 vendors and rental cars and parking, and we --
16 we've never really had an opportunity to get in
17 front of you and kind of explain it all and
18 make -- make y'all aware of how that -- how that
19 works from a financial standpoint.

20 And I would like to schedule -- I think
21 it's -- it's -- rather than tie up meeting time

22 with a lot of detail that -- that does need to get
23 out on the table, you need to understand the
24 details of it, that we set a workshop time,
25 perhaps between now and the next meeting or even

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1 just before the next meeting, whatever works for
2 your schedules. And we can schedule that in a
3 minute. I mean, we can do that when we get to
4 Housekeeping.

5 Additionally, when you see Housekeeping,
6 we'll need to schedule a short shade meeting,
7 also, because I think it's time we do an update to
8 the board relative to the security issues on the
9 airport and -- and get -- get you all up to speed
10 with what those requirements are and the details
11 and that so that you have some understanding, when
12 you're talking to -- to individuals out on the
13 airport, as to what -- or even the community as to
14 what you -- what you can and can't say and what
15 requirements have come with -- with scheduled
16 service. And, you know, that's continually
17 evolving with TSA involved. So, it will give us a
18 chance to get you updated on that -- that also.

19 I will be happy to print out -- we did update
20 the forecast. I have it here. I can bring it up

21 if you want to -- if you want to do elements of
22 that at this point.

23 Otherwise, my suggestion is, to put in
24 context, we really need to look at and understand
25 what the airline service impact is to the -- to

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1 the fiscal plan, to the financial plan.

2 It's nothing but positive. I don't -- I'm
3 not trying to paint it in a negative way, but
4 it's -- it's nothing but positive in terms of how
5 the revenue impacts the airport. But I think it's
6 important you do understand it. Because I know
7 that many of you are getting questions about
8 everything from how the economic impact was
9 forecast, to, I've read the agreement and it shows
10 that, you know, there's no revenue directly from
11 the airline. You know, there are plenty of
12 questions out there and --

13 MS. BARRERA: Misinformation.

14 MR. WUELLNER: -- it will help us -- yeah,
15 it'll help us let you be able to answer those
16 questions better.

17 CHAIRMAN GREEN: Do you want that -- you said
18 one was commercial, one was security. But one may

19 be before next meeting, but one would be a shade,
20 not both a shade.

21 MR. WUELLNER: Only the security meeting can
22 be a shade.

23 CHAIRMAN GREEN: Right. Because I would
24 prefer the commercial part of it actually be very
25 public.

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1 MR. WUELLNER: Yeah, it would be a workshop
2 format.

3 CHAIRMAN GREEN: Absolutely.

4 MR. WUELLNER: Basically, it would be a
5 chance for you to get questions asked, but more
6 importantly us to just, in a less -- maybe less
7 formal atmosphere, walk through the financial
8 modeling, how it affects your -- your 10-year
9 forecast also.

10 And you'll understand why some of this, you
11 know, when you -- when you read those, they can
12 be -- I don't want to use the term "misleading,"
13 because I don't mean it in a negative concept --
14 content, but, you know, it's -- you've got to
15 understand what's all going into the model in
16 order to appreciate what's going on.

17 CHAIRMAN GREEN: I think that's very

18 important and it's -- we'll publicize it and let
19 the public know to be here for that meeting,
20 because that will help a lot.

21 MR. WUELLNER: All right. If you're all
22 right, then, we'll -- even though you wanted it --

23 CHAIRMAN GREEN: Housekeeping.

24 MR. WUELLNER: -- at this time, we'll just
25 move it -- we'll just move it to that workshop

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1 date. We'll handle it all there. And if there's
2 business items that come out of that, we'll just
3 put it on the next agenda and -- and you can --

4 MR. BRUNSON: Madam Chairman?

5 CHAIRMAN GREEN: Yes, sir.

6 MR. BRUNSON: I think that's extremely
7 important. And -- because when you read the
8 contract with Skybus, you have a lot of
9 questions --

10 MR. WUELLNER: Absolutely.

11 MR. BRUNSON: -- until you really get into
12 it. And I think if we can do that and stay
13 focused on that, we'll -- the public and the board
14 will walk away with a good understanding.

15 And, Ed, I think we should extend that type,

16 special workshops, to -- to things like the
17 Grumman and the FBOs, second FBOs, and stay
18 focused on that.

19 And I think the board members are willing to
20 do that till we really can look at something hard
21 before we make a decision. So, I'm delighted that
22 Ed has come up with this workshop idea.

23 CHAIRMAN GREEN: Okay. I'll put that under
24 Housekeeping to set the date.

25 MR. WUELLNER: Yeah. I've got it on there,

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1 too, when the slide comes up, so it should --
2 should help.

3 10.C. - 2nd FBO - SURVEY RESULTS

4 MR. WUELLNER: The next item up then is the
5 second FBO discussion or the -- basically talk
6 about the results of the survey. I -- I did put
7 the slides up here, but I think it might be easier
8 for us to -- to do this by going directly to the
9 site, because it has a little more -- more
10 information for you.

11 MR. GORMAN: I have a question.

12 MR. WUELLNER: Sure.

13 MR. GORMAN: On this survey, is the results
14 from the survey just the -- the compilation of --

15 of just this request to go to the web site that
16 was put on the invoices?

17 MR. WUELLNER: Yes. And -- and, also, we had
18 it on our web site where you could directly link
19 it, and we also sent it out as a direct link off
20 the SAAPA web site -- or not web site, but the
21 e-mail.

22 MR. GORMAN: So, these are only responses
23 from people that actively had to go to a web site
24 and respond to the survey on a web site.

25 MR. WUELLNER: Right. Or contact us, yeah.

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1 MR. GORMAN: And -- and there were no paper
2 surveys sent out.

3 MR. WUELLNER: No, there were not.

4 MR. GORMAN: No paper out -- surveys sent
5 out, I mean, with -- with the invoices and all.

6 MR. WUELLNER: No. No, we did not. We did
7 not generate a paper survey. We did it online.
8 And one of the main reasons is, the particular
9 site we used self-generates all the -- all the
10 reports for it. So, it certainly simplifies
11 handling the information you got in. And
12 surprisingly, we had a very good response rate on

13 it. So...

14 MR. GORMAN: What percentage of tenants at
15 the airport in total do you think responded?

16 MR. WUELLNER: I'm going to guess it was over
17 20 percent.

18 MR. GORMAN: Which you say -- would you --
19 just your scientific guess is about 20 percent.

20 MR. WUELLNER: Well, I don't know exact --

21 MR. GORMAN: Yeah, I mean, I'm not asking for
22 an exact number.

23 MR. WUELLNER: -- the exact number of how
24 many it -- it reached, because we didn't have --
25 we don't have that. But I can tell you we

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1 received 68 responses to the survey. So, we felt
2 it was a pretty -- pretty well received or, you
3 know, at least people went out and took the time
4 to complete it.

5 MR. GORMAN: So 20 -- you would say 20
6 percent of the tenants.

7 MR. WUELLNER: Approximately 20 percent. I'm
8 saying there's probably at least 300 -- 300 people
9 that, between T-hangar list, the SAAPA web site,
10 which would reach people beyond our T-hangar list.
11 Plus, it was available on the web site for anybody

12 to access.

13 So, you know, I think it -- easily, we
14 represent -- you know, got at least 300 contacts
15 for the information -- the "Go complete the
16 survey, if you'd like." Got the information out.
17 So, I'm sure it was at least 300.

18 MR. BRUNSON: And what's interesting is, if
19 you had that many responses, and number 10 of the
20 response, when you get to that, one of the
21 questions says, "Please rate the value of your
22 overall T-hangar rental experience," most of the
23 people have no experience --

24 MR. WUELLNER: Yeah.

25 MR. BRUNSON: -- that -- that responded to

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1 this have T-hangars. So, I think there's a lot of
2 people went to the web site --

3 MR. WUELLNER: A pretty good cross-section.

4 MR. BRUNSON: -- and responded.

5 MR. WUELLNER: Honestly, I think the -- the
6 SAAPA bulk e-mail ability was probably the -- the
7 single biggest generator of responses in itself,
8 because that went out before we got notices into
9 the -- into the -- into the T-hangar billing.

10 And, you know, it generated 30-plus responses
11 within a first few days.

12 So, I think it -- and people who are -- who
13 are inclined to take that survey did it -- for the
14 most part, did it pretty quickly. It went out
15 there in a few days. It trickled in for the last
16 five, ten days of the -- of the survey period.

17 MR. BRUNSON: You didn't get multiple
18 responses from potential FBOs, did you?

19 MR. WUELLNER: They may have been able to
20 respond once.

21 MR. BRUNSON: Okay.

22 MR. WUELLNER: Unless they understood how it
23 was constructed. But it generally allowed one
24 response per -- per person.

25 MR. GEORGE: Per 68 employees.

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1 MR. WUELLNER: Per 68 employees?

2 MR. GEORGE: Yeah.

3 MR. WUELLNER: Well, it's possible.

4 MR. BRUNSON: It's not me.

5 MR. WUELLNER: It's Buzz. He does this all
6 the time.

7 MR. GEORGE: Not me.

8 MR. WUELLNER: Somebody's phone. That's all

9 that is, phone into the PA.

10 Anyway, the -- the first question of the
11 survey up on the board -- and this is off the --
12 the web site itself, so we can pull up the
13 comments, we can do whatever. First question was
14 asked, "Does St. Augustine --"

15 We make statements. They respond to that
16 relative to agreeing or disagreeing with the
17 statement. "St. Augustine Airport has adequate
18 aircraft maintenance services, choices available
19 to piston-driven aircraft."

20 And you can, you know, just -- I'm
21 ballparking the summary here. But, you know, 48
22 percent, 47 percent of the respondents out of 68,
23 now, basically agreed with that statement, either
24 somewhat agreed or strongly agreed with that.

25 And then the balance -- it was a little less

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1 than half responded with either disagreeing with
2 that statement or strongly disagreeing. A few
3 didn't have opinions. And we had a few that chose
4 to add some comments to it. I'll bring some of
5 those up. There's some -- a few colorful ones out
6 there, but you're welcome to -- to read these.

7 There were seven responses. They're all
8 there in front of you. This is what they typed
9 in. We did not edit, don't have the ability to
10 edit. That's what came in. Everything from,
11 would like to see a larger FBO facility. There
12 are only two choices. We have comments about
13 individual companies that were out there. We
14 have -- you know, it's all over the place.

15 MR. BRUNSON: Number 7?

16 MR. WUELLNER: Yeah. You know, obviously,
17 this -- you know, it's -- one thing pilots are not
18 short on is passion for what they do and -- and
19 their hobbies. So, some people were quite direct.
20 And, frankly, I'd rather have a direct answer than
21 dance around the subject.

22 MR. GEORGE: How many total comments did you
23 get out of 68?

24 MR. WUELLNER: You know, I didn't total the
25 number of comments. It's -- the comments

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1 opportunities are based on the question that was
2 asked. And we'll pop those up as --

3 MR. GEORGE: Well, that's what I meant. In
4 other words, the 68 responses --

5 MR. WUELLNER: This one only had --

6 MR. GEORGE: -- to question number 1.

7 MR. WUELLNER: They had seven --

8 MS. BARRERA: Seven.

9 MR. WUELLNER: -- I'm sorry, to this
10 particular question.

11 CHAIRMAN GREEN: Seven. Seven.

12 MR. WUELLNER: So, about 10 percent.

13 MR. GEORGE: Okay.

14 MR. WUELLNER: Ten percent added a comment.

15 MR. GEORGE: Okay.

16 MR. WUELLNER: Everybody finished looking at
17 that?

18 CHAIRMAN GREEN: Yeah.

19 MR. WUELLNER: Okay. Next question asked was
20 the statement -- or I should say we made the
21 statement, "I exclusively use the -- the airport,
22 use airport" -- or, excuse me, aircraft
23 maintenance providers for service that they don't
24 perform themselves.

25 We're trying to get an idea here of how many

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1 people do their own maintenance versus take it off
2 the airport for service.

3 And again, a little over almost working on 60

4 percent here, in round numbers, indicated that
5 they pretty much use services available on the
6 airport as a -- as a matter of course. Some, you
7 know, about 30 percent, indicated they either
8 infrequently or never use the services available
9 on the airport. And, of course, you had a few
10 that took the survey that don't own aircraft, so
11 therefore, the question really -- you know,
12 didn't -- didn't offer an opinion because they
13 aren't using it.

14 You looked like you had a question. Did you?

15 MR. GORMAN: It's almost a double negative
16 here. We have -- "I exclusively use..." Since
17 there's not a lot of maintenance available at the
18 airport --

19 MR. WUELLNER: Well, you have three providers
20 on the airport.

21 MR. GORMAN: For general aviation aircraft?

22 MR. WUELLNER: Three general aviation
23 providers.

24 MR. MARTINELLI: That's true.

25 MR. WUELLNER: You have Richard Cam,

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1 Southeast Aero, and, of course -- Gen's --

2 Gene's -- I was trying to get Wind Dancer out with

3 Gene. Anyway. But there are -- there are three
4 choices. Now, you -- the scope of the services
5 offered by the companies, you know, is across the
6 board a little bit.

7 MR. GORMAN: The way the question is coached,
8 I don't think that the -- the actual survey is
9 relatively accurate. I just don't -- amongst the
10 basic general aviation, kind of a low-end
11 aircraft.

12 MR. WUELLNER: Well -- and the beauty here is
13 we -- you know, if you --

14 MR. GORMAN: Just from the people that I talk
15 to --

16 MR. WUELLNER: -- if there are areas you want
17 more information, we can go --

18 MR. GORMAN: -- I don't see that that -- that
19 statistic is probably inaccurate.

20 MR. WUELLNER: We can go back out and keep
21 tracking, so whatever -- you know, it's up to you
22 at this point.

23 All right. We make the statement,
24 "Generally, are you pleased with the overall
25 quality and pricing of services available --" or

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1 they've used at the airport. And there again,
2 you're about 40 -- 50 percent saying they agree
3 with that statement.

4 (Mr. Brunson leaves the room).

5 MR. WUELLNER: And then you have about 30
6 percent saying they disagree with that statement
7 and either strongly or -- and then about 17
8 percent here say they either have no opinion or
9 haven't used services on the airport to form an
10 opinion. Now, that would, I'm sure, include
11 air -- you know, nonowned aircraft users on the
12 airport.

13 You had eleven comments here. Bring those
14 up. I'm going to have to switch pages here for
15 the last one. Comments about -- again, about
16 individual companies, their performance. You
17 have, again, a few more colorful responses.

18 MR. GEORGE: How did number 10 know about
19 comment number 4?

20 MR. WUELLNER: They may have been referring
21 to --

22 MR. GEORGE: Oh, on question 4.

23 MR. WUELLNER: Yeah, I think is what they
24 were trying to say. And everybody -- said we had
25 11 here. And then there's one more comment there.

1 Okay?

2 All right. Next question, I'm guessing --
3 see here. "Generally, I've been pleased with the
4 overall experience with on-aircraft (sic)
5 maintenance providers."

6 Again, 58, almost 60 percent, 59 percent
7 indicate they've been satisfied or generally
8 pleased with the overall experience. About 25,
9 call it that, percent disagreeing with that
10 statement. And then you, of course, had about 17
11 percent, again, no opinion or don't use. A few
12 more comments under that one.

13 I would say based on the response to -- or
14 the response number 4, that someone has not had a
15 very good experience with at least one of our
16 maintenance providers.

17 MR. BURNETT: I'm glad y'all aren't sending
18 this out for legal services.

19 (Mr. Brunson enters the room.)

20 MR. WUELLNER: Everybody good or --

21 CHAIRMAN GREEN: Uh-huh.

22 MR. WUELLNER: Next question, "Specific
23 aircraft maintenance services I would like --"
24 yeah, "would like to be available at the airport."

25 And this generated a list of items. You can

1 see most everybody provided something by way of
2 input here. They have everything from engine
3 overhaul, Customs. I'm not sure how that related
4 to maintenance, but it's an opinion. Prop shop,
5 electronics, paint shop.

6 MS. BARRERA: You hit next, not -- not the X.

7 MR. WUELLNER: Oh, sorry.

8 MS. BARRERA: That's all right.

9 MR. WUELLNER: Almost did it, too. A lot of
10 redundance here. At least, I don't know how to --

11 MR. GEORGE: That's good. Where there's
12 redundancy, that says what we need.

13 MR. WUELLNER: This is probably the most
14 valuable piece of, you know, overall, of the
15 survey, to be honest with you.

16 MR. GORMAN: Looks like everybody wants more
17 of everything --

18 MR. WUELLNER: Or something that's not here.

19 MR. GORMAN: Fairly obvious, yeah.

20 MR. WUELLNER: And then there's your last --
21 a few things aren't entirely practical, but --
22 such as a Beechcraft-oriented shop. You know,
23 certainly benefits Beechcraft owners, but of
24 course it doesn't necessarily say they wouldn't do

25 other maintenance. But you get the idea. There's

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1 a lot of -- a lot of input there.

2 Okay. I think these are more of the same.

3 Some provided -- yeah, there was an opportunity to

4 provide up to, I think, four or five different

5 pieces there, so you could have added --

6 MR. HOLIDAY: No mention of props in there.

7 MR. WUELLNER: I'm sorry?

8 MR. HOLIDAY: No mention of props.

9 MR. WUELLNER: Not yet.

10 It was Dan. Okay? Everything -- in fact,

11 avionics, paint, light aircraft service

12 availability is the next -- is next down here.

13 Six, I'm guessing, is the same guy who's provided

14 input in a few places.

15 MR. GEORGE: It's Kramer's wife.

16 MR. WUELLNER: Number seven's an

17 interesting -- interesting answer, because this --

18 this comes up periodically at -- at airports

19 where, you know, just providing a space that can

20 be reserved by individual aircraft owners to do

21 maintenance in -- in an appropriate environment,

22 or even shared. That's -- I think some places do

23 that, and it's not particularly common, but it's

24 out there.

25 A lot of people just lack the expertise to be

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1 able to do that, legally, anyway. I'm not sure

2 that had to do with maintenance, but...

3 And last one, I think, will. Did I mention

4 Customs? Okay.

5 MR. GORMAN: Real briefly. I mean, don't we

6 have an auto fuel availability right now on the --

7 at the self-fuel on the property?

8 MR. WUELLNER: No, you don't, no. We do

9 not -- we do not dispense auto fuel.

10 MR. GORMAN: No, I mean, but cannot -- an

11 owner can't -- an owner isn't -- it is available

12 for an owner to dispense auto fuel into his own

13 aircraft at the self-fueling ability, isn't it?

14 MR. WUELLNER: They could put fuel in their

15 own aircraft. We do not sell it.

16 MR. GORMAN: Yeah, exactly. So, we already

17 have that, anyway.

18 MR. WUELLNER: Yeah. Yeah, they can

19 always -- they can always bring their own.

20 MR. BRUNSON: If they've got a ladder and a

21 five-gallon can.

22 MR. GORMAN: Exactly. Exactly.

23 MR. GEORGE: I think that was saying sell it
24 to me there. Let me pull up and put the hose in.

25 MR. BURNETT: But you're not allowed to --

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1 you're not allowed to store it in --

2 MR. WUELLNER: You can't store it in a
3 hangar, but you can put it in your -- you know,
4 you can bring in five-gallon cans and pour it in
5 your airplane and -- and use it that way.

6 MR. BURNETT: Yeah, we don't allow it to be
7 stored in -- under the lease agreements.

8 MR. GEORGE: This might be an interesting
9 place for an Excel spreadsheet to show the
10 categories and how many of them were in question
11 1.

12 CHAIRMAN GREEN: Buzz?

13 MR. GEORGE: Oh.

14 MR. WUELLNER: I think -- I think you can do
15 that. And they actually have let us -- I think I
16 may have --

17 MR. GEORGE: Yeah.

18 MR. WUELLNER: -- already downloaded the
19 whole -- download everything into a spreadsheet.
20 I think I've done that already, but we haven't

21 tried to work with the data --

22 MR. GEORGE: Okay.

23 MR. WUELLNER: -- that's in there. But it is

24 all there. That's one of the formats they do it,

25 do drop it to --

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1 MR. GEORGE: Okay. Thanks.

2 MR. WUELLNER: Next question, thinking about

3 the services you identified in the previous

4 question, because one of the things that was

5 interesting, we were trying to get a handle on,

6 well, all right, somebody might want aircraft

7 paint services, but how often do you actually use

8 them? And it was -- I don't think it told you a

9 whole lot here, because you had a -- you would

10 have to compare the individual responses, which we

11 can do and -- and try to correlate the percentage

12 to the individual service that was identified.

13 So, I'm not sure it's -- unfortunately, the way

14 that the software's set up and the way I

15 constructed it, probably doesn't provide a lot of

16 detail.

17 But you can see, just in terms of frequency

18 of use, it -- you know, it's running in the 30, 30

19 to 40 percent range, those services get used on --
20 on an annual basis.

21 We took the opportunity to ask a few
22 questions relative to some things here. And one
23 was, made the statement, we -- you know, "I
24 self-fuel my aircraft."

25 I was really interested in the response.

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1 That was much higher than I thought it would be.
2 But, basically, your, you know, 80, 81, 82 percent
3 of those that responded, self-fuel, 62 percent-ish
4 do it all the time. That's the only way they
5 fuel, it appears.

6 There's a few that prefer to self-fuel, and
7 that could be for a lot of reasons. They're
8 unable to do it. And others, you know, you had
9 about 4 percent saying they don't operate
10 aircraft, so they weren't really concerned with
11 how -- how they fuel.

12 Then we asked, well, what -- you know, we
13 made the statement, the price always determines
14 the -- how they use it. And it was interesting,
15 but it was "usually" and "almost always" were
16 the -- obviously the two choices that generated
17 the most response, with 46 people choosing one of

18 those two options. So, nearly two-thirds of the
19 people responding said that. And, of course, a
20 few don't self-fuel.

21 One that was completely interesting to me, I
22 thought, was what is the single factor, or what is
23 the factor that influences their decision to
24 self-fuel? And ease of pump use rated much higher
25 than I would have thought.

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1 There's common discussion out there that
2 brand of fuel actually would -- would dictate
3 that. Of course, the fuel providers would have
4 you believe that everyday, that you make fuel
5 choices based on the brand of fuel. It clearly
6 was not the case, if the survey's to be believed.

7 But things like restrooms and condition of
8 the facility generated more interest than just the
9 availability of credit card choices at the -- at
10 the terminal. So, a few comments under this item,
11 also.

12 "Wish we had self-service jet" was an
13 interesting one.

14 CHAIRMAN GREEN: There's your piston, Buzz.

15 MR. WUELLNER: A few people just had -- you

16 know, had other things that were factors for them.

17 Okay. Then we asked them to look at the
18 T-hangar experience, and you can see that, you
19 know, 25 out of 68 weren't T-hangars tenants, at
20 least at this point. May or may not want to be.
21 Some of the comments will give you a clue into
22 that.

23 But most people, you know, believed that it
24 was at least of an average value, if not an
25 exceptional or -- or a good value, their T-hangar

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1 rental here. A few, at least one response, said
2 that, you know, they didn't care for the place and
3 were looking elsewhere.

4 But surprisingly few, only four respondents,
5 rated it at below average, out of 68.

6 And most of the comments you'll notice are
7 relative to their placement on the hangar waiting
8 list versus some -- some commenting we need more
9 hangars. "I'm a hundred. I've been on the list
10 three years," those kind of things."

11 Everybody good?

12 MS. BARRERA: No, you need to go to the next.

13 CHAIRMAN GREEN: There's 17.

14 MR. WUELLNER: Good call. Not -- not sure

15 what 16 had said before, but they -- whatever it
16 was, they still want one.

17 MS. BARRERA: Say they want a T-hangar.

18 MR. WUELLNER: Yeah. And just overall
19 aesthetics of the airport, just a few comments
20 there. Seventy-five percent believe the facility
21 was above average or -- or better.

22 And interestingly, no one rated the facility
23 itself, overall aesthetics or condition, as poor.
24 And only one responded, even put it below average.
25 So, I think generally people are overall happy

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1 with the facility. Here are your comments related
2 to that question.

3 Parking, public access is challenging.
4 Everybody good? Overall experience of timeliness
5 of T-hangar maintenance. And see once again, most
6 people are pleased with the response they get out
7 of -- out of our maintenance staff relative to
8 their...

9 And the comments, we didn't -- we didn't
10 provide an opportunity for comments on that
11 particular question. They had the opportunity
12 above.

13 I would -- oh. There's one for David here.
14 But another very nice surprise -- I don't mean
15 surprise in the sense that we didn't expect it,
16 but it just was -- the -- the overall response was
17 incredibly positive relative to their experiences
18 with the tower. So, certainly very gratifying and
19 very pleased with how you get your head back out
20 the door after this one. But I don't remember
21 whether there's a comment there. Was there? No.

22 All right. Next question had to do relative
23 to evaluation of us. Do we -- says that we do a
24 good job of self-promotion and public education on
25 the airport's importance in St. Johns County. And

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1 this was definitely a 50/50. It kind of just
2 ratified what we -- what we believed to be the
3 case, is that, you know, that's -- that's
4 certainly an area we need to do a better job. And
5 we knew that. And the comments related to that.

6 There's some really, really good comments in
7 there, just -- just relative to perception of the
8 airport.

9 MR. HOLIDAY: Seven.

10 MR. WUELLNER: Yeah.

11 MR. GEORGE: Number eight is talking about

12 the park that you're going to design and build
13 this year.

14 MR. WUELLNER: Everybody good?

15 CHAIRMAN GREEN: Yeah.

16 MR. WUELLNER: Okay. And another question,
17 just to give us a feeling for how Skybus perhaps
18 is being, you know, viewed by users of the
19 airport. And question was that they had -- we
20 make the statement that they have been
21 inconvenienced or have serious concerns about
22 adding scheduled service at this point.

23 And it overwhelmingly is they disagreed with
24 that statement. About 11 percent, 12 percent,
25 indicated that they agreed with that statement.

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1 And you had a few that indicated they either had
2 no opinion or didn't even know that air service
3 was being offered, which I guess could mean they
4 weren't -- you could take that as they disagreed
5 with the statement also. But if you wanted to
6 read into it...

7 Comments. I don't know who number five was.

8 I'm curious what their experience was, but...

9 MS. LUDLOW: We can access this on

10 (inaudible)?

11 MR. WUELLNER: If not, we will give you a --
12 we will put a link of it.

13 What I thought I'd do is just e-mail that out
14 to the list thing. If anybody wants to go out
15 there and look at those, they're welcome to it.
16 There's a results site, and you're -- you're very
17 welcome to go out there and do it.

18 MS. LUDLOW: Okay.

19 MR. WUELLNER: Okay?

20 MR. BRUNSON: Ed, Madam Chairman, this might
21 not be the right time to bring this up, but I will
22 anyway.

23 CHAIRMAN GREEN: Got one more question.

24 MR. BRUNSON: Okay.

25 CHAIRMAN GREEN: Is that --

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1 MR. BRUNSON: Well, in November, we're having
2 a Chamber of Commerce mixer here. And something
3 that might be good to do on this is -- I guess all
4 of the flights to Portsmouth for \$10 is probably
5 booked.

6 MR. GEORGE: I can tell you for a fact they
7 are booked.

8 MR. BRUNSON: Okay.

9 MR. GEORGE: It's \$80 to \$120 now.

10 MR. BRUNSON: I wish I would have thought of
11 maybe of getting four or five round trips to give
12 away at the Chamber mixer. That would have been a
13 good thing. And we might still can do something.
14 I don't know.

15 MR. GEORGE: You're right. That should
16 have --

17 MS. BARRERA: We can ask Skybus officials to
18 see if they could donate some space-available
19 round-trip tickets, and then those are only -- the
20 people only board them if the space is available
21 on the plane that day of departure.

22 MR. BRUNSON: Might could do that.

23 MS. BARRERA: That's typically what you get
24 whenever you win those type of tickets usually.

25 MR. BRUNSON: Well, you ought to know,

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1 because you've been in that business.

2 MR. BURNETT: I don't know that it's the
3 right time, but I will tell you before I forget,
4 the date is November the 15th for the Chamber
5 mixer. Five o'clock, November the 15th.

6 MR. BRUNSON: Sponsored by Galaxy and Rogers

7 and Towers.

8 MR. GEORGE: And Brunson for president.

9 MR. WUELLNER: And we ended up with more
10 questions than I thought were in the survey,
11 because we used a survey template to develop the
12 survey, and apparently there were another eight or
13 ten questions beyond that that we didn't even know
14 were on that. But they're available on the --
15 when you go to -- online to look at the results of
16 the survey, you can get an idea of the -- but it
17 did provide some useful information because it was
18 all demographic kind of questions that we didn't
19 even know were in there, honestly. But for
20 whatever reason, they just piled on the other end
21 of the survey.

22 So, it was -- it was somewhat interesting,
23 because it gave some -- some background
24 demographics about those who responded in -- in a
25 general way, such as age ranges. I don't even

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1 remember all of the details, but there were a
2 bunch of just little, kind of curious -- certainly
3 illustrates the -- I don't mean this in a negative
4 way -- but the aging user of light general
5 aviation aircraft, which I think most people

6 observe. And it's -- it's not backfilling very

7 fast with -- with younger folks.

8 So, hopefully, it's -- I think the vast

9 majority -- I don't remember the exact number, but

10 the vast majority were in the 50 to 59 range, if

11 my memory's correct.

12 MS. BARRERA: I don't think it's due to lack

13 of interest, because having attended two different

14 college fairs this past week and seeing the amount

15 of people crowded around Embry-Riddle, FIT, JU --

16 MR. WUELLNER: Good.

17 MS. BARRERA: -- and their aviation programs,

18 those -- those tables were full. So, I think the

19 interest might be there, but the finances might

20 not.

21 MR. WUELLNER: Expensive way to get through

22 college, that's for sure.

23 So anyway, where are we -- where are we

24 looking to go from here? Mr. Brunson mentioned

25 maybe doing a workshop to -- to go from here.

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1 We've certainly got some interesting -- if there's

2 other information you'd like us to gather,

3 specific information, we can easily construct an

4 additional survey and put it out there. It's just
5 really surprisingly simple to -- to do that, so if
6 there are specific questions or inputs or
7 whatever, we can still get more data if it's -- if
8 that's required.

9 Our thought, generally, was that, you know,
10 at this point, we probably would take that
11 information, and through maybe a workshop process,
12 attempt to draft some sort of an RFP kind of
13 guideline, put the details in there as to what --
14 what you see as what that facility could be.

15 And then once we have that, we can be
16 concurrently developing the capital costs that
17 would go with it, because I think that would
18 somewhat generate the size or scope of capital
19 that we'd need to support what RFP you put out
20 there.

21 Internally, there's no particular schedule.
22 I mean, you're -- you're setting the pace on this.
23 You -- it's important to know, too, you don't have
24 to build the same thing twice. And by that, I
25 mean, you know, if you have --

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1 CHAIRMAN GREEN: Just a second.

2 MR. WUELLNER: You know, your FBO, your

3 existing FBO doesn't have to be duplicated.
4 That's not necessarily what a second FBO means.
5 You can create what that -- what that will be
6 through the RFP process.

7 So, you have an opportunity to kind of
8 fine-tune what you perceive the interest to be, or
9 at least make those important in terms of how
10 somebody responds to your request. So, you've got
11 a lot of, I think talking to do relative to what's
12 important. The survey gives you a glimpse of
13 that.

14 Certainly, talking to individual pilots is --
15 is another great way to just get a feel for the
16 general health of things and things that are
17 lacking or things that we just need more of. Or,
18 things they don't think you need any of sometimes
19 comes out, too.

20 And my thought was, aim toward a December
21 meeting to talk about a draft RFP at that point.
22 Maybe -- maybe November sometime is a -- is a time
23 to try to -- try to develop the details of that
24 survey, is try to go through that list of --
25 particularly the question, the listed services

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1 that they'd like to see, and come up with some --
2 some more detail on that.

3 CHAIRMAN GREEN: Let's see. I've got a lot
4 of public comment that I want to get to first,
5 which I'll -- I'll do. Dan? Do you want to
6 comment on this?

7 MR. HOLIDAY: You know --

8 CHAIRMAN GREEN: If you do, you need to come
9 up there.

10 MR. HOLIDAY: Not really. I've been on
11 vacation for a month.

12 CHAIRMAN GREEN: Okay.

13 MR. HOLIDAY: I'm actually -- basically, it's
14 all new to me. I'm sitting here looking at
15 this -- this --

16 MR. BRUNSON: Name and -- for the record.

17 MR. HOLIDAY: -- this whole entire
18 questionnaire, and thinking to myself, well, you
19 deserve it, Holiday; you didn't participate. So,
20 I didn't.

21 CHAIRMAN GREEN: We threw your name around
22 before you got here, just so you know.

23 MR. HOLIDAY: Hmm?

24 CHAIRMAN GREEN: Your name got thrown around
25 here before you got here, so...

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1 MR. HOLIDAY: You didn't wait?

2 CHAIRMAN GREEN: No. Reba, no comment?

3 Michael Slingsluff?

4 MR. SLINGLUFF: I do think that probably a

5 more in-depth or a discussion. Sixty-eight

6 response to a survey is -- is a great start. I

7 would -- I would certainly refine the process

8 down.

9 And I think that Mr. Gorman's comment put --

10 maybe put it on paper and mail it out with -- with

11 the invoices to the airport users. Thank you.

12 CHAIRMAN GREEN: Thanks. Vic?

13 MR. MARTINELLI: Yeah. Vic Martinelli, 24

14 Carriage Lane, Ponte Vedra Beach. I think you

15 have a good start. And when it comes to drafting

16 the RFP, I think that's really where the rubber is

17 going to meet the road.

18 I think that's really what you need to spend

19 some time on. And I would suggest that that be

20 done at a workshop -- or obviously it can't be

21 completed at a workshop, but that you hold a

22 workshop to get the ideas in that would be there.

23 Because there are still a lot of unanswered

24 questions, a lot of homework that needs to be done

25 by the board in -- in putting this thing together,

1 so that the final product that you have that goes
2 out as an RFP is specific, doesn't leave much to
3 conjecture, and thereby giving you the best input
4 that you can get in a response. That's what I
5 would suggest.

6 CHAIRMAN GREEN: Thank you. Mike Mickel with
7 Dominion?

8 MR. MICKEL: My name's Mike Mickel from
9 Dominion Aviation in Richmond, Virginia and South
10 Ponte Vedra Beach. Just wouldn't be right for me
11 to come all the way down here without speaking,
12 so...

13 I kind of respectfully disagree with a few
14 comments on the process. And with all due
15 respect, I think that -- I looked at the survey
16 results and -- and -- and I think that was a
17 pretty positive survey. I think most people are
18 happy here.

19 But when we look at where we are here at the
20 airport or what the airport -- the position
21 they're in right now, to try to continue to refine
22 and have more surveys and try to specifically put
23 out an RFP for what you're looking for, I would
24 like to think that we would just put out an RFP.

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1 general. And I have a concept -- and I'm not here
2 promoting my concept, but I have a concept that is
3 a little different than the average. I'm not just
4 a fuel vendor that wants to come down and sell
5 fuel. I take on more of an economic development
6 outlook. And I think I can bring more to this
7 airport than just a traditional FBO.

8 And I think if you don't limit your RFP to
9 look for a specific type of something that maybe
10 68 people out of 300 based aircraft -- pilots --
11 not just aircraft owners here, I guess, say what
12 they need, you may find something. I think we
13 have a great concept.

14 You might find a concept that's greater than
15 ours that's a better fit for the airport. And I
16 would urge you to be more general in your RFP.
17 Let's get it out. I've heard comments of let's
18 delay this and put it off and do more research
19 through the last year and a half I've been down
20 here for these meetings.

21 But if you decided today to put out an RFP,
22 by the time it goes to the public, you review the
23 responses, you select a winner, you then negotiate

24 a lease, and then start laying contract --
25 concrete to build a facility, we're still two

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1 years if that's what we decided today.

2 And in two years, I think we're missing a lot
3 of opportunities here at this airport. I know
4 that -- I was actually kind of interested in
5 hearing some of the things that were said today,
6 because at my facility in Richmond, before they
7 shut my runway down for two months to repave it,
8 we are four and a half percent up in our fuel
9 sales and activity for the year.

10 I look at -- the piston and turbine aircraft
11 manufacturers are booked years in advance.
12 Aviation is -- certainly, we have our struggles in
13 certain times of the year, but aviation is an
14 expanding, growing entity. And I think this
15 airport's ready for a second FBO. Your volume
16 will support it. We're willing to put in millions
17 of dollars to capitalize a building. If the
18 airport doesn't want to build one, we're ready to
19 go.

20 We have a great concept, and we want to
21 bring -- we want to serve the people here at

22 St. Augustine Airport, but we want to bring people
23 from all over the country to not just this airport
24 but to St. Johns County and St. Augustine.
25 Thanks.

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1 CHAIRMAN GREEN: I have no more public
2 comment. Board comment, Mr. Gorman.

3 MR. GORMAN: Just to clarify, Mr. Wuellner,
4 you were talking about then a workshop in November
5 to discuss -- you know, to kind of flush out more
6 of the thoughts and discuss more of the survey.

7 MR. WUELLNER: Yeah.

8 MR. GORMAN: And that was your --

9 MR. WUELLNER: It doesn't have to be
10 November. You -- again, you set the pace of this.
11 It can be whenever you want it.

12 My suggestion is you need to get to a point
13 now where you get the last of the input into the
14 process, I think, if -- if you're still moving
15 forward, and a workshop's a great venue to do
16 that. And invite the public, invite pilots,
17 invite anybody that just has an interest and --
18 and try to digest that, and then we can massage
19 that into some sort of an RFP to start reviewing.

20 MR. GORMAN: Can I suggest that that sounds

21 like a great idea to me, in the November workshop,
22 or -- or whatever the board thinks is timely.
23 I'd like to also add -- to add a discussion
24 on the -- on the small business incubator in
25 conjunction with an FBO, separate from an FBO,

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1 however it -- it needs to be discussed. In other
2 words -- and it can be part of the whole package.
3 It could be part of an FBO bid. It could be
4 separate from an FBO bid. As long as small
5 business aircraft related to small business
6 development is included in that discussion.

7 As far as the -- it sounds like we need a
8 workshop to kind of get things going as far as
9 planning in some timely -- whether we're going to
10 dismiss it or whether we're going to do it.

11 So, I like your idea. I would ask that --
12 you know, the board would have to agree -- but
13 that you mail out -- there are some of us that are
14 dinosaurs that do things on paper -- mail out some
15 surveys, and then condense those with the web
16 responses, and then you've got, in total, if they
17 get an invoice and then they haven't seen that and
18 don't respond, then I suppose you're finished.

19 And that would be one more way to -- I know it's
20 more work.

21 MR. WUELLNER: So, you -- you're looking for
22 more response on the survey we just did? I'm just
23 trying to clarify it.

24 MR. GORMAN: You wouldn't maybe have to -- to
25 rediscuss every point, but that would -- you --

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1 that would skew the data.

2 CHAIRMAN GREEN: Right.

3 MR. GORMAN: It might skew the data. Because
4 that's another form, and a form, for instance,
5 that I would use, because I don't have time to go
6 to a web site. And I think there's a lot of
7 people like that.

8 CHAIRMAN GREEN: I think you might have
9 duplicate responses and that's why you might skew
10 the data. What about something simple, I mean,
11 really simple? Do you want a second FBO and why?
12 That's something Reba had mentioned before. Just
13 very point blank.

14 MR. GORMAN: She's asking --

15 MR. GEORGE: What do you want it to do?

16 CHAIRMAN GREEN: Do you think it's viable?

17 What do you want it to do?

18 MR. GORMAN: A simplified -- a simplified
19 survey, maybe.

20 CHAIRMAN GREEN: Just direct, to the point.

21 And -- and I don't want to interrupt your -- your
22 speaking, but I agree with you.

23 MR. GORMAN: No, but that's -- you know,
24 we're on the same page.

25 CHAIRMAN GREEN: I think -- we need to have a

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1 workshop. We need to get this looked at, done,
2 decided whether we are or we aren't. But we need
3 to do something with this and find out what the
4 rest of the airport tenants and public want.

5 I agree, let's do something right away, get
6 something out there. And if you want another
7 survey, that's fine. If we can get out that
8 simple little two-liner and still have it back by
9 our November workshop, that's fine. I just don't
10 want to delay the workshop.

11 MR. GORMAN: My idea wouldn't be to do a
12 whole new survey, just add to the one you've got
13 to see if anything's skewed. You've already got a
14 computerized worksheet. So, it wouldn't be hard
15 to add any responses you could get. I think you'd

16 get a lot of responses on paper, to be honest with
17 you. That's my own thought.

18 CHAIRMAN GREEN: Buzz, do you have something?

19 MR. GEORGE: I'm just a little confused about
20 where we're going.

21 CHAIRMAN GREEN: That's why I want a
22 workshop. Let's just make our decision.

23 MR. GEORGE: Well, I don't want a workshop.
24 I want a regular meeting. Because you cannot make
25 a decision at a workshop. So, you take a workshop

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1 and you sit there and you discuss all of these
2 options, and then we get to set another meeting to
3 rehash the options --

4 CHAIRMAN GREEN: No, no.

5 MR. GEORGE: -- before we come up with here's
6 what we want to do.

7 CHAIRMAN GREEN: I don't think so. I think
8 we go to the workshop and we come up with, all
9 right, these are our agenda. This is what we're
10 doing. That little piece of paper comes up to our
11 regular meeting, says, at the workshop, we had --
12 we agreed, we need one, we don't, this is where we
13 are, let's discuss it. It's an agenda item. Do
14 we do an RFP or not?

15 I think you can culminate the information
16 from the workshop and make it an agenda item,
17 instead of rehashing the workshop again.

18 MR. GEORGE: Can we do what she said in a
19 workshop, come to a conclusion that this is what
20 we want an FBO to do?

21 MR. BURNETT: Well -- and I think what you
22 can also do, and I don't want to --

23 MR. GEORGE: Oh, go ahead.

24 MR. BURNETT: -- steer y'all one direction or
25 the other. But potentially, you can go through

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1 the list and start formulating a list of these are
2 the services that are on an airport that we'd like
3 to see; these are services that are going to be
4 important to us. These are the things that anyone
5 who responds to our request for proposal should
6 take seriously and consider as part of their
7 proposal. And I don't know --

8 MR. GEORGE: And we can make a decision on
9 what those are at a workshop?

10 MR. BURNETT: I think then you ratify that
11 when you get to the actual board meeting.

12 MR. WUELLNER: Ratify it with the RFP.

13 CHAIRMAN GREEN: We just condense the
14 information into a workable piece of paper that we
15 can bring to a meeting.

16 MR. GEORGE: Okay.

17 MR. WUELLNER: And you'd ratify it with RFP
18 itself.

19 CHAIRMAN GREEN: Right.

20 MR. GEORGE: I would -- I would also like for
21 us to consider having a twist, now that we've got
22 the survey, and the twist would be we've got
23 people out there that are running successful FBOs,
24 and they're looking at data, as far as our traffic
25 and -- and blah, blah, blah. And they can very

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1 easily make a decision, if I come in there with
2 this work load, that this customer base that's
3 there, here's what I need to -- to offer based on
4 my past experience.

5 We can -- the twist I want to take is rather
6 than saying I want to see this, twist it around
7 and say here's what I don't want to see. I don't
8 want to see it become a jet fuel total facility.
9 I want to see such and such amount of your revenue
10 coming from piston-driven general aviation
11 airplanes. And even to the point that, right now,

12 I think that there is a gallonage fee that we get
13 for -- you know, eight cents or something --
14 something like that for every gallon of -- of jet
15 fuel and -- and aviation fuel.

16 I'm not so sure we couldn't have a contract
17 with an FBO. Specify it to begin with, here's
18 the -- here's the mix we want. And if you don't
19 make that mix, instead of it being eight cents,
20 it's 50 cents on the jet. So, we're just cutting
21 more and more into his.

22 And your contract, if you don't meet these
23 numbers, like three months out of 12, your
24 contract is terminated. We'll go to somebody
25 else. If that's what we're after.

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1 But everything we've talked about what we're
2 after is protecting the general aviation guy.

3 CHAIRMAN GREEN: But my concern, and I'm
4 going to defer -- why we can discuss it in the
5 workshop, but I want Doug there, because we've got
6 a problem, I think, with an existing FBO that
7 doesn't have those parameters. I don't know. I'm
8 just concerned about that.

9 MR. BURNETT: I'll be making the rounds with

10 each of you outside of the meeting to discuss
11 legal issues related to this. But I think you can
12 very easily evaluate anyone who proposes to be the
13 second FBO on this facility, can easily evaluate
14 and consider the type of operation they run right
15 now at other airports and take that into
16 consideration to say this is the type of FBO we
17 want.

18 MR. GEORGE: I can tell you what I'm going to
19 do, and the minute I open the office, I do
20 something else.

21 MR. BURNETT: True. I understand.

22 MR. GEORGE: What I'm saying is there's got
23 to be some checks and balances to make sure that
24 we get what we think general aviation wants, if
25 that's what the group wants.

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1 MS. BARRERA: But you have to be careful with
2 those checks and balances, because if all of a
3 sudden general aviation goes in the tank, or if
4 all of a sudden business aviation goes in the
5 tank, you can't tie their hands too tightly.
6 That's why I think we need that workshop.

7 MR. GEORGE: That's why you have a
8 five-member board, and if things change, this

9 board assesses it and decides to drop that from
10 the contract.

11 MS. BARRERA: Amend the contract.

12 MR. GEORGE: Yes.

13 MR. GORMAN: Do we -- do we tie our hands too
14 tightly by using the word "FBO"? Can we just,
15 instead of saying FBO, say business facility or
16 facilities? I mean, because I keep hearing
17 these --

18 MR. GEORGE: Well, maybe that's a workshop
19 thing.

20 MR. GORMAN: -- these things --

21 MR. GEORGE: Well, maybe at the workshop, if
22 they haven't gotten the --

23 CHAIRMAN GREEN: But it -- it sounds the way
24 we're all talking, that the workshop is something
25 we want, and as soon as possible.

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1 MR. BRUNSON: Madam Chairman, I think we --
2 we've started the workshop now.

3 CHAIRMAN GREEN: Yeah.

4 MR. BRUNSON: So, that's what we need to do.

5 CHAIRMAN GREEN: Do you need a motion, Ed?

6 MR. BRUNSON: The next meeting is November

7 the 13th. I would recommend that we have a
8 workshop on the second facility just before -- you
9 know, before that so be ready to go forward.

10 CHAIRMAN GREEN: Do you need a motion for us?

11 Or, we can --

12 MR. WUELLNER: We can talk about --

13 CHAIRMAN GREEN: I'd like to look at our --

14 MR. WUELLNER: -- it when you get a little
15 later. I mean --

16 CHAIRMAN GREEN: Do you want to do it in
17 Housekeeping?

18 MR. WUELLNER: Yeah. You've got two other
19 meetings to set.

20 MR. GEORGE: Yeah, at least one other
21 workshop.

22 MR. WUELLNER: So, keep it in context.

23 CHAIRMAN GREEN: All right. Then I think
24 that's the -- I won't speak for the entire board,
25 but the census I'm hearing is we that want a

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1 workshop and we want to do it as soon as possible.

2 All right. We'll move it to Housekeeping for a
3 date.

4 MR. WUELLNER: All right. Next item I
5 have --

6 MR. BURNETT: And -- and Ed, just before we
7 move on, just so you'll know, when I'm calling you
8 to try and get ahold of you to talk about it --
9 I'm going to call each and talk to each of you
10 before the workshop, talk to you about this and a
11 number of issues as it relates, including the
12 interaction of our existing FBO and some of the
13 things that in their lease document.

14 MR. GEORGE: All right.

15 MR. WUELLNER: All right.

16 CHAIRMAN GREEN: Ed, can I interrupt?

17 Mr. Sanchez is here.

18 MR. WUELLNER: Yeah.

19 CHAIRMAN GREEN: Ron, we knew we were -- you
20 were running late. I didn't know if there were
21 any reports.

22 COMMISSIONER SANCHEZ: There she goes with
23 that "Mr." And I don't owe her any money, so I
24 mean, I don't -- I don't understand.

25 I don't really have a whole lot to discuss.

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1 I did drop a DVD over from our meeting. Someone
2 came in there. I guess he thought we could just
3 vote and cancel y'all out. I don't know.

4 But I tried to dispute some of his
5 information that I knew was wrong, and then I
6 referred him to the airport for the rest of the
7 information. This is another letter. I don't
8 know. I'll just give it to you. I don't know if
9 you've seen that yet or not. But same person, you
10 know.

11 MR. WUELLNER: Yeah.

12 COMMISSIONER SANCHEZ: Anyway, that's about
13 it, unless anyone has any questions about the --

14 MR. GEORGE: We have a rumor that one of the
15 members of your council is talking to Jax Port
16 Authority trying to convince them to get
17 interested in taking over the Airport Authority --
18 St. Augustine Airport Authority?

19 COMMISSIONER SANCHEZ: I -- it's not my week
20 to watch any of the rest of them, so I don't
21 really know what you mean.

22 MR. GEORGE: Okay. All right.

23 MR. MARTINELLI: Way to go.

24 COMMISSIONER SANCHEZ: Of course, we don't
25 talk other than at the meeting. I have not heard

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1 that from anyone else.

2 MR. GEORGE: Okay.

3 COMMISSIONER SANCHEZ: I'm sure it will get
4 back to us, though, if -- if that's the case. And
5 I -- I have no idea who you would be talking
6 about. But...

7 There is a concert tonight at the
8 amphitheater, if any of you are interested. It's
9 just the military band's going to perform tonight,
10 free. And Little Richard, which I'm sure Randy
11 Brunson remembers. You were probably old when he
12 came out with his --

13 MR. BRUNSON: I wrote all his songs.

14 COMMISSIONER SANCHEZ: Anyway, he'll be there
15 the 20th, this coming Saturday night.

16 Anyway, that's it unless anyone's got any
17 questions. It's been relatively quiet at -- the
18 County Commission meetings have been sort of dead,
19 you know, except for the three deputies that were
20 called in. But other than that, we were --
21 thanks.

22 And I'm sorry I was late --

23 MR. GEORGE: That's fine.

24 COMMISSIONER SANCHEZ: -- but I had to --
25 Dr. Joyner wanted -- asked participants to come in

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1 with the quality assurance program, and I went and
2 sat in on that. So, that's why I was late. I
3 hope that doesn't affect my paycheck. But...

4 MR. GEORGE: We voted you a double -- a
5 raise.

6 COMMISSIONER SANCHEZ: Yeah. Well, nothing
7 from nothing is nothing. I mean --

8 CHAIRMAN GREEN: Okay. We have the rental?

9 10.D. - CONSOLIDATED RENTAL CAR FACILITY

10 MR. WUELLNER: Yeah. Next -- next item I
11 have, to put in context, during the budgeting
12 process, we brought up this concept, just in a --
13 in a verbal way, not discussing the details of it
14 because we didn't know them. But you -- you
15 created a capital line item for terminal area
16 improvements, which was inclusive of this project,
17 so that you know. That money was approved, so to
18 speak, within that budget line item, so it's not a
19 new budget line item per se.

20 Basically, this requires us -- this project
21 would allow us to essentially rethink the -- the
22 rental car situation on the airport and how -- not
23 only how we derive our revenues, which I'll
24 explain at the end, but also how it's handled
25 within the confines of commercial service and even

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1 the general aviation terminal area.

2 A little bit of history, as you know, we have
3 three rental car firms represented on the airport
4 now, two of which are directly tenants of the
5 Airport Authority. The third is facilitated
6 through the FBO lease agreement.

7 This proposal would create a single facility
8 and a highly expandable facility that would -- we
9 are proposing for out at the corner of Big Oak
10 Road and U.S. 1. We had a residence at that
11 location, actually was an old beat-up mobile home
12 that's since been removed off that property. It
13 adjoins the industrial park property there that
14 the Airport Authority owns also. So, it's a fair
15 amount of contiguous property the Authority owns
16 probably to the tune of -- I'm going to guess --
17 several hundred acres of total -- total property
18 out there, anyway.

19 This is on the corner. Would be highly
20 visible from U.S. 1, thereby making it easy and
21 convenient for, especially a little refining on
22 the airline side, as those people are trying to
23 either return rental cars or pick them up. And
24 that activity, of course, is always problematic in
25 a facility that's as restrained in particular as

1 ours is.

2 It would be a phased type of project, meaning
3 it's entirely demand driven, meaning first phase
4 would -- would work to solve the needs for the
5 next year or two, at least. Depending on what
6 airline service did in the future, it could be
7 expanded. It could be contracted later on, if
8 necessary.

9 Engineer's estimate of phase 1, approximately
10 \$475,000. We can match that with some FDOT money
11 that -- that was available for the property over
12 there. You have an engineering supplemental
13 agreement that would --

14 MR. BRUNSON: Say that again. You can match
15 it with what?

16 MR. WUELLNER: Florida DOT money.

17 MR. BRUNSON: The --

18 MR. WUELLNER: Florida DOT.

19 MR. BRUNSON: Okay.

20 MR. WUELLNER: The design cost would be about
21 \$74,500. The -- one of the kind of cool things
22 about this particular site, if you're not familiar
23 with the details of that site, but it's -- but it
24 really makes the Araquay Park tree stand there

25 look like it was planted two weeks ago.

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1 There's just some really awesome old age live
2 oaks that just cluster that property that we have
3 an opportunity here to design something around
4 those -- those trees, and -- and in particular
5 there, and create an aesthetically nice facility
6 out there, too.

7 And our goal would be to try and get
8 something constructed or in place, even if it's
9 somewhat temporary, by -- by not later than April
10 of -- of next year. And the reason the April time
11 line is, most of you are aware we're using a
12 significant portion, even today, of the apron
13 facility that was just built to kind of stage
14 rental cars related to commercial service. And
15 that activity obviously needs to get out of there
16 before T-hangars are open.

17 And, I -- you know, I'm using that date, but
18 I think we'll probably need it before then. We
19 believe we can get the pavement done well before
20 that time line, and worst case is provide a little
21 bit of temporary office out there, some -- some
22 mobile units for a month or two while the
23 facility's finished being constructed, if

24 necessary.

25 Some of the -- just a second. Some of the

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1 benefits of this include the elimination of all
2 rental car activity from the terminal area. And
3 that includes the general aviation terminal, which
4 would mean the rental counters in that area would
5 completely close in the terminal and would be out
6 of that area.

7 The only activity that would be accomplished
8 in the general area of the airport would be the
9 pickup and dropoff of passengers at the terminal
10 by the individual rental car companies. So, it
11 would no longer be parked cars over there. Frees
12 up terminal parking lot and that space. Obviously
13 cleans up or closes the activity down Estrella
14 Avenue here also.

15 It also ends all that curbside -- or not all
16 of it, but certainly the rental car element of the
17 curbside congestion we're experiencing at the GA
18 side, which is right there at the main entrance of
19 the airport with people trying to drop off rental
20 cars, even GA rentals, and pick them up and -- and
21 all of that activity.

22 And, of course, it also does this: It
23 eliminates -- which has become more and more of an
24 issue on airport, eliminates the use of the wash
25 rack over here for rental car activity, would pull

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1 that activity completely out of the aircraft wash
2 rack and return it basically to an entirely
3 aviation use also.

4 And that's become contentious, depending on
5 the hours of the day out that, or particular hour
6 of the day, and the rental car activity. That's
7 not going to get better when -- when adding three
8 flights and that much more throughput of rental
9 cars here. So, it's important we think a little
10 bit longer term.

11 It may be a little, quote, unquote, excessive
12 in the sense that is it really needed today? You
13 know, we could probably find some other things,
14 but is it -- does it make sense even moving
15 forward? I think absolutely.

16 Now, looking at the revenue side of this, one
17 of the things -- our old agreements had simply a
18 few flat fees built into them, one for using the
19 wash rack and one associated with the -- for every
20 vehicle delivered out of the facility with no --

21 no tie to value of the rental agreement itself,
22 which is pretty -- not typical of airports.
23 Airports typically are in the percentage-of-gross
24 mentality, or percentage mentality of the rental
25 contract itself.

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1 We have met with two of the three rental car
2 companies at this point. They have no issues
3 relative to changing the scope of the agreement
4 from a terminal area lease of counter space to
5 that of a -- of a net revenue, or percentage of
6 net revenue.

7 We have spoke openly with them in the 15
8 percent number. And we would also -- those
9 companies would be amenable to participating in a
10 pro rata basis on the recovery of operating costs
11 of that facility over there, also.

12 So, it -- not only is there a part of what
13 we'll talk about at that financial -- or getting
14 you to help you understand the airline economics,
15 this is a huge revenue source potential. Just
16 restructuring these agreements in and of itself is
17 a huge revenue change relative to the rental car
18 on airport.

19 I mean, it's something on the order of at
20 least -- at least ten times. And in some cases,
21 looking here, it was closer to 40 times the
22 revenue expectation off of just changing the --
23 the type -- the format of our agreements. It
24 is -- it's actually quite spectacular when you
25 look at the revenue side of changing just the

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1 types of agreements we have with the -- with the
2 rental car companies.

3 So, I would encourage you to keep an open
4 mind about that as we start -- when we get into
5 the economics thing, you know, at the workshop
6 we'll schedule.

7 But today, in order to meet any shot of an
8 April time line, we'd like to get the design up
9 and working. And to that, we'd ask today that you
10 consider approving supplemental agreement 7-28
11 with Passero for the \$74,500.

12 Obviously, it will -- this is a competitive
13 bid. This isn't a design/build. So, once plans
14 are developed, it would go out competitively in
15 the community for any contractor, licensed general
16 contractor that wanted to participate and bid on
17 it. And we -- we'd like to obviously get this

18 thing -- get this thing rolling as soon as

19 possible.

20 CHAIRMAN GREEN: I just want to take public

21 comment first.

22 MR. WUELLNER: Sure. That's the nutshell of

23 it, anyway.

24 CHAIRMAN GREEN: Yeah.

25 MR. WUELLNER: Thought I -- I had a picture

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1 of the concept. I'm sorry.

2 MR. GORMAN: Can you overlay that on -- on

3 what's existing now so I can see where it is? Or

4 at least have a --

5 MR. WUELLNER: Actually --

6 MR. GORMAN: -- have the existing -- you

7 know, there's a -- there's a hangar project that

8 we saw before.

9 MR. WUELLNER: This is --

10 MR. GORMAN: Just take and --

11 MR. WUELLNER: This actually shows -- if you

12 look at this, the trees that are located on this

13 project are all existing trees. And there are --

14 for the most part, if you look -- it doesn't show

15 up well here, and I can get you a better copy of

16 it, but it even shows the size and diameters --

17 MR. GEORGE: On the other side of the
18 railroad.

19 MR. WUELLNER: It's on the other side of the
20 railroad. This is west side of U.S. 1.

21 CHAIRMAN GREEN: It's over there.

22 MR. GORMAN: Uh-huh.

23 MR. WUELLNER: This is up at Big Oak.

24 MR. GORMAN: That's -- that's the concept I
25 want to get clear on. Okay.

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1 MR. WUELLNER: Yeah. To the -- will do it
2 with this thing. But this -- this represents
3 basically U.S. 1. This is the existing railroad
4 crossing that's at Big Oak Road just north of
5 Grumman there. And this is the corner lot there.
6 Used to have -- a mobile home sat somewhere right
7 in here, probably. That's long gone. This is all
8 the St. Johns Industrial Park property, goes up
9 way beyond the -- the scale here. The railroad
10 runs basically right through here. Right through
11 that corridor.

12 And we also provided you, just for -- for
13 your edification, I think there's a -- a
14 noncolored version, but you have an idea of what a

15 buildout of that facility later on could look
16 like, where there's additional parking out there.
17 There's additional building, additional
18 infrastructure to support it, should it be
19 necessary later on.

20 This looks like it would do a great job of
21 solving the need. And I don't think you're going
22 to have any issues on -- I know you're not going
23 to be issues when you see the ROI on it as we talk
24 through the financial side of it. It's just
25 that -- it's just that good.

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1 CHAIRMAN GREEN: Public comment, Reba?

2 MS. LUDLOW: Yes. Hi. Reba Ludlow, 46
3 Village Walk Drive, Ponte Vedra Beach. And, Ed,
4 I'm going to say the good stuff first.

5 MR. WUELLNER: Good.

6 MS. LUDLOW: That is wonderful. And, yes, I
7 do think that we need another facility for that.
8 But I am absolutely astounded that you can put up
9 a facility like that and it's going to be ready by
10 April and we don't have any hangars yet.

11 Why couldn't we have hangars out there?
12 Think of the revenue we could be having from

13 portable hangars out there, you know? I mean, it
14 just is amazing we can get a terminal up and we
15 can get a rental car agency up and all this, but
16 we can't get our clubhouse and we can't get our
17 hangars.

18 MR. WUELLNER: Sometimes the apparent harder
19 things are easier, actually.

20 MS. LUDLOW: What'd you say?

21 MR. WUELLNER: Sometimes the more difficult
22 things are actually easier when you get to them.

23 MS. LUDLOW: Also, while I'm on -- I want to
24 be on a good note, but, you know -- you're going
25 to love this one, too, because it's about the

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1 gates.

2 Well, since, you know, we're so proud of
3 Sacha and everything that she's done for us, I'd
4 just have you know that the front gate closed on
5 her car and she has a very big dent in it. And
6 maybe the Airport Authority could take care of
7 that dent in her car.

8 CHAIRMAN GREEN: I guess that's not on our
9 rental car situation, but...

10 Michael?

11 MR. SLINGLUFF: I -- I think it's a great

12 idea to consolidate the rental car firms and also
13 to begin utilizing the property that the airport
14 has across U.S. 1 there. And I think one of the
15 intangibles is the amount of space it opens up in
16 the main parking lot area.

17 And it -- it really takes off the table a
18 project none of us want to deal with and moves it
19 out probably five years. And that is, you know,
20 what do we do about parking in the -- in the
21 terminal area? And it will relieve a lot of
22 pressure down at the -- the airline terminal area,
23 also.

24 One word of caution is I would certainly want
25 to see very strong wording in the contracts. The

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1 rental car agencies and aviation have clashed for
2 years. GOAA, the Orlando International Airport,
3 is probably one of the best examples in the
4 country. They built a multimillion -- many, many
5 millions of dollar facility on-site, then went to
6 the rental car companies with a very high fee to
7 operate there. They all moved off the airport,
8 and they operate courtesy busses to their sites
9 and pay very little to -- to go at a much reduced

10 right. So, it's just a word of caution there to
11 tighten that up. Thank you.

12 CHAIRMAN GREEN: Vic?

13 MR. MARTINELLI: Yeah. Just go for it. I
14 think it's an excellent idea. And there's lots of
15 pluses to it and very, very few minuses. So,
16 we're coming of age, and it's time.

17 CHAIRMAN GREEN: For the record, Vic said,
18 "Go for it," since it wasn't on the microphone.

19 MR. MARTINELLI: Oh, sorry about that.

20 CHAIRMAN GREEN: Dan, I know you didn't mark,
21 but I'm going to mark your sheet for you.

22 MR. HOLIDAY: I wanted to ask the County
23 Commissioner, is the railroad any hampering --
24 hampering the -- the railroad crossing in front of
25 the County facility, does that bother you at all?

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1 COMMISSIONER SANCHEZ: Well --

2 CHAIRMAN GREEN: Well, guys, can I get you to
3 come to the microphone?

4 MR. BRUNSON: I can't hear you.

5 MR. HOLIDAY: I just wanted to more --

6 CHAIRMAN GREEN: That's okay.

7 MR. HOLIDAY: I just want to more or less
8 find out --

9 CHAIRMAN GREEN: Sure.

10 MR. HOLIDAY: -- if -- if it had to be put
11 on -- on the west side of the railroad tracks,
12 what would be the impact of the trains going
13 through here? People trying to get their car
14 checked in and checked out with airlines coming
15 and going. It seems to me, there's -- isn't there
16 some room south of this area on U.S. 1 that could
17 be considered? Or, that's not Ed's idea, so okay.

18 MR. WUELLNER: I don't think there is any.

19 MR. HOLIDAY: This area here?

20 MR. WUELLNER: Not yet.

21 COMMISSIONER SANCHEZ: As far as the
22 problem's concerned, you know, we have the county
23 building down here. I know there's a little bit
24 of a problem, but not bad. We are going to have a
25 new entrance to the county complex soon. But --

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1 MR. HOLIDAY: That's why you're building it
2 because you've got a problem there.

3 COMMISSIONER SANCHEZ: That's something you
4 could probably work out with the railroad, as far
5 as their scheduling goes. I mean, see when they
6 come through, then maybe you can make a decision

7 on that. But, you know, we have to put up with it
8 down there. The -- the fire trucks and Sheriff's
9 Office and everything puts up with it down there.
10 And it's not all that big of a problem.

11 CHAIRMAN GREEN: Where's the new -- the new
12 entrance is still -- people are coming from
13 U.S. 1. They still have to cross the railroad.

14 MR. WUELLNER: Different spot.

15 COMMISSIONER SANCHEZ: But it's further in.

16 CHAIRMAN GREEN: Right, but you still have to
17 cross it to get in --

18 COMMISSIONER SANCHEZ: You still have to
19 cross the railroad. But it will be --

20 MR. WUELLNER: They get more stacking.

21 COMMISSIONER SANCHEZ: It will be way in.
22 You can probably -- I'm just going to guess that
23 maybe 50 cars you could even stack in there before
24 you have a problem; whereas, you don't have
25 anyplace to stack them on this side.

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1 CHAIRMAN GREEN: I was just thinking more of
2 what you're saying, trying to make airplane
3 flights and timeliness.

4 MR. HOLIDAY: Everything.

5 CHAIRMAN GREEN: I know that getting to the

6 courthouse for a 9 o'clock hearing, and that train

7 comes through right at 9:00, you sit there, but --

8 COMMISSIONER SANCHEZ: You can get there at

9 8:30 and eliminates that.

10 CHAIRMAN GREEN: That hasn't been too much of

11 a problem.

12 MR. BRUNSON: Just like the Bridge of Lions.

13 COMMISSIONER SANCHEZ: Yeah. I don't even

14 want to go there.

15 CHAIRMAN GREEN: Having no more public, board

16 comment? Mr. Gorman, you ready?

17 MR. GORMAN: It's -- it's -- we're not --

18 we're just voting on whether to proceed with

19 design right now.

20 MR. WUELLNER: Correct.

21 MR. GORMAN: That's fine. And --

22 MR. WUELLNER: The contract would come back

23 to you.

24 MR. GORMAN: -- we'll be able to look at

25 layouts and things like that.

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1 And what -- and just as a quick one, and this

2 will -- and Buzz and Randy will like this: What's

3 the amortization for something like that, a

4 facility? In other words, you think -- you have
5 been buzzing about -- about it's a good deal for
6 the airport. How many years is it going to take
7 to pay this thing out?

8 MR. WUELLNER: Actually, if -- based on the
9 forecast, six months.

10 MR. GORMAN: Really?

11 MR. WUELLNER: To pay our half.

12 MR. GORMAN: Okay. That's an awfully good
13 deal. So, just for clarification, we're voting on
14 whether to start a design, and it is on the west
15 side.

16 MR. WUELLNER: Yes, sir.

17 MR. GORMAN: It's very good to use some of
18 that west side, that west of the railroad land.
19 Okay.

20 CHAIRMAN GREEN: Randy?

21 MR. BRUNSON: Please believe me, I'm positive
22 with this; however, the main reason we're doing
23 this is for the future of -- of the airport and
24 mainly hinging on commercial aviation.

25 MR. WUELLNER: That has provided the impetus

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1 to be able to renegotiate the rental car leases,
2 yes.

3 MR. BRUNSON: Right. And -- and if Skybus
4 continues, and if things continue to go the way
5 they're going, and having looked at your model of
6 parking and car rental, it's phenomenal what
7 revenues we can derive from this.

8 And I'm going to vote to proceed, but I --
9 you made a statement that we can do this in
10 phases. And I think that's very important, that
11 we keep looking at the airline to making sure
12 we're doing okay to -- to spend this money.

13 MR. WUELLNER: Yeah. And keep in mind,
14 what's up there, what's shown on 1 -- the screen
15 is Phase 1.

16 MR. BRUNSON: Right.

17 MR. WUELLNER: Phase 2 is the attached
18 drawing. I didn't get a slide made up. And I
19 didn't get it until late, but...

20 MR. GORMAN: That's a good question. In
21 other words, I -- maybe I don't know if I'm
22 expanding on -- on Mr. Brunson's idea. But let's
23 say Skybus pulls out. Will that facility still be
24 useful to the airport?

25 MR. WUELLNER: Yes. And it's still

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1 relatively appropriately sized for what we do
2 today. It just pulls all of that activity out of
3 the terminal on the GA side.

4 CHAIRMAN GREEN: Well, we've had parking
5 issues before that we talked about, which is why
6 we had to pave more places and put them in, and
7 that was before Skybus.

8 MR. WUELLNER: Yeah. There's 30-plus spaces
9 tied up currently by just the rental cars in the
10 terminal area, in addition to what's down the
11 street right now, and return spaces. So, it --
12 it's significant.

13 MR. BRUNSON: Plus, this -- this area, it
14 could be used for a lot of things.

15 CHAIRMAN GREEN: Any other board comment?

16 MR. GEORGE: I always have a comment. You
17 know that.

18 CHAIRMAN GREEN: Well --

19 MR. GEORGE: We went to a lot of trouble to
20 lobby to get an airport extension off of the 312.
21 If I'm not mistaken, that -- that extension was
22 supposed to come into the airport property
23 basically across the street from where we are now.
24 So, we're talking about building this facility
25 further up.

1 MR. WUELLNER: Yeah. Actually, if we build
2 it at this location, which I still contend is the
3 best location, the -- the net result would be is
4 we move the -- that the rental car facility would
5 end up on the east side of the railroad after it's
6 relocated and not be on the west side of the -- of
7 the railroad. It would be across going the other
8 way --

9 MR. GEORGE: Okay.

10 MR. WUELLNER: -- in the event we were
11 successful relocating --

12 COMMISSIONER SANCHEZ: 312 is coming in a lot
13 further north of that, as far as coming into
14 U.S. 1.

15 MR. GEORGE: Yeah, but we had an extension
16 coming over from 312, a straight east/west shot to
17 get to the airport. And it would just seem to me
18 that if we had the rental car facility right there
19 next to where that extension came in, it would
20 make it -- possibly make it --

21 MR. WUELLNER: Even easier.

22 MR. GEORGE: One other item: What is the
23 impact on second runway on the other side of the
24 present railroad track by adding this in? If I'm
25 not mistaken, that second runway was going to be

1 in the direction of 2 or 4 or 6, something like
2 that. And we had to cut it short, because we were
3 coming up on the -- on the railroad. Now, if we
4 put this facility there, do we have to cut it
5 shorter?

6 MR. WUELLNER: Actually, you won't -- you
7 won't have to cut it shorter. The -- the only
8 project that would impact, potentially impact the
9 runway length, or that project at all, is where
10 312 ends up being ultimately approved. Because
11 312 actually has the net effect of -- depending on
12 where it's located, which corridor, the closer
13 east alignment that the developer has thrown out
14 there essentially kills the -- the runway
15 extension area. It would just -- it would cut it
16 in half and make it basically useless. It would
17 put you back to only being able to do a parallel
18 13/31 scenario as being possible.

19 This is on the, what would be the southeast
20 corner of the area identified for that runway.
21 It's -- the runway itself, because it's only in a
22 planning mode, could be shifted the few hundred
23 feet necessary to make sure it doesn't impact the
24 aviation. We looked at it in a general area.

25 Since it's not platted, it's only there to --

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1 as we talked about in the Master Plan times --
2 more as a placeholder. It shows how it could be
3 done, not the -- where it would be definitely
4 built. So, I don't see any --

5 MR. GEORGE: Okay. But that -- something you
6 said disturbs me, and that is that one of the
7 contractors wants to move 312 more to the east,
8 and that would virtually eliminate?

9 MR. WUELLNER: A developer.

10 MR. GEORGE: Okay. A developer wants to do
11 that. I'm back to PR, you know, for the airport.
12 Whenever anything like that comes up, we need to
13 have a strong letter that goes out to everybody
14 concerned, all of the County Commissioners, that
15 say, watch out, we have an impact, you know, on
16 this, because that's impacting our Master Plan
17 that we've got there. Because this could very
18 easily just slip under the --

19 MR. WUELLNER: Well --

20 MR. GEORGE: -- under the fence. These
21 people didn't know that there was something there.

22 MR. WUELLNER: No, it won't -- it won't slip
23 under the fence. And the reason is, this

24 particular thing requires a DRI. And the DRI
25 process includes the airport. And they've

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1 actively been working with us.

2 We're not -- we're not excited about that.

3 It's not a selected option. It's ultimately not

4 the Airport Authority's decision. But it

5 ultimately will be the Board of County

6 Commissioners' decision on which route that --

7 that gets approved.

8 It is not consistent with Florida DOT's

9 alignment, if that were to be proposed to be east.

10 There are some advantages overall to the county of

11 moving it east out of DOT alignment. And that's,

12 again, Board of County Commissioners.

13 MR. GEORGE: Ed, I'm not trying to get into

14 the discussion of which one of the options are

15 better, okay? What I'm trying to get a discussion

16 is that we need to be proactive in letting people

17 know what impacts the airport, as opposed to

18 reactive, after somebody has already done

19 something, and then we say, "Well, our plan was

20 published ten years ago. Didn't you read it?"

21 MR. WUELLNER: Yeah. I understand.

22 MR. GEORGE: I think that -- that your office
23 needs to have a standard rule, whenever something
24 like that comes up, some letter, something in
25 black and white, like SAAPA's letter requesting a

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1 facility, and -- but something in black and white
2 that gets in the record to bring it to people's
3 attention.

4 You also mention that the -- \$475- for phase
5 1 was included in the terminal area --

6 MR. WUELLNER: Yes.

7 MR. GEORGE: -- improvements.

8 MR. WUELLNER: The line item.

9 MR. GEORGE: So, you're not asking us to
10 already approve a \$74,000 increase in the budget
11 that we approved.

12 MR. WUELLNER: No.

13 MR. GEORGE: This is all there.

14 MR. WUELLNER: It's expenditure against --

15 MR. GEORGE: We're just reallocating or
16 defining where it goes.

17 MR. WUELLNER: Exactly.

18 MR. GEORGE: You've got FDOT grant
19 participation.

20 MR. WUELLNER: Yeah.

21 MR. GEORGE: What percentage is that FD -- is
22 that 95 percent?

23 MR. WUELLNER: No. It's more likely going to
24 be 50 percent.

25 MR. GEORGE: Okay. All right. Do they

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1 participate 50 percent on the \$74- or --

2 MR. WUELLNER: Yes.

3 MR. GEORGE: -- only if we approve it to go
4 forward?

5 MR. WUELLNER: In this case, we'd probably
6 not get the \$74,000 back because of the timing.
7 We may.

8 MR. GEORGE: Okay.

9 MR. WUELLNER: But certainly the construction
10 side of it, the \$475- number would be eligible for
11 participation.

12 MR. GEORGE: Okay. All right. Thanks.

13 CHAIRMAN GREEN: Any other further board
14 discussion?

15 (No further discussion.)

16 CHAIRMAN GREEN: Entertain a motion?

17 MR. GORMAN: I make a motion that we accept
18 Staff's recommendation to employ the engineers to

19 start design.

20 MS. BARRERA: I second it.

21 CHAIRMAN GREEN: Any further board

22 discussion?

23 (No further discussion.)

24 CHAIRMAN GREEN: All in favor of accepting

25 Staff's recommendation, say aye.

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1 MR. BRUNSON: Aye.

2 CHAIRMAN GREEN: Aye.

3 MR. GEORGE: Aye.

4 MS. BARRERA: Aye.

5 MR. GORMAN: Aye.

6 CHAIRMAN GREEN: All opposed?

7 (No opposition.)

8 CHAIRMAN GREEN: None opposed. The motion

9 carries unanimously.

10 10.E. - FDOT SUPPLEMENTAL JPA - RESOLUTION 07-09

11 MR. WUELLNER: The last item I have for you

12 today is we did receive the Joint Participation

13 Agreement, the Supplemental Joint Participation

14 Agreement changing the ARFF facility grant to the

15 U.S. Customs facility. And you're -- you're being

16 asked to approve resolution 2007-09, which simply

17 does that. Doesn't change the money or anything

18 else. Just changes the -- the grant description.

19 That's it.

20 CHAIRMAN GREEN: Any public comment? The

21 only one I have is Vic? Okay.

22 No other public comment. Board comments?

23 The only thing I have to say is this is what

24 we discussed before. This was kind of a little

25 chess game where we moved things around to make

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1 sure it works out for the airport's best interest.

2 MR. WUELLNER: This is the paperwork catching

3 up.

4 MR. GORMAN: And again, this has nothing to

5 do with this -- with this grant, this larger

6 scheme to -- to produce my type of a marine

7 facility with Customs.

8 MR. WUELLNER: No. No. Has absolutely

9 nothing -- this is a user fee, the user fee

10 airport for -- the aviation program.

11 MR. GORMAN: As discussed before.

12 MR. WUELLNER: Yes.

13 CHAIRMAN GREEN: Entertain a motion.

14 MR. BRUNSON: I make a motion that we do the

15 supplemental JPA, U.S. Customs facility as

16 recommended by Staff.

17 CHAIRMAN GREEN: Second?

18 MR. GORMAN: Second.

19 CHAIRMAN GREEN: Any further board

20 discussion? Buzz?

21 MR. GEORGE: Just a quickie, Ed. The Customs

22 facility then would basically add on square

23 footage to what we had planned for the

24 firefighting --

25 MR. WUELLNER: No, it replaces -- replaces

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1 that agreement. What we -- what you've
2 essentially elected to do is pursue federal grant
3 funds for the ARFF facility. It will still be
4 eligible for our two and a half percent from FDOT.

5 MR. GEORGE: Okay. All I'm trying to say is
6 when it says a U.S. Customs facility, what in this
7 new facility is earmarked U.S. Customs?

8 MR. WUELLNER: The entire facility. It's
9 a -- about a 3,000 square foot obligation for
10 the -- for the user fee. We're not to the point
11 it's a project. All this is doing is taking the
12 money.

13 Next month, you will see -- you will see a
14 concept much like you saw for the rental car

15 facility. It'll show you where we're talking and
16 give you an engineer's estimate of what it's
17 likely to cost.

18 MR. GEORGE: Okay. But the former FDOT grant
19 is now gone; is that right?

20 MR. WUELLNER: With the acceptance of this,
21 the grant will change from an old ARFF agreement
22 to this.

23 MR. GEORGE: Okay. That grant was to
24 generate an ARFF facility for our fire trucks.

25 MR. WUELLNER: Right.

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1 MR. GEORGE: Where are the fire trucks going
2 to be?

3 MR. WUELLNER: Yeah, they -- Grumman is
4 providing -- they keep the vehicle for us and they
5 provide the ARFF service that's required for the
6 airline service.

7 MR. GEORGE: Fine. Sounds good. Okay.

8 CHAIRMAN GREEN: Any further board
9 discussion? Doug.

10 MR. BURNETT: If the maker of the motion --
11 because I think Mr. Brunson's already made a
12 motion.

13 CHAIRMAN GREEN: Yes, sir.

14 MR. BURNETT: And I didn't hear in the motion
15 that it was also to adopt the Resolution 2007-09,
16 and if he'd amend his motion to include that, I
17 think it would remediate it.

18 MR. BRUNSON: Yeah. I'll amend the motion
19 to -- to adopt the 2007-09.

20 CHAIRMAN GREEN: Pursuant to Staff's -- all
21 right. Any further discussion? There's a motion
22 on the table.

23 (No further discussion.)

24 CHAIRMAN GREEN: All in favor, say aye.

25 MR. BRUNSON: Aye.

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1 CHAIRMAN GREEN: Aye.

2 MR. GEORGE: Aye.

3 MS. BARRERA: Aye.

4 MR. GORMAN: Aye.

5 CHAIRMAN GREEN: All opposed?

6 (No opposition.)

7 CHAIRMAN GREEN: Hearing none opposed, the
8 motion passes to adopt Resolution 2007-09.

9 MR. WUELLNER: To let you know -- just to
10 follow up on this item, also, we did -- we have
11 submitted a draft application to U.S. Customs for

12 the service. That is circulating around the
13 Jacksonville and Tampa offices for comment.
14 Expect to hear something this week that will
15 formalize our application with them for the user
16 fee airport program. So, the ap's done. It's
17 just waiting on -- for the service side of it, not
18 the building side.

19 CHAIRMAN GREEN: Okay. Yes.

20 MR. BRUNSON: Ed, is there anything that we
21 can do as a board to help in that politically?

22 MR. WUELLNER: Not at this point. We've
23 requested a letter from the Governor's office,
24 which is a requirement of the getting the service.
25 I haven't heard anything back from the office.

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1 You know, about the only thing I can think of
2 is if you're connected at the Governor's office
3 and want to make that phone call to see if --

4 MR. BRUNSON: I used to be.

5 MR. WUELLNER: But other than that, it will
6 just -- it will take its course. I don't -- we
7 don't expect any -- any issues. I haven't heard
8 anything back, so...

9 CHAIRMAN GREEN: Okay. I guess we're up to

10 Housekeeping?

11 11. - HOUSEKEEPING

12 MR. WUELLNER: Yes, we're at the point where
13 we painfully find dates and times for two
14 workshops. And remind you that we have -- when
15 you -- when we set out the meeting schedule many,
16 many months ago, the November meeting was posted
17 for the 13th of November, just to remind you of
18 that, which is not the third Monday, just so you
19 know that, too. But it takes it off the week of
20 Thanksgiving. So, just to remind you of that.

21 So, next Authority meeting is scheduled now
22 for the 14th -- excuse me, 13th at 4:00. And we
23 need to work in three workshops between now and
24 next month or two.

25 CHAIRMAN GREEN: Well, two workshops and a

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1 shade meeting.

2 MR. WUELLNER: Yeah, two workshops and a
3 shade meeting. My -- really up to you. We
4 thought initially maybe you'd want to put one in
5 front of the 13's meeting, that is, the same day
6 but may be earlier. Entirely up to you.

7 We need to find some other dates to do some
8 of these other things. I think it's important

9 that -- in my -- from where I sit, they're all
10 three pretty much equal importance in terms of how
11 to get them done. They just require different --
12 different focuses for each of those meetings.

13 CHAIRMAN GREEN: Well, I prefer to get that
14 FBO workshop done earlier so that we're prepared
15 for the meeting on the 13th. So...

16 MR. GEORGE: Me, too.

17 MR. WUELLNER: You like to do that --

18 MR. GEORGE: How about Monday, the 29th?

19 MR. BRUNSON: Of October?

20 MR. GEORGE: Yeah. We have, what, ten days
21 that you have to advertise these workshops?

22 MR. WUELLNER: I can do it the 31st. But I
23 have to be at an FAA --

24 MR. GEORGE: I can't do --

25 MR. WUELLNER: -- FAA meeting on the 29th and

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1 30th. I can do 31st. I can do 25th, 26th.

2 MS. BARRERA: 26th is good.

3 MR. GEORGE: My son is getting married the
4 27th. I'm going to be gone, okay? I'm leaving to
5 go to California Tuesday, the 30th. So, the 29th
6 was my only good day, but --

7 CHAIRMAN GREEN: Well, the 20th is also the
8 St. Johns County Chamber dinner. The 25th,
9 Thursday. Not -- I'm just saying, that's a St.
10 Johns County function.

11 MS. BARRERA: What about the 26th?

12 CHAIRMAN GREEN: That's Friday.

13 MR. BRUNSON: I'm not available the 26th.

14 MR. GEORGE: I'm not available the 26th.

15 MR. BRUNSON: I have no problem with
16 Halloween.

17 MR. GEORGE: I'm leaving on the 30th and
18 returning on the 7th.

19 CHAIRMAN GREEN: So, that means --

20 MR. BRUNSON: Of November?

21 MR. GEORGE: Yes. So, we've got the 8th or
22 9th of November.

23 MS. BARRERA: Not one, but we've got three.

24 MR. GEORGE: That's not meeting your
25 requirement that you wanted to get it done -- some

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1 of them done earlier.

2 CHAIRMAN GREEN: Well, we have two others to
3 do. So, I guess what you're -- since you're going
4 to be gone, Buzz, most of that time, find out
5 what's the most important to you, and then the

6 other ones we may have to schedule on the 29th or
7 something if you're not here.

8 MR. GEORGE: Okay.

9 MS. BARRERA: Or the 31st.

10 CHAIRMAN GREEN: Or 31st or whenever.

11 MS. BARRERA: During the day. Early.

12 MR. GORMAN: 25th's still good for me.

13 MR. GEORGE: Maybe I can do it early on the
14 29th.

15 CHAIRMAN GREEN: Ed's not here.

16 MR. GEORGE: Oh, he's not here either one of
17 those two days.

18 MR. BRUNSON: And the 30th -- you're leaving
19 the 30th.

20 MR. GEORGE: I'm leaving the 30th. I think
21 it's afternoon flight.

22 MR. WUELLNER: We're going to see if
23 there's -- we're going to check the schedule for
24 that 29th, 30th thing I have and see if there's --
25 if it's starting later in the day, then there's

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1 still a chance we can make that work on the 29th.

2 CHAIRMAN GREEN: So, what one do we want to
3 do then right before? I'd suggest the shade

4 meeting.

5 MR. GEORGE: Let's do one right before this

6 meeting.

7 MR. WUELLNER: The shade meeting right before

8 that?

9 CHAIRMAN GREEN: Yeah. Because that's when

10 Doug can get here and --

11 MR. WUELLNER: That's fine.

12 CHAIRMAN GREEN: How does that sound?

13 MR. GEORGE: So, that's Tuesday, the 13th,

14 shade meeting at 3 o'clock.

15 CHAIRMAN GREEN: Three? How does that sound?

16 MR. BRUNSON: Shade meeting right before the

17 board meeting?

18 CHAIRMAN GREEN: Yes, sir.

19 MR. GEORGE: On security.

20 MR. GORMAN: That makes sense. That's

21 because they're not long, anyway.

22 MR. BRUNSON: How long do we need for that,

23 Ed?

24 MR. WUELLNER: Just an hour.

25 CHAIRMAN GREEN: Yeah. So, we'll do --

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1 MR. BRUNSON: So, 3 o'clock is shade?

2 CHAIRMAN GREEN: Does that sound okay with

3 everybody?

4 MR. GEORGE: Yeah, on security.

5 CHAIRMAN GREEN: November 13th, 3 o'clock,
6 will be the shade meeting on our security issues
7 with the airport with the new commercial -- shade
8 meeting.

9 Okay. Now we're down to two workshops, one
10 about all of the statistics with income and what
11 have you with regards to commercial service; and
12 our FBO workshop, second FBO.

13 So, we have some dates, but we're waiting for
14 Ed. We have one on -- didn't people say they were
15 available on the 8th?

16 MR. GEORGE: I've got the 8th and 9th,
17 Thursday and Friday, that I'm available.

18 CHAIRMAN GREEN: Can we do one of those
19 workshops on the 8th?

20 MR. WUELLNER: That's fine.

21 MR. GORMAN: 8's better for me.

22 CHAIRMAN GREEN: Keep that date, depending on
23 which one we do.

24 MR. BRUNSON: I've got something on my
25 calendar that date.

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1 MR. GEORGE: Which one?
2 MR. BRUNSON: 8th and 9th.
3 CHAIRMAN GREEN: Any time during the day?
4 MR. BRUNSON: Yes. I don't have to be there
5 until 8 p.m.
6 MR. GEORGE: On the 8th.
7 MR. BRUNSON: Yes, on my meeting. So, if we
8 could do it like at 4:00.
9 CHAIRMAN GREEN: Yeah.
10 MR. BRUNSON: If we decide --
11 MR. GEORGE: Kelly was talking about maybe
12 something early.
13 CHAIRMAN GREEN: No, that was the 31st.
14 That's Halloween. We have children issues with
15 Halloween. Actually, adult issues.
16 MS. BARRERA: Empty house issues.
17 MR. WUELLNER: We'll just -- we'll make the
18 29th work.
19 CHAIRMAN GREEN: Are you sure?
20 MR. WUELLNER: Yeah.
21 CHAIRMAN GREEN: All right. Let's shoot for
22 the 29th.
23 MR. GEORGE: Can you do that?
24 MR. BRUNSON: I can do that.
25 CHAIRMAN GREEN: The 29th --

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1 MR. WUELLNER: For second FBO.

2 CHAIRMAN GREEN: -- for a second FBO.

3 MR. BURNETT: At what time?

4 CHAIRMAN GREEN: Try for 4:00? Is that all

5 right?

6 MR. BRUNSON: Yes.

7 CHAIRMAN GREEN: 4 o'clock on Monday, the

8 29th, for the second FBO meeting. And we'll go on

9 the 8th?

10 MR. BRUNSON: As early as possible with

11 everybody.

12 MR. WUELLNER: On the 8th?

13 MR. BRUNSON: On the -- on November the 8th.

14 CHAIRMAN GREEN: Well, I don't think the

15 commercial will take that long, Ed, will it, an

16 hour?

17 MR. WUELLNER: Yeah, one to two, depending on

18 how interested you are.

19 CHAIRMAN GREEN: Do you want to try for 3:00?

20 MR. BRUNSON: I have no problem that.

21 CHAIRMAN GREEN: I may be late, but it

22 doesn't matter.

23 MR. GEORGE: On the 8th?

24 MR. GORMAN: This is for which?

25 CHAIRMAN GREEN: This is for the commercial

1 workshop.

2 MR. GEORGE: Financial of the terminal.

3 CHAIRMAN GREEN: Yeah, financial --

4 MR. GEORGE: All right.

5 CHAIRMAN GREEN: -- statistics and

6 information.

7 MR. GEORGE: 4:00 or 3:00 or --

8 MR. WUELLNER: 3:00?

9 CHAIRMAN GREEN: I may not make it, but --

10 I've got hearings in Duval County at 1:30. As

11 soon as I'm done -- just takes me a good hour to

12 get down here.

13 MS. BARRERA: Why don't we do 3:30? And that

14 way, it'll give her an extra 30 minutes?

15 MR. GEORGE: Sounds good. All right. Fine.

16 MR. BRUNSON: And then I might have to leave

17 a little early, but I'm --

18 CHAIRMAN GREEN: That's fine.

19 MR. BRUNSON: -- pretty well --

20 CHAIRMAN GREEN: 3:30 on November 8th for the

21 commercial workshop.

22 Ed, does that give you enough time? Well, I

23 don't think you have a choice, but does that give

24 Staff enough time to get out what we want for the

25 second FBO, as far as whatever mailings or go back

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1 online or both, let's say, do you want one and

2 what would you like --

3 MR. WUELLNER: I -- I can get this -- the

4 online part, we can get that up tomorrow.

5 CHAIRMAN GREEN: Okay.

6 MR. WUELLNER: The mail-out one --

7 MS. HOLLINGSWORTH: We've got invoices going

8 out this week.

9 MR. GEORGE: Well, hold those. You don't

10 need to send those.

11 MR. WUELLNER: That would work. We can get

12 them out this week, but wouldn't have a long

13 suspense to get them back.

14 MR. GEORGE: Well, hold them.

15 MR. WUELLNER: Yeah, we can do that.

16 CHAIRMAN GREEN: What we get back, we get

17 back. That's fine.

18 MR. WUELLNER: Okay.

19 CHAIRMAN GREEN: Okay. Is that all for

20 Housekeeping? All right. Any public comment?

21 Dan?

22 12. - PUBLIC COMMENT - GENERAL

23 MR. HOLIDAY: Same person. Reba, you made

24 some reference to the -- to the Pilots Association

25 request letter. Has there been any activity on

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1 that at all? Has anybody -- did you receive the

2 letter, Ed?

3 MR. WUELLNER: Yes, we have it.

4 MR. HOLIDAY: Okay.

5 MR. WUELLNER: We have it.

6 MR. HOLIDAY: It's -- it's just a -- I don't

7 know if I missed it by coming in late. But that's

8 one question. And, two, how many hangars are we

9 going to be building, T-hangars are we going to be

10 building now?

11 MR. WUELLNER: Forty-two, forty-four and --

12 MR. GEORGE: Forty-two and eleven.

13 MR. HOLIDAY: Oh, okay. Forty-four

14 T-hangars?

15 MR. GEORGE: Forty-two T-hangars and --

16 CHAIRMAN GREEN: Eleven corporate.

17 MR. GEORGE: -- eleven commercial.

18 MR. HOLIDAY: That number is kind of

19 interesting, because we had a big meeting here one

20 time just a few months ago. I may be getting

21 senile, but it was at 42 and then we talked about

22 going to 62. Now for some reason, it's put back
23 to 42.

24 MR. GORMAN: It's 42 and 11, Dan. The 11 are
25 big hangars, but they're still hangars.

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1 MR. WUELLNER: They're 50 x 50.

2 MR. GORMAN: So, that's almost 50 -- that's
3 over 50 hangars.

4 MR. HOLIDAY: Well, I'm just -- the question
5 that we went through some months ago, it went to
6 42, and then -- am I just crazy or --

7 MR. WUELLNER: It hasn't -- the number of
8 units hasn't changed in six months.

9 MR. HOLIDAY: I can handle that. At least I
10 know it.

11 MR. GEORGE: No, that -- that meeting we had,
12 we had three alternatives, and we were looking at
13 revenue. And the third alternative was, let's
14 reduce our 52 and 5, I think it was, down to 42
15 and 11. And it made a significant increase in
16 revenue, so much that four members of the board
17 elected to do that one.

18 MR. HOLIDAY: That's perfectly okay.

19 MR. GORMAN: You can do maintenance in those
20 bigger hangars, Dan.

21 MR. WUELLNER: They're better hangars.
22 MR. GORMAN: They're bigger hangars.
23 CHAIRMAN GREEN: Yeah. Jack?
24 MR. HOLIDAY: Well, just -- it's just one of
25 these kind of things that I like it clarified in

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1 my -- my pea brain. And --

2 MR. WUELLNER: I would say it's probably
3 what, March, April at the latest?

4 MR. BRUNSON: I'll get you a copy of the
5 minutes, Dan.

6 MR. WUELLNER: It hasn't changed since.

7 MR. HOLIDAY: Okay.

8 MR. WUELLNER: Whatever that was, it didn't
9 change.

10 CHAIRMAN GREEN: And, Reba, you're the only
11 other one for public. Okay. Being no other
12 public comment, Authority members? Kelly?

13 13. - AUTHORITY MEMBER COMMENTS

14 MS. BARRERA: I'm just looking forward to
15 kind of getting some of this information out to
16 the public. I'd like to have some of it posted on
17 web site in order to clear up the misinformation
18 that keeps seeming to spread and grow.

19 You know, we're trying hard to educate
20 people, but unfortunately people take a little bit
21 of knowledge and -- and they twist it. And I'd --
22 I'd like to try to see us get that cleared up and
23 out there more and more, even if it's just posting
24 it out on our web site so that it can't be
25 twisted.

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1 MR. WUELLNER: Yeah. We made a number of
2 we -- I think I turned this off, but...

3 We made a number of web site enhancements
4 just in the last ten days. And I apologize to
5 everybody in the public. I did this. I can't
6 even blame anybody for it. But uploading the
7 agenda this month, or onto the web site, I grabbed
8 the PowerPoint slide, not the Pdf document for it.
9 So, those of you who didn't have PowerPoint as a
10 part of your home computer, you weren't able to
11 open it. So, I apologize for that one. I'll try
12 to be more careful in grabbing that.

13 But we've tried to make a number of
14 improvements just even related to how -- how it's
15 accessed. So, we need -- we've got a number of
16 things we still want to enhance that thing with.
17 That's -- that's a good one to expand upon. It

18 is -- it's not an easy concept to grasp,
19 especially if you don't care to understand it.

20 CHAIRMAN GREEN: Randy?

21 MR. BRUNSON: I don't have anything.

22 CHAIRMAN GREEN: Jack?

23 MR. GORMAN: Well, I'm glad to see we've
24 actually got a hangar start date, that we're going
25 to have a hangar finish date. And that's good.

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1 Get that project. We need to have that project
2 really gelled up before we start discussing --
3 before we really finalize anything else. So,
4 that's good.

5 CHAIRMAN GREEN: Buzz?

6 MR. GEORGE: Three items. One, I would like
7 to have an Earth Tech accounting summary. And if
8 there were any discounts that we received, I'd
9 like them so noted, that I would like to see on
10 that, what we were asking for, what the costs
11 were, what we got. And I'd like to have that
12 distributed to all of the board members.

13 Next, item -- any problem with that, Ed?

14 Next one is, we had talked, about three months
15 ago, about some recognition plaque, you know,

16 somewhere over there. I'd like to get that on the
17 action item or Housekeeping or something.

18 MR. WUELLNER: We did some initial work on
19 that, and it became readily apparent from the time
20 you guys brought it up that it wasn't going to
21 happen by the terminal dedication. But it is --
22 is in the queue.

23 MR. GEORGE: I just don't want it to get way
24 down the list.

25 I appreciate your budget. I actually have a

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1 problem with it. It says "proposal." So, when I
2 start looking at this four years from now, and I
3 see adopted "proposal" -- budget "proposal," I'd
4 rather see it in the nice binder with the blue.

5 MR. WUELLNER: So, you would like the word
6 "proposal" off it?

7 MR. GEORGE: Well, yeah. That just makes it
8 look like it's, you know, adopted, and then it's a
9 proposal.

10 MR. WUELLNER: Send me down your copy. I'll
11 remove that page for you.

12 MR. GEORGE: All right. Sounds good. All
13 right. That's all I have.

14 MR. WUELLNER: I'm just kidding. We'll redo

15 it for you.

16 CHAIRMAN GREEN: Jack had one more.

17 MR. GORMAN: Yeah. I thought we were going

18 to discuss, so I want to add it to the next

19 agenda, this park -- the park discussion.

20 MR. WUELLNER: Yeah.

21 MR. GORMAN: That was supposed to be on this.

22 MR. WUELLNER: It was. And -- and one of the

23 things we didn't have time to do was put together

24 the -- the approach to it. But it's -- in a

25 nutshell, what we're -- what we're wanting to do

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1 is you have a little bit of money set aside to do

2 some planning and design for this. I think it's a

3 token amount of like \$25,000.

4 MR. GEORGE: Twenty-five grand, yeah.

5 MR. WUELLNER: But what we would like to do

6 is present to you a list of people we would like

7 to involve in a -- in basically a little planning

8 group that would assist in developing what that

9 park would be, and those concepts would get gelled

10 by the consultant. And --

11 MR. GORMAN: That's -- so, this -- this park

12 will then -- will be on the next agenda.

13 MR. WUELLNER: Sure. Yeah. We knew it. We
14 just didn't get to it.

15 MR. GORMAN: Okay.

16 CHAIRMAN GREEN: Okay? The only thing I have
17 is, one more time, that dedication was wonderful,
18 Ed. I mean, we had a lot of people there. We had
19 a lot of dignitaries there, Staff, everybody. I
20 mean, it was well attended. And I'm glad we had
21 some public there, I think which was -- I think we
22 had more than we had anticipated with people
23 showing up. So, it's getting out there. We'll
24 keep trying to do our marketing.

25 14. - NEXT MEETING DATES

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1 CHAIRMAN GREEN: Remind everybody of the
2 dates, the 29th, 8th, and 13th for the various
3 workshops and shade meeting. Okay.

4 MR. BRUNSON: Chamber, the 15th, of November.

5 CHAIRMAN GREEN: Right. I was talking about
6 our board meetings. Okay. Meeting adjourned.

7 (Meeting adjourned at 6:19 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, FPR,

7 certify that I was authorized to and did

8 stenographically report the foregoing proceedings

9 and that the transcript is a true record of my

10 stenographic notes.

11

12 Dated this 6th day of November, 2007.

13

14

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

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