

**MINUTES OF THE
SANFORD AIRPORT AUTHORITY
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING
TUESDAY, OCTOBER 20, 2015**

PRESENT: William R. Miller, Chairman
U. Henry Bowlin
Frank S. Ioppolo, Jr. – *arrived at 3:15 p.m.*
Jennifer T. Dane – *arrived at 3:25 p.m.*
Tom Green

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

STAFF PRESENT: Diane H. Crews, President & CEO
George D. Speake, Executive Vice President & COO
Don Poore, Chief Financial Officer
Diana M. Muñoz-Olson, Office Administrator

OTHERS PRESENT: Bill Kirchhoff
Bob Turk

1. CALL TO ORDER

The meeting was called to order at 3:10 p.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 AUGUST 19, 2015

Motion by Board Member Bowlin, seconded by Board Member Miller, to approve the minutes of the meeting held on August 19, 2015. Vote taken, none opposed. Motion passed.

5. GAS STATION/RETAIL STORE RFP STATUS

President Crews briefed the Committee on the outcome of the Gas Station/Retail Store mandatory Pre-bid conference. No entities attended the meeting; however, two companies were made aware of it after the fact. The Florida Statutes state that once the RFP is advertised, and two or less responses are received, the Authority can now negotiate with interested parties. As a result, President Crews noted that Counsel advised there is no need to redo the RFP. Discussion ensued regarding the interested parties, recommended changes to the RFP terms, and what the document will now be called.

Discussion ensued regarding the acquisition and development of the property on the corner of Red Cleveland Blvd. and Lake Mary Blvd. Bill Kirchhoff, part-owner of the site the County wants to exchange, briefed the Committee on his plans to develop one of the properties across the County's Sports Complex. Discussion ensued regarding access to the property and the addition of an intersection.

Discussion ensued regarding a strategic plan for non-aviation real estate and how to market it. Following discussion, Board Member Green recommended engaging a consultant or broker, to get an evaluation of the best use for the sites. Discussion ensued regarding the status of the geo-techs on the seven parcels. Following discussion, motion by Board Member Dane, seconded by Board Member Bowlin, to have geo-technichals and the appraisals done, and included on the website as well. Vote taken, none opposed. Motion passed.

Discussion ensued regarding the most efficient way to assemble and disseminate the information on the properties, and on creating a report on the properties/demographics. President Crews cautioned that the highest and best use of a property (as determined by a broker/advisor) might not be compatible with the Board's vision, and would like the Board to develop a clear vision within Lake Mary Blvd. She will get the components necessary for the broker, and part of the recommendation to the Board would be to hire one. Board Member Ioppolo stated he would like it to be a broker or other advisor. Board Member Bowlin stated he would entertain the idea of an advisor or appropriate broker, and requested the Committee get an indication of what it will cost before making recommendation to the Board.

President Crews will confirm the status of the geo-techs and requested to meet immediately after the November 3, 2015 meeting, to discuss her recommendations for the advisor/broker. She briefed the Committee on the development of the Airport over the last nine years, and noted staff is capable of overseeing future development.

6. OTHER BUSINESS

None

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

The Committee agreed to meet immediately following the November 3, 2015 Board meeting.

8. ADJOURNMENT

There being no further business, the meeting adjourned at 4:40 p.m.

Respectfully submitted,



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