

e-Link is a quarterly newsletter for our tenants, vendors and business partners to stay linked in with the projects, accomplishments and development at Southwest Florida International Airport and Page Field.

January 2012

- The Lee County Board of Port Commissioners elected Commissioner John Manning as chair for 2012 during its first meeting on Jan. 9. Commissioner Brian Bigelow was then appointed as vice chair by Commissioner Manning.
- HMSHost held a grand opening and ribbon cutting ceremony for Shula's Bar & Grill at Southwest Florida International Airport on Jan. 17. This is only the second Shula's restaurant to open at an airport. The event was highlighted by the appearance of Pro Football Hall of Fame and former Miami Dolphins Coach Don Shula. Coach Shula signed autographs and welcomed guests.
- The Airports Special Management Committee elected Noel Andress as chair for 2012 during their meeting held on Jan. 31.



Photo by Roger Hutton

February 2012

- Page Field hosted the Collings Foundation "Wings of Freedom" Tour from Feb. 8 to 10 on the Base Ops Ramp. The tour featured historic World War II era aircraft including a B-17, B-24 and P-51. The event was well attended by vintage aircraft enthusiasts and generated more than \$8,000 in fuel sales and \$2,000 in merchandise sales at the Base Ops Exchange gift shop.
- JetBlue debuted a custom-painted Airbus A320 to celebrate their partnership with the Boston Red Sox and the 100th birthday of Fenway Park. Its inaugural flight from Boston landed at RSW on Feb. 20 with fan and media attention.

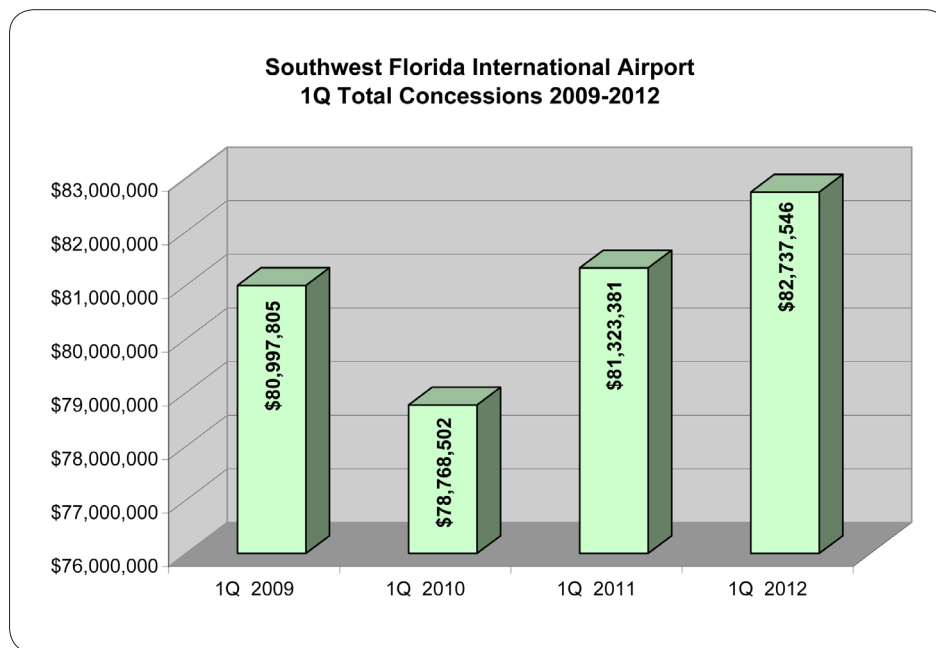


- The Lee County Port Authority 2012 United Way Campaign was successfully completed in February 2012. LCPA employees, along with help from our airport partners, raised \$14,419 to benefit United Way of Lee, Hendry and Glades. We exceeded our fund raising goal by 5 percent.



March 2012

- The merger between United and Continental was finalized on March 3. All airport signage, flight and website information has been changed to United.
- The AVTRIP 2-4-6 promotion program was launched at FMY to encourage participating pilots to increase their fuel purchases at Base Ops. Implementation included staff training and development of controls and program monitoring. The program has generated more than 2,306 gallons of additional fuel sales since January 2012.
- Southwest Florida International Airport's 2012 first quarter total concession sales increased 1.7 percent compared to the first quarter of 2011.



Meet Paragon Flight Training @ FMY

Across the airfield from Base Ops at Page Field, the Paragon Flight Training hangar is the kind of place you walk into and instantly feel at home. You are greeted with warm smiles and a friendly atmosphere – and even a cup of coffee! That welcoming attitude is part of what makes Paragon Flight Training such a successful business at Page Field – and in the community. Paragon is a family-owned business founded in 2006 by Kevin Schoensee and his wife, Nicole. Presently, their son, Chris, and his wife Sarah, are taking on a larger role in managing the business.

This big-hearted organization supports local charities like Swampee's Heroes, which partners a sick child with a Florida



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Everblades hockey player and sends them off on a fun and memorable plane ride. They also participate in Operation Open Arms, which gives veterans the opportunity to take flights.

Paragon Flight Training specializes in preparing their students to become certified pilots through a personalized instructional program. "If someone is interested in learning how to fly, we take them out for a discovery flight where we show them the ropes and discuss what it takes to be a pilot," Chief Flight Instructor Jeffrey Wolf explains. "If they decide to pursue their

pilot certification, they begin with ground school, which is a web-based program designed to give them the knowledge required to understand regulatory practices, read instrument panels and actually fly a plane. They receive visual training through videos and slides, as well. Once the student is up to speed on their ground training, they can start cockpit training with an instructor. And that's when the fun really starts!" he says.

"Our most versatile training aircraft in the fleet is the Tecnam P2006T," Sarah Schoensee tells us. "It's a twin-engine aircraft that can take a student from beginner to airline pilot, depending on how far they want to go with it." The plane can operate on automotive fuel, also known as mogas, and only burns about 10 gallons per hour, compared to other aircraft that burn two to three times more. According to Sarah, "This helps keep costs down for students, who have really been impacted by higher fuel prices." In addition, they have added a Redbird FMX Flight Simulator to their flight training school. This state-of-the-art machine features a fully enclosed cockpit with +200° wrap-around visuals and scenario-based training programs to give students the feeling of handling an aircraft while they are still on the ground. The FMX can be reconfigured to represent all the airplanes in Paragon's fleet and is a full-motion platform, which means it moves to mimic the motion of an airplane.



Recently, Paragon introduced a new look for their company, including an updated logo, website and brochures. "We wanted to give the logo more of an aviation feel," says Sarah. Paragon will continue to refresh their marketing materials throughout 2012. Visit their new website at www.paragonflight.com and check out all their products and services – from scenic flights to pilot school, there is something for everyone. You can also see the latest images of their fleet, training equipment and meet the talented staff of Paragon Flight Training. With all these recent updates, Paragon continues to operate a thriving and professional business and LCPA is proud to have them as one of our partners at Page Field.

