

# NEW YORK AVIATION MANAGEMENT ASSOCIATION FALL CONFERENCE & EXHIBIT SHOW

SEPTEMBER 13-15, 2016

HYATT REGENCY LONG ISLAND / HAUPPAUGE, NY

**40** *years*  
NEW YORK  
Aviation Management Association  
NYAMA

## CONFERENCE HOSTS:



## CONFERENCE PROGRAM

[www.nyama.aero](http://www.nyama.aero)

# THANK YOU ✈️

## 2016 Fall Conference Sponsors

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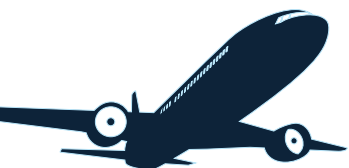
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### ADDITIONAL SPONSORS



# WELCOME TO LONG ISLAND!

*NYAMA Members, Supporters and Friends,*

**On behalf of the New York Aviation Management Association (NYAMA) and the 2016 Fall Conference hosts: Long Island MacArthur Airport, Republic Airport and Sheltair Aviation, welcome to Long Island!**

This year we celebrate NYAMA's 40th Year Anniversary with the conclusion of a highly successful legislative session which included \$230 million of new, multi-year capital funding for airports highlighted by Governor Andrew Cuomo's Upstate Airport Economic Development and Revitalization Competition that appropriates \$190M to promote, revitalize and accelerate investments in Upstate commercial passenger and cargo service airports. Following close on the heels of the Aviation Jobs Act (AJA) enactment in 2015, this year's legislative success will continue to keep New York on a level playing field for attracting more aviation activities to our State.

I want to thank Governor Cuomo, the Co-Chairs of the New York Legislative Aviation Caucus Senator Phil Boyle and Assemblywoman Donna Lupardo and the other members of the State Legislature for their leadership and support on behalf of NYAMA, our airports and aviation industries. While the efforts of the last few years have produced many positive outcomes, NYAMA has been instrumental in advocating on behalf of its members and the industry for decades. I encourage all of you to take the time and view the "then and now" photos displayed throughout the conference to appreciate the advancement in New York State aviation over the past forty years and help us welcome another forty years of success!

This year's Fall conference includes pertinent sessions covering challenges every airport faces on a regular basis. From a regional perspective on New York Airports to updates from aviation partners impacting the industry on a national and international level, this conference includes everything in between. We encourage everyone to participate in the social outings to network with colleagues and reconnect with friends. Fall conference participants have the chance to enjoy a day of Golf at the Wind Watch Country Club conveniently located on the grounds of the Hyatt Regency or plan a day of fun in the sun at Fire Island. Our 40th year celebration will continue at the beautiful Snapper Inn where we will recognize this year's award recipients and toast to another productive year.

Of course this year's conference would not be possible without the support from our generous sponsors and exhibitors and we encourage you to visit the exhibit show to learn more about their products and services. **Please feel free to tweet, post and share information during the conference by using #NYAMA40 to show your support.**

Thank you for joining NYAMA at its 2016 Fall Conference and we look forward to seeing you here for many years to come.

*Sincerely,*



Jeremy Martelle, ACE  
NYAMA President  
CHA Regional Manager-Aviation



**Jeremy P. Martelle**  
*NYAMA President*

## Special Thanks to the Fall Conference Planning Committee

Shelley Arken-LaRose  
William McShane  
Christina Callahan  
Ross Dubarry  
Jennifer Hanrahan

Lee Weitz  
Jennifer Sweetland  
Deborah Brown  
Robert Yturraspe  
John DelBalso



# SCHEDULE OF EVENTS

## TUESDAY, SEPTEMBER 13, 2016

- 7:30 AM - 6:00 PM Registration Table Open
- 8:00 AM - 9:30 AM Board of Directors Meeting
- 9:00 AM - 4:00 PM Ocean Beach and Fire Island Trip  
*Sponsor: AECOM*
- 10:00 AM - 4:30 PM Golf Outing at Wind Watch Country Club  
*Sponsor: MAPCO Auto Parks*
- 5:45 PM - 6:30 PM NYAMA Business Meeting and Opening Session  
Cocktail Reception Immediately Following
- 7:30 PM Dinner On Your Own



## WEDNESDAY, SEPTEMBER 14, 2016

- 7:30 AM - 5:00 PM Registration Table Open
- 7:30 AM - 8:30 AM Breakfast Buffet  
*Sponsor: CHA Consulting Inc.*
- 8:35 AM - 9:00 AM Welcome & Opening Ceremony  
**President's Welcome, Jeremy Martelle, ACE**  
Hon. Angie Carpenter, Islip Town Supervisor  
Hon. Steve Bellone, Suffolk County Executive  
Hon. Phil Boyle, NYS Senator, Co-Chair of NYS Legislative Aviation Caucus  
Hon. Tom Croci, NYS Senator
- 9:00 AM - 9:45 AM **State of the State**  
**Speakers:**  
Kevin Burke, President & CEO, ACI-NA  
Carmine Gallo, Regional Administrator, FAA  
Evelyn Martinez, FAA NYADO  
Gerardo Mendoza, NYSDOT Update  
*Moderator: Jeremy Martelle, ACE Regional Manager, Aviation, CHA Consulting*
- 9:45 AM - 10:30 AM **Airports and FBO Session**  
**Speakers:**  
Brian Scripture, Economic State Development Office  
Steve Dennis, Aviation Resource Group  
Andy Priester, Priester Aviation  
*Moderator: William McShane, VP of Business Development & Special Projects, Sheltair Aviation*
- 10:30 AM - 11:15 AM **Minimum Standards**  
**Speaker:**  
Jeff Kohlman, Principal and CEO Aviation Management Consulting Group, Inc.  
*Moderator: Shelley Arken-LaRose, Commissioner, Long Island MacArthur Airport*
- 11:15 AM - 12:00 PM Exhibitor Break



# SCHEDULE OF EVENTS

## WEDNESDAY, SEPTEMBER 14, 2016 *continued*

12:00 PM - 12:45 PM **UAS Session**

**Speaker:**

Anthony Basile, President, March 2 Associates, LLC

*Moderator: David Hickling, Commissioner of Aviation, Greater Binghamton Airport*

12:45 PM - 2:15 PM **Keynote and Lunch**

Hon. Andrew Cuomo, Governor (Invited)

Carter Ganss, Director of Strategic Planning and Implementation, Southwest Airlines

**NYAMA Award Recipient:** Hon. Phil Boyle, NYS Senator

**Sponsors:** Long Island MacArthur Airport, Republic Airport, Sheltair Aviation



2:15 PM - 3:00 PM

**Concurrent Sessions**

**A. Starting an Internship Program, Partnering with Colleges**

**Speakers:**

Phil Meade, Vaughn College

Jeanne Radigan, Farmingdale College

Debbie Brown, Security Access Coordinator, Republic Airport

*Moderator: Chad Nixon, Senior Vice President, McFarland Johnson Inc.*



**B. Regional Look at NY and LI Airports**

**Speakers:**

Anthony Ceglie, Manager, Francis S. Gabreski Airport (Southampton)

Peter Scherrer, Manager, Westchester County Airport

Lysa Scully, General Manager, LaGuardia Airport

*Moderator: Pasquale Difalco, Manager of Aviation Communications, Port Authority of NY & NJ*

3:00 PM - 3:45 PM

**Concurrent Sessions**

**A. Airline Routes**

**Speaker:**

Barney Parrella, Executive Vice President, InterVISTAS

JET Blue representative

*Moderator: Christina Callahan, Executive Director, Syracuse Regional Airport Authority*

**B. AOPA/NBAA/NATA Updates**

**Speakers:**

Dean Saucier, NBAA Regional Representative

NATA Representative & AOPA Representative

*Moderator: Rob Yurraspe, Airport Manager, Republic Airport*

3:45 PM - 4:30 PM

**Exhibitor Break**

5:30 PM - 9:30 PM

**Dinner at the Snapper Inn, Oakdale, NY**

**Sponsor: C & S Companies**

Buses depart from the Hyatt Regency at 5:30PM and return to the Hyatt Regency at 9:00PM



## THURSDAY, SEPTEMBER 15, 2016

8:00 AM - 9:00 AM

**Farewell Breakfast**

10:00 AM

**Tour of American Air Power Museum @ Republic Airport**



# About the **CONFERENCE**

The 2016 New York Aviation Management Association Fall Conference and Exhibit Show represents NYAMA's 40th year of successful training and advocacy for New York's airport industry. The conference is designed to provide airport managers, corporate representatives and public officials a forum for education, networking and a professional exchange of knowledge and innovation. The conference offers sessions of specific interest to small and large airport managers, fixed base operators and the corporate community which supports the aviation industry. Sessions address topics as diverse as economic development, sustainable airport operations, advocacy efforts and much more.



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## Exhibit **SHOW**

The NYAMA Exhibit Show features the industry's latest and greatest products and services. Receptions, breaks and a grand prize raffle have been integrated into the exhibit program to maximize participation and exposure for our vendors.

To enter the raffle, visit every booth and have each exhibitor sign your passport. Completed passports should be returned to the NYAMA registration area by Wednesday at 5:00 PM.

### **EXHIBITORS**

### **BOOTH #**

Hi-Lite Airfield Services .....	1
Axeon Specialty Products .....	2
Lamar Airport Advertising .....	3
Shumaker Consulting Engineering.....	4
Departure Media Airport Advertising .....	5

**Exhibitor opportunities still available.**

See the Fall Conference registration form in this packet or visit [www.nyama.aero](http://www.nyama.aero) to learn more!

# Conference **HIGHLIGHTS**

## **NYAMA Business Meeting & Cocktail Reception**

New to NYAMA's Fall Conference or looking to connect with colleagues? Join our Board of Directors for a meet-and-greet on Tuesday night to learn more about NYAMA and how you can become involved.

## **Golf Tournament**

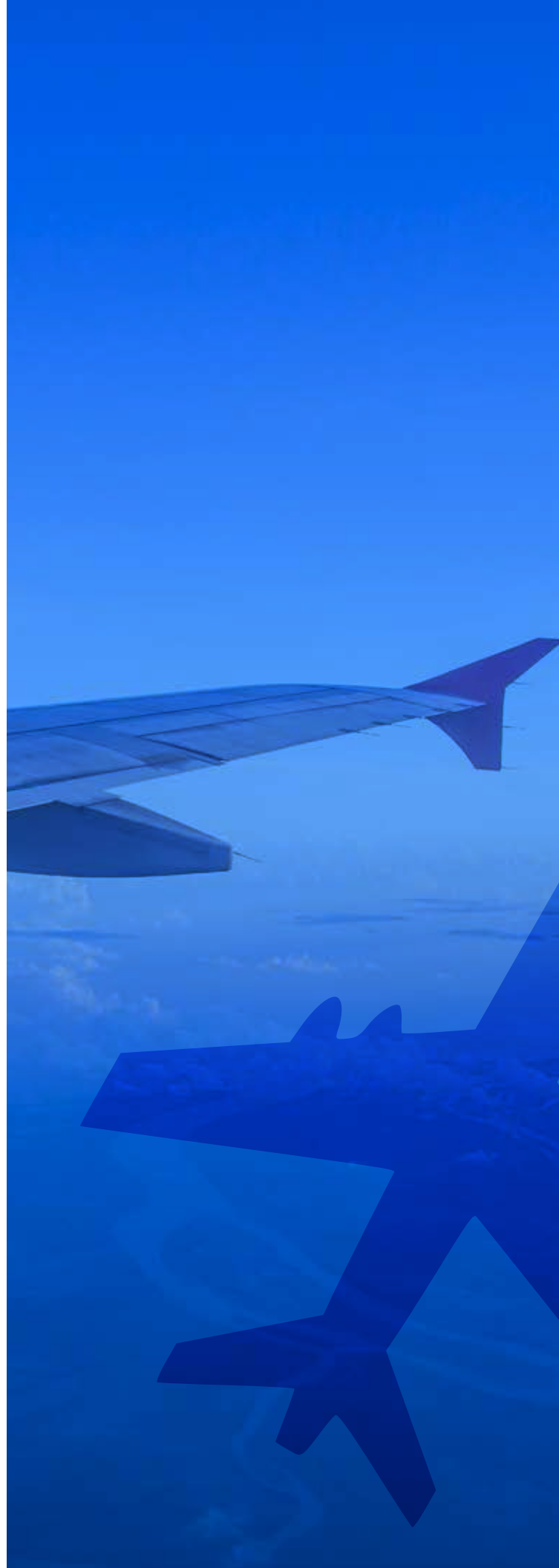
This year's golf tournament will be held at the beautiful Wind Watch Golf and Country Club located on the same property as the Hyatt Regency. Atop one of Long Island's highest points, Wind Watch Golf & Country Club offers mesmerizing panoramic views of the North Shore. Join NYAMA on Wednesday to enjoy one of the island's most unique and challenging courses.

## **Fire Island**

Fire Island, designated a federal National Seashore, is a 32-mile-long vacation wonderland located just across the Great South Bay from mainland Long Island. There are 17 small communities known for their pristine beaches, energetic nightlife and laidback Caribbean-style ambience. There are no paved roads on Fire Island and only service and emergency vehicles are allowed on the island. Free of cars, traffic, pollution, and noise Fire Island offers a peaceful getaway unlike any other vacation destination. This time-honored practice adds to the island's eternal charm and encourages a back-to-basics mentality. Walking, biking, and golf-carting are the modes of transportation and help to preserve our island's natural beauty.

## **Dinner at Snapper Inn**

Join NYAMA for a night of celebration at its 40th Anniversary dinner at the beautiful Snapper Inn. With views of the Connetquot River, award winning food and the company of colleagues and friends, this is an event that you won't want to miss!



# SESSION & SPEAKER INFORMATION



**Colonel Anthony B. Basile, United States Air Force (Retired)**

**Director of Operations, Northeast UAS Airspace Integration Research Alliance, Inc.**

Colonel Anthony Basile is Director of Operations for the Northeast UAS Airspace Integration Research Alliance, Inc. (NUAIR), a non-profit corporation

leading a coalition of New York and Massachusetts aerospace industry and academic institutions, working together to establish a site for the testing and certification of unmanned aircraft systems (UAS) and the training of their operators.

A 1977 graduate of Fordham University, Bronx, NY, Colonel Basile is a resident of Manlius, NY. After completing undergraduate pilot training in 1981, he spent 29 years with the 174th Fighter Wing, Syracuse, NY, serving as its commander from 2003 until 2008. While at the 174th, Colonel Basile accumulated 4000 hours flying the unit's A-10 and F-16 aircraft. He has logged 67 combat sorties, including 51 during Operation Desert Storm in 1991. Among his numerous military awards are the Legion of Merit, Distinguished Flying Cross with Valor, Meritorious Service Medal, and Air Medal with 4 devices.

From 2008 to until his retirement in 2010, Colonel Basile was assigned as Chief of Staff, New York Air National Guard (NYANG), headquartered in Latham, NY. In this position, he was the senior air officer responsible for the successful mission accomplishment of the NYANG: 5 flying wings and air defense sector totaling 6000 airmen, 75 aircraft and 9 installations...5 billion dollars in resources, 450 million dollars in annual budgets. In this capacity, Colonel Basile served as the primary advisor to The Adjutant General, New York, in all matters dealing with the NYANG, both in execution of its federal mission supporting the global war on terrorism and federal disaster relief taskings, and its Defense Support to Civil Authority (DSCA) state mission responding to taskings from the Governor of New York State for domestic homeland security issues.

Colonel Basile was the Airport Service Group Manager for C&S Engineers, Inc., Syracuse, NY, from 2010 thru the end of 2013, overseeing the engineering planning, design, and construction of the firm's 30 regional airport clients.

In addition to his work with NUAIR, he serves as President, Mach 2 Associates, LLC, consulting to a variety of clients on issues related to aviation, safety, crisis management, and media relations



**Deborah Brown  
Republic Airport (FRG),  
Farmingdale, New York**

Deborah Brown is the Security Access Coordinator at Republic Airport. Her resume includes an extensive career as a paralegal, office manager and student services coordinator with over 30

years of customer service experience. Deborah's passion for aviation combined with her business administrative skills led her to a position at a local college in the flight operations department. Deborah holds a B.S. in Business Management from SUNY Empire State College and is currently enrolled in a masters program in Leadership Development. While working closely with dedicated administrators and focused students, Deborah saw the need in bridging aviation opportunities when she was invited to join the not-for-profit Aerospace Education Corporation (AEC) in 2010. She was named the Executive Board Secretary of AEC in 2013. Deborah and her husband reside in Suffolk County, Long Island.



**Kevin Burke,  
President and Chief Executive Officer  
Airports Council International-North America  
(ACI-NA)**

Kevin M. Burke joined Airports Council International-North America (ACI-NA) in January 2014 as President and Chief Executive Officer.

Prior to joining ACI-NA, Kevin served for 13 years as President and CEO of the American Apparel & Footwear Association (AAFA), growing its member programs, financial position and standing on Capitol Hill. With more than 30 years of experience as a government relations professional, Kevin previously led government relations efforts for Food Distributors International, the American Bakers Association, and the National Association of Broadcasters. He also worked as a legislative assistant, and later, press secretary to Representative Norm Lent (R-N.Y.). He began his career in 1979 at the Republican National Committee and the Reagan-Bush Presidential Campaign.

Kevin also currently serves as chairman of Kids In Distressed Situations (K.I.D.S.), and sits on the board of the U.S. Chamber of Commerce's National Chamber Foundation. He is also a member of various political and trade association CEO groups in the Washington, D.C., area. Burke received a master's degree in public administration in 1983 from the American University in Washington, D.C. He also holds a bachelor's degree from the State University of New York at Brockport.

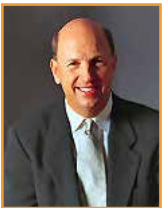


# SESSION & SPEAKER INFORMATION



**Anthony Ceglio, Manager,  
Francis S. Gabreski Airport (Southampton)**

Anthony Ceglio is currently the Manager at Francis S. Gabreski Airport in Westhampton Beach, New York, a position he has held for the past 12 years. Prior experience includes 16 years as Operations Supervisor at Long Island MacArthur Airport, and 3 years as an aviation consultant in New York City. He has a Bachelor of Science degree in Aviation Management from Florida Institute of Technology and holds a single engine and multiengine commercial pilots license with an instrument rating.



**Steve Dennis, Aviation Resource Group**

W. Stephen (Steve) Dennis is Chairman of Aviation Resource Group International (ARGI). The company founded by him in 1975, specializes in the valuation, sale, acquisition, merger and strategic planning of aviation services companies.

He has over 40+ years of varied experience within the private and executive aviation industry, including holding top-executive and senior-management positions with some of the most well-known companies in the industry.

Early in his career, he perceived an emerging demand for a standard set of criteria and methodology to value the unique characteristics of aviation-related holdings for sale, acquisition, funding and estate development.

Dennis and the ARGI team have developed a proprietary methodology relying upon industry market metrics to advise clients in the valuation and sale of their businesses by comparing and contrasting cohort data generated from completed transactions.



**Jeff Kohlman, Founding Principal, Aviation  
Management Consulting Group**

Jeff Kohlman is a founding principal of Aviation Management Consulting Group. The firm provides a wide range of aviation management consulting services to airports, aviation businesses, and others with an interest in the general aviation segment of the industry. He has approximately 30 years of airport and aviation business planning, development, operations, management, and customer service experience.

He has an undergraduate degree in Aviation Business Administration from Embry-Riddle Aeronautical University, an instrument rated private pilot, and aircraft owner. Jeff gives presentations at industry trade shows, conventions, conferences, and workshops held by national associations, regional associations, state associations, and government agencies and has authored (and been interviewed for) several articles for industry trade publications.



**Evelyn Martinez  
Federal Aviation Administration Manager,  
New York Airports District Office, Jamaica, NY**

Evelyn Martinez started her FAA career in 1997 as the Compliance Officer and an Airport Certification Safety Inspector in the FAA's Eastern Region Airports Division in New York. She also held the position of AIP/PFC Program Manager for Eastern Region before returning to Safety and Standards as the Lead Airport Certification Safety Inspector overseeing a team of Inspectors and managing all enforcement actions in the Region.

Prior to joining the FAA, Evelyn spent several years in the aviation industry working for The Port Authority of NY & NJ and Schiphol Amsterdam. She has a degree in Aeronautics and Management from Dowling College and a Master's in Public Administration from Baruch College. Evelyn is also the recipient of the Department of Transportation Secretary's 46th Annual Awards Recipient December 2013

Evelyn was born and raised in New York and enjoys living on Long Island with her husband and two sons. Evelyn took the post of Manager for the NYADO this past May and is quite excited to be with you all today.



# SESSION & SPEAKER INFORMATION



## **Phil Meade, Vaughn College**

Meade joined Vaughn College in 2009 as director of career services. His resume includes stops at several universities and several more years in the corporate sector. His most recent position was at the financial services giant American International Group (AIG) as a recruitment strategist. Now at

Vaughn, he focuses on preparing students and alumni for what they might encounter in the job-search process. His best advice? Control the things that are yours to control.



## **Gerardo Mendoza, Acting Director, Aviation Bureau, New York State Department of Transportation**

Gerardo Mendoza joined the New York State Department of Transportation in May 1988 and was appointed Acting Director of the Aviation Bureau in 2010. As Acting Director, Mr. Mendoza's

primary responsibilities include overseeing the administration of state financial assistance to airports, leading aviation policy and planning efforts for the Department, and administering the GA security and airport safety inspection programs. His position requires active involvement with local, state and national aviation stakeholders to advance the State's aviation goals.

Prior to rejoining the Aviation Bureau, Mr. Mendoza was the Senior Executive Assistant to the Deputy Commissioner for Policy and Planning Division which oversees the Public Transportation Bureau, Freight Rail Bureau, Aviation Bureau. Office of Finance, the office of Policy, Planning and Performance, and the Office of Regional Planning and Program Coordination. Mr. Mendoza's previous positions with NYSDOT were in the Aviation Bureau and the Freight and Economic Development Division where he gained broad model expertise. He has a B.A. in Geography from Grambling State University and a Masters in Regional Planning from the State University of New York at Albany.



## **Barney Parrella, Executive Vice President, InterVISTAS**

Barney provides clients with specialized expertise in the areas of air service development, airport/airline business relations, and aviation infrastructure development.

His accomplishments at the Metropolitan Washington Airports, the Airports Council International, and the Air Transport Association form the basis for 20 years of successful consulting for public and private sector clients worldwide.

Barney is an expert at integrating global trends and perspectives with specific and varied project requirements. This expertise has enabled him to provide the benefits of his long-standing involvement in the international air transport sector to the unique requirements of clients, projects, and initiatives.



## **Andy Priester, President & CEO, Priester Aviation**

Andy Priester serves as Priester Aviation's President and CEO. He is the third generation of Priesters to lead the family business. In this role, Andy is dedicated to leading the organization to become the preeminent choice in aircraft

management, aircraft charter and related aviation services. During Andy's tenure at Priester, he has grown the fleet from seven aircraft to over 50+ aircraft they manage globally today. Andy holds a master's degree from Concordia University and has held many leadership roles at aviation safety and trade associations. Currently, Andy serves as Board Chair of the National Air Transportation Association (NATA).



## **Dean Saucier, NBAA Regional Representative**

For more than 15 years, Dean Saucier has represented NBAA and business aviation interests in the Northeast. As one of the Association's original regional representatives, Saucier has been at the forefront of numerous campaigns to ensure business aviation's continued safe and

unrestricted access to the some of the world's busiest airspace and airports, including those in the New York, Boston and Philadelphia metro areas.

From helping to prevent an onerous curfew at New Jersey's Teterboro Airport (TEB) to being a key player in the successful fight to keep open Massachusetts' Hanscom Field (BED), Saucier has for years effectively and tirelessly represented the interests of business aviation in Connecticut, Delaware, Maine, New Hampshire, New Jersey, New York, Massachusetts, Pennsylvania, Rhode Island and Vermont. A U.S. Air Force veteran, 7,000-hour ATP pilot (Boeing 737) and former Gulfstream and Beechcraft sales manager, Saucier flies more than 175 hours a year in his Beechcraft V-35B Bonanza in support of his NBAA activities.

# SESSION & SPEAKER INFORMATION



## **Peter Scherrer, Manager, Westchester County Airport**

Peter has been the Airport Manager at Westchester County Airport since 2005. He consults regularly with Westchester Department of Transportation, Public Safety, TSA, and airport tenants on various issues concerning safety and

security of the Airport. Previously he held the position as Assistant Airport Manager since 1986. Prior employment included positions in Aviation Engineering and as a Flight Instructor.

Born in Stamford, Connecticut, he had lived several years in Switzerland, and since that time has lived the majority of his life in Westchester County being raised in Hawthorne. Peter and his family now reside in Yorktown Heights, New York.

Graduated from Western Michigan University with a B.S in Aviation Technology and Management. Captain of the University Flight Team. AAS degree from SUNY at Farmingdale in Aerospace Technology. Member of the Wrestling Team. Certified in Environmental Management from SUNY at Purchase.

Certified member of American Association of Airport Executives.



## **Brian Scripture, Economic Development Specialist at Empire State Development**

Brian Scripture currently serves as an Economic Development Specialist at the Empire State Development where he is responsible for the origination and vetting of economic development project proposals. In this role Brian is responsible

for interfacing and coordinating with the local economic development agencies and responding to the general public regarding economic development projects and matters. Prior to his position with the ESD, Brian served as an Economic Development Specialist with the Long Island Power Authority.



## **Lysa Scully, General Manager, LaGuardia Airport**

Lysa, a senior aviation executive with more than 30 years of business experience at the Port Authority of New York and New Jersey, became General Manager of LaGuardia Airport on June 9, 2014. As General Manager, she is responsible

for the airport's daily operations and leads the efforts of nearly 400 Port Authority staff. Her leadership ensures that the Airside, Landside, Customer Services, Security, Maintenance, Finance, Commercial Development and Facility Infrastructure functions meet the needs of the over 28 million passengers that use the airport annually, while providing an excellent workplace for more than 11,000 on-airport employees. Lysa has stewardship over an annual budget that exceeds \$300 million in revenues and \$200 million in expenses, and is accountable for the investment of more than \$3.6 billion into LaGuardia over the next eight years while building for the future. Preceding her appointment as General Manager, she served as the Airport Deputy General Manager from 2010 until June 2014.

Prior to her facility leadership roles, Lysa spent more than 13 years in senior executive positions in the corporate Aviation Department and was accountable for the strategy and implementation of departmental concessions, parking and customer services initiatives for all the Port Authority's commercial service airports.

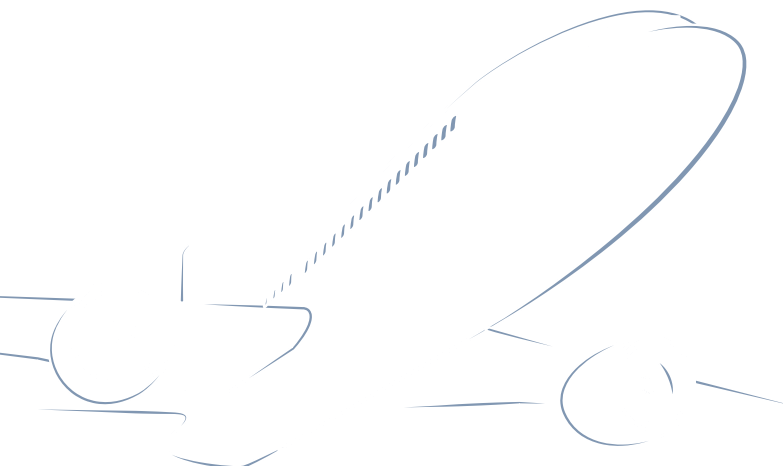
Lysa holds an MBA in Finance from Pace University and a BS in Accounting from Rutgers University, and has attained the Airport Certified Employee (ACE) designation from the American Association of Airport Executives.



## **Dr. Jeanne Radigan, Assistant Professor and Acting Chair of Aviation Department, Farmingdale State College**

Dr. Jeanne Radigan serves as an Associate Professor and Acting Chair of the Farmingdale State College Aviation Department where she develops and teaches courses including airline

management, airport management, aviation economics and airport financial management. Professor Radigan has a wide range of experience in business, finance, airline industry and intergovernmental affairs. During her five years at Northwest Airlines, she held numerous positions, including Traffic Management Agent, Transportation Agent and International Reservations Agent. In addition, she was a senior financial analyst at Chase Manhattan Bank. Graduating with distinction from Adelphi University, Professor Radigan earned an MBA with a concentration in Corporate Finance and Investment. She earned her BBA in Airport Administration from the University of North Dakota and her AAS in Aerospace Technology from Farmingdale



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