



The Florida Airports Council Board of Directors invites applications for  
Executive Director

Florida Airports Council (FAC)  
Tallahassee, FL

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



## The Organization - History

The Florida Airport Managers Association was conceived in South Florida on a rainy Tuesday afternoon when a group of public airport executives realized that they needed strength in numbers to successfully face major challenges ahead. The date was October 30, 1969. Thirty-four years later, the organization would become the Florida Airports Council. There were many challenges along the way. Aviation was an add-on to the fledgling Florida Department of Transportation, with no dedicated funding for aviation. Because of the early vision of dedicated airport executives and leaders from different areas of Florida, FAC has grown to become the voice of the airport industry for the state, raising the bar in professionalism and advocating for Florida's airports and business partners.

## Florida By The Numbers

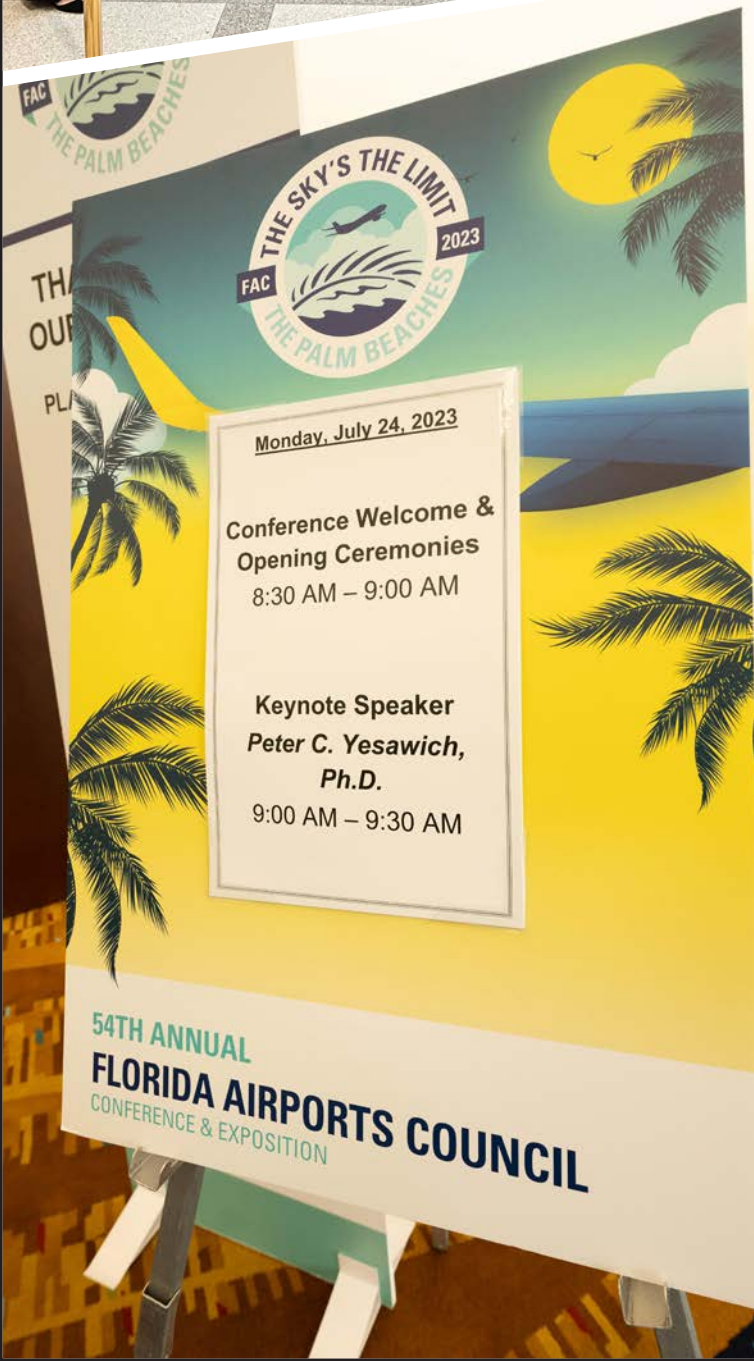
- \$336 Billion – generated by Florida Airports as an economic engine in their communities.
- \$77.2 Billion – in on-airport economic impacts.
- 2 Million – jobs with \$60 Billion annual payroll created by Florida Airports.
  - 1,179,000+ = jobs supported by Commercial Service.
  - 108,000+ = jobs supported by General Aviation.
  - 130,000+ = jobs supported by Air Cargo.
- 800+ General Aviation Facilities – Florida is home to more than 6% of the nation's general aviation fleet.

### Florida Soars in National Rankings:

- #1 in total pilots, commercial rating and flight instructors.
- #2 in commercial service.
- #4 in tonnage of air cargo.

### Economic Engine for the State

Florida remains a top international destination for travel and commerce, and Florida's airports are proud to play an important role in supporting our state's thriving economy. From the individual up to the state level, everyone benefits from Florida's 129 public airports and the global connections and economic value each one provides. Florida's aviation industry generates \$336 billion in economic activity and supports 2 million jobs.





## The Organization

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**Our Vision:** To be the leading voice on statewide airport aviation issues, serving Florida's airports and business partners through robust and active member participation.

**Our Mission:** To represent Florida's airports through a shared vision and unified voice, effective advocacy and professional development to sustain and enhance the role of airports in Florida's economy.

**The Florida Airports Council (FAC) 501(c)(6)** is a membership association of airport and aviation industry professionals – advocating for the development, improvement and enhancement of airports and aviation in the state of Florida and supporting the educational and professional development needs of its members.

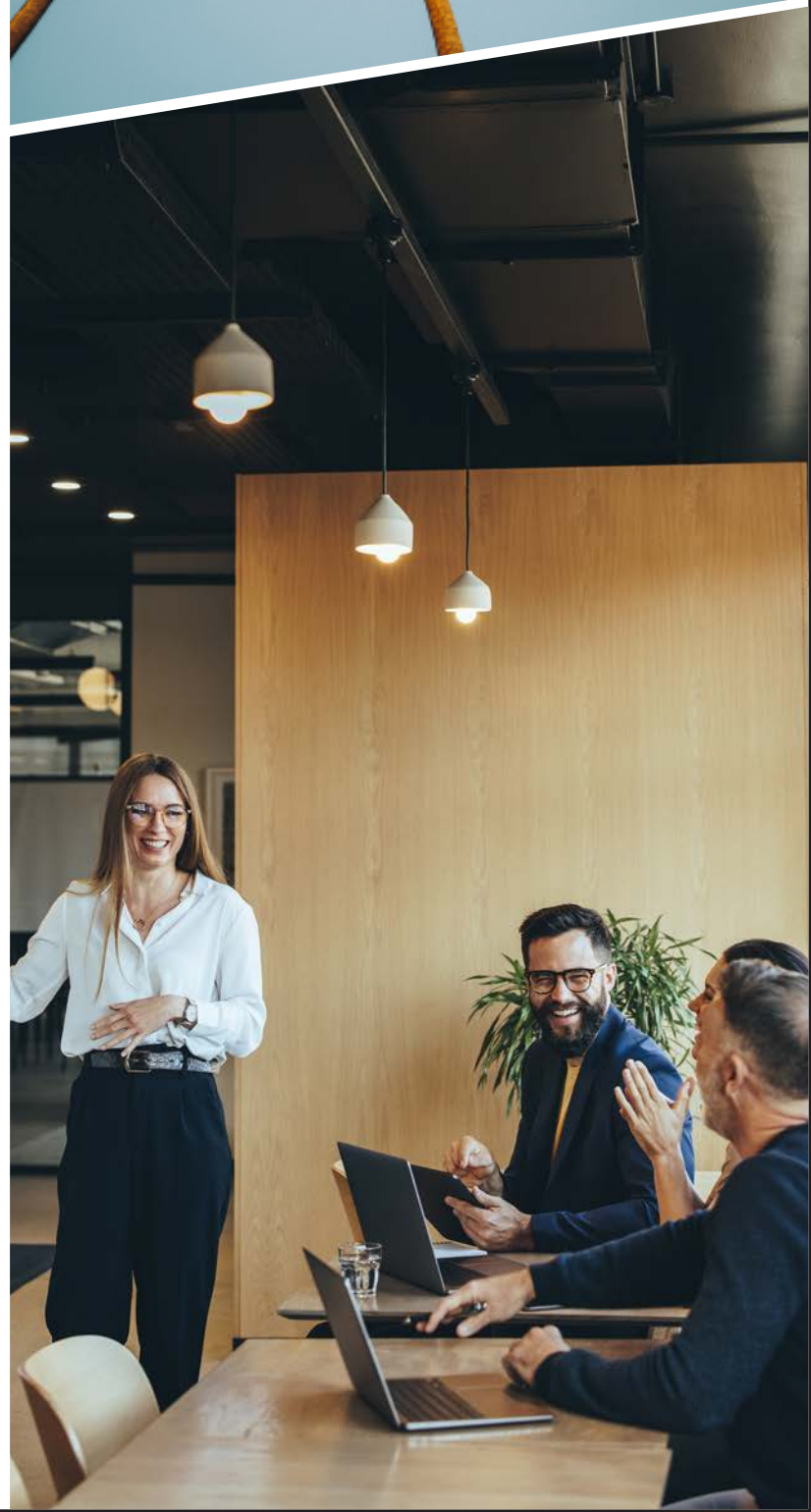
**The Florida Airports Council Education Foundation 501(c)(3)** is the charitable foundation under the operation of the Council. The purpose of the FAC Education Foundation is to prepare, promote, publish, and distribute educational materials; conduct and support educational and training programs for our future industry leaders; conduct and support educational research; and encourage advancement in the airport/aviation profession through scholarships and internships for deserving student and support FAC student chapters and educational members.

**FAC** is composed of members representing all Florida commercial service airports and publicly owned general aviation airports, corporate, educational, affiliate and student chapters and student members.

**FAC** works in partnership with Government leaders and state elected and appointed officials to focus on legislative issues in Tallahassee and Washington, D.C. The Federal Affairs and State Affairs committees monitor legislative actions that may impact the membership, recommending priorities to the Board and participating in legislative hearings and meetings.

**FAC** is committed to the continued improvement of the aviation facilities in Florida, to include but not limited to, professional development of its members, educational programs, conferences, webinars, and seminars held each year to provide the membership with the tools necessary to perform their job responsibilities and prepare them for more challenging positions in the future.

**FAC** leadership is comprised of a twelve (12) member Board of Directors that represent commercial service and general aviation airports and a representative from the FAC Corporate committee. Board members serve three-year terms on a revolving basis.





## The Organization (*continued*)

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### **Committees**

A cornerstone of the Association is its committee structure. Early leaders recognized that our strength is in the education and professional development of our members. FAC's standing committees, chaired by airport and corporate members statewide, are designed for this purpose, to advise the Board of Directors regarding State and Federal legislative issues that affect the Florida airport/aviation community and the Association. These committees have been successful due to the dedication of those participating and airport sponsors and corporate members that support them.

### **FAC Strategic Goals**

The Board of Directors established the following strategic priorities:

1. Promote policies and funding that enhance the successful operation of Florida's airports and participation in the legislative process more actively and frequently.
2. Leverage the strength of the Florida Airports Council's network to build new strategic partnerships.
3. Increase the level of professional development of Florida's airport industry.
4. Grow membership and participation in Florida Airports Council.
5. Enhance the image and reputation of the Florida Airports Council.
6. Secure and grow Florida Airports Council's fiscal strength.
7. Grow the aviation talent pool.



# Tallahassee

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Tallahassee, the vibrant capital of Florida, offers a unique blend of history, culture, and natural beauty, making it an exceptional place to call home. Nestled amidst rolling hills and lush landscapes, Tallahassee boasts a subtropical climate, with mild winters and long, sunny summers, making outdoor activities enjoyable year-round.

One of the most compelling reasons to live in Tallahassee is its rich cultural tapestry. From its eclectic arts scene to its diverse culinary offerings, there's always something new to explore. The city is home to numerous museums, galleries, and theaters, showcasing everything from local folk art to world-class exhibitions. Additionally, its dynamic music scene hosts live performances ranging from jazz and blues to indie rock and hip hop, catering to a variety of tastes.

Tallahassee's natural beauty is another major draw for residents. With over 700 miles of trails, numerous parks, and proximity to the Gulf Coast beaches, outdoor enthusiasts can indulge in activities like hiking, biking, kayaking, and fishing. The city's abundant green spaces provide a welcome respite from the hustle and bustle of urban life, offering serene settings for relaxation and recreation.

Moreover, Tallahassee's status as the state capital lends it significant importance. The Capitol building, an iconic landmark, serves as the seat of Florida's government, housing the legislative and executive branches. As the political epicenter of the state, Tallahassee plays a crucial role in shaping Florida's policies and governance. Its Capitol Complex also attracts visitors from across the state and beyond, providing opportunities for civic engagement and education.

Furthermore, being home to major universities like Florida State University and Florida A&M University, Tallahassee fosters a vibrant intellectual and academic community. These institutions contribute to the city's cultural diversity and offer ample opportunities for research, innovation, and lifelong learning.

Locals know Tallahassee's unique combination of cultural richness, natural splendor, and political significance makes it an exceptional place to live. Whether you're drawn to its historic charm, outdoor adventures, or intellectual pursuits, Tallahassee offers a quality of life that few cities can rival.







## The Position

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The Executive Director oversees the Florida Airport Council and the FAC Education Foundation, managing its administration and operations consistent with the policies established by the Board. This pivotal role involves strategic planning, financial management, stakeholder engagement, and representing the Council statewide. While the majority of time will be spent in Tallahassee, the Executive Director will also travel throughout the state routinely, meeting with members and supporting Council events and initiatives.

### Responsibilities include:

- Cultivating positive relationships with stakeholders including but not limited to legislators and state, federal and local governmental agencies, and associations.
- Development of an effective working relationship with the Board of Directors and an understanding of the governance practices for the Council.
- Managing the day-to-day operations of the Florida Airports Council and Education Foundation.
- Responsible for the oversight of the financial management and accounting functions associated with the Council and Education Foundation and various grants.
- Developing and executing strategic plans to achieve organizational goals.
- Efficiently managing budgets and revenue streams.
- Driving membership growth and enhancing member experiences.
- Negotiating contracts and overseeing service delivery.
- Planning and executing Council meetings, webinars, and conferences with the highest level of customer service and displaying professionalism, tact and poise.
- Supervising publication production and communication efforts with the highest levels of quality control.





## Preferred Qualifications:

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- A 4-year degree in Public Administration, Public Relations, Communications, Political Science, Business Administration, Aviation Management, or a related field (master's degree preferred).
- State, Federal agency and legislative staff experience with proficiency in coordinating state and federal aviation-related issues.
- In-depth knowledge of association management best practices.
- Skilled in using active listening, diplomacy, and tact to build strong relationships with governments, corporations, members, donors, volunteers, and all levels of staff.
- Experience conceiving and implementing strategic initiatives.
- Skilled in critical decision making.
- Ability to rapidly modify approach with changing conditions and/or external factors.
- Excellent team player with experience working in multi-disciplinary groups, using influence and interpersonal skills to reach desired outcomes.
- Experience in written and verbal communication and presentation.
- Extensive experience in problem-solving and issue prevention.
- Forward-thinking mindset to anticipate and prevent future challenges.
- Ability to assess complex situations and devise timely solutions.

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





## Salary and Benefits

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The starting salary range for this position could fall between \$185,000 - \$225,000.

## How To Apply

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

**Deadline for applications: May 26, 2024**

The contacts for this search are:

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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).

The Florida Airports Council Board of Directors is an equal opportunity employer. We support diversity and are committed to creating an inclusive environment for employees.

