

**MINUTES OF THE REGULAR MEETING OF THE
SANFORD AIRPORT AUTHORITY
TUESDAY, MAY 1, 2007**

- PRESENT:** G. Geoffrey Longstaff, Chairman
Clyde H. Robertson, Jr., Vice Chairman
Tim Donihi, Secretary/Treasurer
David L. Cattell
Whitey Eckstein
Colonel Charles H. Gibson
William R. Miller
Brindley B. Pieters
Comm. Jack T. Bridges, City Liaison
Paul Hechenberger, Airport Counsel
- ABSENT:** John A. Williams
Comm. Bob Dallari, County Liaison
- STAFF PRESENT:** Larry A. Dale, President & CEO
Diane Crews, Vice President of Administration
Bryant W. Garrett, Vice President of Finance
George Speake, Vice President of Operations & Maintenance
Diana M. Muñiz-Olson, Lease Manager
- OTHERS PRESENT:** Chris Albertson
Larry Gouldthorpe, OSI
Krysty Kress, S.E. Ramp Development
Hilary Maull, HTA
Bill McGrew, PBS&J
Sabrina O'Bryan, Seminole County
Sandra Pedicini, Orlando Sentinel
Roger Phillips, Starport
Stan Poloski
Jack Reynolds, JRA, Inc.
Keith Robinson, OSI
Kevin Spolski, Spolski Construction
Bob Tunis, City of Sanford Economic Dev. Director

1. INTRODUCTION OF GUESTS AND CALL TO ORDER

The meeting was called to order at 8:33 a.m.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. PRESENTATION OF RESOLUTION

Chairman Longstaff presented Sergeant Ned Golden and K-9 Aeros with a resolution, in appreciation for Aeros years of service at the Sanford Airport Authority, to commemorate his retirement from the K-9 Unit.

Motion by Board Member Eckstein, seconded by Secretary/Treasurer Donihi, to approve Resolution Number 2007-02 in honor of Aeros.

Motion passed.

4. APPROVAL OF MINUTES OF THE REGULAR MEETING HELD ON TUESDAY, APRIL 3, 2007.

Motion by Board Member Gibson, seconded by Secretary/Treasurer Donihi, to approve the minutes from the regular meeting held on Tuesday, April 3, 2007.

Motion passed.

5. PRESIDENT'S REPORT

President Dale reported on the following:

A. Supplemental Joint Participation Agreements:

1. Staff recommends approval of SJPJA No. 1 - 403437 1 84 01 and Resolution Number 2007-03 for the last portion of our airport entitlement grant (2 ½ % FDOT Grant - \$70,000). Motion by Board Member Miller, seconded by Secretary/Treasurer Donihi to approve and accept SJPJA No. 1 - 248148 1 84 01 and Resolution Number 2007-03.
2. Staff recommends approval of SJPJA No. 1 - 403437 1 84 01 and Resolution Number 2007-04; SJPJA No. 1 - 406310 1 94 01 and Resolution Number 2007-05; and SJPJA No. 2 - 409800 1 94 01 and Resolution Number 2007-06, for \$5,750,000.00 loans converted into grants, from the original \$11.5 million loan. The airport will pay back with passenger facility charges. Payment is scheduled as follows: \$1.5 million by March 31, 2008; \$1,250,000.00 by September 30, 2008; and \$3 million by August 15, 2009. Motion by Secretary/Treasurer Donihi, seconded by Board Member Robertson to approve and accept SJPJA No. 1 - 403437 1 84 01 and Resolution Number 2007-04; SJPJA No. 1 - 406310 1 94 01 and Resolution Number 2007-05; and SJPJA No. 2 - 409800 1 94 01 and Resolution Number 2007-06.

- B. Funding for Extension of Runway 9R-27L – \$1.5 million spent on planning and design of the project. The FAA will fund approximately \$9 million for 95% of construction costs. FDOT and SAA will each fund 2 ½ %.

Motion by Secretary/Treasurer Donihi, seconded by Board Member Cattell, to approve the placement of the structure for a non-precision localizer DME approach (to be added at a later time), putting \$50,000.00 back to the grant. Motion passed.

Motion by Secretary/Treasurer Donihi, seconded by Board Member Gibson, to accept the 95% FAA grant, in the amount of \$9,154,452.23. Motion passed.

Motion by Board Member Gibson, seconded by Secretary/Treasurer Donihi, to accept 2 ½ % grant match from FDOT, in the amount of \$240,906.64. Motion passed.

- C. International Terminal Ramp Expansion – Project is almost completed.
- D. Extension of Runway 9R-27L – Discussed previously. Only need to acquire one property. The permits for the cul-de-sacs have been received. Cameron Avenue will remain open during construction.
- E. Parking Garage – The bridge and mezzanine are almost completed. SAA is beginning to make the transition of parking garage management to OSI. Final inspection is scheduled to take place on May 7, 2007.
- F. 84-Lumber – Permit should be received this week.
- G. Delta Connection Academy – About ready to start. There are no problems with regards to the St. John's River Water Management District exemption letter.
- H. S.E. Ramp Development – Doing very well; expected to be completed by June 1, 2007.
- I. New General Aviation Hangar – Bid opening schedule for May 10, 2007.
- J. Attorneys' Fees – Discussion of attorneys' fees. Percentages are divided as follows:

- 62.07% - Eagle nests issues
- 9.97% - HR Matters
- 26.33% - Land Acquisition
- 1.63% - Parking Garage

Board Member Eckstein wondered why some associates charge more per hour than some of the partners. President Dale will verify.

- K. Eagle nest issue – President Dale stated the chicks in the third nest had been rescued. At the time of the meeting, George Speake had not received a status report. President Dale is trying to coordinate a meeting with U.S. Fish & wildlife, Florida Fish & Wildlife, USDA, and the Audubon Society to discuss wildlife management.

The airport took action as described in the Wildlife Hazard Management Manual. It is a joint manual written by the FAA, to be followed by airports. Bird strikes cause \$500 million in direct damage. Approximately 98% of animal strikes are related to birds. President Dale also gave the death/crash statistics. Under Federal regulation, the airport must assess the risk from wildlife or be held liable. President Dale also discussed in detail several court cases where airport managers were held liable for wildlife related strikes.

Board Member Pieters wondered if the Orlando Sentinel had seen the manual. He believes it would be good information for the public and the media to know. Chairman Longstaff stated Sandra Pedicini from the Orlando Sentinel was present, and that a copy would be available for her if interested.

Most strikes occur during daylight and in October. Board Member Pieters wondered if airports near the Everglades had issues as well. President Dale clarified that the type of bird depends on the area. SAA personnel are trained on wildlife management every year. The airport is mandated by law to not be a bird sanctuary.

Secretary/Treasurer Donihi stated that as a pilot, he appreciated the fact that President Dale is taking action. Board Member Pieters stated the issue is about co-existence. He wondered if SAA could work with the Audubon Society so that they can understand the co-existence as the airport does.

Board Member Miller stated that the board directed President Dale and staff regarding this matter. In the past, the board took time to show their appreciation to the staff. He believes a motion should be made to acknowledge the board's appreciation and support for President Dale and the staff. Motion by Board Member Miller, seconded by Secretary/Treasurer Donihi, showing the board's appreciation and support for President Dale and the SAA staff

- L. Tabletop exercise – Debriefing and tabletop exercise held on April 25, 2007, to discuss the Allegiant emergency landing. Event had a good turnout of about 50 people.
- M. Great Strides Walk – The 2007 Great Strides walk for Cystic Fibrosis held on April 28, 2007 was a success. Twenty-four SAA employees volunteered for this event. Board Member Miller requested that in the future, the board be provided with a list of all employees who volunteer in events such as these.

6. TBI REPORT

TBI President Larry Gouldthorpe reported on the following:

A. Monthly Statistics for April 2007

- i. UK traffic total
April 2007 – **57,268** passengers
- ii. International traffic total
April 2007 – **67,224** passengers
- iii. Domestic traffic total
April 2007 – **75,338** passengers
- iv. Percentage
UK traffic is up 22% compared to same time last year. Domestic traffic is up 27% compared to same time last year. Total traffic is up 14% compared to same time last year. Year to date passenger count is up 23% compared to same time last year. Transit stops account for 3,212 passengers in the month of April.

B. Airlines/Tour Operators Update

- i. Allegiant – The “Beat the Heat with a Mountain Retreat” campaign (referring to the North Carolina and Tennessee mountains), will air this week
- ii. Delta Airlines – Delta Airlines has emerged from bankruptcy.

C. Miscellaneous Updates

- i. Sky Bus Airlines – Sky Bus Airlines will start service out of Columbus, OH. It has a similar company model to Allegiant. No arrangements have been made between OSI and the airline.
- ii. Parking Garage – A transition team has been established for transfer of the parking garage. Chairman Longstaff requested a tour of the parking garage. Mr. Gouldthorpe would like a 30-day period in order to prepare.
- iii. Summer Kick-off barbeque – Mr. Gouldthorpe invited the board to OSI’s summer kick-off barbeque to be held on the day of the meeting, at 1:00 p.m. at Lake Golden Park.

- iv. FAC Conference – Invitations to OSI's party will be sent to the board members and staff.

7. COUNSEL'S REPORT

Regarding the fourth nest, Counsel discussed the issue of entering the property. Chairman Longstaff requested an update once it is finalized. Secretary/Treasurer Donihi wondered if the eagle issue was resolved. President Dale reiterated the issue is never ending; the possibility of additional nests will always be there. The airport must continue to monitor for nests.

8. LIAISON REPORTS

City of Sanford

None

Seminole County

None

9. CHAIRMAN'S REPORT

None

10. CONSENT AGENDA

- A. Consider approval of Lease No. 2007-07 with EURO TECHNIK AUTOSPORT, LLC, for Building No. 515-6,7, located at 2812-18 Mellonville Avenue (Warehouse/Office).

Staff recommends approval of Lease No. 2007-07 with EURO TECHNIK AUTOSPORT, LLC, for Building No. 515-6,7, located at 2812-18 Mellonville Avenue (Warehouse/Office). The lease shall have a one (1) year term, commencing on April 15, 2007. The building consists of 3,000 square feet, at \$6.50 per square foot. The annual rental rate is \$19,500.00; the monthly payment is \$1,625.00 exclusive of taxes.

- B. Consider approval of Addendum D to Lease No. 2003-15 with JET STAR, INC. for Building No. 409, located at 1160 30TH Street (Warehouse/Office).

Staff recommends approval of Addendum D to Lease No. 2003-15 with JET STAR, INC. for Building No. 409, located at 1160 30TH Street (Warehouse/Office). The lease shall have a two (2) year term, commencing on May 1, 2007. The building consists of

5,460 square feet, at \$4.64 per square foot; and 2,405 square feet of land, at \$0.30 per square foot, for the first year. The annual rental rate for the first year is \$26,055.90, an increase of \$932.75; the monthly payment is \$2,171.33 exclusive of taxes.

- C. Consider approval of Lease No. 2007-08 with SAM'S GRAPHIX, INC. for Building No. 148, located at 1711 Hangar Road (Warehouse/Office).

Staff recommends approval of Lease No. 2007-08 with SAM'S GRAPHIX, INC. for Building No. 148, located at 1711 Hangar Road (Warehouse/Office). The lease shall have a one (1) year term, commencing on April 9, 2007. The building consists of 4,020 square feet, at \$4.50 per square foot. The annual rental rate is \$18,090.00; the monthly payment is \$1,507.50 exclusive of taxes.

- D. Consider approval of Addendum D to Lease No. 2003-11 with ROBERT & DAWN TEDESCO for Building No. 527, located at 3880 Moores Station Road (Residential).

Staff recommends approval of Addendum D to Lease No. 2003-11 with ROBERT & DAWN TEDESCO for Building No. 527, located at 3880 Moores Station Road (Residential). Addendum D extends the lease term for one (1) additional year, effective April 1, 2007. The annual rental rate is \$20,400.00, an increase of \$1,200.00; the monthly payment is \$1,700.00 exclusive of taxes.

- E. Consider approval of Joint Planning Agreement (JPA) with the FDOT for 2.5% match for the last phase of the East Terminal Ramp Expansion Project.

\$2,170,730 of the Airport's 2008 FAA-AIP entitlement funds has been designated for the last phase of the East Terminal Ramp Expansion Project. The Authority has requested \$57,124 from the FDOT as the 2.5% match for these FAA grant funds (see attached letter).

Staff recommends approval of a Joint Planning Agreement (JPA) with the FDOT for \$57,124 as the 2.5% match for FAA grant funding for the last phase of the East Terminal Ramp Expansion Project.

Motion by Board Member Eckstein, seconded by Board Member Roberston, to approve the Consent Agenda Items A through E.

Motion passed.

11. DISCUSSION AGENDA

- A. Bid Tabulation – Rental Car Concession

Keith Robinson stated the first RFP was done in June 1, 2001, for a five-year term. Because of the construction of the parking garage, the car rental agencies were given a one-year extension to expire on May 31, 2007. The total minimum guarantee is

approximately \$11 million. The highest bidder will get 37 spaces and first pick of the ready-return spots (closest to the terminal).

Bids for Rental Car Concessions at the Orlando Sanford International Airport were opened on Monday, April 23, 2007 at 2:00 p.m. in the TBI Conference Room. A total of five (5) bids were received, with the official bid results as follows:

No. 1	National/Alamo
No. 2	Enterprise
No. 3	Avis/Budget
No. 4	Dollar/Thrifty
No. 5	Hertz

These rankings were submitted to the SAA Board for approval and authorization to proceed with award of a five-year concession agreement to each successful bidder. The attached notice was forwarded to each bidder on Friday, April 27, 2007.

Staff recommends approval of the official bid tabulation as submitted and authorization to award a five-year concession agreement to each successful bidder.

Motion by Secretary/Treasurer Donihi, seconded by Board Member Gibson, approving the official bid tabulation as submitted and authorization to enter into a five-year concession agreement with OSI and each successful bidder.

Motion passed.

- B. Consider approval of contract renewal with JEJ and Associates, Inc. for state legislative lobbyist services.

Ms. Lena Juarez of JEJ and Associates, Inc. has successfully represented the Sanford Airport Authority in Tallahassee for the past six (6) years. In that time, Ms. Juarez has worked diligently and effectively to promote the Airport's legislative priorities and to safeguard the Airport's interests on various legislative issues. In so doing, she has established invaluable relationships with both legislators and key staff personnel, relationships that have frequently provided us with critical access during the legislative process.

On June 7, 2005, the Board voted to continue Ms. Juarez's contract for two (2) years, with one (1) additional 2-year option. Under the renewal, Ms. Juarez was paid \$75,000 for the first year, and is being paid \$80,000 for the second year of her contract which is due to expire May 31, 2007. Note: Ms. Juarez had been paid \$70,000 for the previous two years.

Staff recommends approval of the contract renewal with JEJ and Associates, Inc. for state legislative lobbyist services, for an additional two years, at the rate of \$80,000.

Motion by Board Member Miller, seconded by Board Member Pieters, to approve the contract renewal with JEJ and Associates, Inc. for state legislative lobbyist services, for an additional two years, at the rate of \$80,000.

Motion passed.

12. OTHER BUSINESS

Board Member Eckstein requested an update on the hotel during the next board meeting.

During their May meeting, the Private Business Association of Seminole (PBAS) will present President Dale with the Private Business Association of Seminole 2007 Success Award for Business Achievement. On behalf of PBAS, Secretary/Treasurer Donihi wanted to invite non-members to the upcoming meeting to be held on May 9, 2007 at 7:30 a.m. Chairman Longstaff stated he is honored President Dale represents the board so well, and the Success Award is a well-deserved nomination.

13. COMMENTS FROM THE PUBLIC

None

14. REMINDER OF NEXT BOARD MEETING (TUESDAY, JUNE 5, 2007)

15. ADJOURNMENT

There being no further business, the regular meeting was adjourned after the executive session at 10:23 a.m.

Respectfully submitted,

Larry A. Dale, President & CEO
/dmm



SANFORD AIRPORT AUTHORITY
1200 Red Cleveland Boulevard
Sanford, Florida 32773
(407) 585-4001 • Fax (407) 585-4045
www.orlandosanfordairport.com

April 17, 2007

Via email: legals@mysanfordherald.com

The Sanford Herald
P. O. Box 1657
Sanford, Florida 32772 1657

Attn: Patti, Legal Classified

Please publish the following Public Notices one (1) time in the Sunday edition (April 22, 2007) of the Seminole Herald Classifieds. Please confirm receipt of this advertisement by email to dmuniz@osaa.net.

PUBLIC NOTICE

SANFORD AIRPORT AUTHORITY

Notice is hereby given that the Sanford Airport Authority will conduct its May meeting on Tuesday, May 1, 2007, at 8:30 a.m., at the Sanford Airport Authority Executive Offices Board Room, A.K. Shoemaker Domestic Terminal, 1200 Red Cleveland Boulevard, Sanford, Florida. Information may be obtained by contacting the executive offices during normal business hours at (407) 585-4002.

Please take notice that if any person decides to appeal any decision made by the Sanford Airport Authority with respect to any matter considered at the meeting or hearing scheduled herein, he or she will need a record of the proceedings, and that, for such purpose, he or she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is based, per Section 286.0105, Florida Statutes. Persons with disabilities needing assistance to participate in any of these proceedings should contact the executive offices 48 hours in advance of the meeting at (407) 585-4002.

**Larry A. Dale
President & CEO**

Certified proof of publication and invoice should be sent to:

Attn: Diana M. Muñiz-Olson
Sanford Airport Authority
1200 Red Cleveland Boulevard
Sanford, FL 32773

Please do not hesitate to call me at (407) 585-4002 if you have any questions.

Sincerely,

Diana M. Muñiz-Olson
Executive Assistant

PUBLIC NOTICE

BOARD MEETING

The regular meeting of the Sanford Airport Authority will be held on Tuesday, May 1, 2007, at 8:30 a.m., at the Sanford Airport Authority Executive Offices Board Room, A.K. Shoemaker Domestic Terminal, 1200 Red Cleveland Boulevard, Sanford, Florida. Information may be obtained by contacting the executive offices during normal business hours at (407) 585-4021.

SANAC

The Sanford Airport Noise Abatement Committee (SANAC) meeting will be held on Tuesday, May 8, 2007, at 9:00 a.m., in the Sanford Airport Authority Executive Offices Board Room, A. K. Shoemaker Domestic Terminal, 1200 Red Cleveland Boulevard, Sanford, Florida. Scheduling and information is available by contacting the Vice President of Operations at (407) 585-4006.

USER GROUP

The Airport User Group meeting will be held on Tuesday, May 8, 2007, at 10:30 a.m., in the Sanford Airport Authority Executive Offices Board Room, A. K. Shoemaker Domestic Terminal, 1200 Red Cleveland Boulevard, Sanford, Florida. Scheduling and information is available by contacting the Vice President of Operations at (407) 585-4006.

DESIGN REVIEW COMMITTEE (DRC)

The Sanford Airport Design Review Committee (DRC) meetings are conducted on the first Wednesday of each month unless otherwise posted. The next meeting will be held on Wednesday, May 2, 2007, at 10:00 a.m., in the Authority's Executive Offices Board Room, A. K. Shoemaker Domestic Terminal, 1200 Red Cleveland Boulevard, Sanford, Florida. Information may be obtained by calling (407) 585-4000.

Please take notice that if any person decides to appeal any decision made by the Sanford Airport Authority with respect to any matter considered at the meeting or hearing scheduled herein, he or she will need a record of the proceedings, and that, for such purpose, he or she may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is based, per Section 286.0105, Florida Statutes. Persons with disabilities needing assistance to participate in any of these proceedings should contact the executive offices 48 hours in advance of the meeting at (407) 585-4021.

Larry A. Dale
President & CEO