



ORLANDO  
INTERNATIONAL  
AIRPORT

The Greater Orlando Aviation Authority  
invites applications for

# Senior Director of Concessions & Properties

at Orlando International Airport (MCO) & Orlando Executive Airport (ORL)

Orlando, Florida

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



## THE AIRPORT

**Orlando International Airport** is an international airport nine miles southeast of Orlando, Florida. It is the second-busiest airport in the state of Florida, and the 14th-busiest airport in the United States by passenger traffic.

The Orlando International Airport encompasses 13,430 acres and has a hub-and-spoke layout with a large main terminal building and four airside concourses accessible via elevated tram systems or people movers. The main terminal building is divided into two terminals; A and B. There are passenger check-in and baggage claim facilities on both the building's north side (Terminal A), and

on the building's south side (Terminal B). Both terminals share two security checkpoints, one in the West Hall leading to Airsides 1 and 3, and another in the East Atrium, leading to Airsides 2 and 4.

The airport features a unique on-site Hyatt Regency hotel within the main terminal structure. The hotel is located on the East Atrium side of the terminal with a fourth floor lobby level and guest rooms beginning on level five and above. The airport also features an expansive lobby area for guests awaiting flights, convention space, several bars and restaurants including a signature restaurant on the top level of the terminal building overlooking the airport facility and runways below.

The airport has over 6.5 million square feet of terminal space and is a major transportation hub for the Central Florida region. It provides various ground transportation options including public transit, private transportation, and car rental.

MCO currently has 670 employees. For year ending September, 2014, MCO had over 17.5 million enplanements, including 2 million international enplanements and over 272,000 operations annualized. The operational budget for this fiscal year is \$447.7M. Upcoming capital improvement projects include:

- Ticket lobby expansion to incorporate new technology and provide greater capacity
- Adding international gates to Airside 4 to accommodate new large aircraft
- South Airport Automated People Mover (APM) Complex & Intermodal Transportation Facility (ITF)
- Replacing the APM trains to Airsides 1 & 3

### Significant operators at the airport include:

- |                         |                               |                               |                          |
|-------------------------|-------------------------------|-------------------------------|--------------------------|
| • American Airlines Inc | • US Airways                  | • Hyatt Regency Hotel         | • U.S. Department of     |
| • Delta Air Lines       | • Virgin Atlantic Airways Ltd | • 167 acre Foreign Trade Zone | Agriculture (USDA) Plant |
| • Southwest Airlines Co | • Federal Express Corporation | • Two Federal Inspection      | Inspection Station       |
| • United Airlines Inc   | • United Parcel Service Inc   | Stations                      |                          |

**Orlando Executive Airport (ORL):** Conveniently located only 3 miles from the business and financial center of Central Florida, Orlando Executive Airport, operated by the Greater Orlando Aviation Authority (GOAA), is the perfect flight path for the corporate traveler. Encompassing approximately 1,000 acres, ORL offers convenient access to all of Orlando's major highways and puts the majority of industrial and business centers within minutes of the airport. ORL has approximately 110,000 annual operations with a budget this fiscal year of \$2.8 million dollars.





## THE COMMUNITY

Orlando is the county seat of Orange County. Located in Central Florida, it is the center of the Orlando metropolitan area, which had a population of 2,134,411 at the 2010 census, making it the 26th largest metropolitan area in the United States, the sixth largest metropolitan area in the Southern United States, and the third largest metropolitan area in the state of Florida. In 2010, Orlando had a city-proper population of 238,300, making it the 77th largest city in the United States, the fifth largest city in Florida, and the state's largest inland city.

Orlando is nicknamed "The City Beautiful" and its symbol is the fountain at Lake Eola. Orlando is also known as "The Theme Park Capital of the World" and its tourist attractions draw more than 57 million tourists a year, including 4.1 million international guests.

As one of the most visited American cities, Orlando's famous attractions form the backbone of its tourism industry: Walt Disney World Resort, located approximately 21 miles southwest of Downtown Orlando in Lake Buena Vista, opened by the Walt Disney Company in 1971; the Universal Orlando Resort, opened in 1999 as a major expansion of Universal Studios Florida; SeaWorld; Gatorland; Wet 'n Wild; and the newest theme park, Legoland. With the exception of Walt Disney World and Legoland, most major attractions are located along International Drive. The city is also one of the busiest American cities for conferences and conventions.

Like other major cities in the Sun Belt, Orlando grew rapidly during the 1980s and into the first decade of the 21st century. Orlando is home to the University of Central Florida, which is the second-largest university campus in the United States in terms of enrollment as of 2012. Orlando ranks as the fourth most popular American city based on where people want to live according to a 2009 Pew Research Center study.

Orlando's climate has characteristics of a tropical climate. There are two major seasons each year. One is hot and rainy, lasting from May until late September and the other is the dry, relatively cool season (late October through April) bringing less frequent rainfall, yet still with warm temperatures. The area's warm and humid climate is caused primarily by its low elevation, its position relatively close to the Tropic of Cancer, and its location in the center of a peninsula. Many characteristics of its climate are a result of its proximity to the Gulf Stream, which flows around the peninsula of Florida.



## FAST FACTS ON ORLANDO

- 62 million people visited Orlando in 2014.
- Spending generated \$57 billion in total business sales including indirect and induced local impacts.
- More than 392,500 jobs, with associated income of nearly \$15.5 billion, were sustained by visitors to the three-county region last year.
- Approximately 37% of all jobs in the region are sustained by the visitor economy.
- Tourism in Orlando generated \$1.9 billion in state taxes & \$2.5 billion in local taxes in 2013.
- Were one to spread Orlando visitor spending equally among all Florida residents, each resident would receive more than \$1,800!
- The employment increase of more than 12,000 in 2013 is like adding Universal Studios' total employment to Orlando in one year.



## THE COMMUNITY *(continued)*

Orlando is a major industrial and hi-tech center. The metro area has a \$13.4 billion technology industry employing 53,000 people, and is a nationally recognized cluster of innovation in digital media, agricultural technology, aviation, aerospace, and software design. More than 150 international companies, representing approximately 20 countries, have facilities in Metro Orlando.

Lockheed Martin has a large manufacturing facility for missile systems, aeronautical craft and related high tech research. Numerous office complexes for large corporations have popped up along the Interstate 4 corridor north of Orlando, especially in Maitland, Lake Mary and Heathrow.

Orlando is close enough to Patrick Air Force Base, Cape Canaveral Air Force Station, and Kennedy Space Center for residents to commute to work from the city's suburbs. It also allows easy access to Port Canaveral, a cruise ship terminal.

Orlando is the home base of Darden Restaurants, the parent company of Olive Garden and LongHorn Steakhouse and the largest operator of restaurants in the world by revenue. In September 2009 it moved to a new headquarters and central distribution facility.

For those looking to experience more than just theme parks, Orlando has something to offer everyone. Today, the historic core of "Old Orlando" resides in Downtown Orlando along Church Street, between Orange Avenue and Garland Avenue. Urban development and the Central Business District of downtown have rapidly shaped the downtown skyline during recent history. The present-day historic district is primarily associated with the neighborhoods around Lake Eola where century old oaks line brick streets. These neighborhoods, known as "Lake Eola Heights" and "Thornton Park," contain some of the oldest homes in Orlando.

**Arts & Culture** – Hip hop, metal, rock, reggaeton and Latino music scenes are all active within the city. Orlando is known as "Hollywood East" because of numerous movie studios in the area. Major motion picture production was active in the city during the mid-to-late 1990s, but has slowed in the past decade. Probably the most famous film-making moment in the city's history occurred with the implosion of Orlando's previous City Hall for the movie *Lethal Weapon 3*. Orlando is now a large production center for television shows, direct-to-video productions, and commercial production.

The Orlando Metropolitan Area is also home to a substantial theater population. Several professional and semi-professional houses and many community theaters include the Central Florida Ballet, Orlando Ballet, Orlando Shakespeare Theater, Orlando Repertory Theatre, Mad Cow Theatre, and IceHouse Theatre in Mount Dora. Additionally, both University of Central Florida and Rollins College (Winter Park) are home to theater departments that attract an influx of young artists to the area.





## THE COMMUNITY *(continued)*

The Dr. Phillips Center for the Performing Arts is 330,000 square-feet of pure inspiration, from the tip of its iconic canopy roof to the foot of every stage. Its two-block and almost nine-acre downtown home will include the performing arts center itself, a three-quarter acre, people-oriented public plaza, and space dedicated to the development of restaurants, shops, and other retail. The Orlando International Fringe Theater Festival, which draws touring companies from around the world, is hosted in various venues over Orlando's Loch Haven Park every spring. Also in the spring, there is The Harriett Lake Festival of New Plays, hosted by Orlando Shakespeare Theater. Founded in 2002, the Orlando Cabaret Festival showcases local, national, and internationally renowned cabaret artists to Mad Cow Theatre in Downtown Orlando each spring.

**Sports & Leisure** – Orlando is the home city of two major league professional sports teams — the Orlando Magic NBA team, and since 2015, the Orlando City Soccer Club (SC) of Major League Soccer.

Orlando also has two minor league professional teams — the Orlando Predators Arena Football League team, and the Orlando Solar Bears ECHL ice hockey team. Orlando also hosts the UCF Knights college athletics teams.

Many of the sporting events are held at the Amway Center, a facility with a capacity of approximately 20,000.

The city is chock full of unique outdoor and sporting activities for adventure seekers. Where else can visitors fly in an open-cockpit 1930s' biplane or ride an airboat through a swampy wilderness? Those seeking a more laid-back experience can opt for a stroll through one of many gardens and parks or an early morning hot air balloon ride over the Central Florida treetops. Throw in more than 150 golf courses, numerous tennis facilities and hundreds of lakes for fishing and boating, and Orlando is a sportsman's paradise.

**Restaurants & Nightlife** – From the most serious of foodies to the most casual of diners, you're in for a treat because Orlando has plenty of delicious options to satisfy every taste and budget. From theme park dining and dinner shows to farm-fresh and gourmet, just come hungry! Do yourself a favor and make reservations along Restaurant Row. This stretch of Sand Lake Road -- about a five-minute drive from the Orange County Convention Center -- serves up some of the finest fare the destination has to offer at more than two dozen upscale and casual restaurants. Celebrate the night in style at a number of swanky steakhouses. Experience Roy Yamaguchi's unforgettable Polynesian-fusion menu. Swap stories over cigars or swing to live jazz.

When the sun goes down, Orlando heats up. There is a bevy of evening entertainment options to choose from including dinner shows and interactive entertainment complexes. Adults wanting to let loose can opt for cozy pubs, downtown dance clubs, live music, comedy clubs and a number of area breweries and wineries.





## THE JOB

The Senior Director of Concessions & Properties is responsible for generating maximum revenues from airport tenants and users consistent with the Authority's policies. Oversees day-to-day operations of the concessions and properties management practices at Orlando International Airport and Orlando Executive Airport. Provides oversight of the planning, development and implementation of all concessions, properties, and facility leasing programs and initiatives. Supports business development with consideration for the needs of other elements within the airport organization. Leads and manages complex business and real property negotiations. Supervises a staff of concessions, real estate, and aviation property professionals. Responsible for increasing airline, non-airline, aviation and non-aviation revenues.



The ideal candidate will demonstrate:

- Excellent negotiation skills.
- In-depth knowledge and experience of business research methods and relevant computer applications.
- Knowledge of airport concessions, ACDBE programs, commercial development projects at airports including planning, project definition, airline/airport operations, and property acquisition.
- Skill in developing market analyses to assess prospective new development.
- Knowledge of the commercial development real estate industry, including finance principles and the ability to apply these principles in analyzing business proposals.
- Strong leadership skills, including the ability to lead teams of internal professionals, consultants, and others in alternative analysis, project planning and implementation.
- Skill and ability to negotiate complex real estate transactions.
- Strong verbal and written communications skills.

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





## JOB REQUIREMENTS


The selected candidate will have a four-year degree in Aviation Management, Business Administration or related field from an accredited college or university and fifteen (15) years of senior management experience in airport/airline operations at a medium to large hub airport. Strong background in airport operations with an emphasis on financial and economic analysis required. Experience in supervising and directing professional level employees is required. Graduate level course work or Masters of Business Administration is desirable and A.A.E. designation is a plus..

## SALARY & COMPENSATION

The starting salary range for this position is \$129,000 - \$166,000 and the Authority has an excellent benefits package

## HOW TO APPLY

A. Please submit, in **PDF format**, a cover letter and résumé. You may send both as one file. *Please do not send your cover letter in the body of an email.* Send your PDF files to ADK Executive Search at:

 [MCO@adkexecutivesearch.com](mailto:MCO@adkexecutivesearch.com)

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

**Filing Deadline: Monday, September 14, 2015**

Only complete electronic submissions will be considered.

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