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FLORIDA KEYS DBE NEWS



Two hijacked planes from Cuba land at Key West International Airport

- In 2003, 3 hijacked Cuban planes landed at the airport. They never flew out because they could not be registered in the U.S. Two were dismantled and removed from airport property while the third still remains at the airport.
- A Civil War era fort sits on airport property. It now houses a museum displaying memorabilia of the Florida Keys.



Key West International & Florida Keys Marathon Airport's Disadvantaged Business Enterprise (DBE) Program

3491 South Roosevelt Blvd.
Key West, FL 33040
Tel: 305-360-2086
Fax: 305-295-8974
www.keywestairportdbe.net

Did You Know?

Interesting facts about the Keys

- Key West made aviation history when the world's first international flight departed from Havana, Cuba to Key West in 1913.
- In 1960, 24,000 passengers arrived or departed from the airport. Now, twice that many arrive or depart each month.



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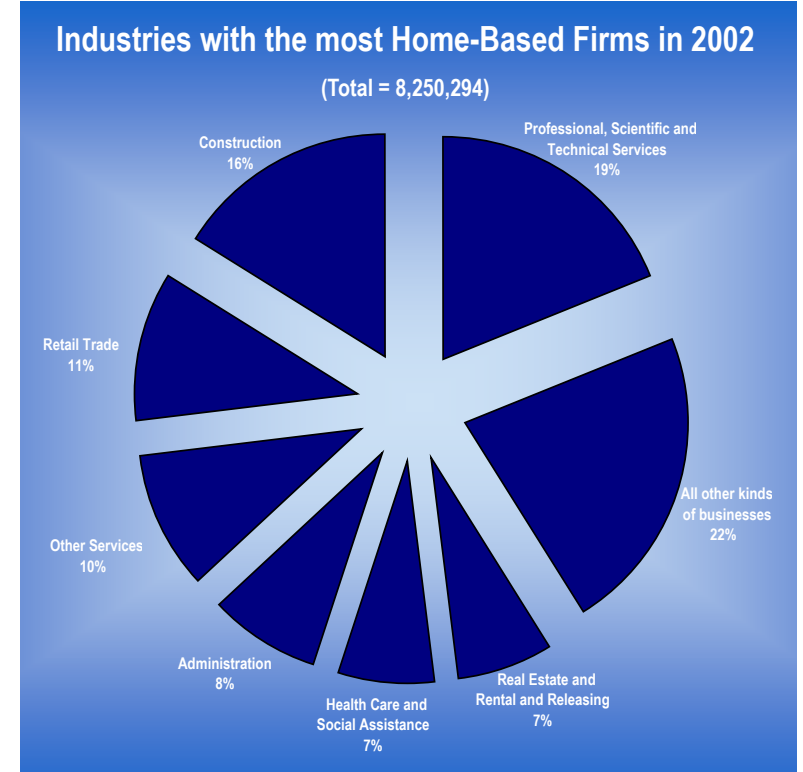


Census Bureau Report: Half of U.S. businesses are home-based

According to new U.S. Census Bureau reports, nearly half (49 %) of the nation's businesses are operated from home, and more than half of those business owners used their own money to start the business. The reports issued in late September collected responses from 2.3 million firms regarding characteristics of businesses and business owners.

"Home based businesses collectively generated a remarkable amount of economic activity, especially for women and minorities," said Census Bureau Director Louis Kincannon. "Just released data also show most businesses are started by people and families who dig into their own pockets."

The reports show that self-employed individuals who have no paid employees operate three-fourths of U.S. businesses. The following are a few facts taken from the survey:



Source: U.S. Census Bureau reports released Sept. 2006

Home-based businesses made up 56 percent of women-owned firms, 53 percent of black-owned firms, 53 percent of Native Hawaiian- and Pacific Islander-owned firms, and 45 percent of Hispanic-owned firms.

People using their own money or family assets for business startups included 77 percent for businesses with paid employees and 59 percent for businesses with no paid employees.

Nearly 28 percent of all entrepreneurs started or acquired their business with no capital at all.

Nearly one in ten U.S. businesses (both employer and non-employer firms) were started by owners who used personal or business credit cards to finance the startup or acquisition.

In 2002, 64 percent of business owners had at least some college education at the time they started or acquired ownership in their business, 23 percent had a bachelor's degree and 17 percent had a graduate degree.

Marathon schedules commercial service in 2007

Florida Keys Marathon Airport expects to offer commercial flights beginning February 2007. Since 2000, the Florida Keys Marathon Airport has operated without a commercial service airline. A 2005 economic impact study of the Florida Keys revealed that a reinstatement of commercial air service to Marathon Airport could generate over \$17 million in revenue for Monroe County.



Delta Air Lines announced that it will begin offering daily flights to Atlanta, GA and has already shown promising ticket sales for February. Gulfstream International Airlines, a Continental Airlines carrier, said it would begin offering daily flights from Marathon Airport to cities such as Tampa and Fort Lauderdale.

Peter Horton, Monroe County Director of Airports, entered both the Marathon and Key West airports into the Screening Partnership Program. This program operates under the Transportation Security Administration (TSA) and allows private security contractors to operate as federal liaisons for all screening management at the airports. Pending approval from TSA, Marathon will be the sixth airport nationwide to use the private screening program.

Key West remembers Refford Stafford

Refford Stafford of Stafford Builders, Inc. passed away in September at age 59. Mr. Stafford was responsible for a number of projects and facility repairs at Key West International Airport. He gained DBE status in 2004 and Stafford Builders became the second company to be DBE-certified by the Key West International and Florida Keys Marathon Airports. Additionally, Mr. Stafford was the only African American licensed general contractor at Key West International Airport.

Mr. Stafford was known for his exceptional custom work at a number of facilities at Key West International Airport. He did most of the work at night so the airport's daily operations weren't interrupted. Stafford's projects at Key West International Airport include an outdoor waiting area for departing passengers and improved airline counters in the terminal building. His company also remodeled the former U.S. weather service building with new offices, a kitchen, waiting areas and air conditioning ducts. They also restored an historic World War II bunker located on airport property.

When Hurricane Wilma's winds ripped through the Keys in October 2005, the Cape Air building was destroyed and considerable damage could be seen elsewhere at the airport. As soon as residents were permitted to return to the islands, Mr. Stafford was back at the airport clearing debris and laying out gravel for sidewalks around Cape Air's former building. Stafford configured vacant space at the weather

building as a temporary terminal location for Cape Air and enabled the airline to continue serving passengers to and from Key West.

On behalf of the workforce at Key West International Airport, Mr. Stafford and his dedication to the community will be missed.



Damage to Key West International Airport's control tower after Hurricane Wilma

DBE Spotlight

Roy Hogberg has been with Montgomery Consulting Group for over two years. He is the coordinator for the Key West International



Roy Hogberg

and Florida Keys Marathon Airport's Disadvantaged Business Enterprise (DBE) Program. Roy has headed this position since November 2004. He is responsible for fielding questions for current and prospective DBEs. Roy also plays a key role in processing applications for DBE certification, in addition to keeping the certification program updated.

A native of Chicago, Roy spent his childhood growing up in rural Illinois. Roy obtained his B.S. in Business Administration from Athens State University in Alabama. After graduating he continued his studies as a graduate student at American University and George Mason University in the Washington D.C. area while working for the U.S. Government Accountability Office (GAO). There, he specialized in health care, issuing reports for the FDA regarding topics such as drug abuse and

organ transplants. Roy moved to Key West from Washington D.C. six years ago after he retired from the GAO.

Roy enjoys gardening and has a particular interest in orchids. "I have an ever increasing orchid collection," said Roy. He is also on the Board of Directors for the Old Island Restoration Foundation as Secretary and Chair of the Buildings and Grounds Committee. The foundation provides grants for historic preservation and operates two historic sites in Key West. "I kept busy this past summer as



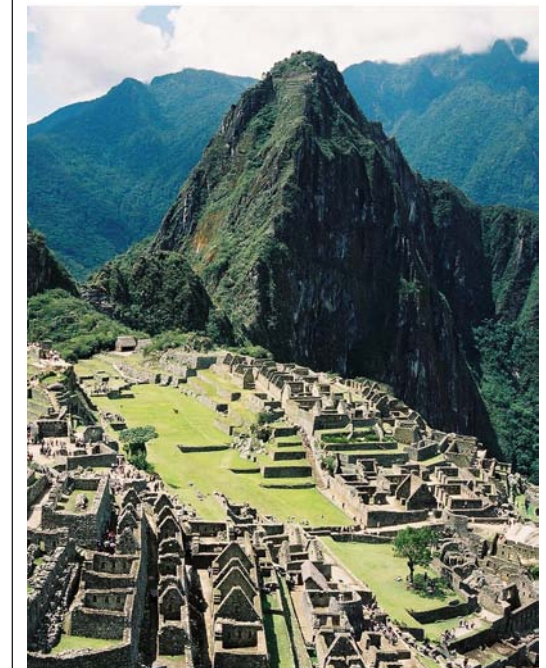
View from the oldest house in Key West

the foundation continues to refurbish the oldest house in Key West," Roy said.

In his spare time, Roy enjoys dining out, reading and listening to music. His favorite food is seafood. "Living in Key West, the seafood is really fresh and there are many great restaurants to choose from," commented Roy. He also enjoys reading suspense novels from authors such as James Patterson. I read a variety

of novels and biographies. I just finished two books by the English author, Ian McEwan — *Atonement* and *Saturday*."

As for music, Roy enjoys jazz and show tunes. He also likes listening to local artists perform. Traveling is yet another of Roy's pleasures. "When I think of a great vacation, Europe comes to mind. I would like to visit Eastern European countries next. I do, however, have an inkling to visit Peru and Machu Picchu which I may do in a year or two."



Machu Picchu

Tips on Negotiating

- **Have Confidence.** Never underestimate the value of yourself.
- **Be Prepared.** Be enthusiastic and passionate in your delivery.
- **Listen.** You'll find that people tell you exactly how to persuade them... listen to them and they will listen to you.
- **Use Silence.** This is perhaps one of the most effective negotiation tools. Get comfortable with silence.
- **Emotions.** Keep all emotions out of your negotiations.
- **Ask For What You Want.** You can't expect to get what you want if you don't ask for it!