

JOHN WAYNE
AIRPORT
ORANGE COUNTY



John Wayne Airport (SNA)

The County of Orange invites applications for Airport Director

Santa Ana, CA



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The Airport

John Wayne Airport, Orange County (SNA), owned and operated by the County of Orange, is the only commercial service airport in Orange County, California. It is located approximately 35 miles south of Los Angeles, between the cities of Costa Mesa, Irvine, and Newport Beach. The service area includes more than three million people within the 34 cities and unincorporated areas of Orange County.

John Wayne Airport plays a unique and crucial role in the Orange County community. It is the only airport in Orange County that provides commercial passenger and air-cargo service and is the primary provider of general aviation services and facilities in the county. It is home to local law enforcement air operations and to medical/mercy flights. JWA is the gateway through which millions of passengers travel each year to their homes, their families, their vacations, and their businesses.

- **John Wayne Airport's Vision** is to be a world-class aviation gateway for business and leisure travel.

- **John Wayne Airport's Mission** is to plan, direct and provide high quality aviation services and facilities for Orange County in a safe, secure and efficient manner.

Orange County's aviation history is deeply rooted in general aviation (private, non-commercial) operations. From 1923, the year aviation pioneer Eddie Martin founded the airfield that ultimately became John Wayne

Airport, until 1939, the Airport operated as a privately owned general aviation facility. After serving as a military base during World War II, the airport was returned to the County of Orange with the stipulation that it remain open to all types of aviation uses.

General Aviation

Today, John Wayne Airport is the 30th busiest airport in the country, based on total operations. It is the home base for more than 500 private general aviation aircraft that run the gamut from vintage biplanes and helicopters to sleek corporate jets. There are nearly 400 County tiedown spaces for general aviation at John Wayne Airport. Additional tiedown spaces are provided by fixed base operators

(FBOs).

General aviation accounts for the majority of the Airport's total aircraft operations (takeoffs and landings). In 2013, there were 163,565 general aviation operations, which represent 66% of the Airport's total number of operations. Two full-service FBOs, Atlantic Aviation and Signature Flight Support, provide aircraft fueling services, supplies, aircraft maintenance, flying lessons and other services while a number of other tenants provide maintenance, hangar and related services.





Commercial Air Service

Commercial air service is provided by most major U.S. carriers: Alaska, American, Delta, Frontier, Southwest, United and USAir. In 2011, WestJet began daily nonstop service to Vancouver, Canada and, in 2012, Southwest Airlines (then AirTran) began providing daily nonstop service to Cabo San Lucas and Mexico City. Currently, these carriers serve more than 20 nonstop destinations from Orange County. In 2015, JWA will see service to five new destinations (Austin, Chicago-Midway, Kansas City, St. Louis and Puerto Vallarta) and increased service to five existing markets (Cabo San Lucas, Phoenix, Portland, San Francisco and Seattle).

JWA served almost 9.4 million passengers in 2014, a 1.7% increase over 2013. The Airport expects to serve nearly 10 million passengers in 2015. In 2014, the Airport supported nearly 78,000 commercial operations. The average load factor for commercial operations in 2014 was approximately 84%.

Settlement Agreement - John Wayne Airport is one of the most regulated airports in the United States and, perhaps, in the world. Its regulations were initially defined in the 1985 "Settlement Agreement," which formalized consensus between the County of Orange,

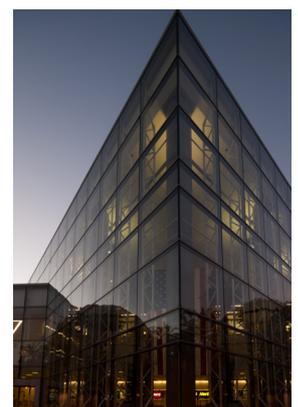
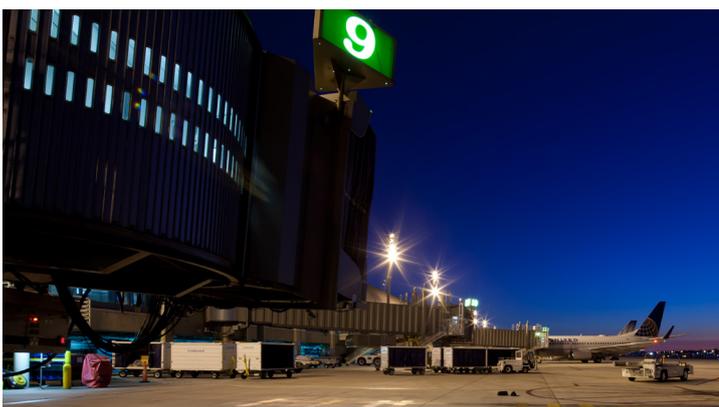
the City of Newport Beach and two community groups on the nature and extent of facility and operational improvements that could be implemented at JWA through 2005. Since that time, the Settlement Agreement has been extended twice and will continue to set facility and operational limitations on the Airport through 2030. In the early 1970's, the County of Orange created, and continues to enforce, a curfew that precludes aircraft (general aviation and commercial) from operating during nighttime hours unless they can meet defined noise limits at specific noise monitoring stations. The Settlement Agreement, and the curfew, are viewed as foundational elements of the operation of John Wayne Airport.

Facilities - The Thomas F. Riley Terminal opened in September 1990. The 337,900-square foot building (Terminals A and B) included 14 commercial passenger gates, four baggage carousels, two airline club lounges and a variety of food and gift concessions. In November 2011, JWA completed a third multi-level Terminal C with six new commercial passenger gates, three baggage carousels, two commuter terminals and a new federal inspection services area. JWA

currently operates four parking structures and one remote parking lot which includes a total of 8,556 on-site parking spaces. In 2011, JWA completed construction of its own Central Utility Plant.

For the 2013-14 fiscal year, JWA projected \$51M in aeronautical revenue and \$67M in non-aeronautical revenue. Additional revenues were received through federal grants (\$5M) and Passenger Facility Charge (\$18M). Total expenses for the same fiscal year were estimated to be \$85M in operating expenses, \$22M in capital projects and \$21M in debt service. JWA is respected for its fiscally conservative management approach and has been rewarded with some of the highest bond ratings among its peers. The Airport utilizes the compensatory methodology for determining terminal rental rates and charges calculations and a residual approach for airfield rates.

Airport Development - The Airport has a number of construction and planning projects underway, including: (1) cell phone waiting lot; (2) Common Use Passenger Processing System (CUPPS) upgrade; (3) general aviation facility/service planning; and (4) Riley Terminals A and B enhancements.





The Community

With more than three million residents, Orange County is the third most populous county in the State of California and the sixth most populous in the United States. Orange County includes 34 cities, the largest of which are Anaheim, Irvine and Santa Ana.



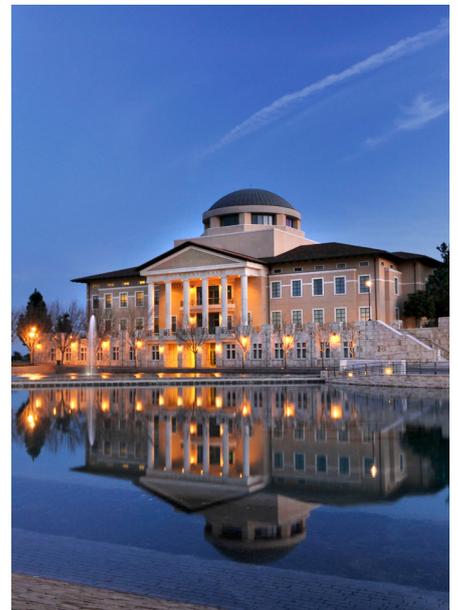


The Orange County economy is equally diverse. Key industries include tourism, business and professional services, technology, health services, construction and biomedical. Multiple Fortune 500 companies call Orange County home, including Ingram Micro, First American Corporation, Broadcom, Western Digital and Pacific Life. At 4.1%, the unemployment rate in Orange County is lower than that of California and the United States (April 2015).

Known around the world as "The OC," Orange County is well known as a tourist destination. Visitors flock to the area for its 42 miles of beaches and legendary theme parks including Knott's Berry Farm and the Disney-

land Resort. Orange County is also known for its world class shopping at venues such as Fashion Island, the Irvine Spectrum and South Coast Plaza.

Other popular destinations include the Bowers Museum, the Discovery Cube and the San Juan Capistrano Mission. Orange County is home to numerous highly regarded K-12 private and public schools, colleges and universities, including California State University, Fullerton, Chapman University and the University of California, Irvine.





The Job

The Airport Director has responsibility for operations, administration, planning, and development activities at the John Wayne Airport owned and operated by the County of Orange. With recommendations and advice from the Orange County Airport Commission, the Airport Director reports directly to County's Chief Operating Officer. The Airport Director is responsible for directing, through subordinate managers, the overall operations of the John Wayne Airport. The airport currently has 174 positions, all but two are covered by union contracts/collective bargaining agreements. The airport also has stationed staff from various County agencies: Orange County Sheriff's Department (107 positions), Auditor Controller, Human Resource Services, County Counsel and Risk Management (15 positions). Additionally, the airport contracts for Aircraft Rescue and Fire Fighting (ARFF) services with Orange County Fire Authority (18 positions).

The Airport Director:

1. Plans and implements long-range development and operational plans for John Wayne Airport.
2. Meets with officials of governmental agencies and private organizations in planning, implementing, gaining cooperation and explaining aviation activities.
3. Organizes and directs overall operations of airport facilities, including the enforcement of ground traffic and safety rules and regulations, the collection of and accounting for

rentals and other service fees and the administration of all leases covering JWA facilities.

4. Directs the development of new leases and other sources of revenue covering airport-oriented activities and the implementation of same; consults with appropriate County staff in the development of leasing and other revenue opportunities and in the preparation of studies and surveys for establishing lease and other revenue rates.
5. Oversees Airport safety, security, emergency policies, and procedures.
6. Develops an annual airport maintenance and improvement program and coordinates project implementation.
7. Consults with and advises the Board of Supervisors regarding airport and air transportation policy and the operations and functions of John Wayne Airport.
8. Prepares comprehensive reports, statistics and the annual departmental budget.

The Ideal Candidate

We are seeking an innovative, forward-thinking Airport Director who will be a champion for the future, capable of dealing with substantial change, and showing flexibility and creativity to problem solving. The successful candidate will: possess excellent written and oral communication skills; have demonstrated effective leadership in developing and participating in a team-oriented work environment; be politically savvy; have es-

tablished a strong reputation for effective leadership with stakeholders at the airport and in the community, and have demonstrated extensive knowledge of principles and practices of modern airport management. We are looking for demonstrated qualities of stability, commitment, strategic thinking, and high levels of technical competency in airport management.

Job Requirements

The critical nature of this position requires that the successful candidate possess superior leadership skills with at least 10 years of increasingly responsible management experience in airport administration, operations, or finance, including at least five years as part of the top management staff at a commercial airport of similar complexity. A Bachelor's degree in airport management, business administration, public administration or related field is required. A Master's degree or A.A.E. or IAP accreditation is a plus.

Salary and Benefits

The starting salary range for this position is expected to be between \$170,000 – 200,000 per year, depending on experience and qualifications. The position also offers an excellent range of benefits.



How to Apply:

A. Please submit, **in PDF format**, both a cover letter and résumé. You may send both as one file. Please do not send your cover letter in the body of an email. Send to ADK Executive Search at: JWA@adkexecutivesearch.com

B. 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 JWA@adkexecutivesearch.com

Thank you for your trust in ADK Consulting and Executive Search.



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