

Valley International Airport-HRL Harlingen, Texas

**The Valley International Airport Board
Invites Applications for Director of Aviation**



VIA VALLEY
INTERNATIONAL
AIRPORT

Executive Search Services Provided by ADK Consulting & Executive Search



THE AIRPORT

Valley International Airport (HRL) is a city-owned, Airport Board administered airport northeast of Harlingen in Cameron County, Texas. It is the second busiest airport in the Rio Grande Valley by passenger count.

Valley International Airport Board has nine members who serve five year terms. Working closely and effectively with key stakeholders, the Harlingen Airport Board is committed to providing excellence in air transportation services by having accessible, functional, safe, and efficient operations and facilities; promoting aviation and non-aviation development and economic growth through careful analysis and implementation of strategic investments; and supporting innovative, entrepreneurial initiatives

to provide excellent value to its customers and partners and to further enhance Valley International Airport as a self-sustaining enterprise.

Significant operators include:

- | | |
|------------------------------------|------------------------------|
| 1. Southwest Airlines | 6. DHL |
| 2. United Airlines | 7. FedEx Express |
| 3. Delta Air Lines (Seasonal) | 8. Gulf Aviation (FBO) |
| 4. Sun Country Airlines (Seasonal) | 9. Sun Valley Aviation (FBO) |
| 5. United Launch Alliance (ULA) | 10. Gulf Avionics |

Valley International Airport covers 2,428 acres. It has three asphalt runways:

- 17R/35L is 8,301 by 150 feet (2,530 x 46 m)
- 13/31 is 7,257 by 150 feet (2,212 x 46 m)
- 17L/35R is 5,949 by 150 feet (1,813 x 46 m)

Recent significant capital improvement projects include replacing FIDS, paging, access control (in progress); resurfacing of runway 17R/35L (2014); airfield guidance signs and expanding the general aviation apron (2013); and a \$4M terminal refurbishment completed in 2012. The operating expense budget for the current fiscal year is nearly \$6 million.

For calendar year ending 2013, there were a total of over 322,000 enplanements and 39,261 operations. The airport has approximately 54 employees.



THE COMMUNITY

When Harlingen was incorporated in 1910, it had one school, one church and fewer than 1,000 people. These days, the city boasts more than 70,000 residents, with almost 3 million people living within a 50-mile radius. Located in South Texas, it's at the crossroads of Interstate 69 and Interstate 2, and in the center of the vibrant and rapidly growing Rio Grande Valley.

With the close proximity to Mexico, Harlingen enjoys the diverse cultural influences of its neighbor. Mexico-themed festivals, restaurants, events, and architecture are abundant all over the Rio Grande Valley, but more importantly, the people are warm, friendly and welcoming to all. In May of this year, Kiplinger listed Harlingen as having the lowest cost of living in the U.S.

Over time, Harlingen has become known as the healthcare hub for the Valley. The Valley currently has two University of Texas campuses: University of Texas - Brownsville and University of Texas - Pan Am in Edinburg.

Harlingen is renowned for its larger-than-life-size murals that brighten the streets of Downtown Harlingen and decorate the walls inside local businesses. Visitors can tour and see aspects of Valley history and culture through the eyes of local artists. In addition to Harlingen's Mural Project, explore Harlingen's Heritage Trail or take in some live entertainment. Live entertainment includes Blues on

the Hill, Praise on the Hill, community theatre, sporting events and world famous musical acts.



THE COMMUNITY

(continued...)

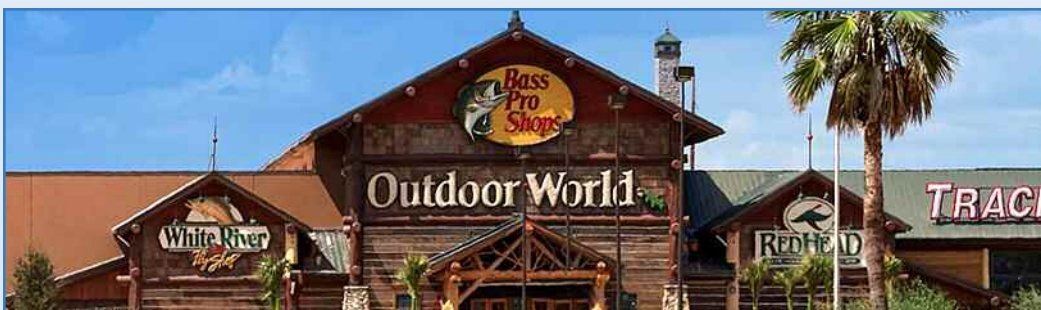
Downtown Harlingen is situated along the picturesque palm-lined Jackson Street that has served as Harlingen's "Main Street" for more than a century. Downtown Harlingen features a variety of unique shops that specialize in home decor, apparel, original Texas



artwork, hand-made jewelry, gifts, antiques, and collectibles. In addition Downtown Harlingen offers great family-friendly events including Market Days, Walking Tours, and Family Movie Nights.

Thanks to Harlingen's year-round tropical weather visitors can enjoy outdoor activities 365 days a year. Outdoor activities range from birding, hunting and fishing to beach activities such as surfing, horseback riding, dolphin watches and kayaking.

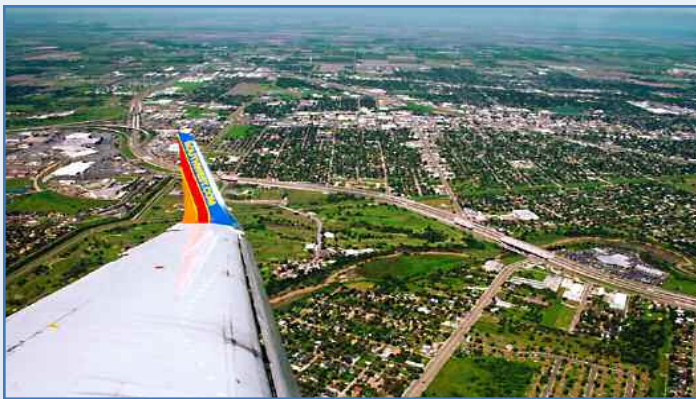
With South Padre Island less than a one hour drive from Harlingen, you are close to 34 miles of the best beaches in Texas. Year-round activities include water sports, fishing, and a vibrant night life. For the adventurous types, there is



skydiving, parasailing, jet skiing, sailing, and more.

Harlingen's position on nature's flyway attracts more than 430 species of birds, making the city an international mecca for birding enthusiasts.

To educate visitors about migrating birds, as well as protect the rare birds that call Harlingen home year round, the City opened the World Birding Center in 2005. Each November, the City hosts the Rio Grande Valley Birding Festival that has brought thousands to the area over the past 20 years.



THE POSITION

The Director of Aviation reports to the Valley International Airport Board (Board), and is responsible for the day-to-day operations at HRL. The Director of Aviation will administer all aeronautic activities according to policies established by the Board and will plan, coordinate, direct and be responsible for all activities associated with the operation of Valley International Airport and related economic development activities. As part of his/her essential duties, the Director of Aviation will:

- Implement policies and initiatives as directed by the Airport Board.
 - Formulate and implement plans for the general economic growth of the airport and for the improvement and expansion of passenger and cargo service to the airport.
 - Lead all aspects of strategic long-term and short-range planning, airport asset management, financial management, stakeholder relations, safety, security, customer service and infrastructure planning and preservation.
 - Assist the Airport Board in its duties relative to policy setting and long-term planning.
 - Prepare and monitor the operating and capital budgets and ensure approval.
- Coordinate all aviation-governmental related activities and represent the airport in discussions with the FAA, TSA and The Texas Department of Transportation.
 - Identify and implement new business opportunities and lead the negotiation and management of leases, contracts and professional service agreements.
 - Oversee marketing, public relations and outreach activities.
 - Exercise leadership over employees and formulate and administer personnel policies and procedures that ensure the safe, effective and customer centric operation of the airport.



POSITION REQUIREMENTS

To be considered, candidates must have a Bachelor's Degree in Airport Management, Business Administration, Public Administration or a related field, and a minimum of 7 years senior leadership experience at a commercial service airport. Candidates will have demonstrated extensive and varied airport experience with strong leadership skills having an emphasis on strategic planning, capital improvement projects, financial management, lease negotiations and community relations. A.A.E. accreditation is preferred. Bilingual in English and Spanish is a plus.

SALARY & BENEFITS

The starting salary range for this position is \$140,000 to \$150,000 with an excellent benefit package.

HOW TO APPLY

A. Please submit, in PDF format, a cover letter, resume, and a minimum of five professional airport references. The references should be diversified and include at least one individual who you have worked directly for and one individual who has reported directly to you. Include their contact information (email and telephone number) and specify your working relationship with them. Send to ADK Executive Search at: HRL@adkexecutivesearch.com

B. Your submission should include a separate supplement, in PDF format, with responses to the following:

1. What is the size of airports/facilities and communities you have served including the operating budgets, capital improvement budgets, and staff you have managed? Relate your experience to that of HRL.
2. Why do you feel that this position at Valley International Airport is right for you?

C. Please complete the ADK employment application form at: [ADK Application Form](#) (this is a secure link).



Filing Deadline: **Closed to new applications**

Only complete electronic submissions will be considered.

Email questions to HRL@adkexecutivesearch.com

