

## Rebman, Kevin

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**From:** DVStarr@aol.com  
**Sent:** Monday, November 19, 2007 10:28 PM  
**To:** DVStarr@aol.com  
**Subject:** MAC Commission 19 Nov 07

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Prior to the Full Commission meeting, there was a **Special Management & Operations Committee** meeting to consider the Anoka County/MAC/LLC Development and Lease negotiations.

The original agreement with Anoka County dates back to August 2005. During 2006, MAC constructed the runway extension and installed the ILS system with funds provided by Anoka County. However, the County's LLC did not begin construction of an FBO facility on the 39 acre "Northwest Building Area" as had been expected. The vast emptiness of the area was a source of frustration to tenants, MAC, and County officials. Within the past year, the membership of the LLC changed. Hollis Cavner was asked by Anoka County to get involved. Mr. Cavner is a Principal Partner of Pro Link Sports, organizer of the 3M Championship PGA Golf Tournament as well as other tournaments in the PGA Tour. Mr. Cavner and three associates assumed control of the LLC. They hired Michael Hodges, Aircraft Business Solutions, to help them recruit potential FBOs. Mr. Hodges' work is well known to Reliever tenants as he was the consultant hired by MAC to conduct two complete studies of Reliever Airport rates and charges. The LLC determined that they needed to have changes made to the original MAC/Anoka County/LLC agreement in order to create a viable business development plan. The motivating deadline to have an FBO built and operating is the Republican Convention in September 2008.

Gary Schmidt, MAC Director of Reliever Airports, introduced Hollis Cavner to the Commissioners. Mr. Cavner told the Commissioners that he was in the golf business, not the airport business. After being asked by Anoka County to be involved, his group began working with Michael Hodges. They shortly determined that they needed a management partner with a financial stake. They knew they wanted to compete with Signature FBO at MSP and with Regent at STP. The group they found to partner with has three components.

Rizvi Traverse is the financial backer-owner: <http://rizvitraverse.com>

Keystone Aviation is the FBO: <http://www.keystoneav.com>

Key Air is the aircraft manager: <http://www.keyair.com>

Mr. Cavner concluded that the proposed facilities will really "relieve" MSP & MSP, and MAC will be delighted with the look of the Northwest Building Area.

Next to the podium was Viq Shariff from Rizvi Traverse. He told the Commissioners that Rizvi Traverse has \$300 Million under management with about a third of that in aviation related investments. They are also into media-entertainment and financial services. He emphasized that Key Air & Keystone Aviation Services facilities have a country club atmosphere that caters to luxury. They work with late model large aircraft and expect to manage them.

Currently, Keystone is the FBO at Waterbury-Oxford Airport (OXC) in Connecticut. Their huge hangars are extraordinarily clean and organized. They have plans to expand in Florida and Los Angeles as well as in Minnesota.

Their plans for ANE include a 15,000 square foot terminal building. By the time the Republican Convention is held, they expect to have the terminal building and one 60,000 square foot storage hangar completed. Eventually, a 45,000 square foot maintenance hangar and additional 60,000 square foot storage hangars will be built.

The FBO will be selling jet fuel. They will not handle 100LL av-gas or service piston aircraft.

Commissioner Rehkamp asked if MAC could implement landing fees similar to what has been done at STP. Evan Wilson, MAC attorney, replied that Ordinance 101 will apply and can be changed by the Commission, so landing fees could be imposed.

Evan Wilson was complemented for his extraordinary time and effort in working through all the details with the LLC, Rizvi Traverse, Keystone Aviation, and Key Air.

The Committee unanimously voted in favor of the proposal.

Jon Olson, Anoka County Public Services Division Manager, and Anoka County Commissioner Scott LeDoux were clearly pleased by the positive response.

### **Full Commission**

#### **MIC**

The MIC Long Term Comprehensive Plan had been tabled by the Finance, Development, and Environment Committee earlier this month. However, Nigel Finney did tell the Commissioners that it would be on the FD&E agenda in December. He added that because the issue was so controversial, the meeting could be anticipated to be long and so the meeting would probably start well before the normal 10 AM time. The time will be posted on the MAC website prior to the meeting.

Bruce Wiley, owner of numerous rental hangars on MIC, attended the meeting “just in case they have a discussion!”

#### **ANE**

Commissioner Landy told the Full Commission that the earlier Committee discussion regarding the ANE development had been quite thorough. He added that this was a very exciting development. Commissioner Westerberg commented that ANE was in his MAC District. He said he had talked with all parties involved and would be voting for the proposal. The unanimous vote in favor of the proposal was followed by Chair Lanners comment that this was a perfect example of a public-public-private partnership.

Arlo Enerson and John Krack, officers of the Anoka County Aviation Association, attended the meeting to show support for starting construction as soon as possible.

Vivian Starr

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