

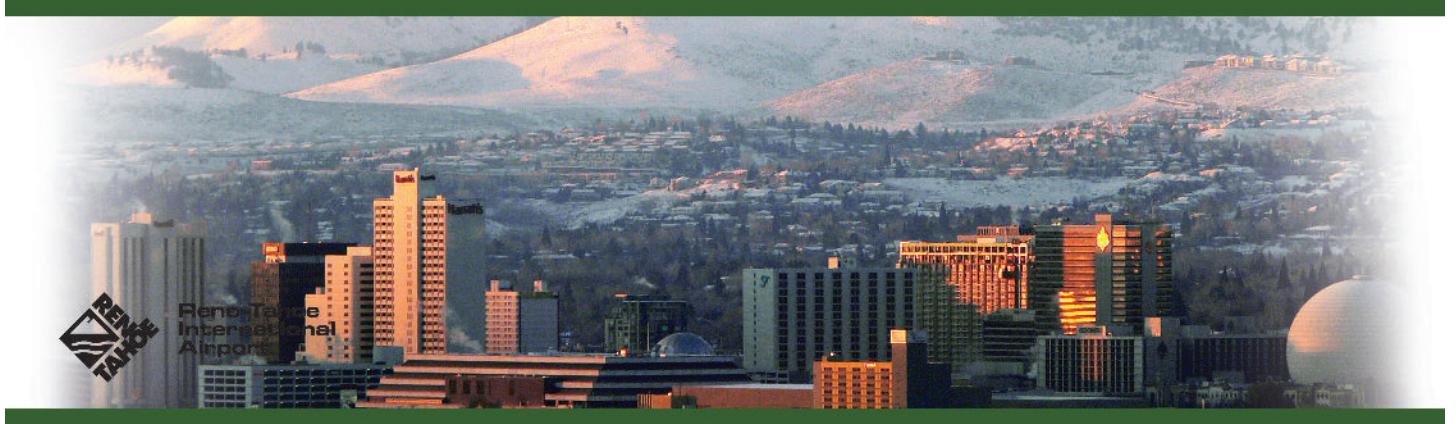


Reno-Tahoe Airport Authority
Invites Applications for
**Vice President of
Air Service Development**

With assistance from ADK Executive Search



Reno-Tahoe
International
Airport



About the Region and Airport

When passengers land at Reno-Tahoe International Airport, they instantly know they have arrived in America's Adventure Place. On approach, passengers experience a breathtaking view of stunning Lake Tahoe. World class ski runs are visible from the runways and taxiways. A skyline of casino towers beckons and glows at the base of the Sierra Nevada Mountains.

The airport, located just five minutes from downtown Reno, is literally and figuratively, at the heart of the community. The airport makes the all-important first and last impression on passengers coming and going from the region. The 4 million passengers the airport experiences each year have a \$2 billion impact on the region that is vital for the casinos, ski resorts, golf courses, the University of Nevada and a growing business district.

With 300 days of sunshine per year, a surrounding of natural wonders and a perfect location for West Coast business, the Reno-Tahoe region is a great location for business or fun. And the fastest, most efficient way in and out of the region is through the centrally located airport.

Downtown Reno is located at 4,500 feet above sea level and is surrounded by picturesque mountain peaks. The Gateway to the Sierra, Reno is just a 20-minute drive from the stunning blue waters of Lake Tahoe and the tall, fragrant pine forests that are a natural wonderland for outdoor enthusiasts.

Whether you are seeking recreation, nightlife, art, business or education, Reno-Tahoe has something for everyone.

Good for Business



Located on the border of California and Nevada, Reno-Tahoe is further west than Los Angeles and further north than San Francisco. The community, and the airport, are adjacent to Interstate 80 and the Union Pacific Railroad's west line providing outstanding transportation opportunities. This nexus of geographic location, and transportation strong points, make the region an ideal location for distribution centers. The airport has a thriving cargo operation that is helping fuel the growth.

Internet fulfillment and hi-tech business are leading the way. Urban Outfitters Inc. and Toys "R" Us recently opened large warehouse-distribution centers that join existing facilities like Amazon.com, Barnes & Noble, Wal-Mart, Starbucks and JC Penney. Additionally, one of the largest hi-tech companies in the world, Microsoft, has their licensing division located here, producing half of the organization's total revenue at 32 billion dollars and supporting their partner groups globally in Dublin, Ireland and Singapore, as well as their manufacturing facility in Puerto Rico. But the newest corporate



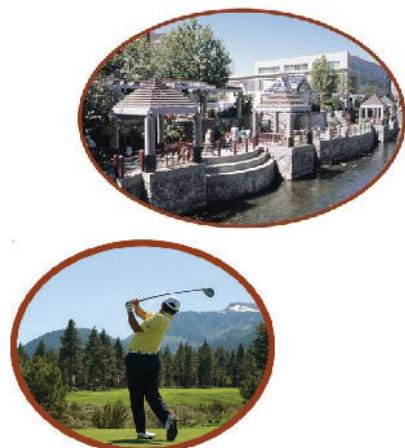


citizen is Apple, Inc. The hi-tech giant is planning a Reno-Tahoe data center to house online services such as the iTunes store, the App Store, and iCloud data storage as well as offices. And there is plenty of room for more business as the world's largest industrial park, the 107,000 acre Tahoe Regional Industrial Center, is just nine miles west of the airport.

Tourism

In Reno-Tahoe, you can literally ski in the morning, play golf in the afternoon, enjoy dinner and a casino show in the evening and play Blackjack to finish the night. The region's leading industry is tourism and the airport plays the key role in bringing customers to the casinos, ski resorts, golf courses, restaurants and shopping that attract millions of visitors each year.

Large hotel casinos dot the downtown region and light up the nighttime sky while offering top-name entertainment, gaming, excellent restaurants and five star spas. But there's more to Reno-Tahoe than gaming. An exciting restaurant and entertainment scene has blossomed in an eclectic downtown area that features a large riverwalk area that attracts swimmers and kayakers from May to October. The region offers three major shopping malls and a Cabela's outdoor store.



The Tahoe region offers the largest concentration of world class ski resorts in the world. More than 16 winter sports resorts draw worldwide visitors from November through April each year. Every winter, snowboards and skis are as common as roller bags at Reno-Tahoe International. The airport's original terminal was opened in 1960 to accommodate the fly-in passengers and athletes for the Squaw Valley Olympics. The region's snow sport heritage is memorialized in the airport terminal with an impressive ski sculpture by artist Douglas Van Howd.



Wintery mountains give way to perfect hiking and mountain biking trails in summer. The snowmelt feeds the Truckee River, a whitewater river that tumbles down from the mountains and runs through the center of downtown Reno and features one of the finest kayak racing runs in the world. And you can have a tee time any time of year in Reno-Tahoe where the snow-capped mountains are a breathtaking backdrop for any of our 40 golf courses.



Special Events

Every weekend, the region is alive with activity thanks to a full menu of festivals and special events. Each June, the community saddles up for the Reno Rodeo, the 4th largest rodeo in the nation. In mid-summer, PGA golf swings into action with the Reno-Tahoe Open as well as the American Century Celebrity Golf Tournament.



Hot August Nights is the largest classic car show in the country attracting 800,000 visitors who literally watch the hands of time turn back to the excitement of the ever popular era of the 50's and 60's. Labor Day weekend features a truly unique counter-culture festival called "Burning Man" that attracts 60,000 people to the Black Rock Desert. The gathering brings 30,000 travelers through the airport each year.

September features major events like the Best of the West Rib Cook Off that attracts 500,000 BBQ enthusiasts who consume 100 tons of ribs over six days. The Reno Balloon Races turn the blue Reno-Tahoe skies into a rainbow of color with 100 hot air balloons dotting the horizon.

For 50 years, aviation fans have been mesmerized each September by the National Championship Air Races. The air show and race brings 200,000 fans and \$80 million to the local economy. Following the air races, the engines roar for one more week as Street Vibrations, the fourth largest motorcycle event in the nation, hits the roads.

A University Town

Reno is home to the University of Nevada and its highly respected College of Business. The impressive campus, serving 20,000 students, is adjacent to downtown and offers a University quad that would be the envy of an Ivy League school.

In addition to the popular Nevada Wolf Pack sports teams, Reno-Tahoe sports fans also enjoy the AAA Baseball World Series Champion Reno Aces and the NBA-D-league Reno Big Horns.

Arts

Every sunset in the Sierras looks like a work of art, and maybe that's why the Reno-Tahoe area has a thriving art scene. The community is the proud home of the Nevada Museum of Art, the Reno Philharmonic, Nevada Opera and the Lake Tahoe Shakespeare Festival that performs evening works of the Bard on the beach at Lake Tahoe. Each July, the arts hits a high note with a month-long celebration called Artown that brings 300 arts events to the region ranging from fine art displays, to dance, theater and a wide range of big name musical performers.





The Airport Authority

For Northern Nevada, Reno-Tahoe International Airport is much more than a transportation center. Reno-Tahoe International enjoys a special status in the region because of its vital role for tourism and business, as well as its community outreach and corporate citizenship. While most airports face criticism over noise and expansion issues, Reno-Tahoe International is respected by local media and political leaders.

Reno Tahoe Airport Authority is a quasi-municipal corporation that was created by the Nevada State Legislature and began operation on July 1, 1978. The RTAA is an independent entity that is not part of any other unit of local government and does not use local property or sales tax revenue to fund its operation.

The RTAA owns, and operates the Reno-Tahoe International Airport (RNO) and Reno-Stead Airport (RTS). RNO is the 65th busiest airport in the nation with 3.5 million passengers and 80,000 operations per year. Reno-Stead Airport is a general aviation facility of 5,000 acres that is home to 200 based aircraft, as well as the famous National Championship Air Races.

The RTAA employs 250 staff members and approximately 2,600 people work for independent businesses at both airports. Reno-Tahoe International offers 54 daily commercial flights to 16 cities on seven air carrier airlines—Southwest, American, United, Delta, US Airways, Alaska/Horizon and Allegiant. RNO is also served by three cargo carriers, UPS, FedEx and DHL and together they carry 116 million pounds of cargo through the airport each year.



For fiscal year 2014, the RTAA has an operating budget of \$36 million and a capital improvement program of \$39 million. In April, RNO completed a \$27 million terminal renovation and created a new centralized security checkpoint called the Gateway Project. Gateway took two security checkpoints on the second floor of the terminal and consolidated them on the first floor. The airport moved a majority of its stores and restaurants past security onto the second floor. The Gateway added a Tahoe look and feel throughout the terminal and helped make the first and last impression on travelers coming and going from the region.



In addition to Gateway, RNO has benefitted from more than \$250 million in federal grants over the past decade. New lighting and landing systems have been added, extensive repavement projects have taken place and a new in-line baggage system, control tower, fire station and snow removal equipment building have been opened in the past three years.

RNO is situated on 1,500 acres and offers parallel runways that are 9,000 feet and 11,000 feet long with a 6,100 foot crosswind runway. The terminal has 23 gates on two concourses. Atlantic Aviation is currently the sole fuel provider for general aviation traffic at RNO and significant tenants include the base for the Nevada Air National Guard, a Dassault Falcon maintenance facility and Western Jet Aviation's Gulfstream service center.



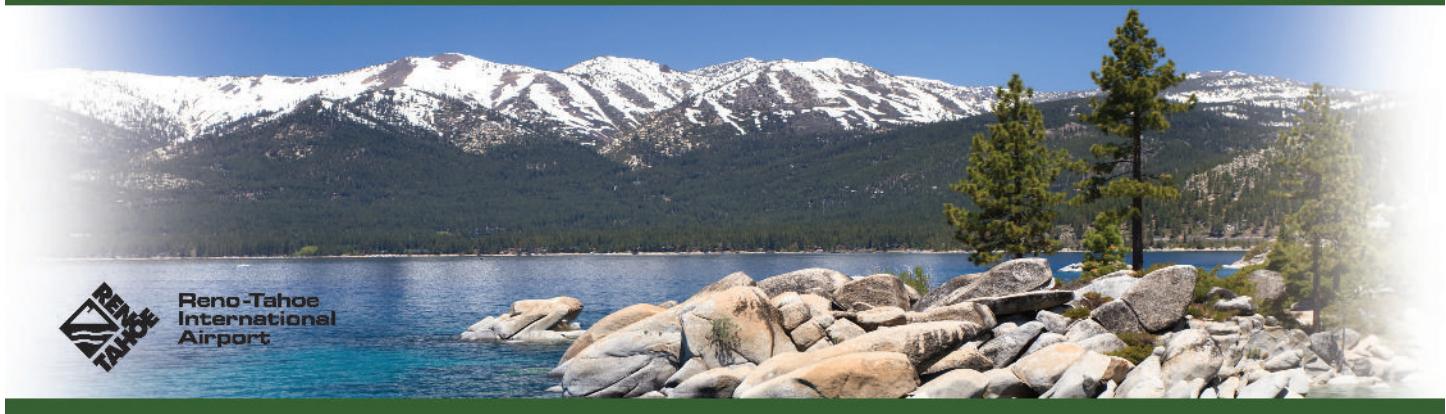
About the Vice President of Air Service Position

The Reno-Tahoe Airport Authority (RTAA) is seeking a strategic leader to serve as the Vice-President of Air Service Development. The successful candidate for this position will be responsible for the development and implementation of collaborative strategies to maximize air services, both with the maintenance and expansion of cargo programs as well as growing passenger airline service at the Reno-Tahoe International Airport. In addition, the successful candidate will have the expertise to communicate effectively with a wide variety of airport, airline executives and community stakeholders; provide strategic direction and leadership to the Air Service Department and contribute to a highly effective and collaborative management team.

Primary responsibilities of this position include:

- Researches and identifies opportunities for reasonable growth and regional economic development by directing on-going analysis and programs to identify specific markets that may be opportunities for new passenger and cargo services, including international markets; provides on-going analysis and evaluation of at-risk markets.
- Leads the strategic and tactical planning efforts to increase airline and air freight service by developing airline-specific route business plans and developing customer and competitor research to support the airport's business and marketing plans.
- Routinely communicates to airlines, including news of economic development opportunities in the region that positively positions the Reno-Tahoe International Airport to current and prospective carriers. Additionally, this position must be adept at communicating via social media technology.
- Participates in the development and implementation of comprehensive marketing strategies and programs applicable to the expansion of passenger air service, cargo service and carrier/route expansion.
- Designs, directs and coordinates the work plan of the Air Service Business Development department to achieve the department's mission, goals and performance measures.
- Builds relationships leading to new or expanded airline partnerships; establishes and maintains close business relationships with local and state economic development entities and the Northern Nevada air shipping community - including shippers, freight forwarders and air carriers to promote the Airport and the Northern Nevada area.
- Represents the Authority and the department with a wide variety of civic, corporate, community, tourism, airport and professional organizations and associations.
- Serves as the staff liaison to the Air Service Task Force Committee whose goal is to maintain existing air service; develop new non-stop air service to increase passengers, air cargo and tenant revenues, and related business activities in the community. In addition, this position will play a vital role with the Regional Marketing Committee.
- Develops and manages department budget.

This at-will, management position is FLSA exempt.



Minimum Qualifications:

- Ten (10) years of increasingly responsible management experience in directing a comprehensive program of strategic air service and business development.
- In-depth knowledge and experience in the airline and airport industry.
- At least five (5) years of management and supervisory experience.
- A valid driver's license is required at the time of application. (Ability to acquire Nevada state driver's license within 30 days of employment)

Preferred:

- Bachelor's degree from an accredited college or university in Aviation Management, Public Administration, Marketing, Business Administration or a closely related field.
- Accredited Airport Executive (A.A.E.)

Skills & Abilities:

- Excellent strategic development skills.
- Ability to deal with complex and ambiguous situations.
- Display strong presentation skills with the talent to present and influence diverse audiences.
- Strong management, analytical, verbal and written communications skills.
- Adept at communicating on social media.

Selection Procedure:

Review of Application: An official Airport Authority Employment Application must be received no later than **11:59 p.m. on October 20, 2013**.

The RTAA requires each candidate to successfully complete an employment history verification prior to being considered for employment. All employment offers are subject to successful completion/passing of a drug-screening test, a fingerprint criminal history records check and security badging test.

HOW TO APPLY: Apply online at: www.renoairport.com/employment and click on link under Current Openings. A resume may be submitted in addition to, but not instead of, completing any portion of the application.

Questions about the application/recruitment process and the physical demands of the position may be addressed to RTAA Human Resources, (775) 328-6450, hr@renoairport.com or to ADK Executive Search at annell@adkexecutivesearch.com attn.: Annell Kuelpman.

COMPENSATION

Salary Range:

\$108,429 (minimum) to \$175,223 (maximum) per year

Senior Executive Benefits:

- Public Employees' Retirement System (PERS) - all contributions are 100% paid by Reno Tahoe Airport Authority (no contributions to Social Security required)
- Deferred Compensation Program
- Vacation - 19.5 days per year for first 5 years of service
- Holidays - 13 days per year
- Sick Leave - 15 days per year
- Tuition Reimbursement
- "Benefit Dollars" provided to purchase health insurance or other benefit options
- Life insurance coverage at 2 x annual salary for employee
- Relocation benefits
- No State Income Tax