



**JACKSON
COUNTY**
Airport Authority

The Jackson County Airport Authority invites applications for
Air Service & Business Development Manager

Rogue Valley International-Medford Airport (MFR)

Medford, Oregon

Executive Search Services Provided by ADK Consulting & Executive Search

The Airport

The Rogue Valley International-Medford Airport is in southwestern Oregon on 855 acres adjacent to the city of Medford, Oregon's central business district. The Airport is located north of the I-5/Highway 62 interchange.

The Airport serves the Southern Oregon/Northern California region, with many of the Airport's users residing within Jackson County. In 2017, 901,578 passengers used air transportation and aircraft operations totaled 35,389. Current service includes direct flights to Denver, Las Vegas, Los Angeles, Mesa, Phoenix, Portland, Salk Lake City, San Francisco, and Seattle.

Five airlines currently serve the Rogue Valley International Medford Airport including Allegiant, Delta, Horizon/Alaska, United Airlines and American Airlines. The airport was recently classified by the FAA as a Primary Small Hub Airport.

The management system at the Rogue Valley International-Medford Airport consists of an Airport Advisory Committee/Director System. The Airport Advisory Committee is comprised of nine members appointed by the Jackson County Board of Commissioners. The goal of the committee is to act as an advisory board to the County Commissioners working through the Airport Director on matters of public concern. Their agenda also includes helping to formulate and recommend priorities for capital improvements and further expansion of the Rogue Valley International-Medford Airport.

The Airport has 41.25 union and 7 non-union employees for a total of 48.25. The Operational budget for FY 18/19 is approximately \$9.6 million.





The Airport *(continued...)*

MFR has a strong capital improvement program and has recently completed the following projects:

- 2016 ... SRE Building \$ 8.6 million
- 2017 ... T/W A North Rehabilitation \$14 million
-Phase 1
- 2018 ... Terminal Parking Area \$ 3.4 million
Expansion

The CIP project currently underway is the T/W A South Rehabilitation projected at \$11.6 million.

The Airport is served by (2) FBOs: Superior Air Center, Inc. dba Million Air Medford, and Southern Oregon Skyways dba Jet Center MFR.

There are several rental car companies operating at the airport as well as a gift shop and restaurant. There is even a Boeing KC-97 airplane that is available to rent for events, meetings or parties.



The Community

Southern Oregon is strategically located on Interstate 5 mid-way between Sacramento and Portland in a mild, Mediterranean climate. The region offers a positive, friendly business and recreation climate and is a thriving community of about 290,000 people in two counties, yet with a quality of place that is envied by many.

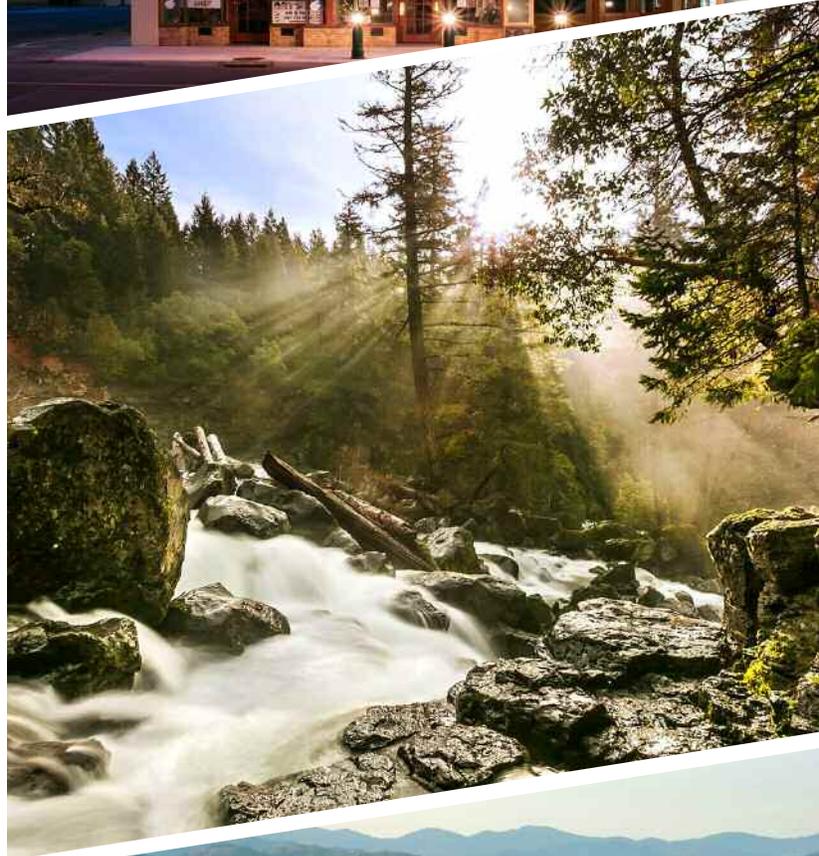
Southern Oregon offers a vast array of recreational and cultural opportunities including the Oregon Shakespeare Festival, historic Jacksonville, Britt Music Festival, the Wild & Scenic Rogue River, Art Along the Rogue in Grants Pass, Crater Lake National Park, the Oregon Caves National Monument, Mt. Ashland Ski & Snowboard Resort, and more than a dozen lakes within 45 minutes of Medford. Average commute time is less than 20 minutes allowing the local workforce to spend more time enjoying life, culture and recreation in Southern Oregon adding to their productivity and happiness in the workplace.

Bear Creek Greenway – The Bear Creek Greenway connects the communities of Ashland, Talent, Phoenix, Medford and Central Point with an 18-mile paved, multi-use trail. Bicyclists, skaters, runners, and walkers use the trail for transportation and recreation. Community parks along the Greenway offer restrooms, drinking water, playgrounds and picnicking opportunities. The Greenway provides easy access to many restaurants, coffee shops and bike shops in the communities it travels through.

Britt Music & Arts Festival – Britt Music & Arts Festival, a non-profit organization, is the Pacific Northwest's premier outdoor summer performing arts festival. Located in the historic 1850s gold rush town of Jacksonville, Britt presents dozens of summer concerts, featuring world-class artists in classical music, jazz, blues, folk, bluegrass, world, pop and country music.

U.S. Cellular Sports Park – U.S. Cellular Community Park is a \$30 million, 132-acre state-of-the-art sports park owned by the City of Medford and operated by the Medford Parks and Recreation Department located between U.S. Highway 99 and Interstate 5 on the southern end of Medford. The park features 1.5 million square feet of synthetic grass on 15 all-weather fields, the largest of its type in the United States.

The sports park now features 15 ball fields, including a five-field softball/baseball complex, a six-field multi-sport complex, two full-size baseball fields and two youth baseball/fast pitch fields. Harry & David Field, a natural-grass baseball stadium, is also part of USCCP. Additional park amenities also include an 8,000-square-foot activities pavilion, concession stands, picnic shelters and playgrounds.





The Community *(continued...)*

Oregon Shakespeare Festival – Founded in 1935, the Tony Award-winning Oregon Shakespeare Festival (OSF), located in Ashland, is among the oldest and largest professional non-profit theatres in the nation. Each year OSF presents an eight-and-a-half-month season of eleven plays in three theatres plus numerous ancillary activities and undertakes an extensive theatre education program.

Hellgate Jetboat Excursions – Hellgate Jetboat Excursions, based in Grants Pass, draws nearly 85,000 people every season, which runs from May through September. Visitors from all over the world make Hellgate Jetboats their destination to board the propeller-less boat that is pushed by the hydro-jet that glides just inches above the water's surface.

Jackson County



Mt. Ashland Ski & Snowboard Resort – At 7,500 feet, Mt. Ashland is the highest point in the Siskiyou mountain range. Its north facing slopes collect an average 300 inches of snowfall annually. The ski area offers 23 trails in addition to chute skiing and boarding in its famous bowl. All trails are easily accessed by 4 chairlifts.

Wildlife Images – Wildlife Images Rehabilitation and Education Center was founded as a non-profit corporation in 1981 by renowned wildlife rehabilitator J. David Siddon. The facility was created to provide for the care and treatment of sick, injured and orphaned wildlife. Wildlife Images has since expanded to provide educational programs on wildlife, conservation, and the environment to schools, organizations and the public. Animals treated at Wildlife Images have included everything from baby squirrels and badgers to American bald eagles.

Education – Rogue Community College (RCC) is located on three different campuses in the region and offers technical and vocational programs.

Southern Oregon University (SOU) is in Ashland, 12 miles south of Medford and offers several undergraduate and graduate degree programs including business, nursing and health management.



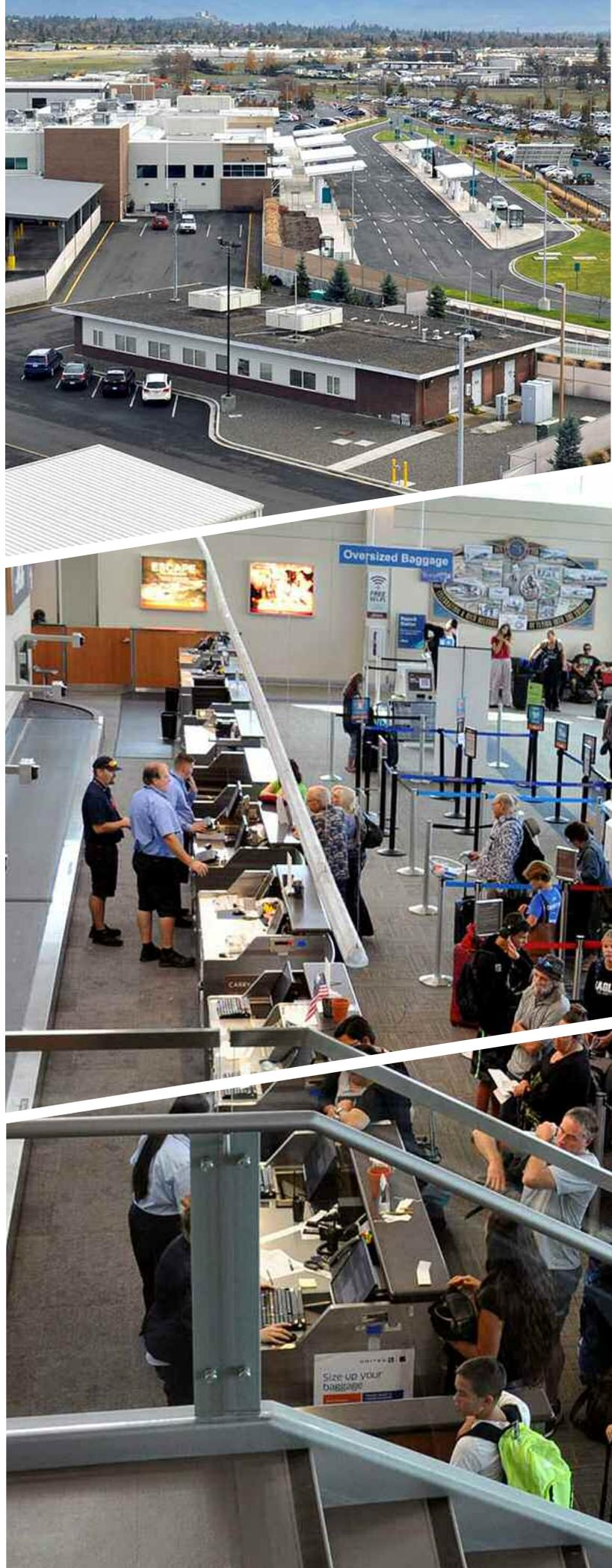
The Position

The **Rogue Valley International-Medford Airport** is seeking a dynamic individual with a proven track record in achieving results for our new Air Service and Business Development Manager (County job is Project/Program Coordinator III). The ideal candidate is a creative, strategic thinker with strong leadership abilities. The incumbent will be responsible for the development and execution of air service development strategic objectives, business recruitment, and marketing/advertising programs at the Airport. While being engaged in the business community and using an entrepreneurial approach, collaborative leadership style and effective analytical skills, this individual will work with the airport's executive team to drive business growth by working with key industries and local stakeholders to identify new and innovative revenue opportunities.

Examples of Duties:

- Supervise the execution of long and short-term air service development plans
- Leverage industry expertise, best practices, and key business drivers in the development of all short and long-range plans and define results.
- Creating an aggressive, highly strategic, integrated marketing plan for the airport
- Expand passenger growth; maintain a strong presence in the aviation air service development community
- Develop regional strategy for strengthening air service
- Develop strong relationships with current and potential customers; build a rapport with airlines and stakeholders
- Enhancing relationships to build collaborative marketing strategies amongst County Departments, Business Groups, and key regional business partners.
- Research economic impact of air service; assist with the outreach and education of target audiences to influence growth
- Identify and capitalize on business opportunities, both short and long-term.
- Conduct research on passenger, cargo and general aviation service wants/needs
- Coordinate complex and diverse projects, often with competing priorities and deadlines
- Articulate and coordinate the team's development of successful proposals
- Responsible for identifying, reviewing, prioritizing, implementing, and marketing new business opportunities, with a focus on opportunities that will drive airline, passenger growth, and non-airline revenue generation to enhance the overall passenger experience.

The Jackson County job description is generic in nature and can be seen by [clicking here](#).





The Position *(continued...)*

Position Qualifications

- Bachelor's degree in public or business administration or related field AND four years of project or program management experience AND one year of progressively responsible administrative experience, preferably in the area of assignment; OR
- Any combination of education and experience which provides the applicant with the desired skills, knowledge, and ability required to perform the job.

Salary & Compensation

The salary range for this position is \$60,444 - \$77,168 with an attractive benefit package.



How to Apply:

To apply online: [click here](#).

Project Manager:

Rod Dinger

rod@adkexecutivesearch.com

Filing Deadline: Friday, September 14, 2018