



ORLANDO • MELBOURNE INTERNATIONAL AIRPORT • MLB

MEET MLB

WHO • WHAT • WHY

INDUSTRY EXPERTS • COMMUNITY LEADERS

WHO WE ARE



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MELBOURNE AIRPORT AUTHORITY



Jack L. Ryals, CCIM
*MAA Chairman
& Melbourne Regional
Chamber Representative*



Bill Potter, Esq.
*Past MAA Chairman
Member-at-Large*



Mayor Kathy Meehan
MAA Vice Chair



Mike Fischer, CCIM
Member-at-Large



Scott Mikuen, Esq.
*Airport Tenant
Representative
(L3Harris Technologies)*



Hon. Tim Thomas
*City Council
Representative*



Hon. Debbie Thomas
*City Council
Representative*



The Melbourne Airport Authority is a seven member policy-making volunteer board charged with the airport fiduciary and oversight responsibilities.



Greg Donovan, AAE
Executive Director



AIRPORT EXECUTIVE TEAM



Clifford Graham, CM
Director of Operations & Maintenance



Mark Busalacchi
Director of Business Development



Melissa Naughton, CM
Assistant Director of Business Development



Bill Johnson, AAE
Senior Advisor



David Perley, AIC
Director of Capital Improvements



Mike O'Dell, CPA
Director of Finance and Administration



Chief Reneè Purden
Director of Public Safety

FLORIDA GATEWAY • AEROSPACE EPICENTER • HOMETOWN AIRPORT

WHAT WE ARE

ORLANDO
MELBOURNE INTERNATIONAL AIRPORT



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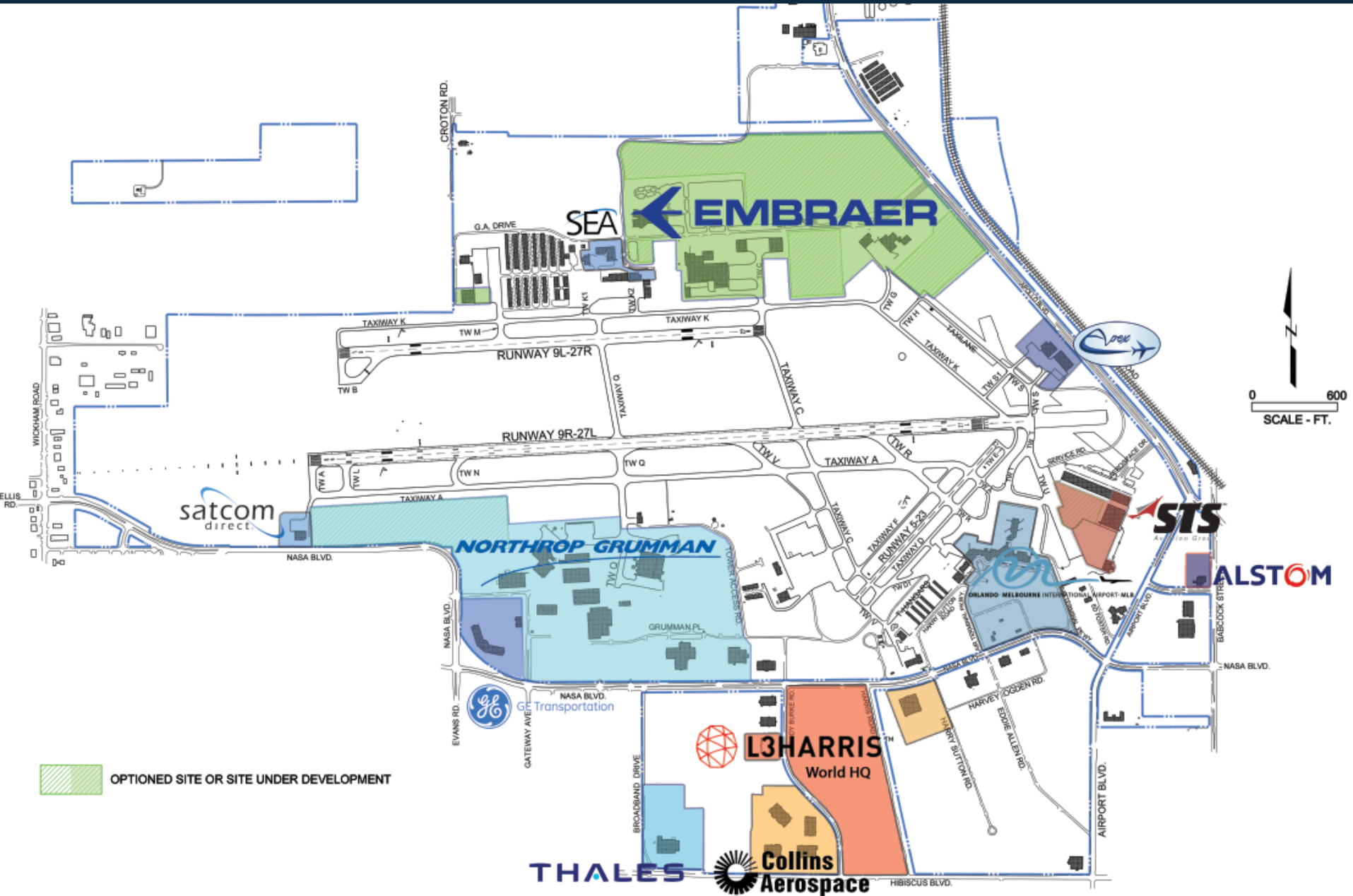
MEET MLB

- Nearly 4 square miles (approx. 2,500 acres)
- Daytime populations: 20,000+ (includes passengers, tenant employees, airport employees, rental residents & more)
- \$2.8B annual economic impact
- Named Florida's 2019 *Commercial Service Airport of the Year* by FDOT
- Voted #1 *Most Scenic Airport Approach in the U.S.A.*, #4 in the World
- America's fastest growing aviation and aerospace manufacturing center
- "If you've seen one airport, you've seen one airport."



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MAJOR TENANTS AT MLB



IN THE CENTER OF IT ALL



72 Miles of Beaches

Pristine Florida beaches with both peaceful and action-packed spots for all travelers.



Port Canaveral Cruises

Closest airport to the second busiest cruise port in the world and expanding rapidly.



Kennedy Space Center

Closest airport to NASA's hub for space travel with dozen of launches planned this year.



Theme Parks

Located about an hour's drive to the world's most famous amusement parks and attractions.

For more information, go to VisitSpaceCoast.com.



ORLANDO MELBOURNE INTERNATIONAL AIRPORT · MLB

GROWING GATEWAY TO FLORIDA



Home to a **200,000 sq. ft. three-level terminal** (including a 40,000 sq. ft. FIS facility).



Estimated passenger count in 2020 is expected to rise to **500,000 passengers**, not including thousands of visiting meeters and greeters.

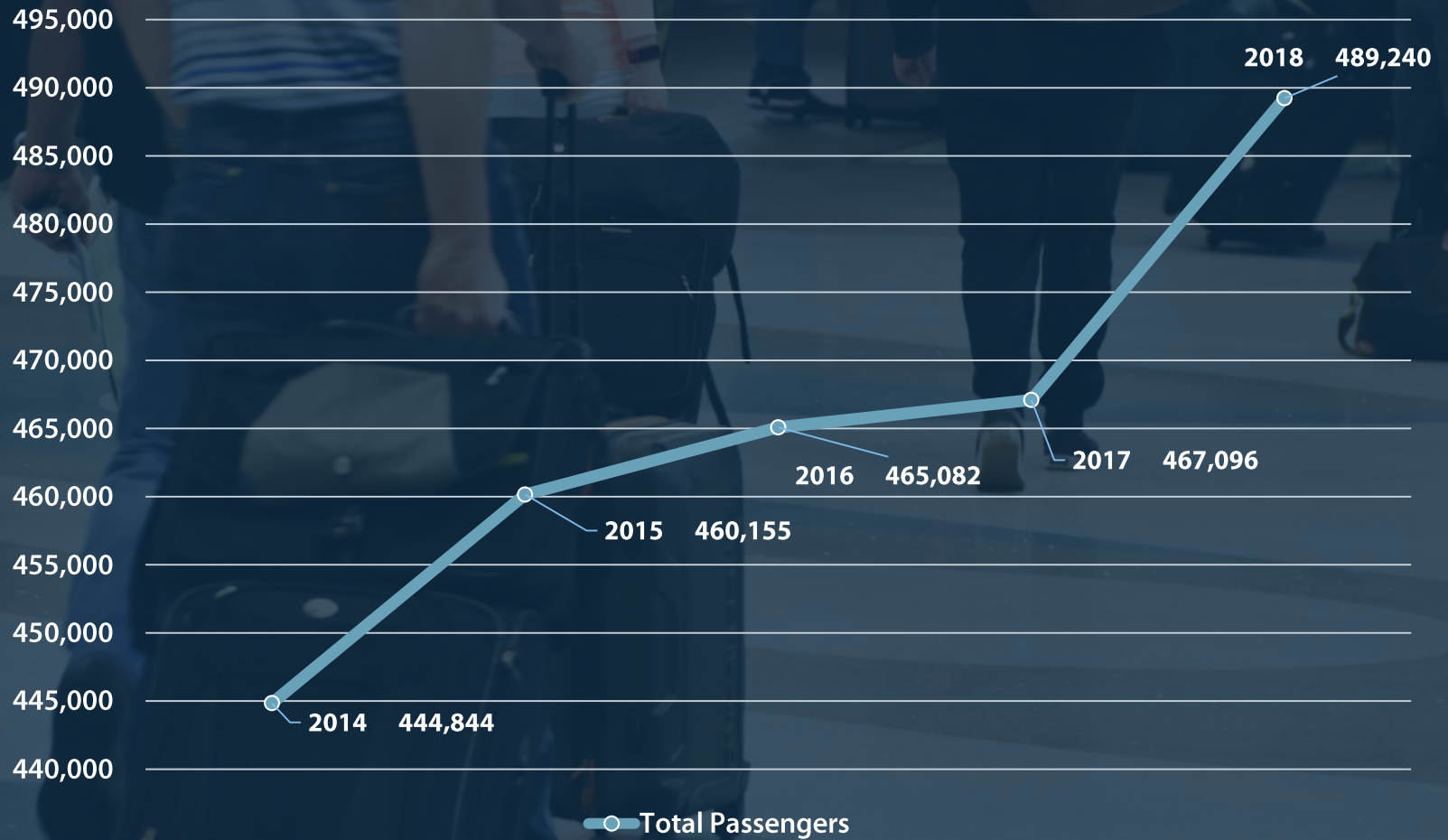


Diversion airport for military and commercial aircraft with recent visits from JetBlue and Virgin Atlantic.



As many as 200 scheduled commercial flights and **2,200 aircraft operations PER WEEK.**

TOTAL ANNUAL PASSENGERS



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PASSENGER AIR SERVICE • ECONOMIC GROWTH • COMMUNITY DEVELOPMENT

WHAT WE DO



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RECRUIT NEW AIR SERVICE



Fly nonstop to Atlanta on several flights a day.



Saturday flights to Philly upgrade to daily beginning December 19.



Fly nonstop to Charlotte on several flights a day.



Porter Airlines provides seasonal service to MLB from Toronto, Ottawa and Windsor from December through April.



PROVIDE STRONG INFRASTRUCTURE

- **Funding:**
MLB received nearly **\$100 Million** in grants in just 4 years
- **Runways:**
MLB completely rehabilitated all three runways, with approx. \$22M from the FAA and FDOT
- **Air Traffic Control Tower:**
MLB's new ATCT will soon be operational with industry-leading technology from MLB tenant L3 Harris
- **U.S. Immigration & Customs:**
MLB's Federal Inspection Station is one of the most technologically advanced in the United States



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PLAN FOR THE FUTURE

- **Airport Master Plan:**
Update completed in completed 2018
- **Available Airport Land:**
400+ acres available for development
with 130+ acres airside accessible
- **Terminal Transformation:**
Multi-year transformation underway to
update terminal with coastal casual
- **New  Interchange at Ellis Road**
Long awaited direct access between
the airport and I-95 will be completed
June 2020
- **Fly-in Hotel**
Airport staff in negotiation to build
new fly-in hotel



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UNITE PEOPLE • TRANSFORM OUR COMMUNITY • PROPEL BUSINESS

WHY WE DO IT



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NORTHROP GRUMMAN

- 5,000 jobs solely at MLB
- \$100,000+ average salaries
- \$500,000,000+ invested at MLB
- 2 million sq. ft. of facilities at MLB
- Holds option for 40 additional acres at MLB



E-2D Hawkeye



← EMBRAER

- North American Headquarters of Embraer Executive Jets
- 100-acre campus airside at MLB
 - Phenom 100/300*
 - Legacy 450/500
 - Praetor 500/600
- Holds option for 108 additional acres at MLB

**World's most delivered business jet*





- Largest defense merger in U.S. history
- Newly combined employee base of 50,000 worldwide
- MLB prepared to accommodate growth of World Headquarters





- STS Aviation Group is a certified Part 145 MRO capable of providing line service maintenance
- Current customers include:
 - Atlas Air
 - American Airlines
 - Air Canada
 - Azul
 - Delta Air Lines & others
- Airport staff is working with STS to expand its current footprint to accommodate larger aircraft and more operations



TUI UK at MLB



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TUI ANNOUNCES MLB



On November 4, 2019, Melbourne Airport Authority Chairman Jack L. Ryals and MLB Executive Director Greg Donovan, A.A.E. joined TUI UK & Ireland Managing Director Andrew Flintham and TUI Airways Managing Director Dawn Wilson at the TUI UK Headquarters to celebrate the new partnership.



FOR IMMEDIATE RELEASE

[Click here for images](#)

TUI UK Announces Orlando Melbourne Airport as New Florida Gateway *MLB will become new gateway for all TUI UK customers beginning 2022*

MELBOURNE, Fla. (November 4, 2019) – TUI, the world's leading holiday company and the UK's number one holiday provider, announced today that Orlando Melbourne International Airport (MLB) will become the Florida gateway for all customers traveling to Orlando and Central Florida beginning 2022.

Melbourne Airport Authority Chairman Jack L. Ryals and MLB Executive Director Greg Donovan, A.A.E., were welcomed by TUI UK & Ireland Managing Director Andrew Flintham and TUI Airways Managing Director Dawn Wilson to the TUI UK Headquarters to celebrate the new partnership. The celebration included a signing ceremony, a tour of the airline's hangar and a peek into one of TUI's Boeing 787 Dreamliners, the 300-seat aircraft type that will be used for all the new transatlantic flights. The initial schedule is still under development, but has the potential to be made up of nonstop flights between MLB and nine European cities.

"At TUI we're committed to offering our customers an outstanding airline and holiday experience and we are delighted to be working with Orlando Melbourne Airport on their exciting expansion plans," said Dawn Wilson, managing director at TUI Airways. "Our new Orlando gateway will be perfectly situated to offer TUI UK customers total flexibility in designing their holiday around any combination of theme parks, beaches or cruising."

MLB Executive Director Greg Donovan, A.A.E., added, "TUI's proven product combined with MLB's exceptional concierge services will make for an unprecedented customer experience for UK holidaymakers traveling to Florida. With more than \$100 million of investment into MLB's airport facilities over the last few years, and much more on the way, MLB will be practically the newest and most modern airport in Florida."

TUI UK and MLB will be working together in the coming months to create an outstanding arrival and departure customer experience for holidaymakers, with MLB planning to invest millions of dollars in terminal enhancements that will directly benefit all TUI UK customers and MLB passengers.

The brand new terminal expansion will include unique concessions, innovative passenger amenities and many other family-friendly features that will provide an entertaining, speedy, stress-free and uncongested experience. Upon arrival to MLB, UK holidaymakers will be welcomed by MLB's team of multi-lingual international ambassadors with a glass of fresh Florida orange juice and assisted with any onward arrangements. Concierge services, public and private transfer options and all major rental car companies all will be immediately accessible upon arrival.

Landing at MLB will keep existing TUI customers in close proximity to Orlando's world-famous theme parks, and bring them even closer to Central Florida's beaches, cruises and attractions on the Space Coast. The geographic upgrade also brings TUI customers more than an hour closer to Miami and Fort Lauderdale in South Florida.

TUI GROUP

TUI is the world's leading tourism group consisting of tour operators, 1,600 travel agencies, six airlines operating 150 aircraft worldwide, over 380 hotels and resorts, 17 cruise liners and 70,000 employees in more than 100 countries.

Company roots
stretch back over
100 years

27 million
annual customers



TUI UK & IRELAND

UK'S LARGEST HOLIDAY BRAND

12,500
employees

6 million
holidaymakers

4,000+ PROPERTIES
*from luxury hotels
to private villas*

600+
travel
agencies

TUI AIRWAYS

60+
aircraft

Voted
"World's Best Leisure Airline"
at the World Airline Awards for five years running

MARELLA CRUISES

6 cruise ships

TUI at MLB

THE SCHEDULE

The initial schedule is still under development, but MLB anticipates nonstop flights from nine European cities. Potential airports for the schedule that TUI currently operates from include:

- Birmingham, England
- Bristol, England
- East Midlands, England
- Edinburgh, Scotland
- Glasgow, Scotland
- London-Gatwick, England
- London-Stansted, England
- Manchester, England
- Newcastle, England



TUI arrives at MLB in Spring 2022



The transatlantic flights will be operated with TUI's 300-seat Boeing 787 Dreamliner



MLB anticipates 125,000 new arriving passengers, resulting in a total of 250,000 total passengers



With the collapse of TUI's main competitor, there is opportunity for major growth



MLB expects 70% of passengers will fly & drive, renting cars instead of arranged transportation



THE CONTRACT

- ✓ 7 year agreement
- ✓ With the exception of Miami (MIA), MLB is the only Florida airport TUI can fly to until 2029
- ✓ Airline subsidiaries are included in the agreement

Massive Terminal Improvements Needed

Plans to renovate Orlando Melbourne International Airport's terminal are already underway. Enhancements to ticketing, checkpoint and baggage areas will directly benefit all international and domestic passengers at MLB.

New Unique Concessions

Terminal expansions will include new dining and shopping experiences with local flare. The new state-of-the-art concessions will aid in the airport's priority to recruit more international and domestic air service.



"TUI's proven product combined with MLB's exceptional concierge services will make for an unprecedented customer experience for UK holidaymakers traveling to Florida. With more than \$100 million of investment into MLB's airport facilities over the last few years, and much more on the way, MLB will be practically the newest and most modern airport in Florida."

- MLB Executive Director Greg Donovan



MLB to become an internationally

TOP RANKED AIRPORT

Once TUI begins operating in 2022,
Orlando Melbourne International Airport will be:

#2 in the nation for
of U.K. cities served

#3 in Florida for most
international traffic

We introduce the
UK TRAVELER



4.7 Million
U.S. visitations
from the U.K.

28% visit
Florida

Itineraries

- 85% Shopping
- 82% Sightseeing
- 38% National Parks/Monuments
- 31% Historical Locations
- 30% Experience Fine Dining



**FAST
FACTS**

Average Visit
9 Nights

\$3,241
average spending
per visitor

Average Age
44.8

\$102,183
average household
income

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#FlyMLB #OrlandoMelbourne #MLBproud
#MomentumInMelbourne #MelBear
#AmbassaDogKuma #SpaceCoast



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THANK YOU



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VOTED #1 MOST SCENIC APPROACH IN THE USA, #4 IN THE WORLD
Florida's 2019 Commercial Service Airport of the Year