

**MINUTES OF THE  
SANFORD AIRPORT AUTHORITY  
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING  
FRIDAY, MARCH 11, 2016**

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**PRESENT:** William R. Miller, Chairman  
U. Henry Bowlin  
Jennifer T. Dane  
Tim M. Slattery

**ABSENT:** Tom Green

**STAFF PRESENT:** Diane H. Crews, President & CEO  
George D. Speake, Executive Vice President & COO  
Don Poore, Chief Financial Officer  
Tommy Barnes, ARFF Chief  
Jerry Crocker, Director of Information Technology  
Thomas R. Fuehrer, SAPD Chief  
Al Nygren, Property Manager  
Bill Stack, IT Manager

**OTHERS PRESENT:** Frank S. Ioppolo, Jr.  
Bob Turk  
Matt Bowlin

1. CALL TO ORDER

The meeting was called to order at 9:09 a.m.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached

3. COMMENTS FROM THE PUBLIC

None

4. APPROVAL OF MINUTES OF THE MEETING HELD ON FEBRUARY 19, 2016

Motion by Board Director Dane, seconded by Board Director Bowlin, to approve the minutes of the meeting held on February 19, 2016. Vote taken, none opposed. Motion Passed.

5. UPDATE- LAND EXCHANGE WITH SEMINOLE COUNTY

President Crews updated the Board stating she discussed the Land Exchange with Commissioner Carey and due to the Florida Statutes, the SAA is unable to get the exclusivity they are seeking; if at some point in the future, the County declares the property as surplus, another land swap might be possible. Otherwise the competitive bid process would have to occur. President Crews stated she will be obtaining a new appraisal on the SAA owned parcel because it has been two years since the original appraisal was done. With the completion of the Sports Complex by the County, the hope is the value will increase enough to go back to the County and suggest a swap for their whole parcel. Following discussion, the Committee agreed on an updated appraisal to be followed by President Crews having a conversation with Chairman Horan. This was an update item, no motion required.

6. UPDATE- HILL LABS, LLC

President Crews informed the Committee that she has spoken with Jerry Roth and Mr. Roth does want to proceed with the proposed deal. The proposed offer will take his current lease and extend it for ten years, five of which would be a continuation of the ground lease, and the remaining five as a facility lease at fair market rate. In addition, he has requested four 5-year options to extend the facility lease. He would like to lease the additional land for a new building as originally proposed with twenty years as a ground lease with four 5-year options as a facility lease at fair market rate. President Crews recommended that the request be taken to the Board for consideration at the April meeting. Motion by Board Director Slattery, seconded by Board Member Bowlin to take the request to the Board in April. Vote taken, none opposed. Motion passed

7. UPDATE – HOTEL LETTER OF INTENT

President Crews stated the Letter of Intent has been prepared and sent to the SOIA Hospitality Attorney.

8. UPDATE- POTENTIAL LAND EXCHANGE AT AIRPORT ENTRANCE (RED CLEVELAND BLVD./ E. LAKE MARY BLVD.)



President Crews stated that she is waiting on the executed letter of intent to be returned. Universal Engineering has been contacted to perform the geotechnical and environmental assessments. These are expected to take four weeks if a Phase 2 Environmental Assessment has to be conducted. A topographical survey will be conducted to determine the amount and cost of fill. Board Chairman Miller requested President Crews email the updated information regarding the surveys to the Board when obtained prior to the scheduled April meeting

9. CONTINUED DISCUSSION - PROCUREMENT OF CONSULTANT/ADVISOR FOR OUTPARCEL DEVELOPMENT

President Crews has been working with different companies to obtain proposals, including Red Horse Venture and Crossman and Associates. Recently Board Director Green submitted contact information for two other companies, JLL and CBRE. A conference call is scheduled with JLL and CBRE hasn't been contacted. Discussion ensued and the Committee recommended President Crews come to the April meeting with a list of consultants who have been contacted and with her final decision.

10. OTHER BUSINESS

Board Director Slattery requested an update on the situation with Tracy Forrest. Chairman Miller stated Mr. Forrest is out of town for three weeks and requested his issue not be discussed without him present. Chairman Miller polled the Committee and they agreed to discuss the matter. Following discussion, the Committee asked that President Crews meet with Mr. Forrest to develop a course of action, and bring a final recommendation to the Board for action at the April meeting.

Board Director Dane requested information on the gas station. President Crews stated they will have a recommendation for the April meeting.

Board Director Slattery requested an update on the airport entrance feature at Airport Boulevard and Sanford Avenue requested by Commissioner Velma Williams. President Crews informed the Board of a problem that was encountered in relocating the underground utilities. Frank Liberatore, Construction Manager, will be meeting with TCD Traffic Control Devices to determine the cost and the project will go out to bid. Board Director Bowlin suggested using a mast arm design, and the use of split footer. Executive Vice President Speake will update Mr. Liberatore prior to his meeting with TCD regarding the split footer.

Chairman Miller referenced the Commerce Park property and challenged the Committee to consider options of future development. He asked the

Committee to consider a Business Plan with design standards. Discussion ensued regarding a CRA designation. President Crews will obtain further information for the Committee.

Commissioner Dane took exception of her noted arrival time on the February 19, 2016 minutes. The record reflected she arrived at 8:53 but meeting was called to order at 8:36, and she made the motion to approve the minutes, indicating she arrived earlier than 8:53. Staff will review the past meeting recording.

11. REMINDER TO SCHEDULE NEXT SAA ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING

Next meeting was not scheduled at this time.

12. ADJOURNMENT

There being no further business, Chairman Miller adjourned the meeting at 10:40 a.m.

Respectfully submitted,



Diane H. Crews, A.A.E.  
President & CEO

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