



**FORT WAYNE-ALLEN COUNTY  
AIRPORT AUTHORITY**

The Fort Wayne-Alen County Airport Authority Invites Applications for

## **Director of Fixed Base Operations**

Fort Wayne Aero Center  
Fort Wayne International Airport (FWA)  
Smith Field Airport (SMD)

Fort Wayne, Indiana

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



## The Airport

**Fort Wayne International Airport (FWA) and Smith Field (SMD)** are owned and operated by the Fort Wayne-Allen County Airport Authority. This is an independent authority with autonomy from local government. The Authority derives its operating revenue from a variety of airport user-related fees and local property tax revenues. There are 70 full time positions at FWA. The 2021 operating budget is \$15.2 million with a capital budget of \$32.8 million. Over 791,800 passengers utilized FWA in 2019 and the annual airport operations figure was over 27,000. While passenger traffic in the United States was down by an average of 65% in 2020, FWA was off 2019 numbers by 45%.

The Authority is responsible for the day-to-day operations and long-term planning for both airports. It is governed by a 6-member Board of Directors that sets policy, approves the budget, and hires the airport's Executive Director. The Executive Director is responsible for all additional hiring. The Board is comprised of 3 members appointed by the Mayor of Fort Wayne and 3 members appointed by the Commissioners of Allen County.





## The Airport *(continued)*

**Fort Wayne Aero Center**, the Authority's fixed base operator (FBO) at Fort Wayne International Airport opened for business on January 1, 2016. As northeast Indiana's premier full-service FBO, the 12,000 square foot facility boasts high-end architectural considerations-such as floor-to-ceiling color-tinted windows in various shades of blue and green overlooking the airfield and an array of pilot amenities, including a lounge and private rest area, WiFi, two conference rooms with audio/visual capabilities, a fitness center, and more.

With a strong emphasis on customer service, Fort Wayne Aero Center strives to provide its guests with heightened support for an unparalleled experience. Along with critical aviation services-such as Jet A and 100LL fueling, maintenance, de-icing, quick turns, concierge, heated hangar space, and charter, cargo, ground handling and forklift services-the FBO offers all the benefits of the World Fuel network.

FWA currently has 4 airlines – Allegiant, American, Delta, and United – serving 13 non-stop markets: Atlanta, Chicago, Charlotte, Dallas-Ft. Worth, Detroit, Las Vegas, Minneapolis, Myrtle Beach (seasonal), Orlando, Phoenix, Punta Gorda, Sarasota (seasonal), and Tampa-St. Petersburg. Most markets, both domestic and international, may be reached from FWA through convenient one stop connections via the airlines' individual hubs. FWA is also the home of the Indiana Air National Guard 122nd Tactical Fighter Wing and is served by Federal Express and UPS.





PICTURESQUE  
**Fort Wayne**  
INDIANA

## The Community

Fort Wayne is the second largest city in the state of Indiana and the hub of Northeast Indiana. Fort Wayne’s population was 270,402 as of the 2019 Census estimate. From big city amenities, without the hassle or expense, to historic neighborhoods and rural charm, Allen County offers dynamic quality-of-life options. The region has the best in recreation with rivers, lakes, parks, nature preserves and trails. Everyone has the opportunity to thrive and achieve their potential in the community. Across the region, world-class businesses are choosing to invest and grow in Fort Wayne – Allen County, because it is a community where people want to be. These, plus a comfortable climate, excellent medical care, secure environment, and a low price tag on everything the region has to offer make Fort Wayne a truly appealing place.

Fort Wayne’s strong economy is grounded in its origins as a farming community, but today jobs in manufacturing, electronics, education, insurance, and medical services are also plentiful.

Educational opportunities are rich and varied, particularly for postsecondary schooling, and students can choose from a liberal arts education, training in the health care industry, or anything in between. Arts United of Greater Fort Wayne ensures that residents and visitors can enjoy arts and culture, whether they choose the symphony, ballet, civic theater, art museum, or historical society.





## Fort Wayne Attracting Newcomers

### The Community *(continued)*

Recreational activities also abound at Ft. Wayne's 87 public parks and at facilities where pro teams compete in basketball, baseball, and hockey. A four-season climate gives locals great opportunities to enjoy their favorite sports, whether it's gliding across the ice at a city rink or splashing in the water at a public pool.

In addition, residents have access to five top-notch hospitals, with state-of-the-art heart and cancer centers. All this combined with a cost of living that ranks consistently below the national average, and it's easy to see why the beautiful, green neighborhoods and progressive business climate of Fort Wayne continues to win awards and attract newcomers. Fort Wayne is truly one of the greatest cities in America.

#### According to the Census Bureau's population estimates for 2020:

- Fort Wayne was the #1 fastest-growing metro in the Great Lakes region (out of a total of 59 metros).
- Allen County's overall growth rate (0.84%) was double the state and national averages (0.4%).
- 2020 was Allen County's fourth consecutive year of positive domestic migration (which measures how well the county is attracting and retaining talent).

#### Things to Do Links:

- [Convention & Visitors Bureau](#)
- [Fort Wayne Museum of Art](#)
- [The Phil-Fort Wayne Philharmonic](#)
- [Children's Zoo](#)
- [Parks & Recreation](#)
- [Fort Wayne Komet Hockey Club](#)
- [Tin Caps Baseball](#)

For more about Fort Wayne, [click here](#) to check out this brief video.





## The Position

The **Director of Fixed Base Operations** is responsible for delivery of customer and FBO services, to include direct management and P&L responsibility for a world-class FBO at Fort Wayne International Airport – Fort Wayne Aero Center and the general aviation FBO at Smith Field Airport – Smith Field Aero Center. This position includes oversight of all aspects of the FBOs including customer relations, line operations, fuel sales, hangar leasing, new business development, quality control, human resources, and environmental and safety compliance.

### The ideal candidate will have:

- Exceptional interpersonal and communication skills to positively relate to customers and airport tenants, employees, regulatory agencies; and members of the business community and general public;
- Knowledge of FAA, TSA, and State of Indiana rules and regulations affecting airport operations;
- Proficient at use of Microsoft Suite and web-based applications;
- Ability to plan, organize, and supervise the work of others;
- Ability to communicate effectively in oral and written forms;
- Competencies of leadership, entrepreneurship, negotiation, influence, operations decision making and customer orientation.

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





## Position Preferred Qualifications

The successful candidate will have a bachelor's degree with 3 years of relevant experience or five (5) to ten (10) years of related experience and/or training; or equivalent combination of education and experience. Also required is a minimum of five years' experience at an airport that includes fueling commercial air carrier (cargo & passenger) aircraft.

## Salary & Compensation

The salary range for the Director of Fixed Base Operations is \$75,468 - \$120,749, with an excellent benefit package, including relocation benefits.

## How to Apply:

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

**Deadline for complete applications:  
Thursday, July 1, 2021**

*Candidates are strongly encouraged to apply well before the closing date as this will allow ADK to properly gather any missing candidate information prior to the deadline for complete applications.*

Project Manager: **Linda Frankl, AAE**  
[linda@adkexecutivesearch.com](mailto:linda@adkexecutivesearch.com)

***Please note:*** After your application is complete, you will receive an important email from us. Please check your inbox and your junk/spam folder, and if you have not received our email, please notify us at: [\*\*\*admin@adkexecutivesearch.com\*\*\*](mailto:admin@adkexecutivesearch.com)

Some photos provided by Visit Fort Wayne

