



CITY OF SAN ANTONIO  
**AVIATION DEPARTMENT**

The City of San Antonio invites applications for  
**Assistant Director – Chief Development Officer**

San Antonio International Airport (SAT)  
Stinson Municipal Airport (SSF)

San Antonio, Texas

*Executive Search Services Provided by ADK Consulting & Executive Search*

# The Airport

## Aviation Department

The San Antonio Aviation department includes approximately 499 employees and an annual budget of over \$110 million. The department is responsible for managing both the San Antonio International Airport and the Stinson Municipal Airport. The San Antonio International Airport provided commercial airline service to more than 10 million passengers in 2019 through 41 non-stop domestic and international destinations.

## San Antonio Airport System

The San Antonio Airport System (SAAS) is home to San Antonio International Airport, one of the fastest growing medium hub airports in the country, and Stinson Municipal Airport, the second oldest continuously operating airport in the United States. We are committed to generating prosperity for our region and striving to be an exceptional airport system. According to the most recent economic impact study of the airport system, it directly or indirectly supports over 46,000 jobs for the region and has a total annual impact of over \$5.2 billion.

The Airport System is owned by the City of San Antonio through a City Manager form of government. The Mayor and City Council of the City of San Antonio set the policies under which the Airport System operates. The Director of Airports oversees a department of 499 employees, who are empowered to perform their jobs with teamwork, integrity, professionalism, and innovation.

Over the past two years and prior to COVID-19 impacts, the International Airport had experienced explosive passenger growth, gaining over 16.6% more passengers, to end 2018 with over 10 million passengers. The airport had enjoyed 37 consecutive months of record-breaking passenger growth, pacing SAT among the top 10 of fastest growing airports in the United States and is expected to exceed the 2018 passenger count in 2019 by nearly 6%. This increase is due not only to new airlines and non-stop destinations that have been introduced in the past two years, but also to larger aircraft and additional frequencies to existing markets.





## The Airport *(continued)*

### **Preparing for the Future: Strategic Planning Process**

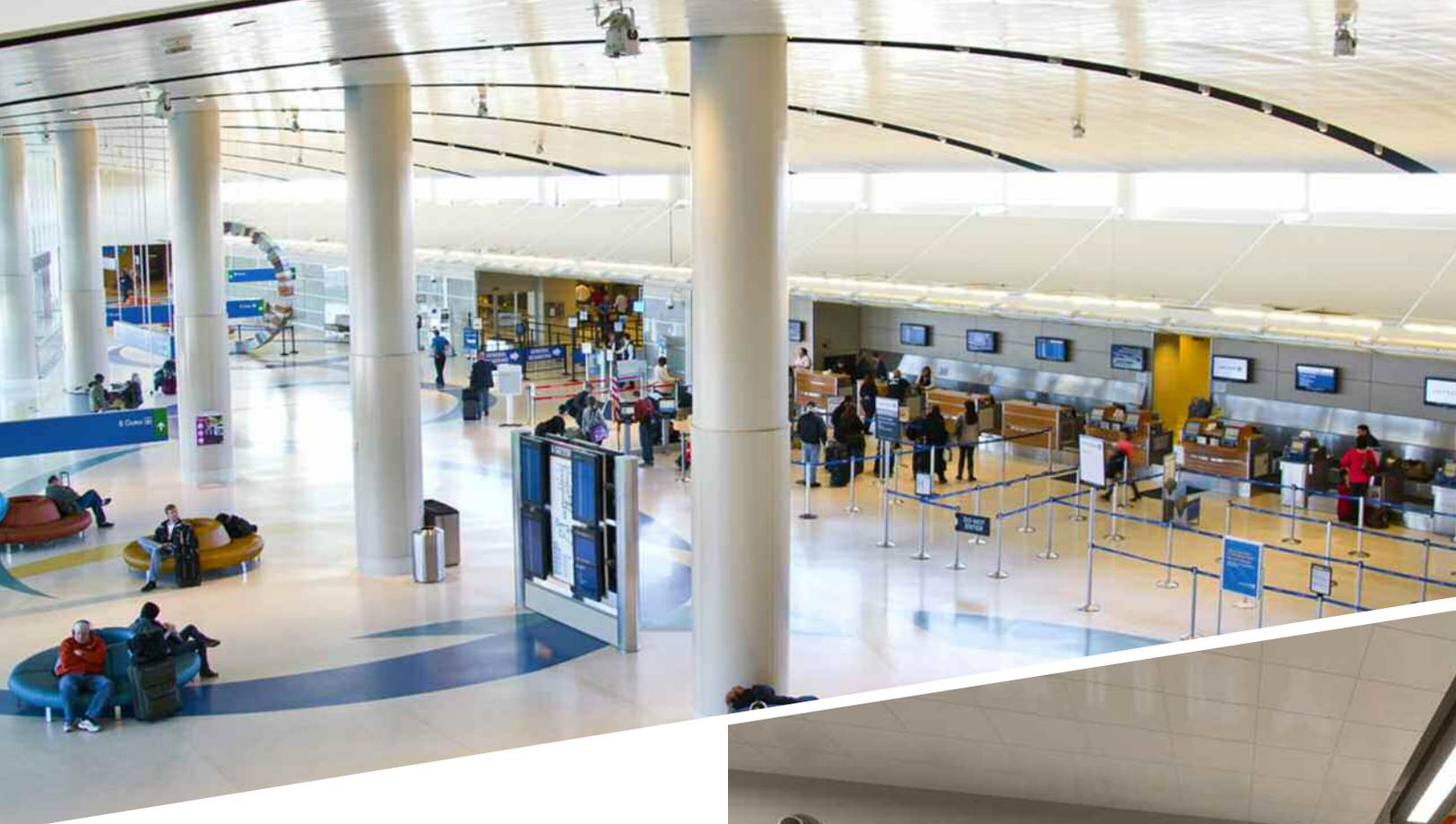
This growth and the stable, but growing, economy of south Texas led the Airport System to launch a two-phased, data-driven Strategic Development Plan (SDP) process to produce a Master Plan to accommodate the anticipated growth in the next 20 years and continue to generate prosperity for the region. This process is complimented and validated by a Mayor-appointed group of community leaders—the Airport System Development Committee.

City Council accepted the recommendations of the SDP process and approved moving forward to focus on the details of the expansion options. The growth of this community and resultant air service requirements will likely warrant substantial capital projects to expand and enhance capacity, including areas such as the airfield, terminal facilities, roadway access and multi-modal transportation. Multiple rounds of community and various committee engagements will occur as the options are developed and evaluated before final recommendations are brought forward to the City Council.

Although large capital improvement recommendations for future growth will be part of the SDP, there are projects underway. In 2019, construction was completed on a new security lane for the Terminal A checkpoint to handle high peak periods. FY 2020 includes the implementation of a new customer experience operations team based in the terminals to routinely patrol, inspect, and report facility discrepancies and to quickly mitigate congestion.

### **Phenomenal Customer Experience**

The International Airport is a recognized leader in customer experience, receiving the Best Airport with 5-15 Million Passengers in North America award from Airports Council International-World (ACI-W) for 2018. The airport has been honored by ACI-W for the past four years. Recently implemented customer enhancements include an engaging and robust public arts program, a partnership with Aira for blind and low-vision passengers, a consolidated rental car facility and short-term parking garage, a convenience store/gas station/drive-thru restaurant near the main entrance of the International Airport, and a variety of cultural arts programs and events celebrating San Antonio's diverse and colorful culture. *(continued...)*



## The Airport *(continued)*

As part of this effort, the city recently awarded a new prime concessionaire to install 10 new food, beverage, and retail concession concepts in Terminal A in the San Antonio International Airport, including new two pre-security locations. The new concessionaire began construction in September 2019 on four new concepts. The remainder of the concepts are anticipated to be operational in the future as passenger traffic increases and recovers from COVID-19.

Like International, Stinson Municipal Airport has enjoyed new customer enhancements including a new parking lot with landscaping and lighting and new directional and monumental signage. A hike and bike trail, which connects the historic terminal with the Mission Reach of the San Antonio Riverwalk, opened in October 2019. These enhancements, along with its popular BBQ, will help draw visitors to Stinson to take advantage of its proximity to the Missions, the only UNESCO World Heritage site in Texas and Brooks City-Base.





## The Community

**San Antonio** is a diverse, progressive, and globally competitive city with a solid vision for national and international economic development. As the seventh-largest city in the United States, San Antonio is experiencing solid economic growth in 21st century industries such as cybersecurity, bioscience, and healthcare. Military City USA is home to several military bases including Joint Base San Antonio, the largest base organization in the U.S. Department of Defense and comprised of Fort Sam Houston Army Base, Lackland Air Force Base and Randolph Air Force Base.

San Antonio, which recently celebrated its Tricentennial, is an interwoven entity that seamlessly fuses the past with the future. You will step to the beat of wafting flamenco music as you wander the downtown River Walk. Take a river barge to The Pearl, a former brewery that's been repurposed into a culinary lover's delight and is home to the award-winning Hotel Emma. A visit to the San Antonio Missions National Historic Park, the only UNESCO World Heritage site in Texas, is an absolute must, as is taking in a show at the ornate Majestic Theatre. In spring, San Antonio becomes a literal Fiesta with two weeks of parades and multicultural, family-oriented celebrations.

The **San Antonio River Walk** is a verdant oasis of cypress-lined paved paths, arched stone bridges and lush landscapes. It gently winds through the city center, providing millions of visitors each year with easy access to the city's cultural hot spots, historic sites, and other attractions.

**Local Art Scene:** San Antonio has captivated people from cultures around the world since the city was first established in the early 1700s. Mexican, European, Asian, African, and Western traditions all blend together into a personality that's uniquely San Antonio. You'll find outdoor sculptures and artwork, art galleries, more than 25 museums, over 40 performing arts stages and many cultural arts festivals. Together, these artistic attractions make San Antonio one of the top 25 cities for art in the United States.

**Family Friendly Atmosphere:** San Antonio is known for its warm, welcoming attitude to families. In addition to the San Antonio Zoo, the Witte Museum, San Antonio Botanical Center and The DoSeum, the children's museum, San Antonio is home to Morgan's Wonderland, the world's first ultra-accessible family fun park. Families will also enjoy visiting Six Flags FiestaTexas and SeaWorld San Antonio/Aquatica. *(continued...)*



## The Community *(continued)*

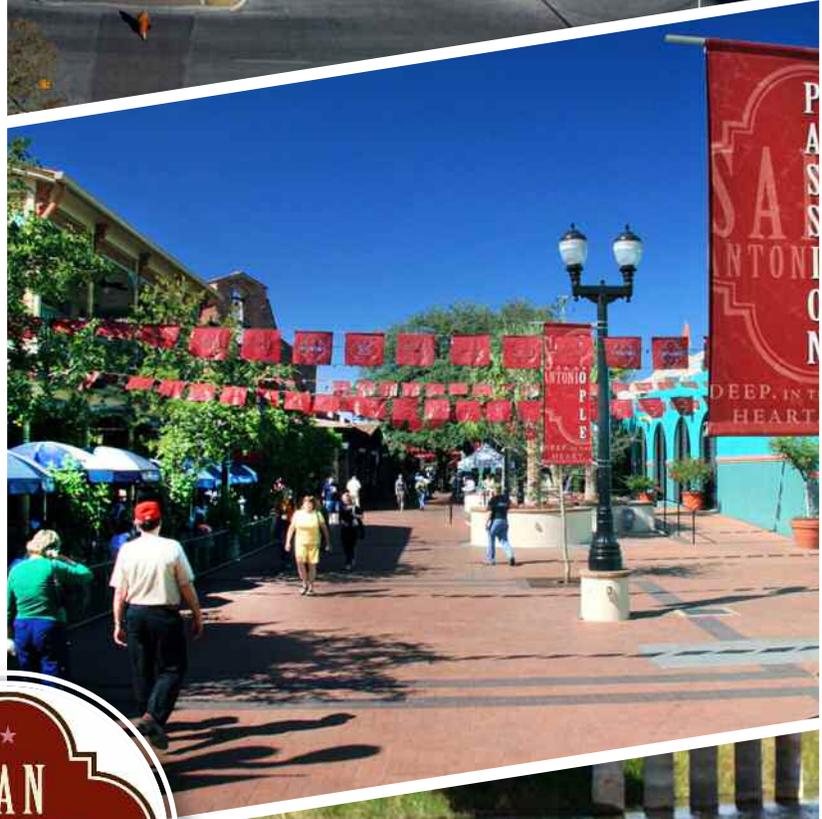
**Performing Arts:** As one of the nation's most culturally rich and diverse destinations, San Antonio is a mecca for the performing arts. From mariachis on the River Walk to Broadway shows and world-class dance productions, San Antonio's performing arts scene is both varied and vivid.

**Dining:** San Antonio's culinary palette derives from the influence of European and Mexican traditions of generations ago. New arrivals who settled here introduced us to fragrant spices, cooking styles reflecting both heritage and innovation, and foods of exotic lands. Many of our acclaimed chefs who studied elsewhere bring their world-class training back to our culinary landscape. Talented new chefs are honing their skills every day at the prestigious Culinary Institute of America—San Antonio.

**Sports:** Got game? San Antonio does. Whether you're a spectator or a participant, San Antonio is a sports lover's paradise with sunny skies and a full roster of games and activities. For sports thrills throughout the year, catch some hoop action with the five-time world champion San Antonio Spurs, or watch the WNBA Stars hold court at the AT&T Center. See future stars and catch a home run or a fly ball at a Missions minor league baseball game. And if soccer is your sport, check out the San Antonio Scorpions at the new Toyota Field.

**Outdoors:** Our mild San Antonio climate is conducive to outdoor activity year 'round. The city's great open spaces begin right in the heart of downtown, where you'll find more opportunities for bicycle riding along with canoeing on the San Antonio River. You are never more than 10 minutes away from one of our 69 miles of greenway trails.

**Art & Architecture** thrive in the King William Historic District and Southtown. The King William Historic District is a restored neighborhood with a variety of architectural styles—Greek Revival, Italianate and Victorian. Once farmland for the Alamo mission, it grew into a German neighborhood. Close to the King William Historic District is Southtown, an arts neighborhood. Its eclectic blend of shops, galleries and restaurants host an art walk on the first Friday of every month. While you're there, check out the Blue Star Arts Center—a renovated warehouse that includes artist space, galleries, and a brewpub.





## The Position

Under administrative direction, the Chief Development Officer is responsible for supervising, coordinating, and overseeing professional level work directing the activities of divisions which provides a broad range of management, contract administration, facilities asset management, and architectural/engineering services in the development and implementation of Capital Improvement Projects (CIP). The incumbent will engage internal and external stakeholders regarding the Department's strategy, planning, land use, master planning, noise compatibility planning, outreach and related programs; ensure the Aviation Department maintains up-to-date master plans; oversees the budgeting and financing of airport capital projects and federal grant administration; facility asset management program development and oversight.

For a complete job description, [click here](#).

## Position Qualifications

The successful candidate will have a Bachelor's Degree from an accredited college or university with major coursework in Aviation Management, Public or Business Administration, or a related field such as architecture, engineering, construction management with course work in the principles and practices of architectural/engineering design is desired.

Eight (8) years of increasingly responsible professional experience in aviation management or airport operations, maintenance, and Capital Projects including four (4) years of administrative or supervisory responsibility; or equivalent combination of education and experience; a valid Class 'C' Texas Driver's License or ability to obtain one; strong organizational skills specific to project management; ability to manage multiple, simultaneous construction projects; ability to execute the Capital Improvement Program (CIP) and understand the FAA grant process.

Preferred qualifications include A.A.E. certification by the American Association of Airport Executives, IAP designation through ACI-NA, and/or a Professional Engineer (P.E.) license. Previous experience managing FAA projects at a commercial service airport is desired.



## Salary & Compensation

The starting salary range for this position is \$130,000 - \$150,000 for the ideal candidate. Salary is negotiable depending on experience. The City also offers an attractive benefits package including phone & car allowance and relocation assistance.

## How to Apply:

To apply online for this position, [click here](#).

**Deadline for applications:  
Sunday, September 6, 2020**

Project Manager: **Rod Dinger, AAE**,  
[Rod@adkexecutivesearch.com](mailto:Rod@adkexecutivesearch.com)

***Please note:*** after your application is complete, you will receive an important email from us. Please check your inbox and your junk/spam folder, and if you have not received our email, please notify us at: [\*\*admin@adkexecutivesearch.com\*\*](mailto:admin@adkexecutivesearch.com)

