

Orlando Sanford International Airport Sanford, Florida (SFB)

**The Sanford Airport Authority Invites Applications
for President & Chief Executive Officer**



Executive Search Services Provided by ADK Consulting & Executive Search



THE AIRPORT

Situated on approximately 3,000 acres, **Orlando Sanford International Airport (SFB)** boasts the finest leisure passenger facilities in the United States. The airport is conveniently located within the boundaries of the City of Sanford, in the northwestern section of beautiful Seminole County, Florida, 18 miles northeast of Orlando, Florida. SFB provides its customers with convenient, state-of-the-art facilities and excellent highway access to Florida's renowned beaches and all Orlando area attractions. The New York Times named SFB among the 10 most competitively priced small airports, and the airport was recently announced as the winner of the U.S. ANNIES Award for Fastest Growing U.S. Airport in 2014 for airports between 2 million and 5 million passengers.

Orlando Sanford International Airport benefits from a unique blend of local government and private investing resulting in a very customer focused airport. SFB is operated through a public/private venture between the Sanford Airport Authority (SAA) and TBI US Operations, Inc. (TBI). SAA is responsible for the operation, maintenance and development of the Orlando Sanford International Airport and the airport's facilities. Corporate affiliates of TBI have been contracted by SAA to manage the international and domestic terminal facilities and parking facilities, develop additional international and domestic air service, and provide ground handling and cargo services. This public/private venture has created an environment with valuable service benefits for SFB customers and passengers.

Significant operators at SFB include Allegiant, Arkefly, Icelandair, and Thomson. Enplanements for the year ending 2013 were 1,006,218. Operations for the year ending June, 2014 were 13,448 (commercial) and 202,459 (GA/Other).





THE COMMUNITY OF SEMINOLE COUNTY

Surrounded by the beauty of natural Florida and only a thirty-minute drive from Orlando's theme parks and great beaches, Seminole County is the ideal place to live, work and play. Centrally located on I-4, it's a paradise where you can take a nature walk on the wild side, step back into history or shop 'til you drop while enjoying clear blue skies, crystal clear springs and exciting attractions.

For the nature lover...

A journey through Florida's Natural Choice takes you right into awe-inspiring scenery made up of fascinating flora and fauna and tranquil waters. Try the St. John's River Ship Company's scenic cruises on Lake Monroe and up the St. John's River. Complete with food, drinks, live entertainment, and opportunities to see wildlife, these air-conditioned cruises promise an unforgettable experience while cruising on a unique river. After the cruise, visit Lukas Nursery where you can stroll through the flora and participate in a butterfly encounter. The gardens provide an irresistible atmosphere of classical music, bubbling water and hundreds of flying butterflies and flowering plants that are sure to delight every visitor.

For the family...

For those looking to embark on an exhilarating experience, look no further than either Central Florida Airboats or Bill's Airboat Adventures. Fly like the wind at speeds of up to 45 miles per hour down the St. John's River or through the area's lakes and swamps and experience the thrill of seeing alligators and other species in their native environments. For close access to hundreds of mammals, reptiles and birds, check out Central Florida Zoo, which also hosts Zoom Air Adventures, a unique aerial adventure course where you can explore perfect natural habitats from an animal's perspective—in the air. Traveling from tree to tree by zip lines, rope bridges and suspended disks is thrilling for all ages.



THE COMMUNITY *(continued)*

Sanford is only a hop away from the central Florida theme parks and attractions, but far enough away so that residents do not deal with the crowds. Trips to **DisneyWorld**, **SeaWorld**, **Universal Studios** or **Legoland** are easily done in a day, and many Florida residents have annual passes since it is an easy jaunt to take the family just for a fun afternoon.

For the adventurer...

For those looking to embark on an adventure flowing with excitement, look no further than the 2,000 freshwater lakes and rivers, which allow for swimming, canoeing, kayaking, fishing, boating, hiking and other outdoor activities on wilderness trails and serene waterways. The Wekiwa River - which is fed by crystal clear underground springs- is one of the area's most popular attractions and is federally protected for its scenery, recreation, geology and wildlife. Enjoy Wekiwa Springs State Park's 6,397-acre compound that has not changed since the Timucuan Indians speared fish in the spring-fed creeks and stalked deer in the uplands. Seminole County is also home to Lake Jesup, which is famed for having the highest alligator lake population in all of North America.

Seminole Schools...

Seminole County Schools are renowned for excellence. MONEY magazine identified Seminole County schools as one of the top 100 school districts in the nation in terms of offering high quality education in a moderately priced community. The school district has been recognized every year since 1992 for being in the top 10% of the nation's 15,600 school districts as meeting the needs of families choosing schools. Seminole County had 94% of their schools rated A or B schools with 80% earning an A.

For Seminole County information visit:
[Seminole County Florida](#) and [Visit Seminole](#).



THE POSITION

The President & CEO has primary responsibility for the efficient operation and administration of the Orlando Sanford International Airport. Considerable independence of action and judgment is granted in the application of these policies as determined by the Authority. Work, through performance of duties personally or by supervising and directing subordinates, is reviewed by all Authority members through personal consultation, written reports or observation of overall results.

Under the direct oversight of the Sanford Airport Authority, the President & CEO will:

- Plan, organize, direct and administer all functions and activities of the Airport and its premises, including Operations, Airfield Maintenance, Building Maintenance, Grounds Maintenance, Law Enforcement, Aircraft Rescue and Firefighting (ARFF), Aviation Marketing, Administration, and Airfield, Commerce Park and industrial and other airport compatible construction and development.
- Work with the SAA Board Chairman to set agenda items for all Board meetings.
- Prepare current and long range plans for the development and expansion of the Airport to meet present and future needs of the Sanford and Central Florida area.
- Oversee all land acquisitions and real estate leases. Negotiate with tenants, concessionaires and prospective users of Airport facilities; formulate rental rate and terms and conditions for lease of facilities.
- Advise the Board on establishing airport rates and charges (landing fees, fuel flowage fees, public safety fees, PFC's, CFC's, etc.).
- Submit plans for expansion of revenue producing facilities.
- Prepare budget estimates (operating and capital) and control all Authority expenditures to ensure compliance with Federal, State and City of Sanford and Seminole County regulations.
- Act as principal liaison officer for the Sanford Airport Authority in all matters with Federal, State and local governments, other segments of the aviation industry and various military and civic groups.

- Promote, develop and encourage air commerce, general aviation and aviation-related industries in the Sanford area.
- Promote, develop and market the Sanford Airport Commerce Park, industrial and all other real property owned/operated by the Authority for airport compatible development.
- Make frequent inspections of all physical facilities, and maintain close supervision of all operational, custodial and maintenance programs to ensure compliance with prescribed policies, rules and regulations governing operation of the Airport.
- Oversee and enforce the duties and responsibilities of the lease contract for the International Terminal with Airports Worldwide (TBI and OSI) and the management contract with Airports Worldwide (TBI and OSD) for the Domestic Terminal and Parking Garage.

Various administration, technical and properties management duties are also the responsibility of the President & Chief Executive Officer and the position encompasses responsibility for overall aviation, public safety, commercial and industrial programs involving all real estate, including capital improvements.



JOB REQUIREMENTS

Candidates are required to have a four-year degree from an accredited college or university. A Master's Degree is a plus. Candidates must hold an AAAE CM designation. A.A.E. accreditation is desirable.

Also required is 5 years' experience in airport executive management, including a minimum of 5 years at a comparable size commercial airport with a commerce park; or commensurate experience within business.

The ideal candidate will have a working knowledge in all areas of Aviation, Personnel Management, Public Relations, Law Enforcement, Aircraft Rescue and Firefighting, and Property Management, and the knowledge acquired through many years of practical

experience in aviation and aviation-related industries.

SALARY & COMPENSATION

The starting salary range for this position is \$165,000 – \$210,000 with an excellent benefit package.

HOW TO APPLY

- A. Please submit, in PDF format, a cover letter and résumé. Send to ADK Executive Search at: SFB@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 SFB@adkexecutivesearch.com