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BUSINESS & EMPLOYMENT OPPORTUNITIES

AIRMAIL '22



February 16, 2022

Issue 22-04

Legislative Update...

FAC continues to track important bills under consideration by the Florida legislature. There is activity on a number of key bills related to advanced air mobility, funding of airport and transportation projects, soil and groundwater contamination (PFAS), and ad valorem exemptions on airport leases. Be sure to monitor the State Affairs weekly call tracking and agenda posted on the committee's webpage.

Also, this week we posted several letters from in support of the elimination of the aircraft sales and lease tax (SB 786/HB 6051). Letter from [Melbourne Regional Chamber](#) and Economic [Council of Martin County](#). Be sure to share with your legislative delegation and lobby teams. Lastly, the TNC issue seems to be waning, thankfully. However, [click here](#) or check the committee web page for a very comprehensive benchmarking study done by Sky Harbor Airport in 2019 regarding rates and charges. Very interesting!

The next State Affairs Committee call will take place on Monday, February 21st at 2:30 PM.

Federal Affairs Washington D.C. Fly-in scheduled for March 2, 2022

The FAC Federal Affairs Committee will host the 2022 Washington D.C. Fly-in in coordination with the ACI-NA/AAAE Washington Legislative Conference. FAC in-person meetings will take place at the FIU campus located at 601 New Jersey Avenue, NW 20001. Congressional representatives will also have the option to meet virtually on a Zoom platform. Watch your email for an invitation to register – coming soon. [Click here](#) for the hotel being utilized for the ACI-NA event and group rate.



Federal Affairs 2022 Priorities:

- **Airport Improvement Program (AIP)** - **SUPPORT** authorizing the Airport Improvement Program at no less than \$3.35 billion for the traditional AIP account in FY22 — the same amount provided in the current fiscal year.
- **Supplemental Airport Improvement Program Funding** - **SUPPORT** an additional \$400 million in supplemental AIP discretionary grants — the same as the current level.
- **Omnibus Travel and Tourism Act of 2021** - **SUPPORT** the recovery of the travel and tourism economy in the wake of the COVID-19 pandemic.

Continued on next page...

The Act includes provisions that elevate travel and tourism matters at the Department of Commerce, promote travel and visitation goals for international travelers to the United States, updates the Department of Transportation's National Travel and Tourism Infrastructure Strategic Plan, and requires a study and report on the impacts of COVID-19 on the travel and tourism industry.

- **Unruly Passengers in Terminals and Aircraft** – **SUPPORT** legislation, business practices and protocols to mitigate the potential for interference with the safety and security of airport terminals and flights.
- **FAA Reauthorization Act of 2023** – **MONITOR** In 2018, Congress passed, and the President signed the FAA Reauthorization Act of 2018. The five-year reauthorization bill authorized funding for FAA programs and services from FY 2019 through FY 2023. Prior to receiving congressional approval, FAA had been operating on a series of short-term funding extensions since the last FAA reauthorization bill expired in 2016.

AROUND THE STATE

Gene Conrad named new President/CEO of The Aerospace Center for Excellence



The Aerospace Center for Excellence (ACE) and **SUN 'n FUN Aerospace Expo** (SnF) Board of Directors are thrilled to announce that Gene Conrad has been named the organization's new President/CEO commencing April 11, 2022.

Conrad, who was born in Oshkosh, WI and resides in Lakeland, FL, has been the Airport Director of **Lakeland Linder International Airport** since 2010. A graduate of Ohio State University with a degree in Aviation Management, his previous positions include Deputy Director, Marketing Air Service Development, Branson Airport, Hollister, MO and Air Service Coordinator & Marketing Manager, Dayton International Airport, Dayton OH. During his tenure at Lakeland Linder International Airport, Conrad managed a \$200M capital improvement program, negotiated a 50-year lease with Amazon Air Cargo and led the successful relocation of the National Oceanic and Atmospheric Administration (NOAA) Aircraft Operations Center to the airport.

Rick Garcia, President/CEO of Gulf Coast Avionics, and the Chairman of the Board of Directors, Aerospace Center for Excellence said, "Gene's track record and success here at Lakeland Linder International Airport makes him the best choice for the future of the Aerospace Center For Excellence and the SUN 'n FUN Aerospace Expo." Having volunteered at EAA AirVenture for over 34 years, Gene is well prepared to acclimate into the volunteer culture of a non-profit aviation organization. He is set to officially join the team on March 7, 2022 to start the transition to be the next CEO following the completion of the 2022 SUN 'n FUN Aerospace Expo.

"After working closely with Gene as the Airport Manager over the last 10 years I can state without reservation that his heart and passion has been to ensure that the future of ACE and SnF was protected for future growth. I am looking forward to seeing ACE/SnF reach new heights of success under his leadership.", stated Lites Leenhouts, current President/CEO of ACE/SnF. When asked his thoughts on this new challenge, Gene stated, "I am both humbled and honored to be given the opportunity to lead such an incredible organization that just within the last several years has evolved from not only a major aviation expo, but now a nationally recognized Aerospace Youth Education Complex, educating thousands of students annually. I am anxious to join the team and share in my passion for aviation."

Orlando Executive Airport maintains momentum with strong 2021 activity

(Source: GOAA.org)

General aviation activity at Orlando Executive Airport (ORL) in 2021 showed impressive improvement from the previous year. In fact, in terms of operations, ORL posted its highest statistics since 2007. With the exception of the lightly-impacted pandemic year of 2020, activity at Orlando Executive has been trending upward for the past five years.

Overall, operations at ORL totaled 147,893, which was an improvement of more than 20 percent over 2020. The single busiest month was October with 13,914 operations. More than 4.6 million gallons of aircraft fuel was pumped, a nearly 47 percent increase over the previous year. U.S. Customs and Border Protection (CBP) agents were busy as well. The CBP office oversaw 704 international operations in 2021 as compared to 346 the year before. June was the busiest month with 96 international flights.

"General aviation continues to be an essential component of Central Florida's economic vitality," said Judith-Ann Jarrette, Director of General Aviation. "The increasing activity and growing interest at Orlando Executive Airport highlight the role we play in serving the business, leisure, emergency medical and law enforcement aviation needs of our community."

As the designated reliever airport for Orlando International Airport (MCO), ORL can handle a variety of aircraft from helicopters to single engine planes to the largest corporate jets. By comparison, MCO hosted 27,740 general aviation operations and sold 304,198 gallons of fuel in 2021. According to the most recent statistics compiled by the Florida Department of Transportation, ORL contributes \$622.9 million of total economic impact to the state of Florida.

NBAA Returns to ORL

The 2022 National Business Aviation Association (NBAA) Convention & Exhibition will return to Orlando from October 18-20. Orlando Executive will host the static aircraft display for the 12th time in the last 26 years. The annual NBAA convention is the world's largest business aviation event that traditionally brings in over 100 aircraft, 25,000 attendees and generates an estimated \$49 million of economic impact.



**GREATER ORLANDO
AVIATION AUTHORITY**

AIRPORT MEMBERS ... Are you interested in hosting the 2024 55th Annual FAC Conference and Exposition?

This is the largest event of the year for the Council and is always well attended. The conference hosts over 700 delegates representing airports, state and federal agencies and aviation businesses. This event also brings notable economic impacts to the area due to the expenditures of participants for hotel accommodations, dining and entertainment, and corporate events that are planned during the week of the conference. Occupied hotel room nights for the four-day event are forecast at over 1,500. An estimate of the economic impact of our 50th Annual Conference in July 2019, using an Economic Impact Calculator (EIC) developed by the Destination Marketing Association, Inc. valued the total economic impact for the FAC event at \$1.3 million.

Contact Lisa@floridaairports.org if your interested.

WSP USA

Amy Gilleece
One Penn Plaza
New York, NY 10119
Phone: (212) 465-5000
Email: amy.gilleece@wsp.com



Talks advance for vertical Miami International Airport cargo hub

(Source: [MiamiTodayNews.com](#))

A county committee voted on February 8th to let Mayor Daniella Levine Cava directly negotiate creation of a unique vertical cargo mega-hub MIA, which is nearly at cargo capacity. The Airports and Economic Development Committee proposal now heads to a full commission vote.

The committee agreed with the mayor's aim to reject an unsolicited proposal to design, build, finance, operate, and maintain the cargo hub at MIA, to not solicit bids for the same purpose, and to let her administration start direct negotiation with proposers CCR USA Airport Management Inc. and AIRIS USA LLC.

The resolution was pushed back at a Jan. 11 meeting over concerns about a 50-year lease. Commissioner Jean Monestime had asked for more time to analyze the proposal, arguing that "this has not been properly vetted." John Carver, executive director of CCR Airports USA, addressed the concerns Tuesday and said the project was redesigned to locate the vertical hub over 29.4 acres of Aviation Department land and would not include land owned by the Florida East Coast (FEC) Railway or the area directly adjacent to the railway corridor.

An amendment by resolution sponsor Raquel Regalado says the proposal must not conflict with a plan proposed by FEC and Atlas Air, which are already active at the airport, or include any land owned by the railway. The amendment directs the mayor to report if negotiations fail.

The \$2 billion privately-funded project proposes a 50-year lease to develop in four years a five-level, 1,706,575-square-foot structure able to yearly handle 4.95 million tons of cargo, more than double present use. The proposers were to build temporary facilities to house current cargo while the vertical facility is being built. Mr. Carver said they relocated them east to the project area to avoid conflict with space Atlas Air uses.

To request proposals on the same project and run a procurement process would take two to 2.5 years and then four years to build, Aviation Director Ralph Cutié said.

Asked by Commissioner Danielle Cohen Higgins if he had concerns over building the first vertical cargo hub even though the proposers have built similar structures, he said, "I think any minor concern that we would have is overtaken by the fact that we are almost at capacity right now."

In 2021 MIA handled 2.7 million tons of freight, up 17% from 2.3 million tons in 2020. International freight grew 17% to 2.2 million tons, while domestic freight rose 15% to 500,000 tons.

[Keep Reading...](#)

DATES TO REMEMBER

Event	Location	Date
Florida Legislative Regular Session	Tallahassee	Jan. 11– March 11, 2022
FAC Federal Fly-In	Washington, D.C.	March 2, 2022
CFASPP Round 2022-1	Various Locations	Feb. 15–March 3, 2022
2022 FAC Annual Conference & Exposition	Orlando, FL	July 31–Aug. 3, 2022

Please email lisa@floridaairports.org with calendar updates.

Record number of passengers used Sarasota Bradenton International Airport in January

A record number of passengers traveled through Sarasota Bradenton International Airport in January – continuing a trend of record-breaking increased use of the airport. A total of 302,189 passengers traveled through the airport in January, a 138% increase over the 126,704 passengers in January 2021.

That sum also represents the highest number of passengers for the month of January in the history of SRQ. “We continue to be pleasantly surprised by the number of passengers who choose SRQ, especially last month, with the many weather-related cancellations,” Rick Piccolo, president and CEO of the Sarasota Bradenton International Airport said in a news release. “In January, we had 282 flights canceled, primarily due to the multiple cold fronts moving across the United States.

“Flight schedules are returning to normal as we prepare for our peak months of March and April.” Piccolo anticipated record-breaking growth to continue as airlines add new destinations. Allegiant Air will begin new nonstop service to Akron-Canton, Ohio on March 3 and to Appleton, Wisconsin on March 11.

During the second year of the COVID-19 pandemic, the Sarasota-Bradenton area experienced enormous pent-up leisure travel demand. This led to unprecedented traffic at the airport, which saw more than 3 million passengers in 2021, 57% higher than its previous busiest year on record. As a response to the demand, the airport is planning a huge expansion. This year, plans include breaking ground on a new ground transportation facility, improving and expanding concessions and a new ground-level terminal with at least five new gates.

Miller takes reins at Hernando airport

He once was the kid at the airport fence, gazing at the planes and dreaming of flying. Today, he’s the man in the head office of the



airport, but you can tell that there’s a love of flying, airplanes and airports, even though everything has changed in aviation since he was a teenager. **Steve Miller**, 56, says he’s happy he came to Hernando County and the Brooksville-Tampa Bay Regional Airport to be its manager.

“I always wanted to be in aviation,” he said, “going way back to my early life in the ‘70s in Chicago.” At 14, he went to an aviation summer camp. “I got my first five hours of flight time at aviation camp, so then I was off,” he said. Miller went from the airport fence to a private and commercial pilot’s license, but didn’t go further in his flying. He changed course, he said, and went into aviation management because the airline industry is so cyclical. One day, pilots could be making high-five or six figures flying a jet, and the next day they could be lining up for unemployment. Even now, amid COVID and a shortage of pilots that has airlines canceling flights, many wonder how stable airline jobs are.

Miller studied toward and earned a degree in aviation management from Southern Illinois University. He worked in operations for United Airlines at O’Hare, and later had a job in passenger services with Delta Air Lines at Dallas-Fort Worth. “After Delta, I got into the airport management side of things,” he said. He’s also worked at Columbia Metropolitan Airport in South Carolina, Lebanon Airport in New Hampshire and for the Tucson Airport Authority.

Continued on next page...

He was airport director for Marana, Ariz., which is a regional reliever for Tucson's international airport, about 30 miles away, and had lots of corporate jet traffic.

He's having a new house built in Homosassa and is getting used to the Florida weather. He is worried about the humidity — and the hurricanes — in the summer months, but for now he's content to learn the ins and outs of the airport.

The lack of airline service at Brooksville-Tampa Bay Regional Airport is a plus, he said, because it's not subject to the whims of airlines that seem to come and go at small airports. [Keep Reading...](#)

AROUND THE NATION

U.S. vows tough line on criminal flight disruptions, not backing no-fly list

(Source: Reuters.com)

The U.S. Justice Department on Tuesday said it is "fully committed" to holding disruptive airline passengers who violate federal law accountable, but did not endorse Delta Air Lines' request to add convicted passengers to a government no-fly list.

Delta (DAL.N) Chief Executive Ed Bastian, in a letter first reported on Friday by Reuters, asked U.S. Attorney General Merrick Garland to place passengers convicted of on-board disruptions on a national "no-fly" list that would bar them from future travel on any commercial airline. Bastian said the action would "help prevent future incidents and serve as a strong symbol of the consequences of not complying with crew member instructions on commercial aircraft."

Justice Department spokesman Joshua Stueve said on Tuesday the department "is continuing to prioritize the investigations and prosecutions of those who engage in criminal behavior that threatens the safety of passengers, flight crews, and flight attendants."

The Justice Department "will be referring Delta's letter to appropriate departments," Stueve added.

Transportation Secretary Pete Buttigieg told CNN Monday that "we need to take a look at" placing unruly passengers on a federal no-fly list. [Keep Reading...](#)

FLORIDA AIRPORTS COUNCIL 2022 ANNUAL CONFERENCE & EXPOSITION

JULY 31 - AUGUST 3, 2022
HYATT REGENCY GRAND CYPRESS
ORLANDO, FL

Registration details to come soon...

<https://www.floridaairports.org/>



Greater Orlando Aviation Authority

Kissimmee Gateway Airport

Daytona Beach Int'l Airport

Orlando Sanford Int'l Airport



Ford International launches Grant Program to develop, introduce new high-tech air travel solutions

The Gerald R. Ford International Airport Authority has introduced the Ford Launchpad for Innovative Technologies and Entrepreneurship (FLITE), which provides grants and testing opportunities to companies focused on bringing emerging air travel technology solutions to market.

Launched at the Grand Rapids, Mich. airport with support from the Michigan Economic Development Corp. and Southwest Airlines, FLITE is one of the first airport-based initiatives in the nation and provides funding to encourage design, development and pilot testing of new products and services in a live airport environment.

To date, \$150,000 in grants has been provided to: Aurrigo, for its Auto-Sim software platform to create a digital twin of airside operations; WHILL, an autonomous mobility device; and Sunflower Labs, a remote autonomous drone-in-a-box security system.

Ford International "has long been an economic catalyst for West Michigan," said Tory Richardson, A.A.E, president and CEO of the Airport Authority. "FLITE enables us to harness that power and partner with entrepreneurs and established companies focused on developing innovative new products and services to improve air travel and foster a statewide ecosystem for innovation, entrepreneurship and tech-sector growth."

"We can now offer this select group of companies the invaluable opportunity to test their products in the real-world airport environment," he added. "Successful products ... can scale up to meet the demands of larger airports while improving the overall experience for our guests."

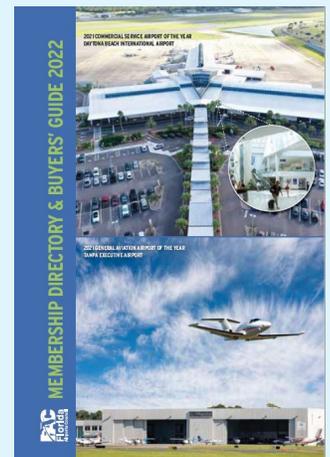
More than 20 businesses submitted grant applications for the first round of funding. Interested parties for the second round of grants, which will be awarded in June, can get more information and apply here. The airport hopes to expand the financial support of FLITE by adding sponsors and other supporters, including venture capital firms, interested in investing in the technology being developed. As the pilot shortage continues, it seems likely other airlines will follow suit this year and also increase pilot pay.



Attention FAC Members:

The 2022 Membership Directory and Buyer's Guide is [HERE!](#) [Check it out online](#) after logging into your membership portal. Each POC member will also be receiving a couple copies very shortly! They have been mailed to the POC/ address we have on file. If you are not sure where that is, please contact the FAC office at (407)-745-4161.

Congratulations to **Daytona Beach International Airport** and **Tampa Executive Airport** for winning 2021 Commercial Service and GA Airports of the year!



Sustainable aviation fuel costs more but consumers will be willing to pay, IATA chief says

Sustainable aviation fuel's main challenge relates to volume rather than airlines' desire to use it, and consumers will be willing to pay the extra costs associated with its uptake, the director general of the International Air Transport Association told CNBC recently.

"I think quantity is the main issue at the moment," Willie Walsh, who was speaking to "Squawk Box Europe" on Friday morning, said. "We used about 100 million liters of sustainable aviation fuel in 2021 — that's a very small amount compared to the total fuel required for the industry."

Looking ahead, Walsh said airlines had ordered 14 billion liters of SAF. "I think that addresses the issue of whether airlines will buy the product," he said. Walsh noted this was happening even though the price of SAF was "about two and a half times the price of jet kerosene. When you factor in the cost of carbon, you're looking at maybe ... twice the price of kerosene."

While there appears to be some demand for SAF, meeting it is another question entirely and its road to dominance in the sector looks to be a long one. With "appropriate government policy support," IATA says it expects to see SAF production hit 7.9 billion liters by 2025, which would meet just 2% of the overall fuel requirement. By the middle of the century, the trade association says production would jump to 449 billion liters, or 65% of the sector's needs. [Keep Reading...](#)

U.S. offers \$69 million in aviation manufacturing assistance

(Source: Reuters.com)

The U.S. Transportation Department said on Friday it was offering \$69 million to 127 aviation manufacturing and repair businesses under a COVID-19 relief program created by Congress in 2021.

In total, the department has offered \$673 million nationwide in three rounds of awards. Some previously offered awards were not ultimately paid.

The \$3 billion aviation manufacturing payroll subsidy program covers up to half of eligible companies' compensation costs for up to six months. Grantees may not conduct furloughs without employee consent or lay off workers covered by subsidies during that period.

The application process is now closed. It is unclear what will happen to the undistributed funds.

Among the 593 awards granted are \$75.5 million to Spirit AeroSystems (SPR.N), \$20.9 million for Connecticut-based Hexcel Corp (HXL.N), \$17.5 million to BAE Systems Controls (BAES.L), \$12.9 million to Airbus' (AIR.PA) U.S. arm, \$15 million to Learjet, a unit of Bombardier Inc, and \$12.5 million to Dassault Falcon Jet Corp.

France's Safran (SAF.PA), the world's third-largest aerospace supplier, was offered about \$40 million for various U.S. units. The department said the awards will support 31,000 U.S. manufacturing jobs in 43 states. U.S. Transportation Secretary Pete Buttigieg said the funding will help "keep America's aviation industry strong as it continues its robust recovery."

To qualify, a company must have involuntarily furloughed or laid off at least 10% of its total workforce, or experienced a decline of at least 15% in 2020 total operating revenue. Senate Commerce Committee Chair Maria Cantwell said Friday "supporting aerospace manufacturing employers during an unprecedented aviation industry slowdown is not only the right thing to do, it's the best way to keep local economies diverse and thriving."



DISCOVER ENGINEERING

Engineers Week is February 20-26, 2022 – Celebrate the achievements and contributions of the engineering industry. *"Reimagining the Possible"* is the 2022 theme. [Click here](#) for information regarding how members can inspire our youth, engage kids in the classroom and more!

EDUCATION FOUNDATION

2022 Scholarship Recipient Liesl King shares how the FAC Education Foundation Scholarship is helping her soar to new heights

Liesl was one of the seven students awarded an FAC Education Foundation Scholarship for the 2022 year. She is currently pursuing her Masters of Science degree in Aviation Management at FIT and works at Valkaria Airport as the Airport Operations Specialist. See what she had to say about how the scholarship benefitted her this year...



"I would like to thank each person that is involved in the Scholarship Foundation for the opportunity to further my aviation education. I would also like to sincerely thank each person that was part of the Scholarship Committee, that took time out of their busy schedules to interview and select this year's scholarship recipients. I am truly grateful for the overwhelming encouragement and support that I received from every member of the committee. The interview experience truly gave me confidence in myself and affirmed that I have a future in the Florida Airport System. Thank you so much for this! By awarding me a Florida Airports Council Scholarship, you have lightened my financial burden which allows me to focus more on the most important aspect of school, learning. Your generosity has inspired me to help others and give back to the community. I hope on day I will be able to help students achieve their goals just as you have helped me." - Liesl M. King

Congratulations Liesl!

Take a sneak peak at this years Fun Run medal!

This years Virtual Fun Run will be opening shortly. Help the Education Foundation raise funds to be able to award internships and scholarships to future aviation professionals. A huge thank you to **Flagler Executive Airport Director and FAC Chairman, Roy Sieger**, for designing and donating the 4th series medal for the race!



Business & Employment Opportunities



Request for Offers 21-63

Purchase & Implementation of Software for GASB-87 Compliance: *Lee County Port Authority*

For additional details click [HERE](#)

Request for Bids 22-26

Legal Notice- Rehabilitation of Roads-Project 1: *Lee County Port Authority*

For additional details click [HERE](#)

Request for Letters of Qualifications 22-20

Architectural and Engineering Services: *Lee County Port Authority*

For additional details click [HERE](#)

Request for Bids

Taxiway A Construction: Quincy-Gadsden Airport Authority

For additional details click [HERE](#)



Request for Bids

BP-S00193, South Employee Lot (Project): *Greater Orlando Aviation Authority*

For additional details click [HERE](#)

Request for Bids

BP-496 East Airfield Taxiways Rehabilitation-Phase 2: *Greater Orlando Aviation Authority*

For additional details click [HERE](#)

CONTACT US!

www.floridaairports.org

Business Office

5802 Hoffner Ave., Suite 708
Orlando, FL 32822
Phone: (407) 745-4161
admin@floridaairports.org

Governmental Affairs Office

2713 Blair Stone Lane
Tallahassee, FL 32301
Phone: 850-765-2122
Fax: (850) 224-7704

Business & Employment Opportunities

Employment Opportunity

Airport Operations Agent II: *Gainesville Regional Airport*

For additional details click [HERE](#)



Request for Qualifications

South Quadrant Hangar Development Project: *Naples Airport Authority*

For additional details click [HERE](#)



Employment Opportunity

Project Coordinator: *Punta Gorda Airport*

For additional details click [HERE](#)



Request for Bids 01-2022 TCF

Construction of Taxiway Charlie & Foxtrot Rehabilitation: *Sarasota Manatee Airport Authority*

For additional details click [HERE](#)



Request for Bids

PB 22-1 Miscellaneous Drainage Repairs: *Palm Beach International Airport*

For additional details click [HERE](#)



www.floridaairports.org

Business Office

5802 Hoffner Ave., Suite 708
Orlando, FL 32822
Phone: (407) 745-4161
admin@floridaairports.org

Governmental Affairs Office

2713 Blair Stone Lane
Tallahassee, FL 32301
Phone: 850-765-2122
Fax: (850) 224-7704

Business & Employment Opportunities



Employment Opportunity

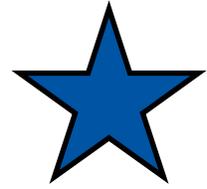
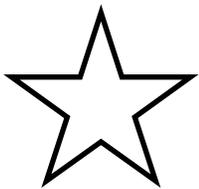
Business Specialist-NPA: *Broward County Aviation Department*

For additional details click [HERE](#)

Employment Opportunity

Manager, Marketing & Terminal Advertising: *TBI U.S. Operations, Inc.*

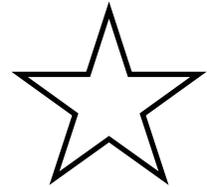
For additional details click [HERE](#)



21 FEBRUARY

PRESIDENTS DAY

UNITED STATES OF AMERICA



CONTACT US!

www.floridaairports.org

Business Office

5802 Hoffner Ave., Suite 708
Orlando, FL 32822
Phone: (407) 745-4161
admin@floridaairports.org

Governmental Affairs Office

2713 Blair Stone Lane
Tallahassee, FL 32301
Phone: 850-765-2122
Fax: (850) 224-7704