



# Monroe County, Florida Invites Applications for Senior Director of Airports

Key West International Airport (EYW)  
The Florida Keys Marathon International Airport (MTH)

Key West, Florida

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

## About the Airports

The proposed (FY) 2019 budget for the Key West International Airport and the Florida Keys Marathon International Airport is \$9.5 million (Operating Expense - \$4.7 million) and \$2.1 million (Operating Expense - \$500k), respectively. The budget is comprised of self-supporting activities driven by the Airport's business philosophy focused on commercial air carrier operations and general aviation activities. The two fully self-supporting enterprise funds do not receive any Ad Valorem county tax funding.

The Airports' procurement of dollars from Federal and State aviation grant funding sources for capital improvements is very strong. Currently, the Airport is administering \$37.8 million dollars of grant funds allocated through thirty-one independent projects in both Key West and Marathon. In addition, the Airport is administering approximately \$9 million dollars in Passenger Facility Charge revenue for Federal Aviation Administration (FAA) approved Airport projects in both Key West and Marathon.

### Key West International Airport (EYW)

Despite a devastating fourth quarter due to Hurricane Irma, the **Key West International Airport** experienced a year over year passenger increase of 3% in CY 2017, with a total passenger count of 763,557 (Enplanements – 388,274). Current passenger numbers continue to show growth driven by incumbent air carriers increasing their system capacity and United Airlines announcing year-round service to Newark, NJ starting in October 2018.

Top markets for the Key West International Airport continue to be the New York/New Jersey, Washington D.C., and Chicago areas, respectively. Strong airline yields for the EYW market makes the Airport attractive to incumbent airlines trying to capitalize on underserved markets. For example, American Airlines will be starting direct service to Dallas/Fort Worth on June 9, 2018 which underscores this trend.

The Airport experienced a total of 53,000 annual aircraft operations in CY 2017 with 66% of that traffic being general aviation aircraft. The Airport has one full service Fixed Base Operator which is Signature Flight Support. Signature provides a wide range of general aviation services for the general aviation community and provides the fuel service needs for the Airport's Air Carriers that include; Delta Airlines, American Airlines, United Airlines and Silver Airways. (*continued...*)





## About the Airports (*continued...*)

Additionally, several other limited services FBO/charter operations are located on the airfield to support the unique demands of the Southernmost Airport. These include charter floatplane operators, scheduled charters to Cuba and sightseeing tour operators.

In FY19, the Airport anticipates receiving \$7.9 million in FAA grants, \$2.1 million in Florida Department of Transportation (FDOT) grants and will also apply for Passenger Facility Charges Application #18. The largest Airport projects for FY19 in terms of dollars consist of the following: Noise Insulation Program for Key West by the Sea Building B Floors 3-6 at \$3.9 million, Customs & Border Protection Improvements - Phase 3 at \$2.9 million, and the Faraldo Circle roadway realignment construction project at \$1.3 million.

### The Florida Keys Marathon International Airport (MTH)

The Florida Keys Marathon International Airport, celebrating its 75th anniversary this year, continues to enhance and promote its services for general aviation customers and handles

approximately 75,000 annual aircraft operations served by two full service Fixed Base Operators, Marathon General Aviation and Marathon Jet Center. The Airport also has secondary Fixed Base Operators that provide maintenance, sight-seeing tours and other specialty service functions for the public. The Airport is home to a recently completed U.S. Customs and Border Protection Airport User Fee facility that handled approximately 320 international arrivals during FY18. The facility is published in the FAA's list of designated airports where the first point of landing is required on the southern U.S. border. This publication, along with aggressive marketing provided by the Airport's Fixed Base Operators will continue to develop international traffic into the Airport and region.

Economic growth has recently been slowed by the damage caused from Hurricane Irma which hit the Marathon Airport and community as a Category 4 hurricane. This less than positive economic news is reflected by decreased fuel flowage revenue due to lack luster aircraft fuel sales. Other revenue streams have also flattened out as the Airport continues to recover lost infrastructure assets and passenger demand.

In FY19, the Airport is anticipating receiving \$2.1 million in Florida Department of Transportation (FDOT) grants. The largest Airport projects for FY19 consist of Airport Master Plan at \$600,000 and a Car Wash Facility at \$850,000 along with extensive hangar and navigational aid repairs related to damages caused by Hurricane Irma.

## The Florida Keys

First-time visitors to the Florida Keys comment almost immediately on the island chain's unique laid-back atmosphere that seems to be a world away from big cities and theme parks.

A necklace of islands that begins just south of Miami, the Florida Keys are connected by the Overseas Highway's 42 bridges — one almost seven miles long — over the Atlantic Ocean, Florida Bay and the Gulf of Mexico. The famed highway was designated an All-American Road, the highest recognition possible under the National Scenic Byways program established by the United States Congress, in 2009.

The Florida Keys are divided into five regions: Key Largo, Islamorada, Marathon, Big Pine and the Lower Keys, and Key West. Each region has its own special flavor, attractions including historic museums and cultural offerings, flora, fauna, restaurants featuring local seafood and other specialties, fishing, diving, watersports and boutique-type shopping experiences.

Vistas of the Keys are dominated by emerald-green harbors, turquoise seas, nodding palms, rustling pines and olive-green mangroves. Sharing this eco-paradise are white herons, roseate spoonbills, pelicans, sea gulls, ospreys and countless underwater creatures.

The coastal waters of the entire 125-mile island chain, including its shallow water flats, mangrove islets and coral reefs, have been designated the Florida Keys National Marine Sanctuary.

## Key West

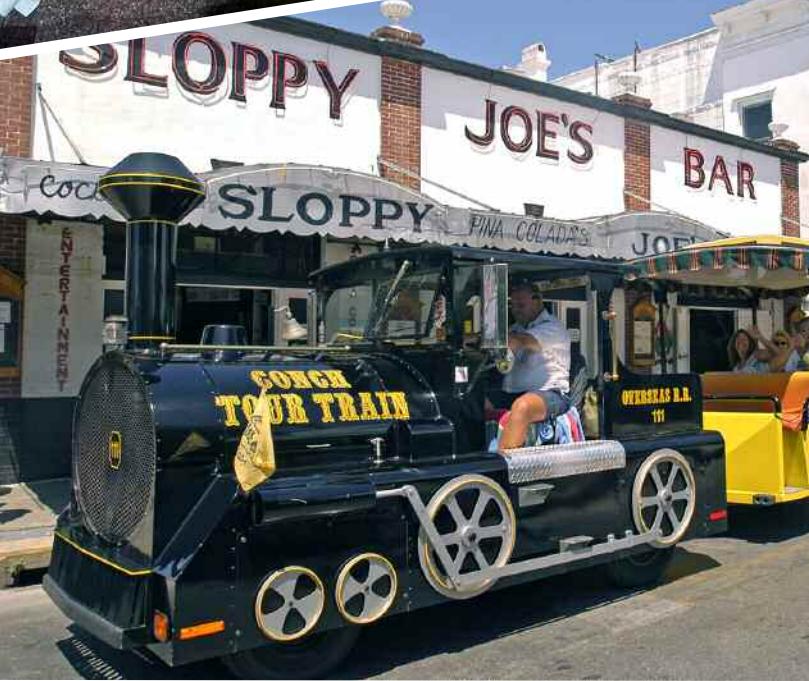
Key West is the final stop on the Overseas Highway, where the land ends and meets the sea amid 19th-century charm and contemporary attractions. Continental America's southernmost city, situated closer to Cuba than to Miami, is characterized by quaint palm-studded streets, century-old mansions and a relaxed citizenry of self-styled "conchs" (pronounced konks).

It has been said that the idiosyncratic architecture and laid-back atmosphere of this small, 2-by-4-mile island probably have nurtured the talents of more writers per capita than any other city in the country.  
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## Key West



Chief among them are legendary talents Ernest Hemingway, whose home is a museum, and Tennessee Williams, also subject of a Key West museum. Scores of published authors live in Key West either full- or part-time, and the island's flourishing artistic community is apparent in the many galleries showcasing artwork in varying styles and mediums.

Key West is home to other treasures as well. Longtime resident Mel Fisher, a legendary treasure hunter who died in 1998, recovered approximately \$450 million in gold and silver from the Nuestra Señora de Atocha, a 17th-century Spanish galleon that sank 35 miles southwest of Key West. Fisher, who spent 16 years searching for the shipwreck, established the Mel Fisher Maritime Museum where visitors can view and learn about the riches of the Atocha and other area shipwrecks including the galleon Santa Margarita.

At day's end in Key West, crowds gather at Mallory Square to experience the nightly "sunset celebration," a tradition that locals share with visitors. While musicians, jugglers, acrobats and other performers provide entertainment, the sun sinks slowly below the horizon as sunset cruise boats sail by in Key West Harbor.

Dining opportunities in the island city are as enticing as the sunset. Key West's culinary influences and offerings are diverse, but most restaurants feature great local seafood such as shrimp, Florida lobster, fish and stone crab claws, considered a renewable resource because of the crabs' ability to re-grow harvested claws. Some species, such as stone crab and lobster, are subject to seasonal harvest restrictions. A slice of Key lime pie, the Keys' signature dessert, is a heavenly end to a meal.

The nightlife in Key West can be lively and exciting. The "Duval Crawl" is a popular phrase used to describe fun-seekers' evening jaunts up and down the island's main street to sample numerous taverns and entertainment offerings including live music and popular drag shows.

For culturally oriented visitors, theater is available at several playhouses, and diverse musical organizations offer periodic concerts.

## Marathon

Home to the Seven Mile Bridge, Marathon is a renowned boating and family destination and is centrally located at the heart of the Florida Keys between Key Largo and Key West.

Marathon also is home to Crane Point, a 63-acre land tract that is one of the most important historical and archaeological sites in the Keys. This ecological and cultural treasure contains evidence of pre-Columbian and prehistoric Bahamian artifacts and was once the site of an entire Indian village. Attractions include a museum, the historic Adderley House and nature trails, including one by the Marathon Wild Bird Center, a rescue and rehabilitation center for sick or injured birds.

Marathon also features Dolphin Research Center, one of five Keys facilities that provide visitors opportunities to swim and interact with the intelligent mammals. Marathon also features The Turtle Hospital, a state-licensed veterinary center dedicated solely to treating sea turtles that is open to the public for tours. It even has its own turtle ambulances.

While it is discouraged to feed marine life in the Florida Keys National Marine Sanctuary, visitors can swim and feed the fishes at Florida Keys Aquarium Encounters in Marathon.

A drive across the modern-day Seven Mile Bridge, (actually 6.79 miles long), one of the longest segmental bridges in the world, leads to the Lower Keys. But visitors shouldn't pass up the chance to explore Pigeon Key, a small island below the middle of the historic Old Seven Mile Bridge, accessible via ferry from Marathon.

Pigeon Key once housed the workers who built Henry Flagler's Florida Keys Over-Sea Railroad in the early 1900s. While the rest of the Keys have evolved through the years, this tiny island is a national historic treasure that recalls the railroad era.

Florida Keys visitor information: [Fla-Keys.com](http://Fla-Keys.com) or 1-800-FLA-KEYS.

## Marathon





## The Position

**The Senior Director of Airports** for Monroe County Florida is responsible for the management and operations of the Key West International Airport (EYW) and The Florida Keys Marathon International Airport (MTH). The two-airport system handles the commercial and general aviation needs for the middle and lower sections of the Florida Keys and together account for approximately 128,000 annual aircraft operations. The position is responsible for a total of eighteen employees, which include nine union employees with the following work locations; fourteen at EYW and four at MTH.

### Responsibilities include:

- Supervising administration, maintenance, operations, security, and Airport Rescue Fire Fighters at both County Airports (Key West and Marathon).
- Planning and developing improvements and construction projects at both Airports with the County Administrator and Airport consultants.
- Supervising all operational activities at both Airports to ensure compliance with leases and FAA, FDOT, and County regulations.
- Supervising and implement all FAA Security measures at both Airports. Ensure compliance with all TSA security directives.
- Supervising overall maintenance, repair, and cleaning of public terminal buildings.
- Preparing and monitoring budgets for both Airports.
- Negotiating leases with Airport users.

- Supervising and enforcing all commercial ground transportation activities at both airports.
- Coordinating activities of other governmental airport users, i.e. Customs, Immigration, Agriculture, FAA, National Weather service.
- Supervising special events at the Airports - Airshows, etc.
- Coordinating airport issues with public and civic organizations.

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

### Qualifications

The successful candidate will have a bachelor's degree from an accredited college or university in Airport Management or a related field, and 7 to 10 years of related work experience.

### Salary & Compensation

The target starting salary range for this position is \$130,000 to \$160,000 depending on qualifications with an attractive range of benefits.

### How to Apply:

To apply online, please [click here](#).

**Filing Deadline:**  
**Friday, July 13, 2018**

