

ST. AUGUSTINE - ST. JOHNS COUNTY AIRPORT AUTHORITY

Regular Meeting

held in The Conference Center, Meeting Room A

4730 Casa Cola Way

St. Augustine, Florida

on Monday, May 11, 2015

from 4:07 p.m. to 5:34 p.m.

\* \* \* \* \*

BOARD MEMBERS PRESENT:

SUZANNE GREEN, Chairman  
ROBERT COX, Treasurer  
RANDY BRUNSON  
BRUCE MAGUIRE

BOARD MEMBERS PRESENT:

CARL YOUMAN

\* \* \* \* \*

ALSO PRESENT:

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

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

\* \* \* \* \*

JANET M. BEASON, RPR, RMR, CRR  
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1 P R O C E E D I N G S

2 CHAIRMAN GREEN: All right. We'll call to  
3 order the meeting of the St. Augustine Airport.  
4 Pledge of Allegiance, please.

5 (Pledge of Allegiance.)

6 MEETING MINUTES & FINANCIAL REPORT

7 CHAIRMAN GREEN: Okay. Did everyone get a  
8 copy I guess of the minutes from last? Any there  
9 any objections or exceptions to the minutes?

10 MR. BRUNSON: I have none.

11 MR. COX: None.

12 CHAIRMAN GREEN: None? They are approved  
13 then. Okay. They're approved as read. Financial  
14 report?

15 MR. COX: No objections.

16 CHAIRMAN GREEN: No?

17 MR. COX: No changes.

18 CHAIRMAN GREEN: No changes?

19 MR. WUELLNER: I'm good.

20 CHAIRMAN GREEN: Okay.

21 MR. WUELLNER: I don't have a vote.

22 CHAIRMAN GREEN: Okay. Then approve the  
23 financial report as reported.

24 AGENDA APPROVAL

25 CHAIRMAN GREEN: The agenda is before you.

1 Does anybody have any additional or subtraction  
2 items?

3 MR. COX: I have none. I have none.

4 MR. BRUNSON: I have none.

5 CHAIRMAN GREEN: Okay. Then the agenda's  
6 going to be approved as reported. Mr. Wuellner?

7 EXECUTIVE DIRECTOR'S REPORT

8 MR. WUELLNER: Sure. Let me bring you up to  
9 speed on a few events.

10 Family Fun Day was hosted here back on  
11 April 11th where we -- that's our annual host to  
12 the St. Augustine Aerospace Academy at  
13 St. Augustine High School.

14 By all accounts we had nearly 300 people here  
15 for that event this time. Our thanks as always to  
16 SAAPA and I guess EAA. I'm not sure how that line  
17 gets blurred at that -- in that event, but we were  
18 very grateful for their help in helping us put that  
19 together. I think everybody had a great time.

20 The North Florida Corvette Club, I may have  
21 the name wrong, came out and about every five years  
22 they come out and ask to use the area to take a  
23 picture with their members, so it was kind of an  
24 interesting intermingling between young  
25 Aerospace Academy families and owners of

1 collectible Corvettes in Northeast Florida. So it  
2 was a good time I think had by all in that. Again,  
3 thanks to all who helped with this.

4 You probably saw in the paper or on local news  
5 that we hosted the NOAA's hurricane hunter aircraft  
6 here last Thursday, had both their G-5 and their  
7 C-130 aircraft here. An event open to the public  
8 largely. It was also open to a lot of school tours  
9 where kids came down by school bus and were able to  
10 speak with the pilots and various emergency  
11 response entities within Northeast Florida.

12 A lot of great participation by emergency  
13 response entities. Our thanks to St. Johns County  
14 Emergency Management Office. They did just an  
15 absolute superb job of gathering that talent up and  
16 getting it out here so everybody could see how the  
17 community would likely respond in the event of a  
18 hurricane in this vicinity.

19 Let's see. We are the recipient it appears  
20 this year as the air traffic control tower of the  
21 year. Super -- super news, and it's equally sad on  
22 the other side that we've gotten word that our air  
23 traffic control tower manager will be retiring at  
24 the beginning of September or the last day of  
25 August.

1           Mark Napier's been at the helm for quite a  
2           while and does an absolutely fantastic job of  
3           keeping it all sorted out and bridging that gap  
4           between users and -- and the ATC system. He's  
5           sorely going to be missed here and I'm sure we'll  
6           do more on that later.

7           Last let me bring you up to date on just --  
8           just general metrics that are out there. Last  
9           several months on self-fuel we've done  
10          approximately 40,000 gallons in two months of avgas  
11          self-fuel. That's about a hundred -- or, excuse  
12          me, 222,000 gallons round numbers of jet fuel sold  
13          by the FBO and another looks like about 30- --  
14          maybe 32-, 33,000 gallons of avgas sold at the FBO  
15          also.

16          Give you an idea of parking revenues and in  
17          this case rental car revenues, we did 1,799  
18          enplanements, that's those just those getting on  
19          the airplane, during the month of April, and our  
20          revenue stream continues to exceed \$11 per outbound  
21          passenger. So that's incredibly high by industry  
22          standards. Most airports struggle to get 7. We  
23          are north of 11 and have been. That is a year's  
24          worth of data now.

25          I'm happy to report we have -- we just punched

1 through the one-year mark with Frontier, and during  
2 that period of time Frontier alone enplaned just a  
3 smidge over 26,000 in -- passengers during that  
4 time. So when you factor the inbound, you put, you  
5 know, well over 50,000 people through the airline  
6 terminal for the past year.

7 We sit currently at 100 percent occupancy in  
8 all our hangars and last month's and the months  
9 before, we had 10,828 operations in March and  
10 11,634 operations for the month of April. So good  
11 solid months. We're on just about I think it's 160  
12 total operations difference between last year and  
13 this year at this pace. So good solid numbers.  
14 That should land us in the low 140s -- that's for  
15 total takeoffs and landings, 140,000 takeoffs and  
16 landings at this facility if the current pace keeps  
17 up, which at this point I have no reason to believe  
18 it wouldn't.

19 CHAIRMAN GREEN: Were we really crowded for  
20 last week?

21 MR. WUELLNER: Last week was an extremely  
22 busy -- you know, we have to -- internally, we kind  
23 of mused on the fact that when we were asked to  
24 host the hurricane hunter, we really hadn't  
25 connected the dots that that was TPC week when we

1       said yeah, because we said that way back in  
2       November and just hadn't kind of made that  
3       connection.

4               So it made an extremely busy Thursday --  
5       Wednesday, Thursday out here. And, you know,  
6       honestly Atlantic stepped up and did a great job,  
7       as some of those airplanes had to be moved multiple  
8       times just to keep the place moving with limited --  
9       especially with limited apron infrastructure across  
10      the property. And keeping -- of course Thursday  
11      was also two flights, two airline flights that day.  
12      So it just -- it was -- it was a long day for  
13      everybody here for that.

14             But thankfully everything worked out great.  
15      And I think everyone walked away pleased from a  
16      user standpoint, whether they were public visiting  
17      NOAA or airline passengers or users of our FBO and  
18      general aviation facility. So I think it ended up  
19      being just a great week for everybody.

20             We -- you know, I'll touch -- may touch on  
21      this a little bit later, but we had invited and  
22      successfully got the folks at ViaAir, the ones that  
23      fly our Charlotte service to come down and spend  
24      the weekend with us as a part of TPC activities and  
25      the like. Just blew them away with the community.



1           I've got to thank Richard Goldman and the guys  
2           at the Visitors and Convention Bureau. These guys  
3           just went over the top taking good care of our  
4           airline customers in the community. Took care of  
5           very -- almost every need they possibly could have.  
6           Entertained them at TPC. I'd suffice it to say I  
7           think there are some really good things coming with  
8           these guys.

9           Not to spill all their beans, but I think  
10          they -- they have -- I know they have just  
11          purchased and signed a deal for 11 RJs, regional  
12          jets, to augment the 120s that they have. They  
13          are -- they are working very hard to get their full  
14          Part 121 certificate. And for those of you who  
15          don't necessarily speak the FAR language, means  
16          that they would be a full-blown scheduled airline  
17          carrier at that point, free to enter and leave  
18          markets as they choose for the most part.

19          That means good things for us, because the RJ  
20          extends their range and their reach into -- into  
21          St. Augustine, and they're very excited about  
22          connecting us to some -- some nice markets, and  
23          that may very well be a great airplane for that in  
24          terms of size and being able to make sure that it's  
25          full and making money for them.

1 MR. BRUNSON: That's good news.

2 CHAIRMAN GREEN: Yeah.

3 MR. WUELLNER: Yeah. And then coupled with,  
4 you know, some things we've heard -- and nothing  
5 solidified, but things we hear from Frontier about  
6 continued growth plans here, I think we're going to  
7 be in just an absolutely fabulous place by -- by  
8 this time next year. I think everybody's just  
9 going to be sitting very happy with where we are.

10 MR. BRUNSON: Ed, I might have to leave early  
11 so I want to make a comment about the ViaAir.

12 I flew it from here last Thursday and came in  
13 on Sunday, and I'll tell you for that short flight,  
14 they made you feel like you were -- they give you a  
15 snack and a soft drink and it's just so courteous,  
16 and it was just an excellent flight up and back.

17 CHAIRMAN GREEN: Excellent.

18 MR. WUELLNER: So glad to hear that. Thank  
19 you. That concludes my report unless somebody has  
20 some specific questions or has some --

21 CHAIRMAN GREEN: No, I was going to ask you  
22 later about our terminal status.

23 MR. WUELLNER: Okay. Very good.

24 BUSINESS PARTNER UPDATES

25 CHAIRMAN GREEN: Okay. I don't see

1 Ms. Bennett. Is anyone from the commission?

2 MR. WUELLNER: I don't see anyone.

3 CHAIRMAN GREEN: All right. Seeing nobody,  
4 Michelle, Atlantic? Oh, I'm sorry.

5 MR. SHERBERT: That's all right. Tony  
6 Sherbert, area manager with Atlantic. Thanks,  
7 Michelle, for letting me offer a quick update.

8 I appreciate your time. I don't plan to take  
9 up a lot of it here. I just wanted to say a couple  
10 of quick things, and I wanted to start by thanking  
11 the airport and Ed and his team for all of the  
12 support through TPC. It did end up being a -- a  
13 great week for the airport and for the FBO, as Ed  
14 touched on.

15 And just to sort of quantify things, we did  
16 have a 17 percent increase in volume for the week,  
17 so we were pleased with that. And that's certainly  
18 in keeping with the trend as developed through the  
19 first four months of the year, which is about a 15  
20 percent year-over-year growth between the first  
21 same prior year. So we're certainly pleased with  
22 that. And of course that translates to more  
23 flowage fees to the airport. So we're pleased with  
24 the way 2015 has started.

25 We're -- May 1st marked our one-year

1 anniversary. So wanted to thank Michelle and her  
2 team for the great job that they've done over the  
3 past year and the great job during TPC, by the way.

4 And the last time I was up here, I spoke to  
5 the board about our commitment to the airport and  
6 our desire to be a good business partner and a good  
7 community partner. And now that a year's passed,  
8 looking back on what we've done, there's been a lot  
9 of changes, too many for me to list standing up  
10 but, you know, we have invested about \$500,000 and  
11 deployed about \$500,000 in capital between new  
12 equipment and facility upgrades.

13 Hopefully you've seen some improvements. I  
14 don't know if anybody's had a chance to go by the  
15 FBO lately, but hopefully you've seen some  
16 improvements. If you've been to the terminal,  
17 you've certainly seen some changes.

18 We're in the final stages of approval for  
19 another hundred thousand dollars for some upgrades  
20 to another facility at the airport that's going to  
21 allow a group to come in and purchase some fuel,  
22 the Customs and Border protection group, which also  
23 is going to generate some substantial fees back to  
24 the airport. So we're excited about that.

25 There's some good stuff on the horizon. We're

1 excited about the past year. We appreciate all the  
2 support that we've received and we're looking  
3 forward to another successful 12 months. So,  
4 appreciate it.

5 CHAIRMAN GREEN: Thank you, very much. SAAPA?

6 MR. COX: Can go right there.

7 CHAIRMAN GREEN: You can go right here.

8 MR. GRUNDY: Oh, right here?

9 MR. COX: There's a mic there.

10 MR. GRUNDY: I was going to use the podium,  
11 but that's okay.

12 MR. COX: You can walk over there.

13 MR. WUELLNER: It's your choice.

14 CHAIRMAN GREEN: Got to hold his paper --

15 MR. GRUNDY: Did all of you get the letter  
16 from Lynn concerning the port-a-ports and the  
17 T-hangars? I think -- I was going to summarize.

18 We're concerned about the waiting list. The  
19 waiting list today is 125. Ed and Cindy both state  
20 that 70 percent of those are probably repeat  
21 people, that if they call them, they'll just ask to  
22 be put on the list again. But that means that then  
23 most likely there's 30 to 40 people that really  
24 need hangars. And we think that some action should  
25 be taken.

1           So if you look at the 2005 master plan, which  
2           is the current master plan, and you go to the  
3           South GA development area, there are three  
4           proposals, A, B, C, and then there's a preferred  
5           South GA development. So there's really four.

6           In -- of the four, three of them call for  
7           eliminating the port-a-ports and putting in  
8           T-hangars. And we can see that some of the  
9           port-a-ports have been eliminated and we would like  
10          that to be sped up, get rid of the port-a-ports,  
11          put in T-hangars to better serve the GA customers.

12          I called Flagler. They currently have a  
13          waiting list of 22 and they said that waiting list  
14          is growing. I called Keystone, and they have a  
15          waiting list of nine and they said they always have  
16          a waiting list. I happen to have my plane at  
17          Palatka. They broke ground last week for 10 new  
18          T-hangars and they currently have a waiting list of  
19          16. So we'd like to see that port-a-port  
20          demolishment T-hangar build to be put up high on  
21          the priority list.

22          MR. COX: Okay.

23          CHAIRMAN GREEN: Got it. Appreciate it.  
24          Thank you.

25          MS. LUDLOW: Can I? I have a report on the

1 educational foundation that's kind of SAAPA --

2 CHAIRMAN GREEN: Okay. That's fine.

3 MS. LUDLOW: -- too. Is that --

4 CHAIRMAN GREEN: If it's SAAPA related, let's  
5 go ahead.

6 MS. LUDLOW: It's a SAAPA adjunct.

7 MR. COX: Only because it's you, Reba.

8 MS. LUDLOW: Reba Ludlow, 46 Village Walk  
9 Drive.

10 And I did want to -- it is still part of  
11 SAAPA, but it is the educational foundation. We  
12 gave four scholarships away at a May 9th meeting,  
13 so we gave three \$1000 scholarships to the  
14 St. Augustine High School Aerospace Academy kids,  
15 three from there.

16 And then the Wayne Buzz George Memorial  
17 Scholarship, which is still included -- they  
18 collect their own money, but they are still  
19 included in the educational foundation, Inc. And  
20 so Lynn George came out and gave \$2000 to a repeat,  
21 and it was Cheyenne we all know.

22 So she gave a thousand dollars last year and  
23 she gave \$2000 this year. And she's just really  
24 happy -- we don't have a hard rule about not  
25 considering repeats. We do consider them if we --

1       if we did not have enough qualified students to  
2       give first times, then we would consider the  
3       repeat. So we only had one applicant that -- and  
4       he was -- it was a repeat, and only one person  
5       didn't get anything. So we're just really happy  
6       with that.

7               The -- we're going to have a Young Eagle  
8       flight day on May 16th in conjunction with 4H kids  
9       with Gene Melton. He has six or eight kids. And  
10      Ruth Christ (phonetic) is in charge of that because  
11      I will be out of town. And if you have any  
12      questions about the educational foundation, let me  
13      know.

14             CHAIRMAN GREEN: Thanks, Reba.

15             MS. LUDLOW: Or -- or if you want to  
16      contribute.

17             CHAIRMAN GREEN: Okay. Mr. Burnett, anything  
18      on the legal side?

19             MR. COX: Mr. Nehring?

20             CHAIRMAN GREEN: Oh, I'm sorry. It's nor --  
21      oh, yes, you are. You're behind Mr. Burnett.

22             MR. NEHRING: Dan Nehring, Northrop Grumman.  
23      We are starting to move into the new building.

24             CHAIRMAN GREEN: Yay.

25             MR. NEHRING: It will be a graduated move-in



1 starting this month and we'll go -- unfortunately,  
2 Kevin, it will go the big parts on the other side  
3 almost till October, so...

4 And I wanted to just thank Kevin and Ed. They  
5 helped us out with our ARFF vehicle. Our young  
6 crew took it out and destroyed the engine. It took  
7 a few weeks for us to get another truck and they  
8 graciously let me use the -- have access to have  
9 the truck available for support, which really  
10 resulted in no disruption to our test operation,  
11 which was fantastic to us.

12 And also, Kevin -- actually we had some  
13 oddball mechanical issues with airplanes that  
14 required them to be towed across that not once, not  
15 twice, but three times. So he was absolutely  
16 stellar in his response in getting us access, and  
17 that airplane will leave this Friday. So thank  
18 you, very much.

19 CHAIRMAN GREEN: Excellent. Thank you. Okay,  
20 Mr. Burnett. I'm sorry. He was right behind you  
21 there.

22 MR. BURNETT: It's been a busy month, but  
23 surprisingly nothing to report today, so...

24 MR. COX: That is funny.

25 CHAIRMAN GREEN: Okay. Then we'll go to our

1 first agenda item.

2 FAA PROJECT ACTION - MALSR & RUNWAY RE-MARKING

3 MR. WUELLNER: The first item, this is  
4 slightly modified in terms of the content from the  
5 first day -- or from the draft we sent out to you  
6 late last week.

7 We did bid two -- these two projects. It's  
8 the approach lighting system, which is the MALSR,  
9 and the Runway 13/31 remarking. Both the projects  
10 were bundled together for purposes of bidding.  
11 However, we fully expected that we probably  
12 wouldn't blend contractors in this and would  
13 make -- they'll be two distinct awards at some  
14 point related to this contract. They're both --  
15 they are stand-alone grants for each project under  
16 FAA and Florida DOT, so other than the convenience  
17 of bidding them at the same time, we really never  
18 intended for the two projects to become joined.

19 As a result, we -- we opened bids on these two  
20 projects on Friday. We had four bids in total  
21 received, one for the approach lighting system.  
22 The balance of bids were for the runway marking.  
23 We eliminated -- after conversation and review of  
24 the bids and a conversation with FAA this morning,  
25 we have effectively decided to repackage and rebid

1 the approach lighting. We are not happy with the  
2 numbers we got. And in fact, they're -- they seem  
3 to be quite excessive over what we were expecting.  
4 As a result, we're just going to take a quick look  
5 at the specs again and make sure there's nothing  
6 that's an anomaly in there.

7 We've spoken to other contractors who held the  
8 plans for this job but did not submit a bid. We  
9 only had one bid as you remember. Many indicating  
10 they just simply ran out of their own time to  
11 respond and -- and had intended to. So we think  
12 there really are at least three viable bidders out  
13 there.

14 By putting it back on the street hopefully the  
15 financial benefit of that will be borne out and  
16 we'll -- it's not going to delay anything with FAA  
17 in the sense because this still had to get an FAA  
18 grant in place. So we're just going to take the  
19 month here.

20 We're a little ahead of FAA I think on  
21 bidding. So it was going to sit there anyway  
22 languishing for -- waiting for FAA to take action  
23 on the grant. So no harm, no foul. We'll get it  
24 back out there bid and then it will be back, it  
25 will show up as agenda item in the future.

1           CHAIRMAN GREEN:  Who did bid?  Who was the  
2           one?

3           MR. WUELLNER:  The one bid is Pruitt Electric.  
  
4           They do -- they did actually the preliminary work  
5           on our -- this project back in the runway rehab  
6           days.  It also -- they also did the relighting of  
7           Runway 13/31 recently.

8           I mean, they're a really good company and if  
9           we could pick the company, that's the one we'd  
10          want.  It's just unfortunate they didn't spend any  
11          time sharpening the pencil before submitting a bid.  
12          Hopefully with the addition of other bidders we can  
13          get the pencil a little sharper and have them still  
14          perhaps a low bidder.

15          With that being said, we're only really  
16          awarding or asking to award one contract tonight or  
17          one bid.  And that's for the runway marking.  And  
18          that would be to Highlight Airfield Services in the  
19          amount of \$135,920.  That -- our recommendation  
20          would be contingent of course upon FAA reviewing  
21          those bids and having no issues and issuing a grant  
22          for it.  But at this point they appear to be the  
23          apparent low bidder, and we would recommend that  
24          they be awarded the contract.

25          Both these projects as I mentioned are FAA and  
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1 FDOT eligible, making the Authority share when  
2 combined about 5 percent of the total job. So the  
3 airport's share is quite small when it comes down  
4 to remarking.

5 The remarking this runway, just for -- real  
6 quickly, requirement came out of FAR Part 139  
7 airport certification. There's been a recent  
8 change in how run -- what runway marking standards  
9 are being applied to runways. As a result, a  
10 significant portion of our brand new runway  
11 markings that are only a couple of years old now  
12 need to be replaced and brought to the new  
13 standards. So that's why this is out there being  
14 done so quickly. Because we just did a rehab four  
15 years ago, something like that.

16 So -- but it's got to be redone to bring it up  
17 to standards and that will hopefully take care of  
18 us a long time. Apparently the world has changed  
19 over to an IATA, International Air Traffic  
20 Association standard -- or, I'm sorry, ICAO,  
21 International Civil Aeronautics (sic) Organization  
22 standard for international runway markings. So  
23 that resulted in some small changes, but they've  
24 got to be accomplished.

25 So it's our recommendation at this point you

1       award to Highlight or tentatively award --  
2       conditionally award, let me get it out, to  
3       Highlight Airfield Services at \$135,920, accept the  
4       FAA grants when they become available, and then  
5       authorize executive director's signature to those  
6       grants and related documents to make sure that this  
7       project gets -- gets awarded on time.

8               CHAIRMAN GREEN:   Okay.   Any board comment?  
9       Mr. Cox?

10              MR. COX:   So, Ed, so what we're going to be  
11       voting on right now or the -- you know, considering  
12       is just for the runway marking, not the MALSR  
13       system.

14              MR. WUELLNER:   That's correct.

15              MR. COX:   Okay.   Got it.   And then --

16              MR. WUELLNER:   We'll bring that one back to  
17       you when we open bids on that.

18              MR. COX:   What's the split again, 50/50?

19              MR. WUELLNER:   No.   The split is 90 -- 90  
20       percent federal --

21              MR. COX:   Oh --

22              MR. WUELLNER:   -- 5 percent of state.

23              MR. COX:   -- okay.   And then we --

24              MR. WUELLNER:   So the Authority has 5 percent.

25              MR. COX:   -- have 5 percent.   Okay.

1           MR. BRUNSON: And this would be contingent on  
2 getting those grants.

3           MR. WUELLNER: That's correct, yes, sir.

4           MR. COX:           Do we have a time limit that we have  
5 to --

6           MR. WUELLNER: We're already --

7           MR. COX: -- have these markings on --

8           MR. WUELLNER: We have till the complete --  
9 the completion of the grant cycle. So we're hoping  
10 by the end of the summer it's got to be done.

11          MR. COX: Yeah. Right.

12          MR. WUELLNER: 139 is starting to get a little  
13 wacky on -- we'll start getting written up, if you  
14 will, on having to respond --

15          CHAIRMAN GREEN: That's why I was wondering  
16 would happen if --

17          MR. WUELLNER: Yeah. We've already -- they  
18 noted at your inspection which was done in --  
19 refresh my memory. Was it March? He walked out,  
20 Kevin did.

21                 February, March was our annual FAA 139  
22 inspection. It was noted then. So it's  
23 technically already listed as a discrepancy. But  
24 you have a period of time to cure that. With there  
25 being money in the grant side to do this, they for

1 the most part automatically extend it until which  
2 time as that can be accomplished. So we're in  
3 borrowed time, but it's not critical critical yet.

4 CHAIRMAN GREEN: Okay. Any other board  
5 comment?

6 (None.)

7 CHAIRMAN GREEN: Public comment?

8 (None.)

9 CHAIRMAN GREEN: All right. Hearing no public  
10 comment. Do I have a motion?

11 MR. COX: I'll move to accept staff's  
12 recommendation to move forward with the runway  
13 marking as stated.

14 MR. BRUNSON: I second.

15 CHAIRMAN GREEN: First and a second. No other  
16 comment?

17 (None.)

18 CHAIRMAN GREEN: All in favor?

19 MR. BRUNSON: Aye.

20 MR. COX: Aye.

21 CHAIRMAN GREEN: Aye. Motion passes.

22 MR. WUELLNER: Thank you.

23 RESOLUTION 2015 - FIND GRANT

24 MR. WUELLNER: Next item, you recall we have  
25 an ongoing project list of relatively small



1 projects that are with the Florida Inland  
2 Navigation District.

3 This particular project pertains to the  
4 seaplane basin area and would be to make some  
5 repairs and structural improvements to the seaplane  
6 loading area to be used --

7 (Mr. Maguire enters the room.)

8 MR. WUELLNER: -- for loading and unloading of  
9 barge-related activity in that spot. The grant  
10 source is that of Florida Inland Navigation  
11 District, which only grants for nautical kinds of  
12 uses. So it's not an aviation grant. This is a  
13 separate entity.

14 We have previously had I believe about five  
15 grants that we've used over the years to include  
16 dredging the seaplane basin in a number of phases  
17 and some additional design work in that area. This  
18 is the next phase of that.

19 In order to facilitate that application, which  
20 is already in, we need to provide them with this  
21 attachment E-6 which is a resolution from the  
22 Airport Authority. Much like a JPA, it's just  
23 committing to put your half into the -- into the  
24 kitty should you get a grant.

25 Grant notification, that is whether we get an

1       award or not, won't be until September of this  
2       year. So this is a part of the application, not a  
3       part of the actual construction. So assuming you  
4       get a grant, you're saying, yeah, we're prepared to  
5       match it. And it would be our recommendation you  
6       go ahead and adopt. This would be your  
7       Resolution Number 2015-1.

8               CHAIRMAN GREEN: Any board comment? I don't  
9       know if you've seen the attachment.

10              MR. COX: I haven't yet.

11              CHAIRMAN GREEN: It was just handed to me.

12              MR. COX: So define the split again, Ed.

13              MR. WUELLNER: It was attached to your e-mail.  
14       If you didn't open it separately, you may not have  
15       seen it.

16              MR. COX: Total investment 370.

17              MR. WUELLNER: Yeah.

18              CHAIRMAN GREEN: Right. So 185.

19              MR. COX: Right.

20              MR. WUELLNER: Yeah, 185 each. That's  
21       assuming we get the grant. We're, I mean, saying  
22       that it's not an immediate commitment.

23              You did a design for this component -- just so  
24       you know, you did a design component about a year  
25       ago on this. In order to get reimbursed,

1 conditions of those grants for design are that you  
2 have to go to construction to get your design  
3 money. So they don't want you out there designing  
4 projects and never doing the work.

5 CHAIRMAN GREEN: And the response to that,  
6 we'd have to give it back?

7 MR. WUELLNER: We would not be able to get  
8 reimbursed for our half. They are -- it was not a  
9 big grant. This is not hundreds of thousands of  
10 dollars or anything.

11 MR. BRUNSON: The 2015-01, it says \$185,000  
12 construction repairs.

13 MR. WUELLNER: Uh-huh.

14 MR. BRUNSON: And at this --

15 MR. WUELLNER: Each. Each.

16 MR. BRUNSON: Oh.

17 MR. COX: That's the split, our split.

18 MR. BRUNSON: Okay.

19 CHAIRMAN GREEN: 370 is the total.

20 MR. BRUNSON: Okay.

21 MR. WUELLNER: I could have stated that better  
22 on the slide. I'm sorry.

23 MR. BRUNSON: All right.

24 CHAIRMAN GREEN: Any other board comment?

25 MR. MAGUIRE: No.

1           CHAIRMAN GREEN: Public comment? Ms. Ludlow?

2           MS. LUDLOW: Thank you. Reba Ludlow, 46  
3 Village Walk Drive.

4           I'm not sure, Ed, if I'm out of line here, but  
5 the seaplane ramp that we have right now, are we  
6 ever going to get fuel out there? Do we have water  
7 out there?

8           MR. WUELLNER: Yes, you've had water for five  
9 years.

10          MS. LUDLOW: Okay. We do water.

11          MR. WUELLNER: Uh-huh.

12          MS. LUDLOW: I just had forgotten because  
13 we've only had the one seaplane fly in, which was  
14 very successful. But they all want -- a lot of  
15 people would like to have fuel out there because  
16 now it has to be trucked out there, right?

17          MR. WUELLNER: Yeah. We will probably never  
18 put permanent facilities. There's just simply  
19 never going to be the volume out there to support  
20 that capital investment.

21          MS. LUDLOW: Okay. That I wondered. Thank  
22 you.

23          MR. WUELLNER: Yeah.

24          CHAIRMAN GREEN: Any other public comment?  
25 Mr. Martinelli?

1 MR. MARTINELLI: No.

2 CHAIRMAN GREEN: Okay. No public comment. Is  
3 there a motion from the board?

4 MR. BRUNSON: I make a motion that we approve  
5 2015-1 as presented.

6 CHAIRMAN GREEN: Is there a second?

7 MR. COX: Second.

8 CHAIRMAN GREEN: Any further comment,  
9 discussion?

10 (None.)

11 CHAIRMAN GREEN: All in favor of accepting the  
12 resolution of staff's recommendation?

13 MR. COX: Aye.

14 MR. BRUNSON: Aye.

15 MR. MAGUIRE: Aye.

16 CHAIRMAN GREEN: Aye. Okay.

17 LAND ACQUISITION - WESTSIDE US HIGHWAY 1

18 MR. WUELLNER: Let me walk you through a  
19 potential land acquisition here.

20 For those -- this has been a -- I'll just say  
21 up front it's been a project of great interest to  
22 Carl in a multimodal context, just so you know. So  
23 Carl is -- has historically been very plugged into  
24 the general project.

25 But back in approximately 2010, maybe '11,

1       Flagler Development was acquired as well as  
2       Florida East Coast Railroad were acquired by  
3       Fortress, which is a large basically hedge fund in  
4       New York that now owns those companies. That  
5       ownership changed their -- their way of doing  
6       business dramatically, as there's usually a fairly  
7       high rate of return required in hedge fund  
8       operations.

9               As a result, the Flagler Development division  
10       of the company has been trying to divest itself of  
11       excess landholdings up and down the railroad for  
12       quite a while. These involve significant chunks of  
13       land. We've seen several projects come and go in  
14       St. Johns County where -- where property's been  
15       offered.

16              When you conjoin that, if you will, with  
17       previously approved DRI for Cordova Palms, which is  
18       west side of U.S. 1, picks up from the industrial  
19       park property that was sitting there and goes up to  
20       approximately -- well, just north of where  
21       Eagle Creek connects to U.S. 1 just north of the  
22       airport, and then also connected to a project  
23       called Lemberg South, a tract that was rezoned by  
24       the county at their request into an industrial  
25       zoning classification about the same time

1 Cordova Palms came out as a DRI.

2 That DRI is a little onerous, but they were in  
3 a very big hurry to get it done and agreed to some  
4 very interesting terms. It's their DRI, their  
5 problem. But it involved constructing the at-grade  
6 crossing and a significant contribution toward the  
7 eventual construction of State Road 313.

8 All right. Fast forward. We -- we've had the  
9 opportunity -- they placed two 500-acre parcels to  
10 include all of Cordova Palms and all of  
11 Lemberg South on the market in 2010. The property  
12 has basic --

13 MR. BRUNSON: Wait. Are you saying that this  
14 is Lemberg?

15 MR. WUELLNER: No.

16 MR. BRUNSON: Okay. Where is --

17 MR. BURNETT: Lemberg's not shown. It's  
18 further south of the orange. If you look beneath  
19 the orange, you see where the racetrack used to be.

20 MR. BRUNSON: Yes.

21 MR. BURNETT: And it's beneath -- it's south  
22 of there.

23 MR. BRUNSON: I've got it.

24 MR. WUELLNER: Yeah. And that property is not  
25 really in our discussion today, that particular

1 tract, so I -- it didn't get mapped.

2 MR. BRUNSON: Okay.

3 MR. WUELLNER: It might be on the one slide.

4 I'm not sure if it shows a little bit on the

5 bottom. Yeah, it really doesn't show very well.

6 But where -- where it's showing Heritage at the

7 very bottom of the map that we -- that's on your

8 slide -- slide, Randy.

9 MR. BRUNSON: Okay.

10 MR. WUELLNER: Where it was on the slide at

11 the bottom, if you look just left of that, you'll

12 see some lines that represent a tract of land.

13 That would be the northern boundary of Lemberg --

14 MR. BRUNSON: Okay.

15 MR. WUELLNER: -- if that helps.

16 All right. Anyway, these have been on the

17 market for almost four or five years at this point.

18 They've had no success in selling them due in part

19 I think largely to the onerous nature of the DRI on

20 Cordova and the fact that the Lemberg parcels are

21 sort of landlocked back there and very hard to

22 open -- especially without 313 being constructed at

23 this point.

24 As a result, they got creative, "they" being

25 Flagler Development, and have gone and worked with



1       the county. They are now working with the state.  
2       They seem to be in belief that they are going to be  
3       able to put together a deal with the state to  
4       effectively trade a parcel that's up very close to  
5       us, which would be -- I'm going to get up if you  
6       don't mind and point, I think it will be easier --  
7       but this property that sits right along here. It's  
8       currently shown mostly in orange. But that  
9       property is currently Water Management District  
10      property, and -- this will help, too, Randy. That  
11      is -- Lemberg's down this way.

12               MR. BRUNSON: Uh-huh.

13               MR. WUELLNER: They were looking to trade, the  
14      Water Management District, that Lemberg property  
15      for this property and this little sliver over here.  
16      Those are Water Management District.

17               If that -- if that does come about, then what  
18      they would like to do is package that with their  
19      property ownership, which is the rest of the orange  
20      and the other piece down here. That accumulates to  
21      a total of about 500 acres should it all come  
22      together.

23               But the nice part for the airport in this is  
24      it ends up a very contiguous useful piece of  
25      property instead of it being kind of fragmented and

1           disjointed through this area.

2           So what it does is when you combine it, this  
3           hashed orange property is property the  
4           Airport Authority already owns. So when you put  
5           that together, you can see you end up with a pretty  
6           nice contiguous piece of property there that's --  
7           could be developed and actually at some point in  
8           any way you wanted to pursue it. But ownership  
9           would be critical at that point.

10          The northern piece, the yellow piece of  
11          Cordova would remain with Flagler Development,  
12          would go to single family residential instead of  
13          multi family. I -- I threw on this slide that's on  
14          the screen, the airport -- or the runway  
15          centerline, so you get a feel of how much of that  
16          what used to be able to be residential and multi  
17          family now but would belong to the airport and you  
18          now only have a small portion of that area that  
19          would in any way be affected by overflight. And  
20          that distance is well over a mile off the end of  
21          the runway at that point.

22          So, that certainly greatly improves the rights  
23          they have there now. And I want to say, too, we  
24          were assured and I have no reason to believe that  
25          the easement that sits over there now -- Doug

1       works, and in fact you were on the board and I  
2       think you were on the board at the time and you may  
3       have, too, to be honest, we took great lengths to  
4       get an avigation easement placed over that entire  
5       development. That remains in place. It would go  
6       away in a sense we would own it. But that which is  
7       not ours, the easement would remain. So all the  
8       yellow area there would remain with an avigation  
9       easement or right of flight over it, right to make  
10      noise, those kind of things. So all that would  
11      remain in place.

12             So it definitely improves -- the purchase of  
13      that would definitely improve the Authority's  
14      position from a potential development standpoint  
15      and certainly goes a long way to mitigating  
16      long-term risk to the Authority for noise and  
17      things of that that could go under that closer in  
18      than this would allow.

19             Preliminary estimates of the value of the  
20      property is going to sit at about -- this is 500  
21      acres -- would sit about \$3 million. That would be  
22      subject to appraisal. There would be a bunch of  
23      appraisals done in this. This it not -- we're not  
24      requesting to buy anything today, just move the  
25      concept forward. Essentially you would allow us to

1       develop the business terms related to this  
2       purchase.

3               I'm very optimistic in my conversations with  
4       them we'll be allowed to do a multiyear purchase  
5       where we buy it all at once but can pay for it as  
6       we are able to put together the Florida DOT  
7       matching funds, which is already in place, it's  
8       just earmarking it for that purpose as we go  
9       forward.

10              So it looks like for \$3 million, 1 point --  
11       approximately 1.5 of which would be the  
12       Airport Authority's commitment in this, the balance  
13       would be Florida DOT, we would pick up 500 usable  
14       acres of property west of U.S. 1. So, we would  
15       like to -- generally, you know, we're putting that  
16       idea out and hoping to move it forward with some --  
17       some negotiation of the business terms related to  
18       this.

19              CHAIRMAN GREEN: Board comment?

20              MR. BRUNSON: Ed --

21              CHAIRMAN GREEN: Mr. Brunson?

22              MR. BRUNSON: Thank you. Give me some of your  
23       long range ideas of what this property -- it's on  
24       the wrong side of the road --

25              MR. WUELLNER: For aviation use.

1 MR. BRUNSON: -- for aviation.

2 MR. WUELLNER: Uh-huh.

3 MR. BRUNSON: And we'll never be able to build  
4 hangars there.

5 MR. WUELLNER: That's correct.

6 MR. BRUNSON: And so -- but you think that  
7 this is something that the airport needs in the way  
8 of land for businesses on that side and maybe  
9 possibly the railroad and --

10 MR. WUELLNER: Right. One of the -- the items  
11 that's been kind of openly discussed is how to  
12 develop industrial-related rail-dependent kinds of  
13 uses west of U.S. 1 in this area.

14 We've had a number of great conversations with  
15 Florida East Coast Railroad as to potential  
16 projects. They're looking for sites that would  
17 give them immediate rail access customers. They're  
18 willing to help us over time find some of those  
19 customers who are looking for development potential  
20 or development into that potential area.

21 We believe it's entirely consistent with the  
22 Airport Authority's charter of multimodal kinds of  
23 projects in development. It provides a diversified  
24 revenue potentially, additional revenue base for  
25 the Airport Authority that's not solely dependent

1 in one area or the other, thereby in a sense  
2 strengthening the financial position of the  
3 Authority long term. We do -- we believe it's just  
4 generally a good move for -- for the  
5 Airport Authority.

6 MR. BRUNSON: Who owns Flagler Development?

7 MR. WUELLNER: It's a hedge fund in New York  
8 called Fortress.

9 MR. BRUNSON: Okay. Doug, why does the name  
10 Fletcher pop out at me? Did he own the  
11 Flagler Development at one time? Do you know who  
12 I'm talking about?

13 MR. BURNETT: You mean Paul Fletcher's the  
14 land developer that did Marsh Landing --

15 MR. BRUNSON: Yeah.

16 MR. BURNETT: -- and those kinds of projects,  
17 Serenata?

18 MR. BRUNSON: He has no relation to this as  
19 far as you know?

20 MR. BURNETT: Flagler Development was created  
21 by FEC --

22 MR. BRUNSON: Okay.

23 MR. BURNETT: -- as a development name or  
24 entity that they would do projects under. And it  
25 wasn't just this Cordova Palms project, it was all

1 of their land development projects at the time.  
2 And they've got some other names as well that they  
3 use now. Parallel Infrastructure is one of their  
4 subsidiaries. That deals with things along the  
5 lines.

6 MR. BRUNSON: And when we say this 313 is  
7 built by the developer --

8 MR. WUELLNER: That would be  
9 Flagler Development.

10 MR. BRUNSON: Flagler Development.

11 MR. WUELLNER: Who was a sister company to  
12 Flagler railroad --

13 MR. BRUNSON: Okay.

14 MR. WUELLNER: -- so...

15 MR. BURNETT: It's part of their DRI  
16 requirement --

17 MR. BRUNSON: Okay.

18 MR. BURNETT: -- and they transferred  
19 residential units from the Lemberg South tract to  
20 the Cordova Palms tract. And as part of getting  
21 that DRI approval, they committed to doing the  
22 at-grade crossing. And they only build a portion  
23 of 313.

24 Now, you obviously right now have -- this --  
25 this connection of 313 goes all the way down

1 through -- down through 16 past down along para --  
2 4 Mile Road and connects to 207 where currently 312  
3 dead ends.

4 MR. BRUNSON: Uh-huh.

5 MR. BURNETT: So this loop road will go all  
6 the way around the county to the north part. The  
7 FDOT is currently exercising powers of eminent  
8 domain to get the remaining parcels that it doesn't  
9 have to build 313 between State Road 16 and 207.  
10 So that part's fully underway. They've got I guess  
11 construction plans almost done on that portion.

12 MR. WUELLNER: Construction dollars allocated.

13 MR. BURNETT: Yeah. So that's that -- now  
14 this 313 between -- it says Woodlawn here, but it's  
15 really between State Road 16 North --

16 MR. BRUNSON: It's coming back to me now.

17 MR. BURNETT: This takes -- is a longer --

18 MR. BRUNSON: The MPO gave a good presentation  
19 of this several years ago --

20 MR. WUELLNER: Correct.

21 MR. BRUNSON: -- and -- okay.

22 MR. WUELLNER: They're facilitating the  
23 funding, if you will, through DOT for the -- for  
24 the road --

25 MR. BRUNSON: Okay.



1 MR. WUELLNER: -- not this project.

2 CHAIRMAN GREEN: Mr. Maguire?

3 MR. MAGUIRE: I know that when Water  
4 Management negotiates to liquidate or sell  
5 property, it's common to keep some type of  
6 development restrictions on the property. Have you  
7 gotten any indication what that might be?

8 MR. WUELLNER: We're not that far. That  
9 would -- that's certainly on our radar screen to  
10 make sure that comes clean.

11 MR. MAGUIRE: Yeah.

12 MR. WUELLNER: If it can't be done clean, then  
13 it's -- would make no sense to move forward,  
14 obviously.

15 MR. MAGUIRE: Okay.

16 MR. WUELLNER: We're not that far into this.  
17 And I think later this month we're set up, or  
18 tentatively set up anyway, on the -- I think it's  
19 the 20th to sit down with some of those folks and  
20 see what's -- you know, get a clean understanding  
21 of what those parties -- we're not a party until  
22 after that.

23 MR. MAGUIRE: Correct.

24 MR. WUELLNER: So it's important to make that  
25 distinction. We're not a negotiating party in that

1           agreement between the developer and the  
2           Water Management District. But we would -- are a  
3           likely beneficiary if it's done properly.

4           MR. MAGUIRE: Okay.

5           MR. BRUNSON: Do you know if anybody has been  
6           offered to possibly quote on this and go forward  
7           with it besides the airport?

8           MR. WUELLNER: No. This property's been on  
9           the market for four years --

10          MR. BRUNSON: Okay.

11          MR. WUELLNER: -- more than four years at this  
12          point.

13          CHAIRMAN GREEN: And at this point, it's  
14          really no cost to us --

15          MR. WUELLNER: No.

16          CHAIRMAN GREEN: -- it's just an investigatory  
17          type of situation --

18          MR. WUELLNER: Exactly.

19          CHAIRMAN GREEN: -- right?

20          MR. WUELLNER: We would -- we would bring  
21          business terms back to y'all, all of that kind of  
22          stuff at an appropriate time.

23          MR. MAGUIRE: Okay.

24          MR. WUELLNER: We do have -- just -- just in  
25          terms of funding, I will make mention that we are

1 sitting on an existing Florida DOT land grant or a  
2 grant we can match which would put approximately  
3 one-third of the funding in place if we matched it.

4 So the first \$1 million is arguably taken care  
5 of from a match grant standpoint. There is a time  
6 limit running on that grant, though, at the end of  
7 September. So the -- I told them that this needs  
8 to -- the first piece of this needs to get taken  
9 care of by then, because we're already on a  
10 one-year extension of that grant money and I don't  
11 want to see us lose that in this -- this hubbub,  
12 so...

13 MR. MAGUIRE: Okay.

14 CHAIRMAN GREEN: How long do you think you're  
15 going to need to investigate it and get it back to  
16 us if we're on a September time frame?

17 MR. WUELLNER: They seem sort of motivated  
18 here, so I -- I'm hoping June or July should be  
19 conclusion of business terms and we'll let this  
20 kind of fall into the details of a contract at that  
21 point.

22 CHAIRMAN GREEN: And other than the grant, I  
23 know -- have you looked at -- well, maybe I should  
24 ask Mr. Cox this -- about financing the balance of  
25 it?

1           MR. WUELLNER: Right. You have an agenda  
2 later --

3           CHAIRMAN GREEN: Okay.

4           MR. WUELLNER: -- to deal with the future  
5 years' funding not current year.

6           CHAIRMAN GREEN: Okay. Any other board  
7 comment?

8                               (None.)

9           CHAIRMAN GREEN: Public comment?

10          MS. LUDLOW: No comment.

11          CHAIRMAN GREEN: Mr. Martinelli?

12          MR. MARTINELLI: If you look way into the  
13 future, this makes sense, no doubt about it.  
14 Because if you can envision what's going to happen  
15 to this whole area and what's going to happen to  
16 this airport and the Airport Authority and the  
17 far-reaching governing, I'll use that term, that  
18 the Airport Authority will be doing at that point  
19 in time with an industrial park, with all kinds of  
20 development, with all kinds of I'll say facilities  
21 that -- or documentation that will enable the  
22 Airport Authority to benefit more than just from  
23 land leases, but from participation, that can also  
24 happen down the road. So, I say go for it because  
25 it makes imminent sense.

1           CHAIRMAN GREEN: Thank you. Any other public  
2 comment?

3                               (None.)

4           CHAIRMAN GREEN: Ed, from the board all you  
5 need is our okay to go forward?

6           MR. WUELLNER: Yes.

7           CHAIRMAN GREEN: Do you need a motion for  
8 that?

9           MR. COX: No, he's looking for consensus.

10          MR. WUELLNER: Yeah, just consent to move  
11 forward with --

12          MR. BRUNSON: I make a motion.

13          CHAIRMAN GREEN: Well, it's a consensus.  
14 Everyone -- the board said yes, let's move forward  
15 with investigating it?

16          MR. COX: Yes.

17          CHAIRMAN GREEN: Okay. You've got your  
18 authority.

19          MR. WUELLNER: Thank you.

20                               AIRLINE TERMINAL REPLACEMENT

21          MR. WUELLNER: All right. The next item I  
22 have is -- you know, we were here a couple of  
23 months ago talking about -- and indeed the  
24 Authority approved a phase of a terminal  
25 redevelopment to do some work on the existing

1       airline terminal structure.

2               As we got into this even deeper following that  
3       meeting, we quickly figured out that we were -- we  
4       were going to be putting money into at a much  
5       higher rate with very little long-term benefit to  
6       the Airport Authority in this structure.

7               The structure has deficiencies. I'm talking  
8       the metal part of the structure here. We knew we  
9       needed to replace the exterior skin. We knew that  
10      would be a recurring replacement item when it was  
11      first built. We are coming up on the time the  
12      first reskin needed to be done. There were -- I  
13      think we alluded to them at the last meeting --  
14      some issues with the company that originally built  
15      it as perhaps not meeting their own standards for  
16      the building and now we've got some -- some other  
17      issues with the -- with the super structure.

18              So what I asked was that we ask our design --  
19      our engineering team to take a look at was how  
20      could we -- within the existing budgets, within the  
21      existing grant framework, the DOT had out there  
22      available funds for us, how could we fix this  
23      problem and come up with a long-term solution here  
24      instead of continuing to pour money on a problem.

25              As such, they came up with some concepts of --

1       that I've continued to and staff has continued to  
2       work with them, sort of -- sort of beating the  
3       property into submission, if you will, to get us a  
4       better end result. As a result, we've come up with  
5       a floor plan -- let me do this.

6               One of the instructions in looking at that  
7       replacement of the structure for us was that to the  
8       highest degree possible, we'd be able to reutilize  
9       the existing structure. That being said, we've --  
10      we've kind of forced our engineer and design team  
11      to take a look at is there a way to build the  
12      building around the building we have thereby  
13      eliminating the need for a complete rebuild of the  
14      inside of the building?

15             Simply in a sense using something like tilt  
16      wall construction, come around the exterior of that  
17      building, put those footers and the like in place,  
18      pour the walls, and lift them up into place, and  
19      then at that point and only at that point would you  
20      lift the old building basically out of place, lay  
21      the roof over the top, and we'd be in a sense back  
22      in business very quickly. Looks like all of that  
23      is feasible.

24             We are still -- I say we meaning them, are  
25      still digesting numbers, getting input to continue

1 to make sure that this is going to be available --  
2 or we're going to be able to do this project within  
3 the budget outlined.

4 But I wanted to share the concepts with you,  
5 ask that we be able to keep moving forward with the  
6 design, that's the ultimate request, and that we  
7 go -- be able to go ahead and develop or negotiate  
8 the design-build contract to do this project. Now  
9 this is not sign the contract, just simply get to  
10 the point where it comes backs to the authority for  
11 approval. And of course all that's subject to the  
12 budget at that point.

13 But I wanted to share with you where we are  
14 with design real quickly. If you'd pop up, this is  
15 a version -- I think there's still some tweaking to  
16 be done with all this, so please don't walk out of  
17 here today going, oh, this is final design, blah,  
18 blah, blah. These are conceptual drawings as much  
19 as they are anything else. They're looks,  
20 wholesale looks at space and use and flow and  
21 things of that nature versus that's exactly what  
22 it's going to look like. So please don't get  
23 caught up in that.

24 But anyway, the site plan there shows parking  
25 position available for three airplanes. The one on



1 the left side of the screen is currently shown as  
2 an RJ -- I think it's actually showing an ER-120  
3 sitting there, which is the ViaAir size airplane  
4 that's being flown now. The RJ footprint isn't  
5 terribly much larger than that. It is bigger, but  
6 not dramatically bigger. And then there are two  
7 parking positions for the 319s, the Airbus 319s.

8 You may recall back over the summer, last  
9 summer and early fall, we had two airplanes on the  
10 ground at any one time making movement of anything  
11 in that area a complete challenge. This uses  
12 angled in, so it would require us to push back.

13 The beauty of this is using mobile boarding  
14 ramp technology that's out there now, we can -- in  
15 a walkway, just simply a covered walkway, we can  
16 give you basically the jetway experience without  
17 the expensive jetways. Jetways, if you don't know  
18 anything about them, they're about a million  
19 dollars apiece. That's way beyond what we're  
20 trying to do here.

21 So we're trying to enhance the customer  
22 experience -- I think that's been a goal for many  
23 months around here -- but at the same point not  
24 break the bank in doing it. So I think this  
25 provides a basic for that on a site plan. And this

1 kind of illustrates it can be done over there.

2 All right. Next -- next drawing, which would  
3 be the interior of the building. The interior of  
4 the building, we currently have about a 9000 square  
5 foot interior footprint on the terminal. By  
6 building the building around it and the like, that  
7 footprint increases -- the good part is because  
8 it's around the perimeter, that increases to about  
9 13,400 and some-odd square feet. So it's a nearly  
10 one-third larger interior footprint at the end of  
11 the day. Almost all of that space goes into public  
12 kind of space, the ticket -- the ticket counter  
13 waiting lobby, if you will, and then secondarily  
14 the passenger holding areas on the other side of  
15 TSA.

16 The goal here is to get the equivalent of  
17 seating availability for two full 139s -- or excuse  
18 me, one -- three 319 -- two 319s. I can get this  
19 out. Two 319s. So we're looking to get about 230  
20 to 260 seats available in the passenger hold area,  
21 which is -- that's like optimal for us. That would  
22 be a great number for us.

23 It improves the restrooms. It would add  
24 additional stalls in the ladies' rooms in  
25 particular. As you can imagine, that tends to back

1 up much faster than on the men's side. It includes  
2 some improvements in the TSA bag inspection area  
3 that -- so some tweaking back there would allow.  
4 If the volume comes up enough, TSA might want to  
5 put the trace detection equipment back there.  
6 That's the automated system where they can just  
7 simply move the bag through much like you  
8 experience with your carry-ons at the airport.

9 Currently checked bags are being hand  
10 inspected, which is a very tedious slow process.  
11 Especially if there are multiple flights going on,  
12 it really backs up. And in fact was the single  
13 source of delay we had over the summer with two  
14 airplanes on the ground. It was just waiting on  
15 the bags to clear TSA.

16 So those improvements set the stage very well  
17 for future. This also includes an area -- a  
18 covered area -- these are not enclosed air  
19 conditioned space areas -- but a replacement of the  
20 bag claim area with a real structure instead of the  
21 tent.

22 And then on the other side of the building  
23 where we bring bags out of TSA and they're loaded  
24 into bag carts and stored until the flight actually  
25 arrives, has a covered area where right now there

1 is no cover at all in that. So it's a way of  
2 affording extra protection to the -- not only our  
3 equipment, but certainly every passenger bag that  
4 flows through there, too, would be effectively  
5 sheltered at that point.

6 That's the nutshell of the improvements we're  
7 looking at. The elevations of the building are  
8 kind of -- it's kind of interesting. When you  
9 remember how our building sits on the lot now, this  
10 would rotate that kind of profile about 90 degrees.  
11 So instead of having a rounded piece with the doors  
12 on it, it will be the side of it.

13 It does -- it picks up the old -- one of the  
14 directions was maybe we'd pick up the flavor of an  
15 old Quonset hut in terms of the rounded bow string  
16 roof idea. It has a sheltered canopy area out  
17 front for passenger dropoffs. Includes an area on  
18 the back for loading and unloading of passengers in  
19 a sheltered manner. I think in general provides an  
20 overall improved experience. Provides some  
21 windows.

22 You know, it's a very dark building in terms  
23 of natural light as it sits now just by the nature  
24 of its construction. This provides some windows,  
25 takes advantage -- for the most part we're hoping

1 to replace the interior lighting, which is a high  
2 pressure sodium light, with that of LEDs and work  
3 on the energy piece of this, too, while we're at  
4 it.

5 I think -- I think it's going to be an  
6 absolutely nice building. It -- this is -- because  
7 we're using the existing building underneath it,  
8 all the interior, we're not looking at an upgrade  
9 of the amenities or, you know, we're not spending  
10 money on carpets and tiles and stuff like that.  
11 That stuff, you know, there's nothing wrong with  
12 what we have and it remain -- would remain intact,  
13 including the TSA screening area. It just adds  
14 more space for the passengers on both sides of  
15 that.

16 So that's the -- the general concept. And  
17 as -- as I mentioned at first, what we're really  
18 trying to do is just kind of get consent to move  
19 forward with the design, you know, putting the --  
20 putting the pen on paper, if you will, getting the  
21 details ironed out.

22 That will include some iteration with the  
23 contractors that would be involved in this to make  
24 sure that the budget will remain intact on it. And  
25 then secondarily eventually that would lead to the

1 negotiation of a design-build contract. That  
2 contract of course would to come back to the  
3 Airport Authority for approval at an appropriate  
4 time.

5 Our goal, just to tell you how ambitious we  
6 are with this, we're -- we've kind of tasked them  
7 with an end result of this to be done by the end of  
8 January, because we would like this headache out of  
9 our way before the likely launch of additional  
10 service over there, rather than be working through  
11 it.

12 There's about a 60-day window here as a  
13 heads-up that we're -- we will probably have TSA in  
14 a rented office trailer or something to that effect  
15 to simply do the screenings through there. But  
16 that's -- it's actually how some airports do  
17 business in the north and midwest where you have a  
18 single flight. So it's not something that can't be  
19 done, but it's a temporary position for us.

20 CHAIRMAN GREEN: So there's no downtime, it's  
21 just inconvenience.

22 MR. WUELLNER: That's correct, it's  
23 inconvenience during construction. And we think  
24 that's going about to be about 60 days total. But,  
25 you know, that will flesh out as we get more design

1 detail on it.

2 CHAIRMAN GREEN: I think I had asked you  
3 before, but the company that built the structure  
4 now you've said is --

5 MR. WUELLNER: Completely defunct and gone.

6 CHAIRMAN GREEN: -- bankrupt, defunct, and  
7 there's no action that we can take against them.

8 MR. WUELLNER: No recourse.

9 CHAIRMAN GREEN: Okay.

10 MR. WUELLNER: I wish there were because they  
11 did it to a lot of people.

12 CHAIRMAN GREEN: Board discussion, anybody?

13 MR. COX: I'm all for it. I think we should  
14 move forward with it.

15 CHAIRMAN GREEN: Mr. Brunson?

16 MR. BRUNSON: The -- Ed, we're talking about a  
17 lot of things, and -- and luckily we've got land  
18 grants and we've got --

19 MR. WUELLNER: Uh-huh.

20 MR. BRUNSON: -- budget to put buildings and  
21 everything. But you don't foresee us having to dip  
22 into reserves to --

23 MR. WUELLNER: No. That's one of the  
24 things -- the next item deals with how we think the  
25 Authority would best move forward funding this

1 project.

2 If we choose that method, if that's the  
3 direction we all -- you agree to today, then it  
4 would not compromise our reserves at all. We may  
5 use reserves as we always do in capital projects,  
6 some reserves to cash flow between grant payments  
7 and things of that nature --

8 MR. BRUNSON: Right.

9 MR. WUELLNER: -- but that's -- it always ends  
10 up at the reserve level that we're expecting.

11 MR. BRUNSON: Okay. That's all I have.

12 CHAIRMAN GREEN: Okay. Mr. Maguire?

13 MR. MAGUIRE: Nothing.

14 CHAIRMAN GREEN: I'm kind of with Mr. Cox on  
15 this. I spent some good time talking to Ed about  
16 it. I mean, it's almost we have to. I mean, the  
17 skin has to be repaired, the structure is failing,  
18 there's no other avenue against the contractor. So  
19 I'm -- I like the fact we gain some square  
20 footage --

21 MR. WUELLNER: Yes, I do, too.

22 CHAIRMAN GREEN: -- as well. It flows better  
23 and gain square footage. Obviously our concern  
24 always is that we keep the flights -- keep the  
25 airlines.



1 MR. WUELLNER: Of course.

2 CHAIRMAN GREEN: Okay.

3 MR. WUELLNER: Well, the nice thing, too, is,  
4 you know, I alluded that there's some other stuff  
5 that they're telling us they're planning. Of  
6 course there's a lot of time between now and  
7 starting something there. We'll continue to keep  
8 our -- our finger on that and continue to see that  
9 that is developing.

10 We have the opportunity all the way down to  
11 the last minute of course not to do something or to  
12 even regroup it again and just bring it back down  
13 again if there -- if something dramatic were to  
14 happen there.

15 I'm very encouraged. We've gotten to the  
16 one-year mark here. I can tell you the loads on at  
17 least the Frontier side and now even the Via side,  
18 we're basically full everyday in and out. So that  
19 bodes very well for future flight consideration  
20 anyway.

21 CHAIRMAN GREEN: Are either of those or any  
22 other airlines hemming and hawing or saying "You  
23 have to do this in order for us to continue"?

24 MR. WUELLNER: No. I -- I'm not feeling any  
25 direct pressure from a carrier that an improvement

1 needs to be made before they'd consider it. But,  
2 you know, certainly having a facility that's  
3 completely functional and capable is at the heart  
4 of any airline decision.

5 CHAIRMAN GREEN: Okay.

6 MR. BRUNSON: And I tell you when you make  
7 these trips, this is a good talking point at  
8 least --

9 MR. WUELLNER: Sure it is.

10 MR. BRUNSON: -- and that's great.

11 MR. WUELLNER: Absolutely.

12 CHAIRMAN GREEN: Okay. Public comment?

13 MR. MARTINELLI: Go for it.

14 CHAIRMAN GREEN: Mr. Martinelli said go for  
15 it.

16 MS. LUDLOW: No comment.

17 CHAIRMAN GREEN: Anybody else?

18 (None.)

19 CHAIRMAN GREEN: Okay. Go back to the board.  
20 Really you just need a consensus on this as well,  
21 correct --

22 MR. WUELLNER: Yes.

23 CHAIRMAN GREEN: -- to investigate? I think  
24 it's a good idea.

25 MR. MAGUIRE: Good idea.

1 CHAIRMAN GREEN: Guys?

2 MR. COX: Good.

3 CHAIRMAN GREEN: Okay. You have authority.

4 MR. WUELLNER: Thank you. Sorry.

5 CHAIRMAN GREEN: No, that's fine.

6 MR. WUELLNER: Catch it somehow. It drifted  
7 off here.

8 POTENTIAL QUALIFIED BANK BORROW

9 MR. WUELLNER: All right. I just want to be  
10 sure. I think it is the discussion about the  
11 flight. Okay. Thank you.

12 Again today, all -- this is -- this is not --  
13 I want to talk to you about the potential of  
14 borrowing some money to move forward with the land  
15 acquisition in a timely manner and the improvements  
16 to the terminal.

17 Now, this would be a -- what we're talking  
18 about is a bank qualified issue, which means it's  
19 not publicly held bonds or something of that  
20 nature. It's simply a borrow from a bank. It  
21 would be a qualified borrow, meaning it meets the  
22 IRS standards for the type of lending it is.

23 So it's a qualified public institution that's  
24 borrowing money thereby -- and it's capital  
25 related, thereby bringing in the advantages of the

1 tax code to the bank itself that lends the money,  
2 thereby reducing the interest rate expected. We  
3 think the interest rate at the end of the day on  
4 this is somewhere in the vicinity of 3 percent. So  
5 it's not -- you know, it's not expensive money in  
6 the scheme of things.

7 I believe that as we get further into this,  
8 not only knowing the final costs here but also on  
9 the construction side, but on the land acquisition  
10 side of this money, too, that there's going to be  
11 even better ways to phase this that won't  
12 necessarily involve us needing to borrow even  
13 this -- even the 2.5 that's allocated here. I  
14 think we're looking at probably significantly less  
15 than that. But I'm not that far yet, so I can't  
16 sit up here today and go it's absolutely that's the  
17 answer.

18 We -- we looked at the repayment. All that  
19 looks like it's well within the normal budget  
20 constraints of the Authority. This does not  
21 require -- for the record, this does not require  
22 any kind of referendum or anything else. These are  
23 basically revenue-based kinds of financing. So  
24 it's not -- it's not guaranteed by tax money at  
25 this point.

1           All we're asking to do is generally say, yeah,  
2           we would consider borrowing the money at this  
3           point. That's it. It will be subject to a bid  
4           among banks relative to rate. We'll get more --  
5           more meat on the bone, for lack of better words, as  
6           to how this would likely cash flow out so that we  
7           know what our actual borrow expectations would be  
8           as -- as we go through the next couple of months.  
9           Certainly by the time we're into budgeting, all of  
10          this should be well vetted and everybody has the  
11          same -- same big picture as to how we move forward.

12          The alternative of course was -- as  
13          Mr. Brunson brought up earlier, was to dip into  
14          reserves and do that. But that's -- you know, my  
15          opinion that's a -- that's a nonstarter. We need  
16          to maintain a nice margin there.

17          That's actually a plus for borrowing, too, is  
18          having, you know, the ability to pay it back with a  
19          check if that was exactly what had to happen at  
20          some point. We don't anticipate that, of course,  
21          but that -- you know, having that kind of financial  
22          depth in the bank is certainly a good thing to  
23          have.

24          So we believe it makes sense to explore this  
25          to a logical conclusion. We'll bring back the

1 details of both the potential financing as --  
2 and -- as well as the project phasing and cash flow  
3 that's appropriate.

4 MR. COX: Why do you feel like there's a  
5 motion needed on this as opposed to consensus?

6 MR. WUELLNER: I don't know. I would defer to  
7 Doug as to why. We're not adopting anything --

8 MR. BURNETT: True.

9 MR. WUELLNER: -- in terms of resolution, it's  
10 just --

11 MR. BURNETT: Yeah. I guess we -- consensus  
12 is sufficient unless there's some dissent in --  
13 amongst the board, and then I would say let's get a  
14 vote before we move forward. I will say for what  
15 it's worth, the airport did this about, I want to  
16 say ten years ago --

17 CHAIRMAN GREEN: Uh-huh.

18 MR. COX: Right.

19 MR. BURNETT: -- and so we went through a very  
20 similar process in what we'll go through this  
21 go-round. And --

22 MR. WUELLNER: In fact, the last time we  
23 didn't even actually borrow the money.

24 MR. BURNETT: Yeah.

25 MR. WUELLNER: We went through the motions.

1           MR. COX: This is the point I'd like to --  
2       excuse me.

3           CHAIRMAN GREEN: No, that's fine. I was on  
4       the board, too.

5           MR. COX: This is the point. You're -- this  
6       is an exploratory --

7           MR. WUELLNER: Step.

8           MR. COX: -- item right now to say, "Hey,  
9       guys, we agree with you. You can go explore  
10      getting this amount of money up to that amount."  
11      And it may be not -- may not even take it. So it's  
12      just right now you're going to go out and talk with  
13      people to see what is going to be the best deal as  
14      far as that.

15          MR. WUELLNER: Correct. And -- and, you know,  
16      you're not really borrowing money until you borrow  
17      money --

18          MR. COX: Right.

19          MR. WUELLNER: -- at that point.

20          MR. COX: Which, for everybody's benefit, you  
21      would bring back to the board --

22          MR. WUELLNER: Absolutely.

23          MR. COX: -- and say, "Here's what we want you  
24      guys to sign --"

25          MR. WUELLNER: Right. I do not have that

1 singular authority.

2 MR. COX: I know. I understand that. I'm  
3 saying that for the benefit of --

4 MR. WUELLNER: Understood.

5 MR. COX: I guess I'm used to another board,  
6 that's why.

7 MR. BURNETT: And if I could just --

8 MR. WUELLNER: Fair enough.

9 MR. BURNETT: Well, and just to add to that --

10 MR. BRUNSON: If I may?

11 CHAIRMAN GREEN: Go ahead.

12 MR. BRUNSON: What I like what you said is  
13 that if we can keep this in the restraints of the  
14 budget and bringing it back, because I really  
15 believe if we start dipping into reserves, that  
16 we're fringing on maybe going back on the tax roll.

17 MR. WUELLNER: Agreed. I mean, I think it  
18 sends a terrible message.

19 MR. BRUNSON: I do, too. So if we can make  
20 good business decisions with capital expenditures,  
21 that what we need to do.

22 MR. WUELLNER: Absolutely.

23 CHAIRMAN GREEN: Ed also -- when you're  
24 exploring, I'd also ask you to look at how  
25 dependent we are on the commercial service. If we



1 lost some --

2 MR. WUELLNER: Correct.

3 CHAIRMAN GREEN: -- gain some, obviously  
4 that's on the plus side. But if we lost some, what  
5 impact that has on what we're looking at here.

6 MR. WUELLNER: And in fact that is a big  
7 component of how we're trying to structure this, is  
8 I don't -- I don't want to have it relying on  
9 commercial service as the -- the payment vessel for  
10 this.

11 If anything, it's the other way around; the  
12 more success in commercial service we have to a  
13 point -- I mean, we're not trying to be huge  
14 airport, but to a point, that puts so much more  
15 general revenues at our disposal that literally  
16 this could be a very short.

17 And -- and the way we're trying to structure  
18 this as we go forward is that we can prepay or  
19 pay -- prepay any time we want, just as long as  
20 it's on the payment schedule, but we can pay at any  
21 available point there and get the debt off the  
22 shoulder. So it's not something we have to stretch  
23 out or we're going to be required to stretch out  
24 over ten or however many years.

25 CHAIRMAN GREEN: And I understand that part.

1           That sounds great, prepaying and getting it out of  
2           the way.

3           MR. WUELLNER:   Yeah.

4           CHAIRMAN GREEN:  My concern is if we lose  
5           Frontier or something --

6           MR. WUELLNER:  Sure.

7           CHAIRMAN GREEN:  -- you know, how far does  
8           that put us behind or not?  Maybe the way we  
9           structure it, we're okay.  So when you come back, I  
10          would kind of --

11          MR. WUELLNER:  Very good.

12          CHAIRMAN GREEN:  -- like to know what that is.

13          MR. WUELLNER:  Good question.

14          CHAIRMAN GREEN:  Any other board discussion?

15                            (None.)

16          MR. MARTINELLI:  Yes.

17          CHAIRMAN GREEN:  I knew it.  Mr. Martinelli,  
18          public discussion.

19          MR. MAGUIRE:  Why don't you just give him a  
20          microphone over there.

21          MR. MARTINELLI:  Okay.  Well, back in the day.

22          MR. BRUNSON:  Oh, here we go.

23          MR. WUELLNER:  Oh, boy.

24          MR. MAGUIRE:  Forget the microphone.

25          MR. MARTINELLI:  One of the -- one of the

1 things that I was always involved with when I  
2 was -- back in the day when I was working was  
3 revolving credit agreements.

4 And revolving credit agreements have an  
5 advantage in that right up front you spec out each  
6 year what your interest rate's going to be,  
7 generally tied to LIBOR, which is London Interbank  
8 Offering Rate, or prime rate. And at the end of  
9 whatever term you decide not to revolve this thing,  
10 you term it out at a percentage rate -- interest  
11 rate. So it kind of gives you a sense of certainty  
12 as you go forward as to where you're going to sit  
13 interest rate-wise and ultimately debt-wise. So I  
14 was just wondering if you considered that.

15 MR. WUELLNER: Yes. I -- it's my  
16 understanding that revolving is very difficult and  
17 not generally done on the government side of  
18 things. We're -- we're struggling with finding  
19 lenders who are interested in that -- that general  
20 idea. So they get creative with the terminology  
21 more often than not, and we get sort of the  
22 benefits of revolving but it's not revolving.

23 By putting a number out there, we can borrow  
24 any or all of it and then that attaches to a rate  
25 at the point we do that for the specified terms.

1       So it's -- it's got some -- some characteristics of  
2       revolving, but it's also got characteristics of  
3       more longer term benefit.

4               MR. MARTINELLI: Thank you.

5               MR. WUELLNER: Uh-huh.

6               CHAIRMAN GREEN: Any other public comment?

7                               (None.)

8               CHAIRMAN GREEN: Okay. Then I think, back to  
9       the board, we just need a consensus as far as I'm  
10      concerned.

11              MR. COX: Yeah, I agree.

12              MR. MAGUIRE: Good.

13              CHAIRMAN GREEN: Does that sound good for the  
14      board?

15              MR. COX: Good for me.

16              CHAIRMAN GREEN: Okay. Then everybody  
17      unanimously would say go forward and explore.

18                       AUTHORITY FBO OPERATIONAL ANALYSIS

19              MR. WUELLNER: Okay. One more consent-type  
20      item or however you want to describe that.

21              We would -- we'd very much like to -- you  
22      know, we approached the current FBO owners about  
23      possibly acquiring that operation here and  
24      operating it as the airport. They declined any  
25      interest in that. So having said that, we would

1       like to just move forward exploring the idea of the  
2       Airport Authority jumping the last step or so into  
3       full-blown FBO operations here.

4               You know, we're in the fuel business. We do  
5       many of the same things. We're insured very much  
6       the same way now that we're handling Frontier from  
7       an insurance standpoint. So there really aren't  
8       too many things left that we're not doing as a --  
9       as an FBO. And we'd like to look at those things  
10      and then build a business plan and see if it still  
11      makes any sense.

12             So it's really more saying, hey, we'd like to  
13      just go through the process, see what it is.  
14      Ultimately it's a -- you know, it's a board  
15      decision as to whether we do it or don't, and I  
16      would hope that of course is going to be governed  
17      by whether it makes sense from a business point of  
18      view. So much like we'd anything else around here.

19             CHAIRMAN GREEN: Board discussion?  
20      Mr. Maguire?

21             MR. MAGUIRE: A couple of issues here.

22             The ideas he's throwing out all revolve around  
23      one issue, you know, and that's trying to develop a  
24      more consistent efficient method of operation. And  
25      the strategies involved, is what he's really

1 asking, is his -- the strategy of moving forward to  
2 evaluate the proper strategy. And I think it is.  
3 So -- so I applaud you for coming in with these new  
4 ideas. I don't know if an FBO operation is good or  
5 bad --

6 MR. WUELLNER: I don't, either.

7 MR. MAGUIRE: -- but I'm not -- but I'm not  
8 going to say no obviously because I don't know the  
9 answer, and the only way you're going to find out  
10 is to do it. So I applaud you for bringing these  
11 concepts forward and I think we ought to go ahead  
12 and pursue any op -- any potential operation that  
13 will make us more efficient, more effective, and  
14 more productive.

15 MR. WUELLNER: Thank you.

16 CHAIRMAN GREEN: Any other board discussion?

17 MR. BRUNSON: My only comment is that when I  
18 was based in the Gwinnett County -- what was the  
19 name of -- Gwinnett Airport, wasn't it, Ed -- and  
20 they brought another FBO in there and I said, my  
21 God, it will never make it and both of them started  
22 flourishing.

23 So, having said that, as long as we're just  
24 keeping an open mind because -- then certainly we  
25 should explore it. But it -- I would need more --

1 MR. WUELLNER: Sure.

2 MR. BRUNSON: -- more knowledge on it.

3 CHAIRMAN GREEN: Mr. Cox?

4 MR. COX: I've had lengthy discussions with Ed  
5 on it. I'm in support of discussions to move  
6 forward with it, yeah.

7 CHAIRMAN GREEN: I've had lengthy discussions,  
8 also. And also I think I should -- I've been  
9 approached and called by the Atlantic Aviation, I  
10 don't know his title, Mr. Gross, but -- and he's  
11 e-mailed me a couple of times as well. Just to  
12 make sure. And I reported everything to Ed and  
13 directed him to mostly speak with Ed, not  
14 necessarily the board members.

15 I'm all for competition, kind of like what  
16 Mr. Brunson was saying. Long before we were  
17 approached by Mike Michaels out of Virginia, I  
18 believe --

19 MR. WUELLNER: Uh-huh.

20 CHAIRMAN GREEN: -- for looking for  
21 competition. So I'm sure you'll keep that into  
22 consideration rather than just one accumulating an  
23 FBO.

24 Ed, what is our current contract status with  
25 Atlantic right now? Is there one? I mean --

1           MR. WUELLNER: Well, they're -- they assumed a  
2 lease from --

3           CHAIRMAN GREEN: Right.

4           MR. WUELLNER: -- Galaxy.

5           CHAIRMAN GREEN: From Galaxy.

6           MR. WUELLNER: That lease has, don't hold me  
7 to the exact numbers, but approximately 10 years  
8 left on the base term and has a 10-year option on  
9 it. So you're looking at somewhere in the 19- to  
10 20-year time line of total available lease under  
11 the existing.

12          CHAIRMAN GREEN: Okay. I guess, again, this  
13 is exploratory. We -- I'd need a lot more  
14 information of buyouts, numbers, competition,  
15 et cetera.

16          MR. WUELLNER: Sure.

17          CHAIRMAN GREEN: Whether it's in our best  
18 interest.

19          MR. WUELLNER: Well, I was going to say I  
20 think the issue of buyout at least at this point is  
21 completely off the table. They've indicated --

22          CHAIRMAN GREEN: Okay.

23          MR. WUELLNER: -- they're not interested in  
24 that. So that's -- and that's fine.

25          CHAIRMAN GREEN: Sure.



1 MR. WUELLNER: That's their prerogative.

2 CHAIRMAN GREEN: Okay. Public comment?

3 Reba's rolling her eyes. Are you commenting?

4 Because I know I have --

5 MS. LUDLOW: Yeah. Yes, I am.

6 I am very interested in this, as you can  
7 imagine. I'm very interested in how it will affect  
8 general aviation, you know, since we're talking we  
9 would like to have more hangars to increase  
10 revenue -- to increase revenue, to keep us off the  
11 tax rolls. Well, I just would like -- I'm very  
12 interested and curious and will watch it closely on  
13 how this will affect general aviation.

14 MR. WUELLNER: Very good.

15 CHAIRMAN GREEN: Thank you. Yes, sir?

16 MR. SHERBERT: Yeah, I just had a question  
17 about namely the first bullet point up there,  
18 because it seems that the biggest assumption and  
19 what this conversation is predicated on is the idea  
20 that the Airport Authority is effectively an FBO  
21 now.

22 And that kind of gives me pause because I just  
23 wonder how the minimum standards as currently  
24 written factor into your concept that the  
25 Authority's effectively an FBO now and how you

1       would approach the minimum standards as you explore  
2       this.

3               MR. WUELLNER:  Well, of course the minimum --  
4       minimum operating standards at this point are the  
5       governing document for an FBO operation regardless  
6       of who has it.

7               I don't see the board or us proposing any  
8       changes to the minimum operating standards.  So  
9       what I would see is finding a way within the  
10      business plan development, if that's the direction  
11      it goes, to -- to function within our -- our own  
12      operating standards and, you know, fully in that  
13      capacity.

14              MR. SHERBERT:  So I guess based upon my  
15      question would then be, how do you come to the  
16      point that you're effectively an FBO now when there  
17      are so many minimum standards items that you don't  
18      come anywhere near compliance with?

19              MR. WUELLNER:  Actually, you're --

20              MR. SHERBERT:  I'm just curious -- I'm just  
21      curious how we got to the Airport Authority's  
22      effectively an FBO now.

23              MR. WUELLNER:  Well, actually the  
24      Airport Authority complies with more of them than  
25      you do under your lease currently.

1           So -- I mean, we already facilitate flight  
2       schools on our own property. We already have  
3       hangars for storage and the like. We already  
4       provide fuel to a limited customer base at this  
5       point.

6 MR. SHERBERT: But are there any of those that  
7 we're not currently doing?

8 MR. WUELLNER: Yeah, there's several. They've  
9 been out there for a long time in discussion with  
10 your corporate.

11 MR. SHERBERT: Well, that's -- that's probably  
12 a different conversation --

13 MR. WUELLNER: But those are -- it's a  
14 different conversation, agreed.

15 MR. SHERBERT: -- so I appreciate that. I was  
16 just kind of curious what the approach to minimum  
17 standards would be.

18 MR. WUELLNER: I would say categorically our  
19 intent in building the plan would be to comply with  
20 our own standards, so...

21 MR. SHERBERT: Okay. Thank you.

22 MR. WUELLNER: Uh-huh.

23 CHAIRMAN GREEN: Thank you. Any other public  
24 comment?

25 (None.)

1           CHAIRMAN GREEN: All right. Back to the  
2 board. Again, I believe this is a consensus  
3 situation.

4           MR. COX: Consent.

5           CHAIRMAN GREEN: Consent from the board?

6           MR. MAGUIRE: Yeah.

7           CHAIRMAN GREEN: Okay. Give you authority to  
8 explore.

9           MR. WUELLNER: Thank you. That concludes my  
10 items for you at this point. Be happy to deal with  
11 general questions --

12          CHAIRMAN GREEN: Yeah.

13          MR. WUELLNER: -- or anything else you might  
14 have.

15                   PUBLIC COMMENT - GENERAL

16          CHAIRMAN GREEN: All right. Public comment in  
17 general? Mr. Martinelli, anything?

18          MR. MARTINELLI: No, not at this point.

19          CHAIRMAN GREEN: Whew. Got that one done.  
20 Reba, Ms. Ludlow?

21          MS. LUDLOW: Yes.

22          Bruce, I'm sorry you were late because Jim  
23 Grundy did bring up something about SAAPA would  
24 like to move forward on building new hangars,  
25 things like that. So I want to bring that to your

1 attention. If you have any questions, you know,  
2 please let us know.

3 MR. MAGUIRE: Okay. Thank you.

4 CHAIRMAN GREEN: Tony?

5 MR. SHERBERT: Oh, I --

6 CHAIRMAN GREEN: You're set?

7 MR. SHERBERT: Yeah, thank you.

8 CHAIRMAN GREEN: I just have your  
9 documentation. And Elliott?

10 MR. MINTZER: Yes. I'd like to thank the  
11 Authority for letting me speak for a few minutes.

12 A few months back I came up here and we  
13 chatted a little bit about insurance requirements.  
14 And I know that the board was going to go back and  
15 take a look at them and I haven't seen anything  
16 come out of that meeting.

17 One of them being the requirement specifically  
18 for other operators than charter. And one of the  
19 examples I'd like to put forth to the board, I'm  
20 sure you're all aware and have seen the spreadsheet  
21 regarding the minimum requirements for insurance.

22 What I am having the hardest time grasping is  
23 I take off -- Boomerang Air Charter, who is a  
24 charter operator not based here anymore, we take  
25 off once and land once a day. The flight school

1 has an operation that lands 50 times and take off  
2 50 times a day. The biplane operator conducts  
3 multiple biplane rides, but yet those operations  
4 are only required to carry a million dollars worth  
5 of insurance coverage. The risk as we see it in  
6 our world is much greater than it is for an  
7 operator that's taking off once and landing once a  
8 day.

9 So with that said and the fact that we've  
10 grown and expanded, unfortunately we've had to make  
11 some changes. And thus we have changed our  
12 principal place of operation not to be  
13 St. Augustine anymore. It's now officially  
14 recorded with the FAA out of Orlando Executive.  
15 Which brings up my next point, the harassment that  
16 I'm receiving from basically the Airport Authority.

17 I'd like to know if y'all want charter here or  
18 not. If you do, great, let's all work together.  
19 If not, then let's say we had a great run and part  
20 ways. I have done everything that y'all have asked  
21 me to do.

22 You asked me to sign an operating agreement.  
23 I did that. Then you changed the insurance  
24 requirements. I can't afford them. It's three  
25 times what I pay now. So I was told if your

1 principal place of operation is not here, you'll  
2 operate just like any other charter operator that  
3 comes into the FBO. Now I'm being harassed once  
4 again that if I do not sign an operating agreement  
5 again or if any of the aircraft that I have here  
6 are not removed from the field, I will be banned  
7 from the airport.

8 Now, according to your definition of base, it  
9 refers to aircraft owners. Boomerang Air Charter  
10 does not own any aircraft. So I would like the  
11 board -- and I'm more than happy to -- Mr. Cox has  
12 a copy of the document. I just need to know where  
13 y'all stand cause I'd like to continue to do  
14 business.

15 Just to give you some fuel numbers. Over the  
16 past 12 months, Boomerang Air Charters generated  
17 over a hundred thousand dollars in fuel sales.  
18 We've done \$65,000 in avgas, over 10,000 gallons.  
19 We're more than happy to move. But we just want to  
20 know if you want us to stay. If we do, let's work  
21 together. Thank you.

22 CHAIRMAN GREEN: Okay. Thank you. Do you  
23 want to comment, Ed, or --

24 MR. WUELLNER: Well, I -- first of all,  
25 this -- this matter relative to insurance was --

1           CHAIRMAN GREEN: Right.

2           MR. WUELLNER: -- brought back -- just so we  
3 clear the first point up, was brought back in  
4 December, if my memory's correct, was vetted again  
5 by the Authority, and those original insurance --  
6 our underwriter recommendations were adopted by  
7 this board. So those are -- those have the effect  
8 of the policy with which or in which staff's  
9 required to operate.

10           So that being said, the Authority prior to  
11 that meeting -- and I think you were just on the  
12 board --

13           CHAIRMAN GREEN: I was just present, I  
14 hadn't --

15           MR. WUELLNER: -- or you weren't even there  
16 yet. Elliott approached us about, you know,  
17 waiving that entirely. The Authority agreed to  
18 allow him to execute an operating agreement at that  
19 time that had the at the time existing insurance  
20 issues -- or limits there of \$1 million, pending  
21 evaluation by risk management and reporting back  
22 and the Authority's action that happened again in  
23 December.

24           All right. So that being said, the current  
25 adopted insurance minimums for his type of



1 activity, that being charter, is \$5 million of  
2 liability insurance.

3 The balance of the arguments being made  
4 surround the issue of whether an airplane is based  
5 here or simply accessing the property in a normal,  
6 you know, aviation mentality.

7 The airplane is not here and not operated  
8 based here, the airplane simply arrives from  
9 somewhere else in the country, drops off a  
10 passenger, or is chartered from somewhere else,  
11 comes here, picks up a passenger and leaves, but at  
12 no time is the airplane based at this airport, in  
13 that arrangement, which most charter access this  
14 property in that manner, there's no operating  
15 required. We are not -- we are not in a sense  
16 hanging our shingle open -- or hanging a shingle  
17 out and becoming open to the public as a business,  
18 a going enterprise on this airport.

19 I think the issue that's been struggled with  
20 not internally so much, but externally is how to  
21 provide those charter services with airplanes based  
22 here and basically sidestep the insurance  
23 requirement of \$5 million, and so have both things  
24 occur. And frankly, under existing policy, I don't  
25 see how you can do that.

1           So, I can understand the frustration. It's --  
2           it's not a simple -- a simple thing to understand.  
3           In many respects there's some distinctions in  
4           moving -- not so much moving parts, but certainly  
5           an understanding of what constitutes a based  
6           airplane for purposes of his business.

7           So, you know, airplanes that are used in the  
8           charter business that are based here are considered  
9           a part of their based aircraft. As such, that  
10          triggers an operating requirement -- operating  
11          agreement requirement with this airport.

12          If the airplanes as Mr -- Elliott has -- has  
13          said here, that his certificate and all of that is  
14          moved off property, that's certainly his choice.  
15          If the airplanes go with him and he operates like  
16          anybody else in the charter business can access  
17          here freely and without need of an operating  
18          agreement, that's his -- that's his prerogative.

19          But if he's here, he's going to comply with  
20          the minimum operating standards that the Authority  
21          has in place unless you as a board decide to waiver  
22          those in some form or fashion. And I'm not aware  
23          of any specific request to waive those, but perhaps  
24          that's why he flies here --

25          MR. MINTZER: If I may interject, Ed, you're

1 not --

2 CHAIRMAN GREEN: Just briefly --

3 MR. MINTZER: I'm sorry?

4 CHAIRMAN GREEN: Just briefly, sir, because  
5 we've had open public comment already.

6 MR. MINTZER: Okay. You're not applying the  
7 policies consistent.

8 You have Delta Private Jets that has two jets  
9 on the field that are according to your term based  
10 here. You have ASI Aviation that has a King Air  
11 that's on charter that's based here. Where are  
12 their operating agreements? And what about the  
13 helicopter operator that's a 135 operator in the  
14 lobby at Atlantic that's based here?

15 MR. WUELLNER: He has a lease and an operating  
16 agreement with us, the helicopter does. And  
17 there's a distinction between the other operators  
18 that you bring forward. And the distinction is  
19 this: They are not in business on the airport as  
20 charter operators. They are based aircraft here  
21 that are operated exclusively out of here under  
22 Part 91, not Part 135 such as you are.

23 CHAIRMAN GREEN: Okay. I think we've had the  
24 public comment, everybody. I'm going to move it  
25 now to board comments. Mr. Maguire? Not on -- not

1 on any issue. This is just closing, so...

2 MR. MAGUIRE: Oh, closing?

3 CHAIRMAN GREEN: Yeah.

4 MEMBER COMMENTS & REPORTS

5 MR. MAGUIRE: Thanks for the telephone call.

6 I completely overlooked the time factor --

7 CHAIRMAN GREEN: Thank Cindy.

8 MR. MAGUIRE: -- so thank you very much for  
9 calling.

10 MR. WUELLNER: Cindy.

11 MR. MAGUIRE: I had my frustrations with  
12 county bureaucracy trying to get some permits. I'm  
13 glad we don't operate that way. So I wish the  
14 chairman of the county commission were here to hear  
15 that. So -- but thank you for the phone call.

16 I would like, though -- the -- the way we do  
17 meetings is messing me up. I'm just as -- as busy  
18 as everybody here, but to me a more structured  
19 meeting schedule is easier for me to follow than  
20 calling up and saying, "Are you available? We're  
21 not going to meet this month, let's meet next  
22 month." I would like to see a structured meeting  
23 schedule that I can plug in and make myself adhere  
24 to.

25 MR. COX: We usually have that.

1 CHAIRMAN GREEN: Yeah. This has been unusual.

2 MR. MAGUIRE: All right.

3 CHAIRMAN GREEN: Yeah.

4 MR. MAGUIRE: That's all.

5 CHAIRMAN GREEN: Okay. Mr. Youman's not here.

6 Mr. Brunson?

7 MR. BRUNSON: I have nothing else.

8 CHAIRMAN GREEN: Okay. Mr. Cox?

9 MR. COX: No comment.

10 CHAIRMAN GREEN: I would just like to find  
11 out, I'm not on a -- maybe there's not an e-mail or  
12 whatever for the Aerospace Academy. I'm kind of  
13 reiterating what Mr. Maguire, but I kind of need to  
14 know when their meetings are. So if we have that  
15 or if I just need to call down to St. Augustine or  
16 maybe --

17 MR. WUELLNER: Yeah, that's not our mailing  
18 list, but we can make sure you get on it.

19 CHAIRMAN GREEN: Okay. I just to make sure so  
20 I get mark it. Okay. Next meeting.

21 MR. COX: December.

22 MR. MAGUIRE: That's structured.

23 CHAIRMAN GREEN: It's currently slated for  
24 June 15th at 4:00. Mr. Wuellner, do we need  
25 something in May or -- I mean, end of May -- I mean

1 something before June 15?

2 MR. WUELLNER: No. June 15 should be  
3 sufficient for our purposes.

4 MR. COX: Yeah, really. We just did like 18  
5 consensus items. We don't need a meeting at the  
6 end of May.

7 CHAIRMAN GREEN: Just checking. So then we'll  
8 stick to our schedule.

9 MR. MAGUIRE: Okay.

10 CHAIRMAN GREEN: And it's Monday, June 15th at  
11 4 p.m. Right?

12 MR. BRUNSON: That's the third --

13 MR. WUELLNER: Yes.

14 CHAIRMAN GREEN: Third, uh-huh.

15 MR. BRUNSON: That's perfect. I've got to go  
16 now to one now.

17 CHAIRMAN GREEN: Well, I think that's the end  
18 of business, so we'll adjourn.

19 (Meeting adjourned at 5:34 p.m.)

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REPORTER'S CERTIFICATE

STATE OF FLORIDA       )  
COUNTY OF ST. JOHNS   )

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

Dated this 18th day of May, 2015.

---

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

<b>\$</b>	<b>3</b>	<b>Academy [4]</b> 4/12 4/25 15/14 85/12
<b>\$1 [2]</b> 43/4 80/20	<b>30 [2]</b> 6/13 13/23	<b>accept [2]</b> 22/3 24/11
<b>\$1000 [1]</b> 15/13	<b>300 [1]</b> 4/14	<b>accepting [1]</b> 29/11
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<b>\$135,920 [2]</b> 20/19 22/3	<b>312 [1]</b> 40/2	<b>accessing [1]</b> 81/5
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<b>\$500,000 [2]</b> 12/10 12/11	<b>32 [1]</b> 6/14	<b>accumulating [1]</b> 71/22
<b>\$65,000 [1]</b> 79/18	<b>32080 [1]</b> 1/17	<b>acquired [2]</b> 30/1 30/2
<b>'</b>	<b>32084 [1]</b> 1/23	<b>acquiring [1]</b> 68/23
<b>'11 [1]</b> 29/25	<b>33,000 [1]</b> 6/14	<b>acquisition [5]</b> 2/10 29/17 29/19 59/15 60/9
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