



**GSP** INTERNATIONAL  
AIRPORT  
ROGER MILLIKEN FIELD

## The Greenville-Spartanburg Airport District invites applications for Senior VP and Chief Financial Officer

Greenville-Spartanburg International Airport (GSP)

*EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH*



# The District

## **The Greenville-Spartanburg Airport District (District)**

is a political subdivision created by the State of South Carolina in 1959. The District is responsible for the development, operation and maintenance of the Greenville–Spartanburg International Airport (GSP) located near Greer, South Carolina, midway between the cities of Greenville and Spartanburg.

The Greenville-Spartanburg Airport Commission (Commission) is the governing body of the District. The Commission is composed of six members who are nominated by the respective state legislative delegations from Greenville and Spartanburg counties and then require the approval of the Governor.

The District employs approximately 250 employees and takes a very entrepreneurial approach to the development and operation of GSP. In addition to typical airport business operations, GSP runs multiple business lines including commercial fueling, cargo ground handling and warehousing, the FBO, land development, and food & beverage under a management agreement.

**The District's mission:** We begin each day fully committed to finding new ways to achieve our mission to advance the economic prosperity of the region by providing a safe, convenient, user-friendly, and cost competitive air transportation system connecting the region with the nation and world.

**The District's vision:** Serve as the region's global transportation hub and economic catalyst by providing best-in-class infrastructure and service.

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### **The District's values:**

**SAFETY & SECURITY:** We embrace them as our priority.

**INNOVATION:** We embrace innovative solutions and are always ready for change.

**ACCOUNTABILITY:** We accept responsibility for our actions.

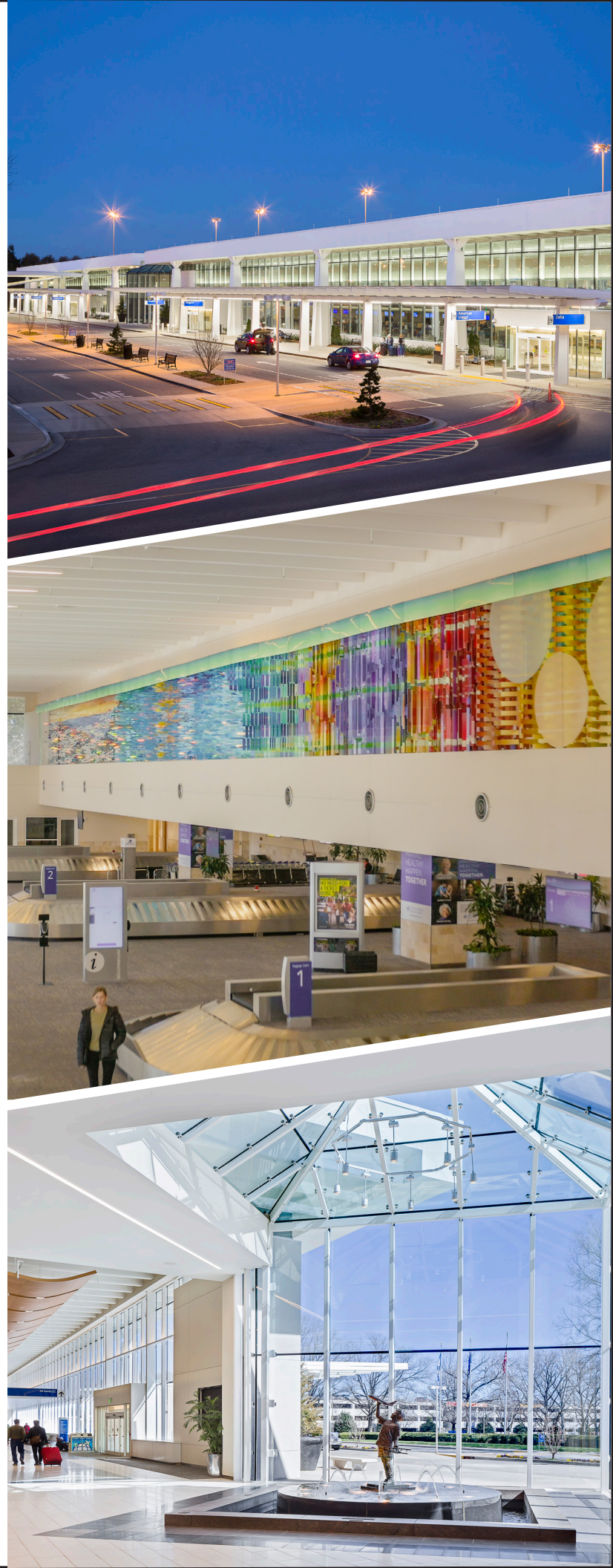
**INTEGRITY:** We are dedicated to honest and ethical practices.

**SERVANT ATTITUDE:** We are dedicated to putting others before self.

**TEAMWORK:** We think and act like one team, bonded by mutual trust and respect.

**EXCELLENCE:** We are committed to ensuring excellence in all that we do.

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## The Airport

GSP was built as a greenfield airport and opened in 1962. Passenger traffic has averaged 4% annual growth over the last 60 years.

In 2022, GSP was named the Best Airport in North America (among airports serving 2-5 million passengers) by ACI World. This is one of the highest recognitions that is awarded in the airport industry.

There are seven airlines serving GSP: Allegiant, American, Avelo, Delta, Silver Airways, Southwest and United. Combined, these airlines offer:

- An average of 50 nonstop daily departures
- Nonstop service to 21 airports across the U.S. with one-stop connections to hundreds of cities worldwide



The airport experienced over 2.6 million total passengers in 2019 and it was on track to set another record year in 2020. Currently, GSP has recovered to approximately 95% of 2019 passenger levels. It is forecasted that GSP will return to 2019 passenger levels in 2024.

Prominent operators at the airport include Cerulean Aviation, the airport's FBO that is operated by the District, FedEx, UPS, Maersk, PSA Airlines with a CRJ-700/900 maintenance base, Hudson News, Metz Culinary Services, and Manchester Airport Group with an Escape Lounge for travelers.

**Terminal:** In 2017, the airport completed a \$127 million terminal renovation project. This included a complete renovation of the entire terminal building. With this the concessions program was completely revamped with new offerings for the traveling public. Some of the new restaurants and stores include The Kitchen by Wolfgang Puck, Chick-Fil-A, Baskin Robbins, two Dunkin Donuts, and four Hudson stores. In fact, the new concessions program was recognized by Airport Experience News (AXN) in 2019 and 2020 for the Best Overall Concessions Program. The terminal currently has 13 gates and has approximately 400,000 square feet of space.

The District completed a Terminal Area Expansion Study in 2021. This next phase of terminal expansion will include six to eight gates, baggage claim facilities, outbound baggage system, expanded concessions and a new FIS facility (total program approximately 135,000 square feet). Current estimated cost is \$240 million.





## The Airport *(continued)*

**Cargo:** Nearly 190 million pounds of cargo are loaded on and off planes every year at GSP. In addition, the airport has scheduled 747-400 all cargo international freighter service to China, Germany, Korea and Mexico. The airport also handles over 1,200 other cargo charter flights each year. The District constructed a 110,000-square-foot cargo facility and a new 17-acre cargo ramp/taxilane in 2019. The cargo building was expanded by 50,000 square feet in 2022. The District recently received a \$5.3 million Economic Development Agency Grant to double the size of cargo aircraft ramp.

**Land Development:** The airport also has a robust land development program consisting of over 2,500 acres for both aeronautical and non-aeronautical development. This acreage surrounding the airfield has been divided into nine outstanding developable tracts of land for aviation, logistics, flex/R&D, industrial, office, and other similar industries.

In recent years, nearly two million square feet of logistics and warehouse space have been constructed. A future hotel site is also planned with several restaurants and office facilities near the entrance to the airport along the I-85 corridor.

The District is developing this property in a carefully thought out manner that embraces the natural features of the airport campus while enhancing the economic prosperity of the region. In addition, the development of the property is being carried out in accordance with the objectives outlined in the Land Use Master Plan completed in 2013. [www.gsp360beyondtherunway.com](http://www.gsp360beyondtherunway.com)

**Economic Impact:** GSP has a tremendous effect on the Upstate SC economy. In 2009, the Total Economic Impact (Output) was \$377,525,328. By 2018, that annual impact was eight times greater at \$2.9 billion.

All of this growth has been fueled by the steadily growing local economy. In fact, in the last 5 years, there has been over \$8.4 billion invested in the region. The area is home to more than 539 foreign-owned companies from 34 different countries and has the most foreign investment per capita in the U.S.

Some of the region's well-known company names include: BMW, Michelin, Denny's, TD Bank, Adidas, Bosch, Fluor, FujiFilm, General Electric, Osh Kosh Defense, Lockheed Martin, Mitsubishi Polyester Film, Nestle, and Timken.







## Greenville

Greenville is nestled up against the foothills of the Blue Ridge Mountains. In the heart of South Carolina's Upcountry, Greenville is situated just about halfway between Charlotte, North Carolina and Atlanta, Georgia.

Greenville's friendly, thriving downtown pulses with things to do year-round. From one-of-a-kind shops, boutiques and art galleries to museums, tours and outdoor activities, Greenville is a welcoming retreat for visitors of every age and explorers of every type.

Downtown: New hotels, condominiums, and multi-use complexes are redefining the skyline, while Greenville's thriving Eastside is leading the Upcountry to the forefront of automotive technology and innovation. Clemson University's cutting-edge International Center for Automotive Research (CU-ICAR) is already among the world's premier automotive and motorsports research and educational facilities. Greenville County is the most populated county in the State of South Carolina and is now home to 650+ manufacturers, 40 Fortune 500 companies, and 150 headquarters.

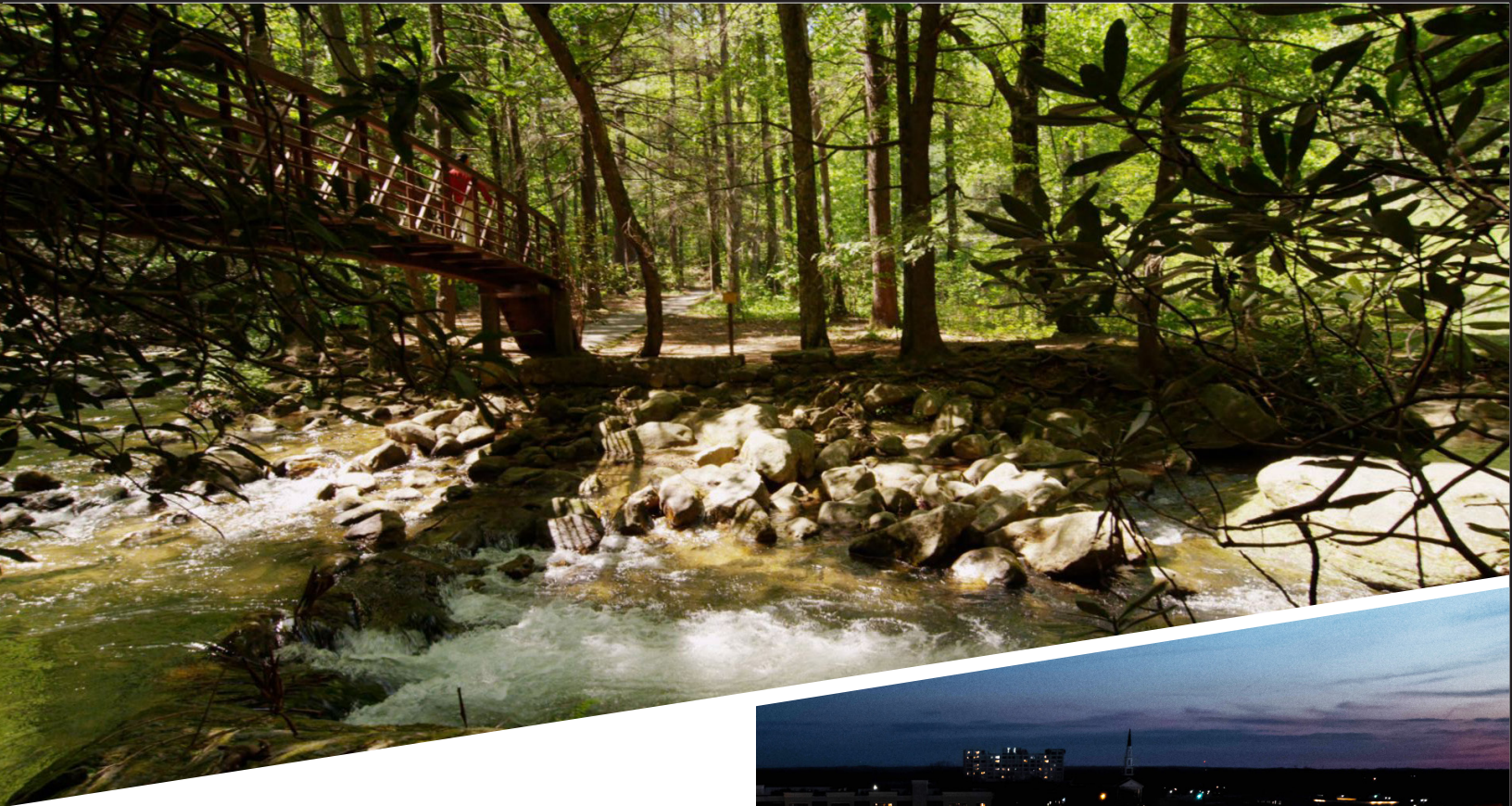
Greenville's Main Street has wide, tree-lined sidewalks and has turned Greenville into a true walking city.

Stretching from the north end of town near NOMA Square and ONE City Plaza, down past the performing arts center, across the Reedy River downtown at RiverPlace and reaching all the way to the classic minor-league ballpark in the city's West End, Main Street is an engaging collection of one-of-a-kind boutiques, marquee retailers, independent coffee shops, diverse chef-driven restaurants (including some with outdoor and rooftop dining), fabulous galleries, accommodating hotels and so much more.

Three hundred times a year, downtown comes alive with events ranging from concerts and craft beers festivals to Artisphere and Euphoria, two of the nation's premier culinary and arts festivals. On Saturday mornings between May and October, you'll find the TD Saturday Market, which brings more than 75 local vendors, live music, and hometown fun to the heart of downtown.

Source: [www.VisitGreenvilleSC.com](http://www.VisitGreenvilleSC.com)





## Spartanburg

Spartanburg is known as the Hub City, a connecting point to other destinations. It's home to an eclectic mixture of activities and points of interest that provide a rich atmosphere for anyone. Whether you're an outdoor enthusiast, history buff, business mogul, college student, or artistic bohemian, the Hub City offers places and experiences to fit your style.

Spartanburg houses several hiking and biking trails, such as the Palmetto Trail and Cottonwood Trail for those who enjoy a breath of fresh air. Or you can take a step into the past at historical houses such as the Price House and Walnut Grove Plantation. For those with more of a flair for business, Spartanburg is home to BMW's largest North American manufacturing facility. The BMW Zentrum awaits visitors who wish to explore the center and museum. Spartanburg is also known as a college town with eight diverse higher education institutions in its area. And the arts abound with museums, musical events, and indoor and outdoor facilities.

Spartanburg is made up of 13 municipalities, making it one of the most "eclectic counties in the state." Each offers their own blend of character, charm, and individuality.

It's easy to love the outdoors in Spartanburg County. Locals and visitors enjoy kayaking, canoeing and hiking, to exploring Spartanburg's blueways and greenways. Spartanburg offers many opportunities to enjoy the great outdoors.







## Spartanburg *(continued)*

And just a few miles from the great outdoors is Spartanburg's amazing downtown, where you'll find shops, restaurants, music and events, and public art that will have you thinking big city.

Spartanburg is a beacon for foodies from around the world. Whether you are looking for fine dining with white linen or T-shirt-casual lunch counters, Spartanburg has a taste for everyone. Much of Spartanburg's culinary diversity is because of its international business community. People from many lands have come to Spartanburg to work and live, and they have brought their favorite dishes with them. Japanese, Chinese, Thai, French, Italian, Greek, Jamaican, Irish, Mexican, German... they are all in Spartanburg.

Spartanburg is also one of South Carolina's most established, respected, progressive, and diverse art communities. From the fine arts — ballet, symphonies, opera — to the cutting edge — street performers, graffiti, dance mobs — there is art aplenty for everyone in what locals refer to as "Hub City." Most recently, because of the concentration of creativity, the heart of downtown Spartanburg was designated a "cultural district" by the South Carolina Arts Commission. Within the cultural district, you can walk to and enjoy world-class art galleries, studios, music venues, breweries, fine restaurants (culinary arts), book stores (local literature publishing), coffee shops, libraries, and museums.

Source: [www.VisitSpartanburg.com](http://www.VisitSpartanburg.com)





## The Position

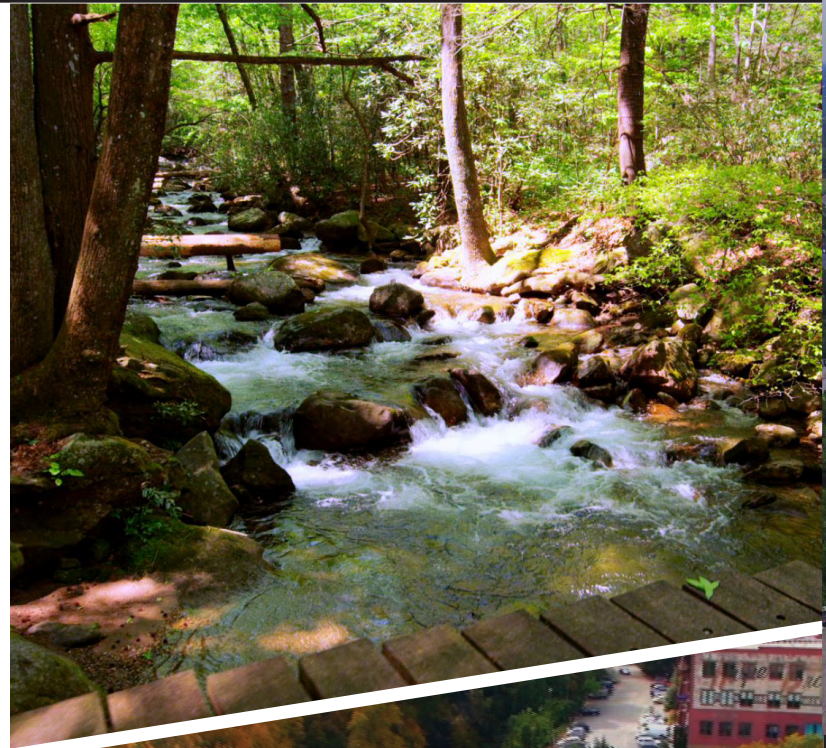
The Senior VP and Chief Financial Officer reports to the President/CEO of the Greenville-Spartanburg Airport District (District). She or he provides leadership and management assistance to the President/CEO in overseeing major departments/functions of the District and is responsible for developing and executing the District's fiscal strategy and administering its revenues and expenses. This individual directs the development, planning, implementation, and coordination of Finance, Accounting, Treasury, Internal Audit, Risk Management, Disadvantaged Business Programs, and Procurement. The incumbent is a key member of the executive team and requires someone with strategic thinking and vision. This position requires strong leadership and interpersonal skills.

The Senior VP and Chief Financial Officer is the President/CEO's principal advisor on all matters involving financial initiatives, programs and policies. She or he is responsible for developing and executing strategies that result in effective fiscal administration including revenue management strategies, investments, and cash management. She or he is a leader who creates, develops and maintains a successful work team through a positive and collaborative work environment.

[Click here](#) for a complete job description.

## Position Qualifications

- Requires a Bachelor's degree in one of the following: Accounting, Finance, Business, or a related field. Master's Degree or CPA preferred.
- Minimum of ten (10) years' experience in finance and management. Three or more years of experience in airport and/or governmental environment preferred.
- Extensive knowledge of budget preparation, financial management, accounting and Enterprise Resource Planning Systems.
- Must have excellent analytical, problem solving, project management, presentation and communication skills.







## Salary and Compensation

The successful candidate will be offered a very competitive salary with an outstanding benefits package. The starting salary range is between \$215,000 and \$235,000 depending on the qualifications of the candidate.

## How to Apply

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

**Deadline for applications: May 21, 2023**

Contact for this search is:

**Linda Frankl, A.A.E.**

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**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).

