

**MINUTES OF THE
SANFORD AIRPORT AUTHORITY
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING
WEDNESDAY, AUGUST 19, 2015**

PRESENT: William R. Miller, Chairman
U. Henry Bowlin
Jennifer T. Dane
Tom Green

ABSENT: Stephen P. Smith
Frank S. Ioppolo, Jr.
Clyde H. Robertson, Jr.
Clayton D. Simmons
Tim M. Slattery

STAFF PRESENT: Larry A. Dale, President & CEO
Diane Crews, Vice President of Finance & Administration
George Speake, Vice President of Maintenance and Operations
Don Poore, Chief Financial Officer
Diana M. Muñiz-Olson, Executive Secretary

OTHERS PRESENT: Steve Chamu

1. CALL TO ORDER

The meeting was called to order at 4:44 p.m. by Chairman Miller.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. COMMENTS FROM THE PUBLIC

Steve Chamu, President of Eco Construction & Maintenance, stated how excited he is to see things are moving forward at the Airport.

4. APPROVAL OF MINUTES OF THE MEETING HELD ON JULY 7, 2015

Motion by Board Member Bowlin, seconded by Board Member Miller, to approve the minutes of the meeting held on July 7, 2015. Vote taken, none opposed. Motion passed.

5. GAS STATION/RETAIL STORE STATUS

[Discussed Out of Order after Item 6]

A. Report from Tom Green, Larry Dale, and Diane Crews on meeting with broker

Diane Crews briefed the Board on the meeting with the broker. The broker is interested in getting the projections from the County. Discussion ensued regarding the location, information needed for creating a strategic plan (traffic counts, rental car volume, SR 46), and possible broker fees. Chairman Miller instructed staff to obtain the information and give it to the broker as requested.

B. Continued discussion

Discussion ensued regarding the RFP, the RFP timeline, and the requirements airports include in RFPs. Following discussion, Chairman Miller noted the Committee has a direction from the Board to move forward with the RFP. Motion by Board Member Dane, seconded by Board Member Bowlin, authorizing staff to issue the RFP, and to modify the wording to be less restrictive. Chairman Miller asked for comments from the public. Steve Chamu asked if the RFP was going out for the hotel as well. Chairman Miller clarified it was only for the gas station. Vote taken, none opposed. Motion passed. Before issuing the RFP, Ms. Crews will send the redlined RFP to the Committee for final review.

6. DISCUSSION REGARDING POTENTIAL HOTEL DEVELOPMENT

[Discussed Out of Order before Item 5]

Ms. Crews showed the possible locations for a hotel and briefed the Committee on ongoing discussions with a prospective developer. Discussion ensued regarding the original hotel development, possible location, and best use of the property (for a hotel). In order to familiarize themselves with the process, Ms. Crews recommended the Committee review the original hotel lease agreement. Discussion ensued regarding the type of product the Board had previously approved, and would be appropriate for the area/market. Regarding the hotel development and type of product, Chairman Miller stated he would like to discuss what is realistic and practical at the committee level first (before further discussion with the Board). Continued discussion regarding the type of product the Board is looking for.

7. COMMENTS FROM THE PUBLIC

Steve Chamu, President of Eco Construction & Maintenance, discussed his interest in building a hotel on airport property and the various options he has in mind.

8. OTHER BUSINESS

None

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

Not scheduled at this time.

10. ADJOURNMENT

There being no further business, the meeting adjourned at 6:05 p.m.

Respectfully submitted,

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