

**MINUTES OF THE
SANFORD AIRPORT AUTHORITY
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING
TUESDAY JULY 12, 2016**

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

ABSENT: Tom Green

STAFF PRESENT: Diane Crews, President & CEO
George Speake, Executive Vice President of Operations & COO
Don Poore, Chief Financial Officer
Bill Stack, IT Manager
Thomas Fuehrer, SAPD
Lori Hunt, Administrative Assistant

OTHERS PRESENT: Frank S. Ioppolo, Jr.
Clayton D. Simmons
Stephen P. Smith
Clyde Robertson Jr.
Larry Gouldthorpe
Kevin Spolski

1. CALL TO ORDER

The meeting was called to order at 10:33 a.m. by Chairman Miller.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. COMMENTS FROM THE PUBLIC

None

4. APPROVAL OF MINUTES OF THE MEETING HELD ON MAY 18, 2016

Motion by Board Director Bowlin, seconded by Board Director Slattery to approve the minutes of the meeting held on May 18, 2016. Vote taken, none opposed. Motion Passed.

5. SPECIAL GUEST – DAVID CATTELL, TARGETED SITES REALTY, LLC

Chairman Miller introduced Dave Cattell, past Board member.

Mr. Cattell stated that President Crews had contacted him in the fall regarding the 7 parcels of land on airport property seeking his input and reaction to usage; developability and scenarios. In the last month Chairman Miller had sought out input from Mr. Cattell due to his extensive experience in nationwide corporate real estate development and property management experience. Mr. Cattell was Chief Development Officer for Ruth's Hospitality Group Inc., Vice President of Restaurant Development for Metromedia Restaurant group, and Vice President, Restaurant Development for Kentucky Fried Chicken-USA. In addition he began his corporate real estate career in the supermarket industry with The Kroger Company.

Board Director Slattery questioned Mr. Cattell regarding the Commerce Park asking if there is enough time to raise the money to curb and gutter and start to charge market rent, or are we too far down the line to have that in our sights.

Mr. Cattell replied that by renewing old tenants in the same old space at low rent, it is a continuation of old buildings, old tenants, old rent. He suggested not renewing the leases, forcing the tenants to either move into a new facility at market rent or move. He stated there are a number of structures that should be razed without delay and didn't feel the Commerce Park had been looked at as a revenue source. Also he reiterated it can't be done all at once. Mr. Cattell concluded that as a former Board member, tenant, pilot and real estate developer who interacted with the Airport, his opinion was that the overall airport appearance had not changed.

Board Director Simmons inquired of Mr. Cattell what track could be followed to get the Commerce Park up to market value, due to the unique way the airport runs, having to lease properties, not sell them.

Mr. Cattell suggested contacting UCF and market the Commerce Park as a manufacturing site. He felt it would be beneficial also to get a UCF staff person on the Board to strengthen the relationship between UCF and the Airport.

Chairman Miller referenced a draft scope for a business plan for the Commerce Park that President Crews would be distributing. Chairman Miller asked that the Committee members take in to consideration all that was discussed today, and left it up to President Crews to decide if Mr. Cattell's suggestions were an option she wanted to follow through with.

Mr. Cattell suggested the Authority bring in 3-4 individuals who specialize in professional site selection for major businesses that work with the establishment of facilities and get their feedback. He suggested asking them what they look for

when looking to locate a business, to get a better idea what hurdles we are facing. These individuals actually look for sites, reverse engineer the criteria, understand the criteria and reverse your attributes to match the criteria.

6. REQUEST FROM AIRPORTS WORLDWIDE FOR CURB-CUT ON RED CLEVELAND BLVD.

President Crews reviewed her Memo to the Committee including background information, Pro's and Con's and her recommendation for this item. An overlay was included which shows what the project would look like in relationship to our property and how the part 77 surfaces height restrictions would affect it.

Vice President Speake addressed the Board, stating restrictions can't be completely determined until there is a proposed building, after which an air study needs to be obtained thru the FAA. He stated in general it could be said "there should be no impact", although until FAA Traffic, FAA NAVAID, and eight other FAA agencies review the project, it is not a definite. In conclusion, Vice President Speake informed the Committee that the FAA has determined there is no impact for the training center.

President Crews stated that the items in her memo are items that have been discussed by the Committee. Mr. Gouldthorpe and Kevin Spolski were also present and she felt they were agreeable to the items. President Crews advised the Committee that Board Director Green suggested availing ourselves of Airports World Wide retention. This was discussed with Mr. Spolski briefly before the meeting and she asked him to explain to the Committee why this wasn't an option.

Mr. Spolski stated that AWW has received their permit from St. Johns Water Management based on the volume needed to be retained on site. He concluded due to the elevations of the AWW property, the SAA property, the bottom of the retention pond, and contours in the land of the AWW parcel, it would be impossible for SAA to avail itself of their retention as it would be an uphill transfer.

Chairman Miller stated the request before the Committee is to approve an easement over Airport property to access the AWW property and its building.

President Crews discussed value, which has been a primary concern to the Committee. She stated an appraisal has not been conducted, but based on the hotel site appraisal using \$.27 (twenty seven cents) a square foot at fair market rate, less than \$3000.00 a year would be received in ground rent for the quarter of an acre easement. Initially the request was 2 acres which the committee felt was too large. She felt the value of the return to the SAA is substantial with regards to construction and maintenance of the entrance, landscaping, and

construction and maintenance of the gravity sewer that we could tie in to. These items are ongoing costs into perpetuity. If AWW agrees to these concessions we receive substantial value in granting the easement. President Crews stated primarily driving her opinion is developing our property which will require an entrance. There is going to be a section that is dedicated to an entrance across that piece of land so why not let someone pay for it and maintain it without the SAA having to incur that cost.

Chairman Miller asked for Committee comments. Board Director Simmons requested Mr. Cattell's opinion on the request. He inquired if there is a value to the Authority in allowing AWW access to the easement. Mr. Cattell replied he concurred with President Crews recommendation.

Board Director Slattery made inquiry related to the sewer line connection, and whether Mr. Spolski is building it for the capacity the authority requires, and will it be stubbed for our property. Mr. Spolski explained the far east portion of AWW property has a 10' utility easement that will abut the airport property and in that easement will be water, sewer and gas as needed with manholes every three hundred feet and can be tied in to at any point.

Board Director Bowlin made a recommendation that Mr. Spolski or someone create a legal description of the easement with these covenants and in that easement address the maintenance, future gravity sewer capacity and move this item forward.

Chairman Miller inquired if these comments include the road and anything relative to the curb cuts. Board Director Bowlin requested in addition to the legal description, the inclusion of drawings to depict the right of the landscaping, curb cuts, and dimensions.

Mr. Gouldthorpe was asked for his consent to having this document drawn up.

Mr. Gouldthorpe stated he was familiar with the gravity sewer.

President Crews restated the Committee is requesting her to get the legal document from AWW and bring it to the next board meeting or committee.

Board Director Slattery inquired about a sign on Red Cleveland Boulevard for the training facility. Mr. Gouldthorpe stated there might be a need to put some signage off the easement. Chairman Miller stated that this is the time to consider if AWW will need to extend the easement for a proposed sign. Mr. Spolski stated possibly and if they get to that determination they would have to get the airports approval prior to the City of Sanford so at that time they'd bring a drawing with the minimum requirements for presentation.

Board Director Slattery stated the request needs to be moved as fast as possible, to help our partners; they are creating economic value from which we will benefit. President Crews reiterated it will help our own development.

7. OTHER BUSINESS

Chairman Miller stated he was tasked to find someone to come up with a recommendation for a business plan regarding the Commerce Park. AVCON has agreed to provide a draft of the scope of work for a business plan; the draft plan was distributed for discussion at the next EDAC meeting.

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

The next EDAC meeting will be held August 9, 2016 at 12 p.m.

9. ADJOURNMENT

There being no further business, the meeting adjourned at 11:39 a.m.

Respectfully submitted,



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

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