

# WICOMICO COUNTY AIRPORT COMMISSION MINUTES

## January 13, 2020

**Present:** Calvin Peacock, Chairman; Matt Creamer, Vice Chairman; John Cannon; Nola Arnold; Gerard DiCairano; April Jackson

**Not Present:** Bud Church

**Staff:** Bob Culver, County Executive; Wayne Strausburg, Director of Administration; Dawn Veatch, Airport Manager; Tony Rudy, Assistant Airport Manager

**Others:** David Ryan, Salisbury-Wicomico Economic Development; Nicholas Olmstead, Kilroy Aviation; John Davis, Engineer; Lynn Sande, Wicomico County

### Minutes:

The minutes from the December 9, 2019 meeting were approved.

### Manager's Report:

1. **Master Plan and ALP:**

Dawn Veatch: Master Plan Final Letter went out on the 10th of January with all of our comments. We addressed any and all issues we were told from the (FAA) Airport District Office. Once the AOP (Airport Operating Plan) cleared that letter of comments, we all agreed to 7,800 feet length for Runway 14/32 instead of 8,000 feet. We agreed to a relocated threshold of 100 feet instead of displaced 200 feet on Runway 14/32. Once all of the information is in writing, we should be able to move forward. This will be circulated through the FAA which takes about 60 days, at which time we should have final approval.

2. **Worcester County Councilmen, Mayor, Hotel Ocean City Hotel-Motel-Restaurant Association, Real Hospitality Group, Greater Ocean City Chamber of Commerce, County Parks and Recreation, Worcester Economic Development, Ocean Downs Casino and others (18):**

a. **Proposed Funding Sources:**

Dawn Veatch: I had asked for Bud's support to get some people from the Ocean City area to visit the airport. This was coordinated with Jackie and the Worcester County Council. We were supposed to have 7 people from Ocean City/Worcester County, we had 18. We had a working lunch and airport tours. Unfortunately, we were only able to accommodate 8 people for an airport tour. The main thing was identifying proposed funding sources from this meeting. Wicomico County cannot support a regional airport as the sole source of funding. We have to have other counties stepping up. So, we talked about where funds can come from. The Department of Economic Development and the Ocean City Hotel-Motel-Restaurant Association also could possibly help fund some advertising. We have a very

extensive advertising campaign laid out with money from last year. To help determine what things would cost, we had a big media event. Proposals were provided and we had a consultant break down what would and wouldn't be effective.

b. ADS-B (Automatic Dependent Surveillance - Broadcast) Shared Cost:

Dawn Veatch: This replaces conventional radar tracking for aircraft. Salisbury Airport has very limited radar coverage from Patuxent Naval Air station (PAX NAS). This radar coverage only extends to about 1,500-2,000 feet above the ground. Below these altitudes, PAX NAS cannot "see" aircraft. This is why aircraft operating under Instrument Flight Rules (IFR) regardless of weather conditions, can either take off or land, but not at the same time because the PAX NAS radar cannot "see" all the way to the ground to ensure aircraft separation. Because ADS-B is satellite based, this would give us coverage to the ground if we install it here at the airport. A feasibility study for that with Harris Corporation has been completed. I attended a meeting (see last minutes) with Chesapeake (Drone) Corridor Group sponsored by the University of Maryland who were a part of the FAA test sites awarded 2 ½ years ago when we first applied. The Group broke up after the test sites awarded to Virginia, Maryland and New Jersey. The three states didn't seem to have the same objectives and seemed to be more interested in what they could do for their state and have since become independent operations. Virginia heavily funding Virginia Tech and Wallops Island drone programs. Maryland wants to fund some activities and is extremely interested in the Chesapeake Corridor. We are the best suited to be the first deployment of corridors because we have redundant tracking systems based on the equipment the customers will be using at the facilities at SBY Airport to give a higher level of safety. ADS-B will give an additional level of safety for aircraft separation within the controlled airspace around the SBY Airport. All of these technologies are risk mitigations and gives SBY Airport the opportunity to have the first successful drone corridor. The second drone corridor being requested is from SBY Airport to Pax River NAS and another drone corridor US Army Aberdeen Proving Ground to Pax River NAS. These latter two are the least likely to occur because the FAA will never approve a drone corridor, because of the congested air traffic in the airspace in these two possible drone corridors. A proposed drone corridor between PAX NAS and SBY has airspace that is restricted from PAX NAS extending to the northeast to the edge of Cambridge Airport to Federalsburg and to the east to Crisfield Airport straight line to the western edge of the City of Salisbury. The restricted airspace starts at 3,500 feet mean sea level (MSL) to 24,999 feet MSL. That means all aircraft must be below 3,500 feet, which pushes aircraft into a much tighter airspace making drone separation from other aircraft more difficult. Going between PAX NAS and Aberdeen Proving Grounds passes by Baltimore-Washington Airport (BWI). Given the heavy air traffic in the BWI area becomes self-explanatory. So, there would be no way will allow drones to operate for a first concept approval in a congested airspace as just described.

Whereas, SBY Airport has uncongested airspace with short corridors. It is 35 miles from PAX NAS to SBY Airport and only 10 miles from SBY Airport airspace to NASA airspace. That is why I've asked for the meeting with Secretary Schultz and Secretary Slater again because I think now is the time to get that done. The Governor wants a homerun on drones and that would do it for us.

c. **SBY Airport on Billboards in Ocean City**

d. **BWI Flight Would Support Minimum Revenue Guarantees**

Dawn Veatch: The other thing we (Ocean City contingent) talked about, and of extreme interest from them, and they've reached out to Senator Corozza is BWI flights. They said they would provide minimum guarantees, so that's where that inquiry came from. Just an inquiry, no follow up.

John Cannon: Question: On a regional approach, would there be a benefit to looking into the Tri County Council and their economic core panel efforts that they make?

Dawn Veatch: I have tried to get on their Strategic Planning Committee and I've never been invited to a meeting. When Greg came on, he promised I would get on it. Because Mike was on the way out and I was new, we just sort of passed in the night. I need to follow up with Greg to make sure I'm on that committee. They just did a transportation package and had no airport input. When Greg first came on, he didn't know we were here I guess, and I didn't get to provide any input on that.

John Cannon: I think in the next couple of months they will be doing their Census study, which is a very competent evaluation of needs and services.

Dawn Veatch: Good point. I will get ahold of Greg. He was at the Wallops meeting WIRA (Wallops Island Regional Alliance). I was there and we did chat a little bit. Any questions? I am following up with everybody. I've got great follow-ups from them and we're working to set-up some meetings. That was my objective this year was to hit OC (Ocean City) hard with talking to the folks with money and influence. They need to understand the economic impact this airport can provide. I think we have our FEMA (Federal Emergency Management Agency) designation. I received my draft book the other day. They wouldn't be doing a draft book if FEMA wasn't approving us. We've been approved as a staging area which I reported out was the recommendation. I think that the other States (Delaware and Virginia) and the other Counties (Eastern Shore) need to stand up and be accounted for when it comes to FEMA and this airport's economic development. The runway was part of FEMA and certainly the infrastructure is going to be for FEMA and that is Tri-State.

Dave Ryan: The funding you are talking about, is that for marketing only?

Dawn Veatch: They (Ocean City group) have all kinds of things they could fund. They could fund some marketing maybe, they could fund minimum guaranteed seats to get service in here. They wanted BWI specifically. They were interested in

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including us in some of their own company's marketing so we are setting up some meetings to put those adverts out. I've got some canned adverts. They're okay. I just don't have the money this year to tweak them much other than what I can do individually. I bought them so I could move them, change dates and information. So that was the kind of thing they offered at the table, but they want to talk more. (The Ocean City) Convention Center is very interested as they expand. They can't get people in here (Ocean City), so they have to come up with a way to get people in here.

Dave Ryan: And they were talking about BWI and back in connection to somewhere else?

Dawn Veatch: Well, just get me to BWI and I'll make my own connection. That's what they're looking at because there's nobody that co-shares that would come here because it's Southwest. Southwest is the bulk of what's operating at BWI right now and they don't co-share.

Dave Ryan: Get to BWI, get off the plane; get your luggage; go back through; take your luggage; check your luggage; go through security; get on Southwest.

Calvin Peacock: The only way you avoid that is if you have straight carry-on.

Dawn Veatch: And if you have a code-share and there is no code-share that is going to operate out of this airport (BWI).

John Cannon: I was just wondering what the cost would be to go from here to BWI and back.

Calvin Peacock: That would be the operator.

Dawn Veatch: It would depend on the operator and equipment. And what somebody would guarantee for minimums. The advertising campaign, I hope, will help. I want to do this. It's in my budget for 2020. The bridge is down for 2 years. By the time summer gets here, people are going to be sick and tired of the bridge and I think that is a perfect time to throw out some billboards that say: So, you thought BWI was non-stop; you just drove your first 3 hour leg. Just little things like that. I want to say Southwest.

Wayne Strausburg: I would just urge some caution here. Our first order of business is to keep Piedmont located at this airport. If you heard Lyle speak at the Chamber, he very specifically said that they have not gotten a requisite number of flights that they need to operate efficiently out of our catchment area.

Dawn Veatch: So that is trying to push everybody back to our catchment area.

Wayne Strausburg: Well, if you are going to court a new carrier ...

Dawn Veatch: We're not.

Wayne Strausburg: That's not what it sounds like.

Dawn Veatch: No, we are not. That BWI message is to get people to think you should have flown SBY.

Wayne Strausburg: No, I'm talking about what you were talking about earlier. Getting a different carrier in here to fly to BWI.

Dawn Veatch: I will not do that. It would kill any operation in the future that we've worked hard for.

Wayne Strausburg: That would kill our relationship with Piedmont.

Dawn Veatch: Exactly, so until we get the runway extension done.

Wayne Strausburg: I know Mary Beth (Carozza) is very interested and Mary Beth needs to discuss it with people who have a little bit more knowledge of what is going on here.

Dawn Veatch: I just reiterated what the conversations were, I did not encourage that.

Wayne Strausburg: We just need to be very, very careful with that because Lyle got a little edgy and I'd be very cautious about that.

Dawn Veatch: I missed that. I wish I'd been there. Absolutely.

### 3. Salisbury Mayor Day

Dawn Veatch: Salisbury Mayor Jake Day was here for about two hours for an overview and a tour of the airport. He was amazed and had no idea what was going on out here to the level of degree.

### 4. Revised Minimum Standards

Dawn Veatch: Minimum standards that revision keeps getting added to, so I have not sent it forward for the County Executive to review. CFC (Customer Facility Charge) the rental car companies have just sent me their final and last offers, so we are formalizing those and they have all agreed on a \$2.00 CFC.

Wayne Strausburg: So, Hertz got in line?

Dawn Veatch: Yes, they still don't want to do the minimum revenue guarantee, but everybody else does, so we are going to stay consistent and offer it to everybody. They can either do that. I'm not sure bringing a Dollar, another one of their partners in here, matters one way or the other, but ...

Wayne Strausburg: I think you've got to have a consistent deal with each one of them.

Dawn Veatch: Absolutely, and that's where we've gone. I've sent you all of that information, we just haven't had a meeting to talk about it. So, and then we also have the reporting requirements for fuel sales since we have another fuel farm coming on. We don't do it the way anybody else in the Country does it so we need mandatory required gallons being reported otherwise you can't calculate and verify the calculation to ensure you're getting the proper fuel flowage fee. So, there is some language in there to change it to make it more consistent. We've got four providers, people who have fuel on the airport, three provide gallons and one will not. We need to have that gallons because there is no way to calculate so that will be coming forward for your review.

Wayne Strausburg: What does our Agreement say with the one that will not?

Dawn Veatch: That they will provide the gallons.

Wayne Strausburg: Then why aren't they? If they are required to supply us with the information, why aren't they?

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Dawn Veatch: We've asked, we don't get it. I'll ask again.

Wayne Strausburg: Well, how long have they not been providing the information?

Dawn Veatch: Since I've been here and been asking.

Wayne Strausburg: Well, then we stop asking.

Dawn Veatch: We're in litigation so it's in that hand.

Wayne Strausburg: That's totally unacceptable.

Dawn Veatch: I couldn't agree more.

Dave Ryan??: Are they paying the fuel flowage?

Wayne Strausburg: We don't know because we don't know how many gallons they are flowing.

Dawn Veatch: They are paying the fuel flowage. They send me fuel flowage, but I have no way to validate because I don't get the gallons. So, I can't validate against the bill of lading of the fuel delivered.

Dave Ryan??: But they're sending money, we just don't know if it's good/bad.

Dawn Veatch: The audit that I asked for should help us finish and wrap that piece up and we can reiterate the necessity. The other thing is a requirement for disabled aircraft to evacuate the runway within one hour. If you all don't remember, we had a five hour shutdown. Piedmont lost five flights and then right after that we had another airplane that was down that was about two hours to get it off the airport. We had another one last weekend that took about 40 minutes to get it off the runway. I went looking on line to see what other airports are doing. They have a required minimum time of you get that aircraft off the runway or we do it for you with a bulldozer and we are not responsible for damage because it's tying up the runway. So, we'll figure out the proper language.

Wayne Strausburg: Walk me through that.

Dawn Veatch: So, other airports have language in their minimum standards that require if you have a disabled aircraft, you are responsible.

Wayne Strausburg: In their minimum standards. Who's you?

Dawn Veatch: The owner.

Wayne Strausburg: The owner of the aircraft?

Dawn Veatch: The owner/operator of that aircraft is responsible to get it off the runway within one hour.

Wayne Strausburg: So how would they be aware of that? How would they know?

Dawn Veatch: As soon as it's disabled, we show them a copy of our minimum rules and they know.

Wayne Strausburg: So, they don't know until they are disabled?

Dawn Veatch: And that's transient aircraft; No, our tenants know because they are supposed to read.

Wayne Strausburg: No, I'm talking about somebody who may fly in here who is not a regular and they blow out a tire. So, how would they know?

Dawn Veatch: As soon as that happens and the tower lets us know, we're out there. We let them know, it's required to be moved within one hour or we remove it for you and we

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can't guarantee it won't get damaged because I don't have a maintenance provider on the airport.

Dave Ryan: Who would they call?

Dawn Veatch: We can give them numbers to call, but we can't hire somebody to remove their aircraft, so they have to do it.

Dave Ryan: But there is a way to get it off?

Dawn Veatch: Yes, if you can reach the people, we don't have maintenance here.

John Cannon: I would have thought the FAA had some standards.

Dawn Veatch: Absolutely not. They will never touch an airplane.

**Audio too poor to understand**

Dawn Veatch: Not by the FAA.

Wayne Strausburg: They will shut us down.

Dawn Veatch: FAA says you got a disabled aircraft, you close your runway.

John Cannon: So, the FAA is just worried about safety. Shut the airport down.

Dawn Veatch: That's all they care about is safety.

Wayne Strausburg: That's their posture. They're saying you've got a disabled aircraft on the runway and we won't allow you to operate until it's removed. That's perfectly logical.

Bob Culver: You can't call a towing company? Like Simpson Towing?

Dawn Veatch: Yes, we can, but I can't guarantee. They may damage the aircraft because they don't have aircraft specific removing equipment. And that's what other's do, they call the towing company. If they have something big enough to put it on a sling, cause the aircraft is small enough, then they can do that and maybe not damage it. Move it and set it down somewhere else. But, the airport is not responsible for any damage because they are required to get it off the runway.

Wayne Strausburg: Is that typical of airports?

Dawn Veatch: I'll get some information and background for you. If I'm not mistaken, it's actually, I think, in the grant assurances. I just need to research it a little bit more.

Because you are closing an AIP (Airport Improvement Program), FAA (Federal Aviation Administration) funded airport, I think it is on grant assurances, we have to have that.

But we don't have a maintenance facility here.

Bob Culver: You said you couldn't go out and hire one?

Wayne Strausburg: Well, we have a guy out of Seaford who comes down. It's a matter of whether or not he is available.

Dawn Veatch: Yes, we have a maintenance guy that comes here.

**??**: Well, the airport has no authority to touch a private aircraft, that's part of the issue. You try to establish that, but it's the minimum rule.

Dawn Veatch: Right, the minimum standards gives us the authority. If they can't get it off, we will get it off for you.

Wayne Strausburg: So, the appropriate way to address that is to have a full service FBO who provides that service?

Dawn Veatch: Exactly. And we're trying.

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Wayne Strausburg: And, we have an FBO who refuses to provide that service.

Dawn Veatch: Correct.

Wayne Strausburg: Ok, thank you.

John Cannon: ?? How far off do you have to be?

Dawn Veatch: You have to be out, is it, 250 feet for the safety area? You have to be 250 feet off the runway.

?? too many people talking

Wayne Strausburg: Depends on the aircraft.

?? too many people talking

?: I know, I know, I get that.

Matt Creamer: And, you have the right equipment.

Wayne Strausburg: And then you know what you're doing with it.

Dawn Veatch: The little guys. The other day Piedmont couldn't even get that 421 off the runway because they didn't have the right equipment because their jets are built different.

Calvin Peacock: The right equipment is usually in the neighborhood of \$15,000 to \$25,000 at least for the kind that has a universal scoop that will come up either under the nose wheel or one of the main landing gears to get the thing off. And like you said, out of the State of Maryland the only other airport in the State of Maryland that really is concerned about constant service with scheduled service would be Hagerstown and they have two operators up there that are capable of doing that.

Wayne Strausburg: So, if you have the equipment though Calvin my understanding is that you still have to know, for lack of any better words, the construction of the aircraft that you are going to be removing and where or where not you should place whatever lifting device you are going to be using.

Dawn Veatch: Correct.

?: Most \_\_\_ is tailored to a specific aircraft frame. They are all rated for an air frame.

Dave Ryan: ?? But it's not something in the County is going ???.

Wayne Strausburg: Tailored to a specific air frame.

?: They are weighted for weight, aren't they?

Calvin Peacock: If you are operating just on wheels, there is equipment out there that will operate all kinds of sizes of airplanes depending on its capability. If its capability is to raise a 30,000 pound airplane, it is already probably capable of doing everything from that point and below. They sell them out there in Oshkosh all the time. We see them demonstrated.

Dawn Veatch: We just bought one from Bernstein when he moved out of his hangar.

Calvin Peacock: Okay

Dawn Veatch: Since, we don't have anybody to operate it yet, but.

Wayne Strausburg: So, the long term fix for this is to have a true full service Fixed Base Operator because I was thinking that it was \$25,000 for a piece of equipment. I don't know how much money Piedmont lost the day they were shut down all day.

Dawn Veatch: Lyle has never provided that data to me. I've asked him, but I will ask him again at our quarterly meeting.

Wayne Strausburg: Well, he cancelled five flights. He lost a lot of money.

Dawn Veatch: Yes.

Wayne Strausburg: So, if it is a matter of the airport having that equipment on site and having people trained you know that's something we would look at, but I get very nervous about monkeying around with a really expensive piece of aircraft with people who may not be appropriately trained. So, we might be biting off something in that regard that we wouldn't want to bite off.

Calvin Peacock: We could cut a deal. I mean one thing to consider is that Piedmont would take on that liability.

Dawn Veatch: They won't. I've talked to Lyle. They would just have to sign a Hold Harmless. In other words that they agree that we can remove the aircraft from the runway.

Wayne Strausburg: Then they could still assert negligence or whatever. You could still end up in Court if you damage the aircraft.

Dawn Veatch: Let me get the documents together for you.

Wayne Strausburg: Okay

John Cannon: It would seem to me that Hagerstown already has all of this in place as far as their standards and what we would need.

Wayne Strausburg: Yeah, they've got two FBO's and that's the difference.

Dawn Veatch: They have two FBO's that are open 24/7. We don't have anybody.

John Cannon: We don't have the FBO's, but we could still, I think, create the paperwork and the policies necessary to avoid litigation.

Dawn Veatch: Well, not from them because they have maintenance. See the maintenance facilities are who go out and get them off the runway. They don't have a policy, well I haven't asked, because typically there is not a policy in place if you have maintenance organizations that will do the work because they are going to get paid from the owner. You know, it's when you don't have maintenance, I don't know if you all know who Nick is, but he's Kilroy, which is DERDAR. He knows everything about maintenance and then some. Keeps me out of trouble.

??: A 145\* maintenance organization would have the capability, the ability to

*\*(Repair Station Operators (Part 145):*

*The term Repair Station refers to a maintenance facility that has a certificate issued by the FAA under Title 14 of the Code of Federal Regulations (14 CFR) Part 145 and is engaged in the maintenance, inspection, and alteration of aircraft and aircraft products. So, they have an FAA blessing in equipment.)*

move. So, they have an FAA blessing in equipment with people trained, they may not exercise it very often, to do it. So, a full service FBO in here with a 145 maintenance organization, one of the requirements ought to be to recover a certain number of aircraft

as a service to be funded by the owner of the aircraft, but we want you to maintain that capability so it provides for that service here. You won't be able to spec out every aircraft in the world. If a B22 flies over and crashes, it may be something special.

Wayne Strausburg: Would that be expensive insurance for someone to carry?

Dawn Veatch: For the FBO, no. It's going to be whatever their insurance will cover them to work on aircraft. Their capability list just says which aircraft they can work on.

**5. Meet with two potential Fixed Base Operator's**

Dawn Veatch: I met with two companies last week, all day Tuesday and Wednesday, that were interested in being full service FBO's. So, we'll have more from them. They are doing some follow-up phone calls with Titan Fuel and also with the individual that does maintenance here at the airport to see about maybe pulling him in to start and help. He's offered to do that.

**6. Project and Contract Status Update**

**a. UAS Hangar Construction Ground Breaking Ceremony**

Dawn Veatch: Project status drone: The UAS (Unmanned Aircraft System) hanger is under construction. The date for the groundbreaking is January 27<sup>th</sup>, 2020, 9:00 AM here in the passenger lounge because we don't know what the weather will be. I'm still working with Bill. I got a copy of everyone's list to be sure everybody is on there. I thought of some people over the weekend. Like the UMES (University of Maryland Eastern Shore) President. We would really want to be sure she is on there. I didn't know if she was on there so I double checked it.

**b. Site ready prep for the new FBO (Fixed Based Operator)**

Dawn Veatch: The site prep for the new FBO is still underway. We have the CAP (Civil Air Patrol) and the FEMA (Federal Emergency Management Agency) trailers are finally gone. I don't know if you noticed it when you drove in, but it's gone. The old tower is gone, so we just have one tower out there, the Beacon. We are still trying to decide whether to work with the cell phone companies and let them put cell phone towers on there, which we desperately need. And then put a decorative screen around it that provides for advertising. What I'm waiting for is whoever is going to be the FBO because it will be right there in their front door, to see what their thoughts are before we commit to that. Because we can also put it somewhere else.

**7. GA Sales Tax on Parts for Maintenance**

Dawn Veatch: The general aviation sales tax for parts and maintenance: I think Calvin is going to provide testimony. You are going to go up and testify correct?

Calvin Peacock: Wednesday

Dawn Veatch: And then I'll testify on Thursday. We're both providing written testimonies. I also prepared the Fiscal Note this year. Because last year they used a lot of data that wasn't factual and that's the last thing you want in a Fiscal Note. We used a

lot of the Martin Associates data and then AOPA (Aircraft Owners and Pilots Association) is putting together some new data on the tax piece that was in the Fiscal Note last year.

Bob Culver: Send me the room where you are testifying. I'm going to be up Wednesday and Thursday.

Wayne Strausburg: Is anybody on that sub-committee from our Delegation? Is anybody sitting on that?

Dawn Veatch: I don't think so. Not that I know of. Not on the House (of Delegates) one anyway because I haven't talked with (Senator) Addie (Eckardt) a lot because I'm not testifying. The Senate bill has passed five years in a row. They vote for it on the floor and it passes. I can't afford to go up there twice so I'm not going on Wednesday, but I do plan to go Thursday to support it for the House (of Delegates). Delegate (Chris) Adams has personally asked me to please come and I said I would because he saw my e-mail that I wasn't going to testify for the Senate.

Wayne Strausburg: I think (Delegate) Sheree (Sample-Hughes) is aware of it to.

Dawn Veatch: Yes. I will send Bob and you both the locations and the times. They have a quasi-time. You can't ever count it.

Calvin Peacock: You say you are going to be up there Wednesday? I'll give you the same thing.

Bob Culver: Wednesday morning and afternoon. Not until 3:00 PM on Thursday.

Calvin Peacock: 1:00 PM is the testimony. Senator Eckard's sub-committee.

## 8. Junior Achievement

Dawn Veatch: Junior Achievement: We participated last year and it was very successful. We plan to really participate this year. I'm hoping Kilroy's going to participate. One of the requirements is to have hands on stuff, so that's a challenge. We wanted to take one of our fire trucks over, but it's too long of a drive for those to do that journey. So, we're going to take one of our new big yellow trucks with the flashing lights and take firefighting gear and one of the fire guys is going to participate with us and be there. I've asked AOPA for their motion simulator, I'm hoping to be able to get that because it's actually a box you sit in and it moves and it will be better than the desktop that everybody bought last year and get the kids in it and get them some stick time. We've asked TSA (Transportation Security Administration) to participate; we asked FedEx and FedEx hasn't responded at all. I've sent several (messages). TSA is looking to see if they can come up with some sort of thing that they have at the national level that they take to conferences and different things and hopefully they can get that from Baltimore and bring it down here. I did copy Director White on that as well so we could try to get some support. He's always telling me to let him know if I need anything. But we asked for a space 65x65 to get four tables in there and the equipment and stuff. We're really excited this year. It should be a great time. That's all I have.

### Chairman's Report:

Calvin Peacock: Thank you very much Dawn. For myself it's just short and sweet. First of all, on the STEM\* (Science, Technology, Engineering and Mathematics) Program

*\*(STEM is a curriculum based on the idea of educating students in four specific disciplines — science, technology, engineering and mathematics — in an interdisciplinary and applied approach.)*

I have to apologize the Boeing contact I had was the wrong Boeing person.

Dawn Veatch: He actually works for Kilroy. Mikey.

Calvin Peacock: I'll be over there to talk to him. So, I'll get that back on track here for the STEM Program. Also, I'm going to be contacting each of you to start assigning some specific duties from those two committees that we came up with the end of last year so we can get moving on those committees as well. I have a few ideas I want to present to you. That's really all I have right now.

Bob Culver: What committees were they?

Calvin Peacock: One is marketing and the other one is education. The education that we wanted to do, one of the primary things is to see if we could get a STEM program into the local county schools that is aviation oriented. And the other thing is some ongoing stuff like one day and two day things in which we can get planes out here, much like I did this past year with the B29 and the B24. If we can get some other small airplanes, and arrange to have some kids come out.

Dawn Veatch: That was excellent. That was very good.

Wayne Strausburg: Have you talked with Donna Hanlin about interfacing with the Board of Education?

Calvin Peacock: Not yet. Because I haven't got anything to talk to her about yet. I want to make sure.

Wayne Strausburg: That's a connection we're missing

Dawn Veatch: Dr. Hanlin was out here with me when I was trying to run it and I just kind of handed it over to them as we discussed. She's been out here. I think she even heard what Mike Borfitz had to say about Seattle and we all talked about that. I will have to go back and look at my agenda notes, but I'm pretty sure Mike was there. A lot of interest. It's just kind of in the funding and I reached out to Donna, what's her name, at Henson Foundation?

Calvin Peacock: Henson Foundation. That may still be a possibility on the small side because I talked to one of their Board members about that. On their big ticket items yes, they've already maxed that out. For the kind of stuff that I was talking about, \$2,000, \$3,000, \$4,000, not a big deal.

Dawn Veatch: She told me no, there is no money this year. We already have our budget.

Wayne Strausburg: I'm just thinking if we could get this in front of the CTE students, that I think there would be some real interest on their part. High school students getting interested in a career in aviation.

Dawn Veatch: Absolutely.

Calvin Peacock: Well, there is another part of this that I'm going to put up maybe a little early. I'm working to put together here that's the reason why I wanted to talk to some of the other Commissioners later as a volunteer and that is UMES. I have them doing four different projects for 2021 Wings n' Wheels. And one of those things, cause these students are really big, they're very proud of the school, they're very proud of their career choices and one of the things they've come up with is some of the stuff that you were talking about, which is tabletop and how to educate the public on aviation. I wanted to use them to put on some stuff for the CTE that you were talking about here at the airport. That way maybe we get a two for out of this thing, maybe a three for. So, on that, public comments. Does anyone have any public comments?

### Public Comments:

Dawn Veatch: I would like to invite everybody before they leave. If I don't have passengers in the lounge, I'll get everybody in to see the children's reading center we set up in conjunction with the county schools and the library. It's very nice.

Wayne Strausburg: Who did you work with? Ashley (Teagle). The (Library) Director.

Dawn Veatch: No, his name was Hanlin. His last name.

Bob Culver: Dave Hanlin? That's Donna's husband.

Wayne Strausburg: David Hanlin? That's Donna's husband.

Dawn Veatch: Oh, okay. He was out here. He brought all of the books and all of the posters and stuff for me. I didn't know he was her husband. There ought to be a disclosure notice when somebody just casually walks up and lets you know who they are.

Calvin Peacock: It's the Eastern Shore, always assume.

Bob Culver: We didn't tell anybody who Ray was.

Dawn Veatch: He's my better half.

Wayne Strausburg: On Wings n' Wheels you're working on a return on investment analysis for me at some point in time. We could get seed money for that from Tourism because it does bring people to the community.

Dawn Veatch: I am. Right now I'm just trying to get the budget together. We missed this year's application, but we'll make it again for next year because it is in the Fall for Spring so that will work, but I've got a budget item this year in my budget that's coming due soon.

Wayne Strausburg: I would like to have it in time to include it in the budget if the numbers tumble. If it pencils. If it doesn't pencil, don't give it to me.

Dawn Veatch: Well, the biggest thing that we need to pay for is the parking. If we double again, that's where our concern was. We cannot manage another doubling of the

event in parking. The volunteers last time, you can always count on a certain percentage not showing up, but we didn't have enough volunteers.

Wayne Strausburg: Parking out here? So, when you say parking are you talking about the shuttling of people or parking people in this lot. So, we're not parking them over here in the pay lot? So, your cost is the logistics of shuttling people back and forth.

Dawn Veatch: Parking 8,000 cars. They park out in the grass parking lot. Somebody has to mark it. Not parking in the pay lot. No, the shuttling isn't the issue. It's getting enough volunteers to come out and mark the parking so you don't have chaos so you get people going in the right way so they go out the right way and not back door each other. Then we don't have my husband or Calvin committing to do it again. Their time for them to organize that is not something Tony or I can do, which is why we donated it to the Airport Commissioners

Wayne Strausburg: I think it is a Tourism benefit. I just need to see how it pencils.

Calvin Peacock: Having said that, one thing I will do, I still want to keep a hand in this thing.

Dawn Veatch: I agree. But, I'm not going to set it up. That is a full time job especially with the way it's been growing. It's been a huge success. That was one thing Worcester asked about, Wings n' Wheels, were we going to start doing an air show? I said no, that's what you all do, we do something different, I'm not going to compete.

Wayne Strausburg: An air show here would be difficult with passenger service.

Dawn Veatch: No, we can do it. Daytona Beach used to do it every year with a B-1 Bomber, all kinds of stuff. It was awesome.

Wayne Strausburg: Just playing nice with our partners, I don't think we want to compete with them on something like that.

Dawn Veatch: Right, if they don't want to put any money in and you choose to change the name, then we can ask the Blue Angels.

Wayne Strausburg: I'm more concerned about not eating one another's lunch. Let's approach it on a regional basis.

Calvin Peacock: The mission that's been kind of carved out for this thing has been just community orientated. What they have down there is much, much bigger.

Dawn Veatch: It's entertainment.

Wayne Strausburg: I know, I've been there before, many years. We have people inside the organization who do this. It's what they do. They are well versed in it. Wine Festival, Beer Festival, etc.

Dawn Veatch: Parking for our group is no different than parking for any other event. We can get enough sponsorships to keep everything still, for the most part, free. The advertising we were able to get free from people and things like that. That's what I'm trying to put a dollar amount on, what all that cost me. But I still think we should still reach out to a volunteer for donors because they love doing it, they love getting their banners on the fence and stuff like that. So, whatever we can raise each year, then we could offset what it would cost tourism to fund.

Wayne Strausburg: Well, that's why they have a seed money fund to get things like this launched. It just needs to pencil.

Calvin Peacock: Airport Commissioners, anybody have any comments?

Matt Creamer: One thing. If any of you have not seen the new restrooms, you need to do it. They're beautiful.

Dawn Veatch: They were done on a shoestring. We did not spend a fortune. I think they look great too for what we spent.

Matt Creamer: I didn't say you did. I just said they're beautiful.

Wayne Strausburg: The real money we got into with the restrooms is that the sub-surface plumbing had collapsed. So, we had to re-do all that and it's better that we re-did it now than when it went bad on us after we had done all of the cosmetic work. They look really nice. I have had a lot of people comment on just the airport in general and the terminal how good it's looking and that type of thing.

Dawn Veatch: Me too. We've put in the budget for next year, carpet in there. We're going to clean it one more time, but it needs replacing. We're putting carpet in the sterile area where you wait, that carpet we are going to clean it one more time

Wayne Strausburg: Do we want to do carpet or do we want to do a resilient flooring? We've been using laminate flooring and it is a lot easier to keep clean and it wears much better than carpet.

Dawn Veatch: We'll figure it out, but I'm going to replace something. It's also very noisy.

Wayne Strausburg: Yeah, but they're just waiting for an airplane, what do they care?

Dawn Veatch: I have the carpet quotes.

John Cannon: On the FBO, can you expand a little bit on where all of that is playing out?

Dawn Veatch: So, we put an RFP (Request for Proposal) out and got zero. So, the two companies that called and inquired about it, I followed up with them and we've been talking with them to see if they might be interested, if we took some of the hardcore requirements away that were in the RFP because they still would meet our minimum standards to be a full service FBO. The main thing is to get that maintenance facility here.

John Cannon: The group that came before the Council I guess a year ago. Two years ago. What happened on that? They did?

Dawn Veatch: Two years ago. They walked off. And then we got another Letter of Intent from two of the same partners with a different investor. They gave us a Letter of Intent, we accepted it and they withdrew it.

John Cannon: They did? Any reason why they're just not coming in?

Wayne Strausburg: The litigation.

John Cannon: Really?

Dawn Veatch: Yes, every one of them. You can call them up and ask them. Hagerstown was extremely interested. Not until the litigation is done.

Nola Arnold: What are those dates or what is the date?

Dawn Veatch: There is not a firm date set. It is going to be set in March.

Wayne Strausburg: They are taking depositions tomorrow, aren't they?

Dawn Veatch: Yes, they are doing depositions.

Matt Creamer: 43:18 Are you being deposed?

Dawn Veatch: Not yet. This is our deposing.

Wayne Strausburg: We are deposing them tomorrow.

Dawn Veatch: I've told them my availability, so I hope they hurry up.

Calvin Peacock: Any other Commission remarks? Yes Gerry.

Gerard DiCairano: I have a short story to tell that I heard from Ken Lenox, who is one of our ancient tenants, a former tenant. He's down in Lakeland volunteering for SUN n' FUN (Aerospace Expo) for like five months and every time I talk to him he tells me about these construction projects down there. Last year NOAA, which is National Oceanic and Atmospheric Administration, put up a giant hanger. This year Amazon is putting up a giant hanger. And they are thickening their longer runway to bear the weight of 757 cargo planes from 3" to 9" or something like that. But listen to this, now they are getting a new runway, a parallel runway. So, my thoughts about all this were that if the FAA considers all airports to be equal, some airports are more equal than others, I can only wonder what kind of timeline in milestones they're working with down there. I think you already know the manager. Good because I thought the more information you know about these time lines and how long it takes them to get this stuff to fruition the more leverage you would have to discuss these things with the FAA.

Dawn Veatch: Huge. Absolutely. Depends on who your Airport District Office is. I do, I know him well and I do chat with him a lot. The difference in the two Airport District Offices, because I know the one out of Orlando very well, is they will allow you to build it and they will come and ours will not. It has to be operational here first.

Wayne Strausburg: It depends on your ADO (Airport District Office). Does Lakeland have scheduled passenger service?

Calvin Peacock: That would be a true statement. Oh, I thought they did.

Dawn Veatch: They've got somebody like Allegiant. Allegiant is not scheduled airline service.

??: 45:50 It is a nice airport

Dawn Veatch: Yes. It is very nice. And they have a huge economic with SUN n' FUN because in my video, I forget what the numbers are now that they get, but it is the largest convention in the entire State of Florida. It brings in more revenue than any other convention because it is a five day event. It starts on Tuesday and goes through Sunday and everybody comes in, the fuel sales, the people that fly in, the products that are brought in. I used to manage it when I was the FSDO (Flight Standards District Office) Manager in Orlando and it is a huge event. It takes six months of planning. The air show waivers are astronomical. The safety meetings and everything that goes along with that, it takes a full-time team. That's why I haven't been interested in doing the aerobatics here. Not that we can't do it, we could, but once you flip into that all those waivers and things take so much time and commitment.

Calvin Peacock: And there is an even larger expense. I'm right with her on that one.

Dawn Veatch: But to your point, NOAA, I went to Wayne right after the last time I talked to Greg down there and I told Wayne he needs to get his NOAA buddies to look at putting a facility in up here because that's who he services is NOAA.

Gerard DiCairano: Well, you know Dawn in a way to see this project at Lakeland could be encouraging to us because that is really going to change that community big time. Amazon can't go anywhere without change.

Dawn Veatch: But, I can't bring an Amazon here because that's a Dave Ryan. Amazon is going to make that business decision and the airport is already capable of 757 here.

Gerard DiCairano: Well, I just mean in terms of our drone project. That has a potential to change things to.

Dawn Veatch: Sure. Absolutely

Gerard DiCairano: Second thing if I may, at the tenants meeting, two different people were talking about washing planes again. I told them you were solidly behind building a wash rack and we would try to attach it to other projects. I'm just worried, and I think they're worried, that it's going to take a few years and I wonder if we could look at a Plan B?

Dawn Veatch: I put an RFP out for that and we awarded the RFP to Sky Harbor and they were going to build the box hangars. And, when they went to solicit pre-construction leases, nobody would sign one because there is no maintenance here. So, until we get maintenance here, we're not going to get anything. I can just tell you. And the County is not going to pay for a wash rack.

Gerard DiCairano: Well, that's my point.

Dawn Veatch: I can't put that in my budget. I need more infrastructure than a wash rack.

Wayne Strausburg: We have to find money for the runway extension first.

Gerard DiCairano: Well, I was not asking for a permanent ...

Dawn Veatch: I'm just giving you an explanation of why.

Gerard DiCairano: I mentioned that. I told them that it was part of the Sky Harbor thing and that they weren't going to show up. But there is a thing called a mobile washing station. You can see them on the web. You can look at You-Tube and you can watch people use them and they cost, I guess, around \$5,000. I remember in one meeting you expressed your frustration that you can't even wash your trucks. So, if we have something like that you could wash your trucks, we could wash our planes. I think the pilots would pay to use the mobile washing station. You know we pay to get our cars washed at the car wash.

Dawn Veatch: I can't put something like that in. We're getting ready to put in a maintenance facility that will have a place for our trucks and vehicles to get washed.

Wayne Strausburg: But, if you put a wash rack in, the wash residue goes into the City maintained sewer system.

Dawn Veatch: No, this system captures it and then you have to pump it and haul it off.

**TOO MANY PEOPLE TALKING**

Dawn Veatch: It's not anything I'm interested in, it's a pain in the neck.

Wayne Strausburg: I was just simply saying that if it is going to go into the City's sewer system, we would have to coordinate with them. I know car dealerships have had a lot of issues with car washes.

Calvin Peacock: There's another option. Think about fund-raising. Get the group together.

Dawn Veatch: Those portable ones, there's just so much, it's just a rubber mat with a blow up side on it. You un-inflate it, drive the vehicle on, inflate it, then you wash, and then you either vacuum out the water into a storage tank that then gets collected or you let it dry and evaporate and let it all build up in the bottom which is what 90% of the people will do and then you've got a dysfunctional system.

Wayne Strausburg: Well, and if it's an underground tank and you're washing down an aircraft that may have petroleum residue, now you have an underground storage tank with a possible breach.

Dawn Veatch: Oh, it will have petroleum. Well, it wouldn't be underground, I would put it above ground. You have to have a service come empty it.

Calvin Peacock: Well, here's another possibility, as I just said to Gerry, is maybe the group comes together and they do some fundraising to buy the unit. The airport gives them whatever support they can you know in terms of how to put it, where to put it. And another possibility, if the County wants to consider, is matching funds. You know they raise x number of dollars to match whatever you could come up with in the budget, \$1,000, \$2,000. Those are things I'm putting out there on the table to consider.

Wayne Strausburg: Well, I'm looking for matching funds on that seventeen million dollar runway extension project.

### Adjournment:

Chairman Peacock adjourned the meeting.

### Next Meeting:

The next meeting will be held on Monday, February 10, 2020.

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Calvin Peacock, Chairman