

**MINUTES OF THE
SANFORD AIRPORT AUTHORITY
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING
TUESDAY, SEPTEMBER 3, 2013**

PRESENT: Frank S. Ioppolo, Jr., Chairman
Tom Ball
U. Henry Bowlin
Jennifer T. Dane
Whitey Eckstein
William R. Miller
Clayton D. Simmons
Tim M. Slattery
Stephen P. Smith

ABSENT: None

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, Executive Secretary

OTHERS PRESENT: None

1. CALL TO ORDER.

The meeting was called to order at 10:37 a.m.

2. ADVERTISEMENT OF MONTHLY MEETING

Copies attached.

3. DISCUSSION

Chairman Ioppolo read the Airport's mission statement and noted that part of its mission is to benefit the economic development of the community. He requested staff put together a PDF with the Airport Master Plan & Strategic Plan and the County and City's Economic Development Plans, for review by the Committee at a later time.

President Dale briefed the Committee on the Master Plan. He clarified that most of the land that seems available for development is actually restricted (Part 77 approach surfaces, runway protection zones, safety areas, taxiways and runways, building restriction lines, and horizontal sections that have a 7:1 slope). He distributed a map of six (6) properties that are well suited for development for discussion.

President Dale briefed the Committee on the leasing at the Airport. Chairman Ioppolo noted that part of economic development is having a constant theme/message, and noted the Authority's website (tabs regarding the Commerce Park, Industrial Development, and Leasing Opportunities) is outdated and does not communicate the message the Committee intends to achieve with the available assets. He stated that part of what he hopes the Committee will accomplish is to determine what is available for development and how to better manage the assets the Authority already has. President Dale stated there is 94% occupancy at the Commerce Park; a lot of the square footage rented makes up a "good" (considerable) portion of the budget. Rental also contributes to jobs in the area. He noted the Authority works with the EDC, the County and the City on trying to bring business to the area.

Board Member Eckstein questioned if there was any plan to demolish old infrastructure and develop new structures. President Dale noted some old buildings were demolished in the past and stated he does not believe there is anything that would generate a more immediate return (other than what is currently received). Diane Crews noted the average rental rate is \$4.00 per square foot. Board Member Ball stated the \$4.00 per square foot rate is what a Class A warehouse space is leasing for in the area. President Dale clarified the Authority does not pay taxes, and for that reason it gets back a little more than the average return. The non-aviation tenants pay taxes on capital improvements, and pay stormwater fees to the City. The Authority collects sales taxes on the leases, and then passes it on to the State's Department of Revenue. Discussion ensued regarding a CAM (for Common Area Maintenance) and the maintenance of public roads at the Airport.

President Dale briefed the Committee on the six (6) properties considered for development. He would like to do an RFP to develop one of the properties in particular (property #1, located at the southeast corner of Airport Boulevard and Marquette Avenue), and get a percentage of gross rent, as well as per square foot land rent for a gas station with retail. At the moment, a traffic count is being conducted. An additional traffic count will be done in November to get an average. Ms. Crews distributed a sample RFP for a service station and convenience store concession. President Dale noted the RFP can be put together as soon as the traffic count is complete, and requested authorization to do the RFP once the traffic count average is received. President Dale noted the infrastructure (water, sewer, fiber, power) and access roads are already in place. Discussion ensued regarding the traffic count and various development options for the parcels (including a hotel/motel).

Discussion ensued regarding the Airport's boundaries. President Dale will give the Committee updated plans to include the Part 77 surfaces, building restriction lines, and the RPZ (overlays). President Dale requested the approval of the conceptual plans for properties #3, #4, #5, and #6, and to continue working on property #1 (gas station) and the RFP. Chairman Ioppolo noted the Committee is not in a position to approve an item, other than to say that President Dale is going in the right direction. Board Member Simmons noted that there is no action to be taken at this time; however, the Committee can direct President Dale to work on the RFP and bring it forward to the Board at the next regular Board meeting. Discussion ensued regarding the RFP.

Board Member Simmons questioned if a real estate group determined these are the best options for the parcels. President Dale noted his experience in the real estate business, as a broker in three (3) states for more than forty (40) years, and clarified he is only asking direction from the Committee. President Dale requested that the RFP be delayed until the traffic count is complete.

Board Member Ball stated he would like for the engineers to understand that President Dale will give them a limited scope of what the Committee expects from them. He will be more than happy to help facilitate a meeting with people that specialize in the development of gas stations, who can advise the Authority on the best use for the property. Board Member Simmons questioned if the Committee wanted a gas station at the gateway to the Airport. Discussion ensued regarding the location of a gas station at the Airport's entrance. Board Member Bowlin stated he liked Board Member Ball's idea (regarding meeting with gas station developers) and would like for him to pursue it. He noted it is the Airport's property, and the Authority can include specifications in the RFP to control the landscape/aesthetics.

Board Member Ball recommended staff meet with a site developer, who is truly on the market all the time, to discuss the development options. Chairman Ioppolo stated that just because it is the highest and best use for a particular piece of property, it does not necessarily mean it is the use the Committee wants on Airport property. However, he agreed it is a benefit to discuss the options with an independent consultant, especially if it will be at no cost and considering that staff has to wait for traffic numbers anyway. Board Member Eckstein agreed there is nothing to lose, and to go ahead and "do it."

Chairman Ioppolo stated he will work with Ms. Crews on a list of items to provide to the Committee and an agenda in preparation for the next meeting.

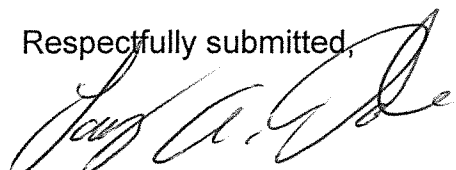
4. REMINDER OF NEXT SAA EDC MEETING

It was the consensus of the Committee to meet again after the next Board meeting, on October 1, 2013.

5. ADJOURNMENT

There being no further business, the meeting adjourned at 11:48 a.m.

Respectfully submitted,



Larry A. Dale, President & CEO
/dmo