



## **JONATHAN T. CLARK, FAM CHIEF EXECUTIVE OFFICER**

### **PROJECT EXPERIENCE | OVERVIEW**

Mr. Clark is an innovative and performance-driven Chief Executive Officer with a deep passion for technology and business. Experienced in managing all aspects of business development. He is an entrepreneurial business professional with 10 years' experience possessing a strong emphasis in real estate acquisitions, master development, construction, property management, sales, client-vendor relations, business start-up and development, and ability to quickly implement specific and timely service programs to maximize sales all while ensuring compliance. Mr. Clark has years of experience in the multi-family, commercial, and residential construction field.

#### **Key Attributes:**

- **Detail-oriented, dedicated, and highly motivated Business Owner with in-depth research, analysis, and customer care experience.**
- **Solid analytical, communication, interpersonal, problem solving and critical thinking skills.**
- **Proven track record of identifying labor, material, and time requirements by analyzing proposals, construction plans, specifications, and associated documents.**
- **Possess a thorough understanding of fundamental construction principles, specialty sales, leadership, project management, and customer service.**

### **CURRICULUM VITAE**

#### **CURRENT POSITION: CHIEF EXECUTIVE OFFICER (COO)** **FLORIDA AIRPORT MANAGEMENT LLC., 2021- Present**

**Avon Park Executive Airport—CEO |** Performed Executive Leadership Role for FAM Team at AVO. Developed Airport Public Private Partnership scenarios for AIPP Program. Performed AVO ORTP Facility Assessment, Planning and Updates to Capital Improvement Program as well as oversaw The Avon Park Executive Airport Proforma and Strategic Business Development Goals for the Airport.

- Built great rapport with all vendors and clients to grow a relationship and generate business.
- Personally led 100's of real estate acquisitions and have performed millions in development costs, deferred maintenance, and insurance rehabs.
- Managing inventory levels and conducting market research to stock the latest inventory.
- Started multiple companies from the ground up, while wearing every hat of the company.
- Key administrator in the development of annual business plans, forecasts, and budgets as well as short and long-term growth strategies.
- Handling all finance and employee administration responsibilities including benefits, accounts payable/accounts receivable, payroll, workers compensation, unemployment, and all required federal and state government filings.
- Maintaining a working knowledge of federal regulations and local ordinances related to work.
- Performing market and consumer research, evaluating ROI for new product risk versus earning potential
- Communicating with clients, and other individuals to answer questions and explain information.
- Preparing and submitting budget estimates, progress reports, or cost tracking reports.

#### **YEARS EXPERIENCE: 15**

**5 Years at FAM**

**10 Years at Others**

#### **EDUCATION AND MILITARY TRAINING:**

**NATA - Trained Fuel Line Supervisor - 2022**

**Embry-Riddle Aeronautical University | Studies in Engineering Physics/Mathematics | 2009 - 2011**

**U. S. Navy | Studies and practical application in Nuclear, Chemical and**

**Mechanical Engineering | 2002 - 2006**  
**Boilermaker | Propulsion, welding, heavy 'rigging' and crane operations | 2006 - 2009**

**Licensed Florida Real Estate Agent | 2011 - 2020**

- Highly efficient at monitoring local, state, and federal policy to effect positive economic development and climate change initiatives.

## **PROFESSIONAL EXPERIENCE:**

### **Entrepreneur | Orlando, FL. | May 2019 – Current**

**Avon Park Executive Airport—CEO** | Performed Executive Leadership Role for FAM Team at AVO. Developed Airport Public Private Partnership scenarios for AIPP Program. Performed AVO ORTP Facility Assessment, Planning and Updates to Capital Improvement Program as well as oversaw Proforma and Strategic Business Development Goals for the Airport

**CEO/Founder Florida Airport Management – Assists municipalities in airport management through public-private partnerships or Airport Investment Partnership Program**

**CEO/Founder American Hemp Manufacturing – First Federally back industrial hemp company since 2018 Farm Bill as a candidate of the USDA 9003 “First of its Kind” technologies program for Biorefineries, Bio-Based Chemicals, and Bio-Based Products**

### **Entrepreneur | Orlando, FL. | May 2014 – 2019**

**Orlando City Builders Group – General Contracting and Roofing Company**

**Orlando City Consulting** – Insurance claim consulting for property damage.

**A Clear Permit** – Permit expeditious services for new construction and expired permits.

**InterVision-Homes** – Acquired and rehabilitated distressed properties

### **Hilton-Parc Soleil/HGVC | Orlando, FL. | February 2011 – May 2014**

***Sales Executive***

Achieved the highest grossing sales volume corporate-wide in 2012 with sales totaling 1.4 million.

Consistently maintained a 14% close rate, surpassing the company average of 7%. Numerous monthly sales achievement awards received.

### **LA Fitness®Orlando, FL. | January 2010 – February 2011**

***Sales Manager***

**Managed the business development and sales goals for the highest grossing club in Central Florida. Consistently and significantly exceeded the daily volume record, once with \$22,000 in new membership sales in one day. Daily average nationwide was about \$1,000 per day or less.**

### **Embry-Riddle Aeronautical University®Daytona Beach, FL. | August 2009 – January 2011**

***Adjunct Mechanics Professor***

Instructed on structural design and maintenance of power generation units.

Managed university workshop hours to provide additional support and instruction to students working on various engineering projects.

Provided supervision and mentorship to students in welding projects, providing oversight in the construction of student projects.

### **Union Boilermaker/Bechtel Corporation | Puyallup, WA | March 2006 – July 2009**

**Welder/Rigger**

Critical member of team responsible for the erecting, construction, and revision/maintenance of power plants and refineries across the United States.

Constructed gas turbine co-gen stations across the U.S.

Responsible for the day-to-day management of the largest crane operations in the U.S.

**United States Navy | February 2002 – February 2006*****Boiler Technician***

Nuclear engineering on U.S.S. Abraham Lincoln CVN -72.

Chemical engineering on U.S.S. Peleliu LHA – 5.

Leader of the firefighting and damage control teams for all engineering spaces on the U.S.S.

Abraham Lincoln CVN -72 and the U.S.S. Peleliu LHA – 5.

EMT trained and certified annually.

**CIVIC WORK**

**Associate Supervisor of the Orange County Soil and Water Conservation District | 2016 -- 2019**



## **MICHEAL D. POWELL, FAM COO**

### **WORK EXPERIENCE | OVERVIEW**

**YEARS EXPERIENCE: 23**  
**3 Years at FAM**  
**20 Years at Other**

Mr. Powell has more than 23 years of experience in managing and operating airports. His background includes all Federal and State compliance, safety, purchasing, airport security, airport operations, strategic planning, business development, administration, and project management. Serving as both Executive Director and Chief Executive Officer of three airports owned by the Titusville-Cocoa Airport Authority where he was directly responsible for oversight of all public relations, administration, finance, business development, grants, facilities, operations, maintenance, marketing, and consulting firms. He approaches airport operations with the safety and security of the aviation and local community at the top of his mind. He oversaw the lengthy and detailed application process, receiving approval from the FAA, for a Spaceport License for one of his airports. It was the 12th Spaceport in the US at that time.

#### **Key Attributes:**

- **Extensive and in-depth experience in Master Planning.**
- **Effective in solving complex problems on projects.**
- **Natural ability for generating creative and innovative solutions.**
- **Special aptitude for integrating diverse viewpoints.**
- **Brings high energy and leadership to the team.**
- **Attuned to serving the client and their team.**
- **Reputation for taking the initiative and seeing a task to completion.**

#### **EDUCATION:**

Embry-Riddle Aeronautical  
University, Daytona Beach,  
FL 04/03  
Education Embry-Riddle  
Aeronautical University,  
Daytona Beach, FL 04/03

Master of Aeronautical  
Science, Airport and Airline  
Management

Master of Aeronautical  
Science, Airport and Airline  
Management (Master's  
Thesis on Biometrics)  
08/01  
Bachelor of Science in  
Aeronautical Science,  
Aviation Studies  
Minor in Aviation Safety

#### **CERTIFICATIONS:**

Harvard Business School  
HBX CORE Graduate  
Certification:  
Financial Accounting,  
Business Analytics,  
Economics for Managers,  
Real Estate Management &  
RE Financial Management

#### **CURRICULUM VITAE**

##### **CURRENT POSITION: CHIEF OPERATIONS OFFICER (COO)** **FLORIDA AIRPORT MANAGEMENT LLC., 2021- Present**

###### **Experience**

**Florida Airport Management, Avon Park, FL**

**4/21-Present**

Working for an eleven-member Board of Directors, directly responsible for assessing and correcting any and Present all deficient areas associated with the newest airport acquisition, oversight of all strategic development, public relations, administration, finance, business development, grants, facilities, operations, maintenance, marketing, and consulting firms. Directs the daily operations of a quickly growing/evolving airport. Responsibilities include: customer service, community leader, positive ambassador for aviation, property management, lease negotiations, emergency/ incident/crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management supervision, crisis communication planning, Airport Certification Manual and Airport Emergency Plan implementation (above what is required), Airport Security Plan management, airport ground vehicle operations, and hurricane / disaster planning and recovery working with Florida Department of Emergency Management and Duke-Energy.

**Vice Chairman, The ROCI Group, Avon Park, FL**

**6/21-Present**

Providing general direction, support, and improved policies to staff to foster a positive environment for present success.

**Vice Chairman, American Hemp Manufacturing, Avon Park, FL**

**6/21-Present**

Providing general direction, support, and improved policies to staff to foster a positive environment for Present success.

**Chief Executive Officer****Titusville - Cocoa Airport Authority, Titusville, FL****12/12 to 4/21**

Working for a seven-member Board of Directors, directly responsible for oversight of all public relations, administration, finance, business development, grants, facilities, operations, maintenance, marketing, and consulting firms. Directs the daily operations of an FAR Part 139 – Class IV Commercial Service Airport and two General Aviation Airports. Recently achieved FAA approval for our Spaceport Launch License at Space Coast Regional Airport (TIX) in addition to our state Spaceport Territory designation. Responsibilities include: customer service, community leader, positive ambassador for aviation, property management, lease negotiations, emergency/incident/crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management supervision, crisis communication planning, airport certification compliance, Airport Security Plan management, assessing / correcting all deficient areas, supervision of three airports, airport ground vehicle operations, and hurricane / disaster planning and recovery.

**Executive Director****Titusville - Cocoa Airport Authority, Titusville, FL****12/06 to 12/12**

Worked for a seven-member Board of Directors, directly responsible for oversight of all public relations, administration, finance, business development, grants, facilities, operations, maintenance, marketing, and consulting firms. Directed the daily operations of an FAR Part 139 – Class IV Commercial Service Airport and two General Aviation Airports. Responsibilities included: Oversight of Commercial Fueling Operations at the Shuttle Landing Facility (SLF) at Kennedy Space Center (KSC), customer service, community leader, positive ambassador for aviation, property management, lease negotiations, emergency / incident / crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management supervision, crisis communication planning, airport certification compliance, Airport Security Plan management, assessing / correcting all deficient areas, supervision of three airports, airport ground vehicle operations, and hurricane / disaster planning and recovery.

**Interim Executive Director****Titusville - Cocoa Airport Authority, Titusville, FL 8/06 to 11/06**

Worked for a seven-member Board of Directors, directly responsible for oversight of all administration, finance, business development, grants, facilities, operations, maintenance, marketing, and consulting firms. Directed the daily operations of an FAR Part 139 – Class IV Commercial Service Airport and two General Aviation Airports. Responsibilities included: emergency / incident / crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management supervision, crisis communication planning, airport certification compliance, Airport Security Plan management, assessing / correcting all deficient areas, supervision of three airports, airport ground vehicle operations, and hurricane / disaster planning and recovery.

**Deputy Executive Director,****Titusville - Cocoa Airport Authority, Titusville, FL****8/06 to 11/06**

Represented the Executive Director in their absence. Gained daily exposure and experience in business development, grants, facilities, operations, maintenance, and marketing. Directed the daily operations of an FAR Part 139 – Class IV Commercial Service Airport and two General Aviation Airports. Responsibilities included: emergency / incident / crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management supervision, crisis communication planning, airport certification compliance, Airport Security Plan management, assessing / correcting all deficient areas, supervision of three airports, airport ground vehicle operations, and hurricane / disaster planning and recovery.

**Operations and Public Safety Manager, Titusville - Cocoa Airport Authority, Titusville, FL 02/06- 8/06**

Managed the daily operations of an FAR Part 139 – Class IV Commercial Service Airport and two General

Aviation Airports. Responsibilities included: emergency / incident/ crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management supervision, crisis communication planning, airport certification compliance, Airport Security Plan management, assessing / correcting all deficient areas, supervision of three airports, airport ground vehicle operations, and hurricane / disaster planning and recovery.

**Operations Supervisor / Airport Security Coordinator**  
**Titusville - Cocoa Airport Authority, Titusville, FL**

**02/05 to 2018**

Supervised the daily operations of an FAR Part 139 – Class IV Commercial Service Airport and two General 02/06 Aviation Airports. Responsibilities included: emergency / incident / crisis command and recovery, FAA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security (General Aviation), wildlife management Supervision, crisis communication plan, airport certification compliance, Airport Security Plan management, assessing / correcting all deficient areas, supervision of three airports, airport ground vehicle operations, and hurricane / disaster planning and recovery.

**Operations Supervisor / Airport Security Coordinator**  
**Daytona Beach International Airport, Daytona Beach, FL**

**12/02 to 1/19**

Supervised the daily operations of a FAR Part 139 – Class I Commercial Service Airport. Responsibilities

Responsibilities included: emergency / incident / crisis command and recovery, FAA and TSA compliance, airport emergency planning, strategic planning, all airside and landside operations, airport security, wildlife management supervision, crisis communication plan, invoicing and billing verification, airport certification compliance, Airport Security Program management, payroll, supervision of Operations Agents and general housekeeping, and airport ground vehicle operations.

**Manager of Airside Operations, Daytona Beach International Airport, Daytona Beach, FL 01/02 to 12/20**

Managed the daily airside operations of a FAR Part 139 – Class I Commercial Service Airport. Responsibilities included: airport emergency planning, strategic planning, all airside and landside operations, Airport Security Program, wildlife management supervisor, airport certification compliance and FAA and TSA compliance, payroll for Operations, supervision of Operations Agents, airport ground vehicle operations.

**Airport Operations Agent**

Daytona Beach International Airport

Daytona Beach, FL

09/01 to      Worked diligently to ensure the Airport's compliance in: airport operations safety, wildlife management, 01/02      airport emergency planning, airport certification compliance, all airside and landside operations, airport      security.

**Shipping Manager / Purchasing Agent**

PD Source, Inc. / Mirage Systems, Inc., Deland, FL

**1/98-9/01**

Directly responsible for quality and safety of items for an international skydiving equipment sales company, coordinated shipping of gear worldwide through FedEx and promoted public relations in the skydiving community.

**Professional Certifications**

- \* Emergency / Incident / Crisis Command and Recovery
- \* Hurricane / Disaster Planning and Recovery

**Qualifications**

- \* Project Management
- \* Public Relations
- \* Conflict Resolution
- \* Airport Operations Safety and Security
- \* Certified Airport Security Coordinator
- \* Managing Aviation Personnel and Systems

<b>Flight Experience</b>	<b>Commercial Pilot License</b> Airplane Single and Multiengine Land Instrument Airplane Ratings
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Security Training	Security Coordinator, Risk Management, Incident Command, Weapons of Mass Destruction
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<b>Military Experience</b>	<b>United States Marine Corps., Camp Pendleton, CA</b> <b>Parachute Rigger / Air Delivery Specialist</b>	<b>6/91-6/95</b>
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Very well trained as a basic combat Marine, cross-trained as a Nuclear, Biological and Chemical Warfare Specialist, member of the USAF C-17 Globemaster Marine Corps. Parachute Test Team and specialized in small security details in country (Somalia, Guatemala, Ecuador).



**CHARLES BROWN, FAM OPERATIONS**  
**WORK EXPERIENCE | OVERVIEW**

Mr. Brown has been serving Avon Park Executive Airport as the Airport Operations Manager. He is a NATA certified 139 Line Service Supervisor and oversees all ground maintenance. Born and raised in the town of Avon Park, Mr. Brown takes the safety, security and planned economic growth of Avon Park Executive Airport personally. Charlie Brown Jr. is a graduate of the College of Agricultural and Life Sciences at the University of Florida.

**YEARS EXPERIENCE: 6**

**3 Years at FAM**

**3 Years at Other**

**Key Attributes:**

- **Proven Leadership Ability**
- **Community Oriented Mindset**
- **Focused on Communication and Execution of Tasks**

**EDUCATION:**

**University of Florida**

**Spring 2015 – Fall 2018**

**College of Agricultural and  
Life Sciences**

**Agricultural**

**Communications and**

**Education B.A.**

**Member of Florida Blue  
Key**

**Santa Fe College**

**Fall 2012 – Fall 2014**

**Associates of the Arts  
Agriculture**

**CURRICULUM VITAE**

**CURRENT POSITION: CHIEF OPERATIONS MANAGER**

**FLORIDA AIRPORT MANAGEMENT LLC., 2022- Present**

**Avon Park Executive Airport—COM | Florida Airport Management Airport Operations Manager**

Assist in maintaining compliance with local, state, and federal regulations; developing and implementing airport operational policies and procedures for efficient and safe operations; and managing noise abatement programs.

**LoftSmart Project Manager**

**December 2018– October 2019**

Growing our community through building grassroots marketing campaigns and managing lifecycle marketing analytics. Work with Director of Growth and VP Marketing to ensure that marketing initiatives are properly planned and executed.

**Landmark Properties Leasing and Marketing Manager**

**July 2017 – December 2018**

Responsible for the leasing, marketing, and maintaining positive resident relations of multi-cultural student apartments.

**SERVICE:**

**While attending UF Mr.**

**Brown served as the**

**Budget and Appropriations**

**Chairman of the Student**

**Government Senate, where**

**he oversaw a \$24 million**

**budget.**