



Don Greeson, Senior Executive Director

Don Greeson entered the airline industry as a ramp agent while a high school senior. He holds a Bachelor of Business Administration degree from the University of Miami with an academic major of Aviation Administration. Concurrent with attending college, Don worked full time with Aircraft Service International, including two years as Ramp Supervisor at Miami International Airport. In addition to extensive experience related to aviation, Don has served in management capacities within the business, healthcare, educational and hospitality segments of the contract furniture industry.

Prior to joining the IFG Group, Don co-founded and was the first President of The GTW Group, an aviation-consulting firm in Boynton Beach, Florida. He also co-founded and was senior partner with Airline Capital & Consulting Services in Ft. Lauderdale, both firms providing a diversity of services to assist air carriers and related entities successfully respond to challenges and opportunities. Don's focus areas include airline launches, identification of niche market opportunities, preparation of business plans, development of strategic alliances, charter air services, community air service development, mergers / acquisitions, competitive analysis, fleet planning, team building, new market development, competitive strategies, operations and regulatory affairs. Clients include carriers, industry suppliers of products and services, economic development entities, regulatory bodies, financial institutions and principal investors.

In 1977 New York State retained Don to serve as President of New York Skylines, to pursue the launch of a carrier operating within the State (intrastate), while poised for geographic expansion upon the economic deregulation of the airline industry. With the exception of Southwest Airlines, this preceded what subsequently developed into low cost carrier networks operating in a number of regions. Don served with Overseas National Airways (ONA), ultimately as Assistant to the President with a number of responsibilities over seven years. Focus areas included service launches, strategic alignments, operations, landing / uplift administration, ground service, negotiations, marketing / sales and CAB / DOT regulatory compliance. ONA was the largest Part 121 charter fleet operator in the United States. Upon college graduation, Don was appointed an Air Transport Analyst with the Civil Aeronautics Board. Serving in the Bureau of Operating Rights for three years, Don made recommendations to the five member Board in Section 401 and 402 proceedings concerning carrier route awards in specific city pair markets.

Don has membership in a number of aviation and other business related organizations. He and his wife Randy reside in Pompano Beach, FL. They have two adult children, Dana in Cambridge, MA and David residing in Boca Raton, FL