

**MINUTES OF THE  
SANFORD AIRPORT AUTHORITY  
ECONOMIC DEVELOPMENT ADVISORY COMMITTEE MEETING  
TUESDAY, NOVEMBER 17, 2015**

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**PRESENT:** William R. Miller, Chairman  
U. Henry Bowlin  
Jennifer T. Dane  
Frank S. Ioppolo, Jr.  
Tom Green  
Tim M. Slattery  
Kyle Stevens, Counsel

**ABSENT:** Stephen P. Smith  
Clyde H. Robertson, Jr.  
Clayton D. Simmons

**STAFF PRESENT:** Diane H. Crews, President & CEO  
George D. Speake, Executive Vice President & COO  
Don Poore, Chief Financial Officer  
Jerry Crocker, Director of Information Technology  
Thomas R. Fuehrer, SAPD Chief  
Diana M. Muniz-Olson, Office Administrator  
Chelsea Martin, Administrative Assistant  
Al Nygren, Property Manager  
Bill Stack, Manager of Information Technology  
Jennifer Taylor, Project Coordinator  
Tommy Barnes, Fire Chief

1. CALL TO ORDER  
The meeting was called to order at 8:35 a.m.
  
2. ADVERTISEMENT OF MONTHLY MEETING  
Copies attached
  
3. COMMENTS FROM THE PUBLIC  
None

4. APPROVAL OF MINUTES OF THE MEETING HELD ON NOVEMBER 3, 2015

Motion by Board Director Bowlin, seconded by Chairman Miller, to approve the minutes of the meeting held on November 3, 2015. Vote taken, none opposed. Motion Passed.

5. REVIEW - DRAFT HOTEL LEASE

Discussion ensued regarding a recent meeting between the Authority and Airports Worldwide at which Airports Worldwide announced its plans to build a hotel in the near future on property they own near the airport. Following discussion, the Committee requested to have a completed aerial map including all properties owned by SAA, Airports Worldwide, and other parties that surround the airport to have a clear picture and understanding of the bordering properties. The Committee agreed that throughout this process there needs to be clear and open communication with Airports Worldwide.

Counsel briefed the Committee on the draft hotel lease. It was determined a lease, not a letter of intent, would be best and would offer more time and cost efficiency. Discussion ensued and the Committee was informed the current interested developers have experience in hotel development. The Committee inquired of the brand of hotel possibly being developed and what will be included within the hotel (restaurants, etc.). President Crews informed the Committee the developer discussed a Marriot or Hilton brand. Following discussion, the Committee concurred to have President Crews continue to negotiate the terms of the hotel lease with the developer. President Crews stated the Board has a policy to receive a personal guarantee on all leases unless waived by the Board or an alternate guaranty is approved such as a letter of credit.

6. UPDATE – CONSULTANT/ADVISOR FOR OUTPARCEL DEVELOPMENT

President Crews presented the Committee with an Invitation to Negotiate. The document was previously reviewed by Counsel. Discussion ensued regarding the document. President Crews stated the document will be advertised and allow the Airport to disclose what is desired from a consultant and interested parties can agree to the terms. [Discussion Ensued] The Committee agreed upon the Invitation to Negotiate and they anticipate a consultant that will determine the best opportunities for current and future development.

7. UPDATE – ENTRANCE PARCEL

President Crews updated the Committee on the appraisal of the property under consideration to trade for the entrance parcel. Staff is proceeding with

the appraisal of the parcel along with the smaller surrounding portions. The appraisal for Parcel 6 has already been completed.

8. OTHER BUSINESS

President Crews informed the Committee she, George Speake, Don Poore, and Al Nygren met with a prospective tenant. The prospective tenant is interested in building a hangar to accommodate their needs. Staff is currently researching the best avenue to make this a profitable investment. President Crews commented at this time she wanted to inform the Committee of the possible tenant and the details that will be involved. The Committee agreed this would be a positive opportunity for the Airport.

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

The Committee agreed to meet December 1, 2015 following the SAA Board meeting.

10. ADJOURNMENT

There being no further business, motion by Board Director Bowlin, seconded by Chairman Miller, to adjourn the meeting. Vote taken, none opposed. Motion passed. The meeting adjourned at 10:25 a.m.

Respectfully submitted,

A handwritten signature in black ink, consisting of the letters 'D' and 'C' intertwined within a circular scribble.

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