



# MINUTES

**Board of Directors Meeting  
Admin. Building/3<sup>rd</sup> FL  
Ed Austin Board Room  
March 25, 2013/8:30am**

Chairman of the Board A.L. Kelly called the March 25, 2013 Board of Directors meeting to order at 8:35am. The following board members were in attendance at the call to order:

Mr. A.L. Kelly, Chairman  
Mrs. Terri Davlantes, Vice Chairman  
Mr. Ernie Isaac, Secretary  
Mr. Frank Mackesy, Treasurer (attended via telephone)  
Dr. Chester Aikens, Member  
Mr. Cyrus Jollivette, Member  
Mr. Ron Weaver, Member

Also in attendance were:

Mr. Steve Grossman, Chief Executive Officer (CEO)  
Mr. Bob Simpson, Chief Cecil Airport (CCA)  
Mrs. Debra Braga, Chief Legal Officer (CLO)  
Mr. Richard Rossi, Chief Financial Officer (CFO)  
Mr. Tony Cugno, Chief Operating Officer (COO)  
Mrs. Melissa Marcha'-Lee, Sr. Executive Assistant/Recording Secretary

*A listing of all attendees is on file in the office of the Recording Secretary*

Chairman Kelly welcomed everyone and called upon Mr. Devin Reed, Director of Procurement, to lead the group in reciting the pledge of allegiance.

## **Special Recognition**

On behalf of the JAA Board of Directors and staff, Chairman Kelly recognized and congratulated board member Chester Aikens on being a recipient of Mayor Alvin Brown's Trailblazer Award, thanking him for his contributions to the community.

## **CEO Report**

Chairman Kelly called on Mr. Steve Grossman to present his CEO report.

### **CEO/Executive Director**

*Steve Grossman*

- (1) Employee recognition
- (2) Sequestration update
- (3) Events update
- (4) ASQ (Airport Service Quality) results



Mr. Grossman advised that our employee recognition this month ties in with the Airport Service Quality results....specifically, JIA was recently named the 5<sup>th</sup> best airport in North America in the ASQ rankings. JIA scored significantly above average in most categories and all employees are to be commended and celebrated for their extraordinary efforts, JAA is very proud of this ranking. The survey also revealed that customers would like to see more food offerings and we will explore those options. Next, Mr. Grossman reported that with the recent sequestration there fortunately will be no FAA job furloughs, but no new hires are allowed; further, we may lose the midnight shift at the JIA tower but it will have no impact on air traffic. Also, towers at Cecil Airport and JaxEx at Craig Airport will remain open. Lastly, Mr. Grossman reported that the KCI and Flightstar events are planned for the end of May.

Mr. Grossman advised that this concluded his CEO report.

### **Old Business**

There was no discussion of any old business.

### **New Business Submissions**

***BD2013-03-01***

***Rusty Chandler, Cecil  
Airport Manager***

#### ***Establishment of a Gopher Tortoise Recipient Site at Cecil Airport***

Upon motion made by Mr. Isaac and seconded by Dr. Aikens, the board voted unanimously to approve Submission #1, Establishment of a Gopher Tortoise Recipient Site at Cecil Airport.

***BD2013-03-02***

***Nancy Coppen,  
Parking Administrator***

#### ***Airport Rental Car Lease and Concession Agreements between the Jacksonville Aviation Authority and (1) Avis Rent A Car System, LLC (2) Budget Rent A Car System, Inc. (3) DTG Operations, Inc. (4) Enterprise Leasing Company of Florida, LLC (5) The Hertz Company, and (6) Simply Wheelz, LLC***

Upon motion made by Mr. Isaac and seconded by Dr. Aikens, the board voted unanimously to approve Submission #2, Airport Rental Car Lease and Concession Agreements between the Jacksonville Aviation Authority and (1) Avis Rent A Car System, LLC (2) Budget Rent A Car System, Inc. (3) DTG Operations, Inc. (4) Enterprise Leasing Company of Florida, LLC (5) The Hertz Company, and (6) Simply Wheelz, LLC. Mr. Grossman commended Mrs. Coppen on completing the agreement – both this car rental agreement and the previously-presented airlines agreement are the two most difficult agreements an authority will tackle and both were completed in less than 12 months.



BD2013-03-03

*Jay Cunio, Business  
Development Director*

*Approval of Building and Land Lease Between the Jacksonville Aviation Authority and  
Embraer Defense and Security, Inc. a Delaware Corporation, for Lease of Hangar S-11 at JIA*

Prior to voting on the submission, Mr. Cunio introduced representatives from Embraer in the audience, Mr. Gary Spulak, President and Mr. Chris Appleton, CFO, of Embraer Aircraft Holding, Inc. Upon motion made by Mr. Isaac and seconded by Dr. Aikens, the board voted unanimously to approve Submission #3, Building and Land Lease Between the Jacksonville Aviation Authority and Embraer Defense and Security, Inc. a Delaware Corporation, for Lease of Hangar S-11 at JIA.

Mr. Grossman advised that from the beginning of this process, Embraer has treated the Authority as a partner and not just a landlord, and the relationship between the two entities is very good. The initial contract is for 24 aircraft and should that number expand, then production would move to Cecil Airport. Dr. Aikens, on behalf of the Mayor, JAA and the citizens of Jacksonville, thanked Messers Spulak and Appleton for choosing Jacksonville to build their facility. Regarding choosing Jacksonville, Mrs. Davlantes asked them how that came to be, to which Mr. Spulak replied that due to the presence of a port, the skilled labor force and JAA willing to work with them since this partnership was suggested a few years ago, the decision was very easy. Further, the local economy will prosper as all of their workers, vendors, etc. will stay in surrounding hotels, rent cars, and eat in restaurants. Mr. Mackesy, via his telephone connection, and Mr. Weaver both commented that it is a good deal for Embraer, and further Mr. Mackesy asked that with all the money we have spent what if something happens and Embraer leaves? Mr Grossman replied that the hangar needed to be brought up to a rentable status anyway which would make it an attractive location for a prospective tenant.

**Approval of Minutes**

Upon motion made by Mr. Isaac and seconded by Dr. Aikens, the board unanimously approved the minutes of the February 25, 2013 Board of Directors meeting.

**Updates/Other Reports**

**Financial Update**

*Richard Rossi, Chief  
Financial Officer*

Chairman Kelly called upon Mr. Rossi who provided an overview of the Unaudited Financial Report for five months ended February 28, 2013. Further, Mr. Rossi reported that a rating of A2 Stable had recently been given to the 2006 bonds.

**City Council Update**

*Councilman Clay Yarborough,  
City Council Liaison*

Councilman Yarborough was not present at the meeting.



## **Board Communications**

Chairman Kelly advised that the next board meeting will be held on Monday April 22, 2013 at 8:30am at the JAA administration building, 3<sup>rd</sup> FL Ed Austin board room. He then asked the board members and members of the public if there is any further business to be addressed by the Board of Directors. Hearing no further business, Chairman Kelly proceeded to adjourn.

## **Adjournment**

There being no further business to come before the Board of Directors, Chairman Kelly adjourned the meeting at 9:20am.

Approved April 22, 2012