



The National Association of State Aviation Officials (NASAO)
invites applications for

President/CEO

Washington, DC Region

Executive Search Services Provided by ADK Consulting & Executive Search

The Organization

Our Vision: To be the nationally recognized voice for the public interest, states and territories on aviation and the national aviation system.

Our Mission: To encourage and foster cooperation and mutual aid among the states and territories, the federal government and public sector in the development and promotion of aviation systems that can safely and effectively serve the needs of citizens, commerce and communities throughout the United States.

NASAO is the only organization deeply invested in representing the public interest in all facets of aviation and airports. The United States has developed the largest, safest and most complete aviation system in the world. All Americans reap the significant benefits of this unique and unparalleled transportation, shipping, emergency response and defense network.

NASAO is dedicated to representing the interests of the states and the public before policymakers at the federal level. A safe, secure, efficient, and well-funded aviation system is a powerful economic engine for growth and job creation across the nation.

The NASAO staff presents the views of the states to Congress and the Administration. NASAO works very closely with the Department of Transportation, the National Aeronautics and Space Administration, the Transportation Research Board and the American Association of State Highway and Transportation Officials. It is also the only organization of its type to have an official Memorandum of Understanding with the Federal Aviation Administration and the U.S. Department of Agriculture. The staff maintains strong relationships with all aviation groups and similar associations such as the National Governors' Association and the National Conference of State Legislatures.

NASAO has 45 state members and 27 business partner members. The total annual budget is approximately \$1.1 million. *(continued...)*





The Organization *(continued...)*

As a membership-driven association, NASAO's leadership is comprised of volunteer leaders representing a broad cross-section of states. NASAO's five-person Executive Committee consists of a Chair, Vice Chair, Treasurer, Secretary and immediate Past Chair, each of whom serve one year terms. The Executive Committee works together with an eight-member Board of Directors, whose members are elected to represent specific geographic areas which include:

- o Northwest Mountain Region
- o Western Pacific Region
- o Southwest Region
- o Great Lakes Region
- o Central Region
- o Central Region
- o Eastern Region
- o New England Region
- o Southern Region

Information about the NASAO Board of Directors can be found here:

<https://nasao.org/page/BoardofDirectors>



Under the direction of this 13-member Board, NASAO's staff of four is responsible for overseeing the day to day operations of the association, advocating on key issues on behalf of member states, and working to advance NASAO's mission and vision.

Currently, the NASAO staff consists of:

- President/CEO
- Government Relations Manager
- Senior Manager of Membership/Meetings
- Marketing and Communications Manager



The Organization-History

Shortly after the Wright Brothers' triumph at Kitty Hawk, many states began to take an interest in how the fledgling aviation industry could be of benefit to their constituents on a local, regional, national or even international basis. The states encouraged the federal government to get involved in aviation because there were no national standards for the design of airfields, no national standard operating procedures for search and rescue or accident investigation.

The – History *(continued...)*

Regulations and standards varied from state to state. In fact, by the time Charles Lindbergh made his record-breaking solo flight across the Atlantic, most states had already established aeronautics agencies within their governments. So before Amelia Earhart made her solo Atlantic crossing, the states gathered to create an organization which would set and maintain national aviation standards, practices and regulations. NASAO had been born. In the past 80 years, the U.S. aviation community, in its many facets, has matured dramatically. NASAO and its missions have also evolved. Today, NASAO still represents the state government officials who serve the public interest in aviation. NASAO still works with the state and federal governments to maintain the safest and most efficient aviation system on the planet.

Founded in 1931, NASAO is one of the most senior aviation organizations in the United States, predating even the Federal Aviation Administration's predecessor, the Civil Aeronautics Authority. The country first established NASAO to ensure uniformity of safety measures, to standardize airport regulations and to develop a truly national air transportation system responsive to local, state, and regional needs. NASAO is unique among aviation advocates. Unlike special interest groups, which speak for a single type of activity or a narrow band of the rich spectrum of the American aviation community, NASAO represents the men and women in state government aviation agencies who serve the public interest in the states, Guam and Puerto Rico. These highly skilled professionals are full partners with the federal government in the development and maintenance of the safest and most efficient aviation system in the world.

NASAO members organize, promote, and fund a wide variety of aviation programs across the nation. All states develop statewide aviation system plans and airport capital improvement plans. The states invest over \$3 billion annually in planning, operations, infrastructure development, maintenance, and navigational aids at more than 5,000 airports across the country. Many states also build, own, and operate their own airports. Each year, state aviation officials conduct safety inspections at thousands of public-use airports. Countless aviation activities including statewide meetings, airport symposiums, pilot safety seminars, and aviation education forums are also organized by the states.





The – History *(continued...)*

The role of state programs and the responsibilities of the state aviation agencies are expanding. In 1996, Congress made the state block grant program permanent. As a result, ten states are fully responsible for directly administering federal Airport Improvement Program funds. In an era of declining federal budgets and downsized government programs, the importance of state involvement in aviation is growing.

Washington DC

The Organization – Future

NASAO is currently looking to leverage strengths and undergoing several business enhancements including reassessing its office location and operational management needs including staff working arrangements, office space requirements, as well as IT, human resources, accounting and other administrative/support needs. The Association's new President/CEO's first task will be to lead this analysis, develop potential options, and collaborate with NASAO leadership to define and implement the association's future operational structure.

Doing Business in the DC Region

The successful candidate is not required to reside in Washington, DC proper, and could choose to live and have an office presence in the surrounding area. It will be important to have easy commutability into the district.

Monuments and memorials, eclectic neighborhoods, true local flavor – Washington, DC is a place unlike any other. Thriving arts and culture. Renowned culinary experiences. Exciting sports teams. Walkable neighborhoods. Free world-class museums. Dazzling holiday displays. Our nation's capital has all this in store. As the United States Capitol and the meeting place of the nation's legislature, Washington, DC is the location where our government and stakeholders assemble to make significant decisions that impact the aviation industry and the future of the country.

Source: Washington.org



The Position

Knowledge & Background

1. Demonstrated leadership experience with ability to motivate, guide, mentor, and professionally develop subordinate staff in a mutually beneficial manner
2. Thorough background, familiarity and experience with issues affecting NASAO members, such as FAA AIP funding, air traffic control privatization, federal regulatory and certification issues, taxation, and emerging issues such as aircraft electrification, eVTOL technology and environmental impacts
3. Experience with aviation governmental affairs and advocacy, preferably on behalf of a larger membership constituency such as that of NASAO
4. Familiarity and recent demonstrated practical experience with association management practices and standards
5. Ability to work effectively with a broad variety of stakeholders, some of whom may have different positions on issues affecting NASAO members
6. Ability to develop and maintain effective relationships with key NASAO partners such as the U.S. DOT, FAA, and other aviation associations
7. Familiarity and recent demonstrated practical experience with developing and evaluating budgets that includes pursuing creative ways for increasing revenue

Responsibilities

1. Advocating for and representing NASAO members on relevant issues at the federal and state level, with both elected officials and agency staff
2. Developing relationships with key strategic partners (such as aviation consultants and vendors) that help support NASAO's mission as directed by the Board, represents NASAO and its members on appropriate external panels, advisory committees, working groups and ACRP panels
3. Working with other aviation stakeholders, associations and groups to ensure NASAO's proactive engagement and visibility on key issues affecting NASAO members
4. Evaluating and developing new financial resources to further NASAO's mission
5. Developing and maintaining budget, tracking, reporting and adherence, for both NASAO and the NASAO Center
6. Recruiting, managing and developing a NASAO staff of two to four employees
7. Conducting two annual NASAO events: the annual convention each August/September, and D.C. Legislative Conference each February/March
8. Providing administrative oversight of multiple association committees
9. Providing board members recurring board training in best practices in association management and governance





Near-term Initiatives

- Evaluating and developing a future management structure for the association, i.e. use of an external association management firm, in-house services, or hybrid model
- Developing, updating and articulation of the Association's Strategic Plan, ensuring staff work priorities are aligned with the Association's mission and vision
- Developing and implementing key communications vehicles to ensure that members, governmental entities and others are familiar with NASAO's positions, issues and happenings
- Developing and expanding the existing NASAO education program
- Evaluating and presenting recommendations and with Board approval, implementation of potential new programs that would benefit NASAO members
- Researching, analyzing, and presenting of data and information to demonstrate impacts of policy to states and aviation programs

Position Preferences

The ideal candidate will have at least 12 years of experience in the key areas outlined in the position description above, and a bachelor's degree in aviation/aeronautics, association management, public administration, political science, governmental affairs, etc., or a related field. A master's degree is highly desirable. Completion of the Certificate Program in Association Management from the American Society of Association Executives preferred, or the ability to obtain within eighteen months of hire.



ADK CONSULTING &
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Salary & Compensation

The starting salary for this position is \$180,000 - \$220,000.

How to Apply:

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

Filing Deadline: Thursday, December 12, 2019

Project Manager: **Linda Frankl, AAE**
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