

SPECIAL COMMITTEE OF THE WHOLE

Thursday, June 16, 2011

Twin county Airport Conference Room

*****Approved 7/12/2011*****

Commissioner Furlong introduced Michael Cramer, Menominee City Manager

The meeting was called to order at 9:30 AM by Chairman, James Furlong

The Pledge of Allegiance was recited.

Roll call was taken with the following in attendance:

Present: Commissioners Furlong, Lang, Pearson

Excused: Commissioner Jasper

Unexcused: Commissioner Meintz

Public Comment: None

Department Head Reports/Comments: None

Approval of the Agenda: Com. Pearson approved the agenda, Com. Lang seconded. Motion carried 3/0.

Approval of the Previous Meeting Minutes: There are no previous minutes

Presentations: Christian Perreault, Senior Partner, Explorer Solutions ~ Commissioner Furlong requests to forgo the 20 minute limitation for the presentation. All commissioners agree. Explorer Solutions 1494, West Montarville St., St.-Bruno, QC Canada J3V3T5

Explorer Consulting Group was created in 1995 to provide innovative solutions in all areas of business intelligence, business networking for aero space manufacturers mainly we do market analysis' market research, market development, we will negotiate with businesses and airport services (planning) no engineering services. Impact studies and Airport Strategic Positioning Initiative (ASPI) what we're proposing to do for this airport. This project focuses on creating high value jobs, quality jobs and getting revenues for your airport from a non-passenger mode.

Enhance Economic Development:

<u>Projects</u>	<u>Investment</u>	<u>World Trends</u>
R&D Center	Hanger expansion	Civil UAV
Training facility	New Jobs	VLJ
MRO Center	New Research Project	Air Security
Production Facility		Aircraft Dismantling

First we try to see what your community has and can offer that could be matched with world trends. Once we do that then we can look at projects.

Our methodology is in three steps. It's a minimum of a two year process separated into three phases. Each step is contracted independently. If you don't like what we do in step one, you don't have to go to step two with us.

<u>Step 1 (3.5 mo. process)</u>	<u>Step 2 (1 yr. process)</u>	<u>Step 3 (6-8mo. process)</u>
Approx. cost \$45,000	approx. cost \$89,000	approx. cost \$30-40,000
Research & Identify innovative Sustainable aerospace & defense Concepts and niche projects	Research, meet & mobilize strategic partners, create steering committee to refine the project.	Market analysis feasibility study Implementation
We'll research and review.		

When we bring the project back, we're not trying to attract just one company; we will try to create an entire industrial cluster around a sub-sector of aerospace. At the end of phase one you'll have three niche projects that

can work at your airport. You'll have a group of aerospace manufacturers, research centers that can validate that project. And we are ready for the go ahead and start working on that project.

Step 2 – We put together a group of 20-30 senior executives that have a potential interest in the project. We want the project to be industry owned and industry driven. At the end of phase two, We will have a clear understanding on companies ready to invest.

Step 3 – Separate contract – finalizing the work. Making sure the companies do set up. Make sure the funding that shows in the business plan is there. Make sure the project starts operating.

Green aviation coalition throughout the U.P. and Northern Wisconsin applied for a grant and won.

Migreenaviation.com

Public Question: Nick Lakari: You explained during the second phase of the three step process, the potential of 20 or 30 presentations being made. What kind of a group will those presentations be made to at the local level?

How would you foresee that happening here? Christian: Throughout phase one, we will have seen who are the key industry players in the project. From there we will be able to define who would have an interest or who will be involved in the project. Ted Sauve: The study group that went up to Delta, Houghton/Hancock, Sawyer area, they have a regional carrier, we don't. Will it hinder the project because we don't have a regional carrier?

Christian: The only way it would be entered into the project, is if pilots need to get out. We would not bring in certain projects because of the difficulty to set up there. Ted Sauve: If additional buildings have to be constructed, that would be the expense of the airport? Not really. It can be included in the project, if necessary.

Agenda Items:

1. Personnel Items:

- a. None

2. Building and Grounds/ Parks Items:

- a. None

3. Miscellaneous Items:

- a. Discussion and Recommendation from Twin Co. Airport Commission and Ad Hoc Task Force – Nancy Douglas – The recommendation from the task force is: We recognize the Airport as a multi million dollar asset. We felt that this process that Explorer Solutions brings to us could help us to exploit this asset to improve our economy and benefit the entire community. The alternative is to simply do nothing...which has been the status quo. In our research we encountered ONLY positive feedback about the work Explorer Solutions has done. We recognize it will be a long and somewhat expensive process. It will require a very strong commitment on the part of the community and the two county boards. We think you ought to do phase one. And evaluate that and move on to phase 2 and then 3. We have recommended to the Airport commission to become a member of the GreenAviation coalition. That requires no fees. So from the Task Force Ad Hoc Committee we recommend going to phase 1 with explorer solutions. Commissioner Furlong would like to open this up for discussion. Everyone here should have an interest in this project.

Dale Axtell: Does anyone know where the boundary is between the City and County? Tim Spreen:

That'll be taken care of this year. That's one of the projects that we're involved with. Furlong:

We're looking into the "Physical" boundaries of the Airport, inside and outside of the fence and the jurisdiction within the city of Men. and the township of Menominee. This is not a part of the Explorer Solutions project. Lang: I was on the airport commission for a lot of years. I can

remember meetings that were just bull sessions. Put ideas on the table no matter how silly or practical. We were looking to expand the airport but never anything went beyond those sessions.

Nothing was ever perused that I'm aware of. This is a big decision we have to make; whether we want to make this big of an investment for this idea. Furlong: I'd like to publicly recognize our

airport manager for getting Explorer Solutions to come here. I have a comment on Christian's negative comment to the phrase "If you build it they will come"...example of that is the hanger.

We invested in the hanger, but it is still sitting empty. That phrase doesn't work. This is the first step of the counties weaning themselves from the airport. Charlene Peterson: Have any of the local

businesses been approached yet. Christian: NO Charlene: Is there any interest expressed? Pearson:

There were a couple of major business executives on the task force, (Enstrom Helicopter,

Marinette Marine) the fact that they were on the task force indicated an interest. Nancy: There are a lot of good ideas in the local community. The problem has always been the funding. Michael

Cramer: In the few months I've been here, there is interest in trying to utilize the airport as a hub

to attract interest in the area. Although the funding for a project like this can be very daunting. You're taking all the ideas from over the years and focusing on a one plan approach, having a planning expert is necessary for a first approach. I think it's a good idea. George Bousley: Introduced Nick Lakari, newly appointed to the Airport Commission. On the Marinette side we've been trying to get to this process for many years. It's an opportunity to move forward. In five to ten years we'll see results. I think it's a good idea. Pearson: I'd like to thank Tim Spreen for bringing this company to our attention and getting the ground work started. And thank Nancy Douglas for spearheading the task force. Nancy: This is an expensive project. I think you need to demonstrate as the two counties that you're willing to fund it. I am looking for assistance via grants, you should go at it as though you will fund it yourself, but I will try to find funding assistance.

b. Discussion of action for Marinette and Menominee County Boards

Recommendation of the committee is to move it forward to the County Board for an approval to begin phase one (step one) of the project. Cost for step one of the project is approx. \$45,000. This amount would have to be split between the two counties (Marinette and Menominee) meaning each county will be responsible for approx. \$22,500.

4. **Finance Items:**

a. None

Public Comment: None

Adjournment: Moved by Comm. Pearson, supported by Comm. Furlong to adjourn this meeting at 10:40 am. Motion carried, 3-0.