



MINUTES
KALAMAZOO COUNTY AERONAUTICS
BOARD OF TRUSTEES
EXECUTIVE SESSION
November 10, 2011

Mr. Moshoginis stated that the purpose of this session is to discuss purchasing real property that is southwest and adjacent to the airport, which is currently owned by Pfizer. The property is approximately 109 acres. He stated that he has met with Pfizer and they have said they are willing to release the land to the airport as it makes the most sense. They are currently going through their protocols and will have surveying complete by Thanksgiving and will most likely have an answer by the Christmas holiday.

Mr. Moshoginis inquired as to donation of the land and Pfizer took it to their executive level and they are not interested in donation. They are getting appraisals. In the past the value was roughly \$1.9 million. He stated that in the master plan it shows the purchase in two phases, however the board does not have to do it in two, can do it in one, 10 acres at a time, etc. He wants to meet with them after their market analysis and make them an offer.

Mr. Tomko stated that if it can be done at once, that is what he would prefer. He does not feel the airport should pay \$1.9 million. Mr. Moshoginis stated he would prefer not to do it in phases but there is only so much capital to spend at one time. Discussion followed as to the actual physical property, access, size, commercial value and revenue aspects. Mr. Kurdys stated that the starting point should be what the airport can really afford at this point. Mr. Moshoginis said he does not want to purchase through federal funds due to not being able to make revenue on the land if purchased that way. Mr. Collver summed it up saying Pfizer is bargaining in good faith and the airport has expressed an interest in purchasing the property so now the board needs to see what they may come back with as a suitable offer. Mr. Collver asked about the capital funds and Ms. Simmons stated that the working capital will basically break even for 2012.

Mr. Moshoginis stated he does not expect the appraisal to come back at much less and Pfizer will not release it to anyone else. Mr. Collver concluded that when they come back with an appraisal, the board can move from there.

On a motion made by Mr. Duggan to close the session, seconded by Mr. Kurdys, the session closed at 11:57 a.m.