



Metropolitan Nashville  
Airport Authority<sup>SM</sup>

The Metropolitan Nashville Airport Authority invites applications for

## Vice President, Chief Financial Officer

Nashville International Airport (BNA)  
and John C. Tune Airport (JWN)

Nashville, Tennessee

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

## The Airports

The **Metropolitan Nashville Airport Authority** (MNA) was established in 1970 and owns and operates Nashville International Airport (BNA) and John C. Tune Airport (JWN). A ten member Board of Commissioners appointed by the Mayor of Nashville establishes policy for the two airports that collectively contribute more than \$3.7 billion in total economic benefits and more than 38,000 jobs annually to the regional economy. Middle Tennessee is one of the fastest growing regions in the US and as it continues to grow so will MNA's role as an economic engine, community leader and cultural ambassador on behalf of Nashville.

As the region's conduit to travel, Nashville International Airport (BNA) often serves as the first and last impression of the area for travelers to Nashville. With that in mind, BNA strives to bring the city's unique sounds, tastes, and distinctive southern hospitality to the airport environment and a warm and welcoming experience for Nashville visitors. As soon as travelers enter the terminal or step foot off the plane, it's clear that BNA as well as the MNA team represent the energy and spirit of Nashville.

The Authority employs approximately 300 staff members who practice the mission, vision, and brand promise to provide the Nashville Airports Experience through outstanding customer service, facilities, and services, bringing the heartbeat of Music City to the airport.

With more than 13.5 million passengers flowing through BNA annually it is one of the fastest growing airports in North America. BNA is served by 12 passenger service airlines and three cargo carriers and has approximately 440 passenger flights daily to more than 50 nonstop markets. Last year the annual enplanements increased over 10% and this is the fourth year in a row that BNA has set new all-time passenger records. Several new carriers and routes have been announced in the last couple of years including the anticipated entry of British Airways in May 2018 to London, England.

### Significant operators at the airport include:

- Air Canada
  - American Airlines
  - Delta Airlines
  - Frontier Airlines
  - Southwest Airlines
  - United Airlines
  - Vacation Express
- (continued...)





## The Airports *(continued...)*

- Alaska Airlines/Virgin America
- Boutique Air
- Contour Airlines
- JetBlue
- WestJet
- FBOs: Signature Flight Support, Atlantic Aviation
- Aircraft MRO's: Embraer, SkyWest
- Food / Beverage Concessionaires: Delaware North, HMS Host
- News / Gift Concessionaire: Hudson Group



BNA is transforming. BNA Vision is a growth and expansion plan in the airport's continued effort to maintain Nashville International Airport as a world-class facility for the future of Nashville. It's the type of innovative undertaking and bold planning that's needed to accommodate Middle Tennessee's booming population and the airport's record-breaking passenger increases. By 2035, the population of the Greater Nashville Area is expected to surpass 2.5 million people, and the BNA passenger traffic is expected to grow from 13.5 million passengers of today to more than 20 million passengers.

BNA is currently ranked the 33rd largest of all commercial service airports in the United States and the total annual revenues exceed \$182 million with an annual operating budget of over \$76 million. The capital improvement budget in 2016 was over \$185 million with the largest projects including a quarry geothermal project, taxiway and runway reconstruction, and breaking ground on a new terminal area parking garage and transportation center.

Additional facilities that are under design with planned construction in the near term to accommodate the region's growth are a new international arrivals building, additional ramp expansion, Concourse D expansion and construction along with an enhanced security checkpoint area, ticket lobby and baggage claim area revitalization. The Authority is also planning for an on-site hotel and multi-modal connector as well as roadway redevelopment. This level of financial investment to fully realize the BNA Vision is approximately 1.2 billion dollars.



John C. Tune is Tennessee's busiest general aviation airport, serving as a reliever for BNA, as well as a hub for corporate travelers and aviation enthusiasts. With a 3,600-square-foot terminal, 125 T-hangars and two enclosed hangars of 21,000 and 18,000 square feet, JWN operates 24 hours a day.

## The Community

From the moment you step from the plane into the terminal at **Nashville**, you know you are in Music City. Live music fills the air and you can feel its pulse as you walk through the airport. Visitors quickly discover what locals appreciate...the culture and history, the great food, sports, outstanding academics, natural beauty, and pure Southern charm of Nashville.

**MUSIC & ENTERTAINMENT** – Well known for its country music industry, popular sites include the Country Music Hall of Fame and Museum, Grand Ole Opry, and Ryman Auditorium, called the "Mother Church of Country Music." Each year the CMA Music Festival brings thousands of fans to the city.

But country only tells half the story—Bonnaroo Music & Arts Festival has become a destination for hundreds of thousands of fans who flock to nearby Manchester, Tennessee to experience music of all kinds, from rock & roll and soul to electronic dance music and hip hop.

The Nashville of today is known for its vibrant and diverse entertainment scene. The Tennessee Performing Arts Center is the major performing arts center of the city. It is the home of the Tennessee Repertory Theater, the Nashville Opera, the Music City Drum and Bugle Corps, and the Nashville Ballet. The Schermerhorn Symphony Center is the home of the Nashville Symphony.

Nashville also has an active theatre scene with several professional and community theatre companies. Most notable of the professional companies are Nashville Children's Theatre, Tennessee Repertory Theatre, the Nashville Shakespeare Festival, the Dance Theatre of Tennessee and the Tennessee Women's theater Project. Of the community theatres, Circle Players has been in operation for over 60 years.

**CULTURE** – Nashville earned its "Music City" moniker in the 1950s and has maintained its status as a global center of the entertainment industry ever since. The energy and diversity of our local music scene have been praised in publications such as Travel + Leisure, Nylon, SPIN and Rolling Stone.

Music put Nashville on the map, but it's not the city's only claim to fame. Entertainment options include major-league sports teams; an extensive public park and greenway system; museums and art galleries; a professional symphony orchestra; opera, ballet and theatre companies; and numerous cultural festivals and events. There's something for everyone to discover.



The Music City of  
**Nashville**





## The Community *(continued...)*

**FOOD & WINE** – While Nashville has long been known for its expansive music scene, the talent and creativity of its culinary scene has recently put Nashville on the map. Food & Wine highlighted the "booming Music City food scene," Food Arts Magazine noted the "emerging culinary scene putting Nashville on the gastronomic radar" and, most recently, Condé Nast Traveler stated this about Music City: "There's enough going on food-wise to warrant a trip solely for eating". Nashville's creative spirit has certainly infiltrated into its kitchens, turning them into the chef's studio. From Southern fare to haute cuisine to quite literally everything in between, Nashville's palate offers it all.

**EDUCATION** – Nashville and the Middle Tennessee region is home to 25 colleges and universities including Vanderbilt University, Belmont University, Meharry Medical College, and Fisk University, to name a few. By the 1850s, the city was known as the "Athens of the South" for the number of higher education establishments in the area and being the first southern city in America to establish a public school system.

**SPORTS** – Nashville has many professional sports teams, most notably the Nashville Predators and Tennessee Titans, Nashville Sounds, Nashville Venom, and Nashville Football Club. Nashville is home to four college Division I athletic programs and is host of the Franklin American Mortgage Music City Bowl.

**ECONOMY** – The greater Nashville region is home to more than 1.9 million people and more than 40,000 businesses. Many corporate headquarter giants call Middle Tennessee home, including Nissan North America, Bridgestone Americas, HCA, Dollar General, LP Building Products, Cracker Barrel, Asurion, and Gibson Guitar. A national hub for the creative class, Nashville has the strongest concentration of the music industry in America.

The Nashville region's educated workforce not only provides an abundant talent pool for companies, but also bolsters the region's vibrancy, artistic and musical essence, and competitive edge in technology and innovation. The Nashville region is defined by a diverse economy, low costs of living and doing business, a creative culture and a well-educated population. Cultural diversity, unique neighborhoods, a variety of industries and a thriving creative community make Middle Tennessee among the nation's best locations for relocating, expanding and startup companies.

### **AWARDS** –

- Nashville International Airport was named the fastest growing airport of its size and awarded the Airport Traffic Growth Award from *anna.aero*
- Nashville was named Travel & Leisure's 50 best places to travel
- TheStreet named BNA one of the "Best Airports in the World"

## The Position

Reporting to the President and Chief Executive Officer, the Vice President, Chief Financial Officer is responsible for planning, organizing, and directing the multi-faceted financial and fiscal management functions of MNAA including financial planning and analysis, budgeting and accounting, financial investment, debt management, grant financial administration, and oversight of rates and charges. Other responsibilities include chairing the pension committee, and overseeing the implementation of improved systems, methods, and procedures related to MNAA's financial matters.

This position will be a member of the executive leadership team for the MNAA and will lead the development of financial business plans that anticipate and facilitate strong financial health for the organization. The selected candidate must be an expert, resourceful and visionary leader able to team with the MNAA Board, the staff, the airlines, the concessionaires, the business partners and the various other stakeholders to position the airport to be a vibrant community as well as economic asset for the region.

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

## Qualifications for this position include:

- Bachelor's Degree in Accounting, Finance or a related field.
- Thorough working knowledge of regulations, laws, and requirements that correlate to administering the financial functions of a commercial service airport.
- Masters in Business Administration, Certified Public Accountant (CPA), Certified Financial Manager (CGFM) and aviation industry certification are desirable qualifications.
- A personal, criminal, and employment background check is required for this position.
- Eligible to work in the US.



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## Salary & Compensation

Starting salary range is \$180,000 - \$220,000 although an exceptional candidate may qualify for higher starting compensation. MNAA offers an exceptional benefit package including eligibility for up to a 15% performance incentive bonus. Relocation assistance and a vehicle allowance are also offered for this position.

## Important Links to Explore:

[Nashville International Airport](#)  
[John C. Tune Airport Nashville](#)  
[Nashville Area Chamber of Commerce](#)  
[Nashville, TN Tourism and Visitors Guide](#)  
[Tennessee Vacation](#)  
[Nashville Government](#)  
[Vanderbilt University](#)



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## How to Apply:

**A.** Please submit both a **cover letter and résumé.** **We require your files to be submitted as PDF documents.** We prefer that you send both your cover letter and résumé as one combined document. *Please do not send your cover letter in the body of an email.*

Send your PDF files to ADK Executive Search at:  
**[BNACFO@adkexecutivesearch.com](mailto:BNACFO@adkexecutivesearch.com)**

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

**Filing Deadline: Friday, October 6, 2017**

Only complete electronic submissions will be considered.

Email questions to:  
**[BNACFO@adkexecutivesearch.com](mailto:BNACFO@adkexecutivesearch.com)**

