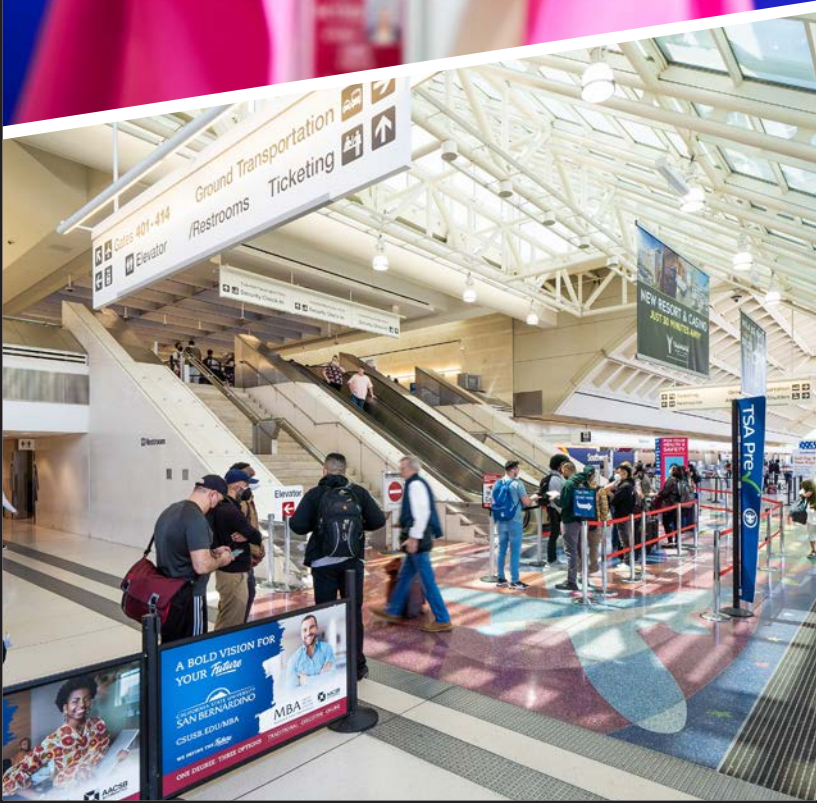




The Ontario International Airport Authority invites applications for
Concessions & Ground Transportation Manager

Ontario International Airport Authority (OIAA) supporting ONT
Ontario, California

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH



The Airport

The Ontario International Airport (ONT) is approximately 35 miles east of downtown Los Angeles in the central area of Southern California known as the Inland Empire. ONT is a full-service medium hub airport, serving over 7 million passengers and is a major air-cargo hub facility. After 40 years under control of the City of Los Angeles and Los Angeles World Airports, ownership and control of the airport was transferred to the Ontario International Airport Authority (OIAA) on November 1, 2016. The OIAA is a joint-powers authority formed between the City of Ontario and San Bernardino County in Southern California. The OIAA Commission consists of five appointed members and is the owner and operator of ONT.

The OIAA Strategic Plan has been recently updated to provide a framework for implementing our Vision and Mission.

- **VISION** Travel. Transformation. Growth.
- **MISSION** To boldly seize every opportunity to connect the Inland Empire to the world.

The **STRATEGIC GOALS** serve as the foundation of the organization and provide a roadmap for the continued growth and success of ONT.

- Master the Basics
- Invest in ONT
- Plan for the Future

ONT is situated on 1,741 acres within the City of Ontario, California. There are two parallel runways, Runway 8L/26R and 8R/26L, two terminals with a total of 26 gates and a separate international arrivals facility. ONT is a major hub for UPS, FedEx and Amazon Prime and is currently working with multiple developers on potential cargo projects and facilities. The new CBP designation as a Landing Rights Airport was effective in September 2024.



The Airport *(continued)*

Passenger volumes have increased 45 straight months since ONT gained local control in 2016. ONT welcomed more than 7 million domestic passengers and over 400,000 international travelers in 2024. Ontario's 12 domestic and international airlines offer over 70 daily departures to 26+ popular nonstop destinations. In recent years, ONT's cargo facilities have experienced double-digit increases in commercial freight shipments as demand for consumer goods, household supplies and other daily necessities skyrocketed among consumers.

The OIAA is committed to providing passengers and tenants with modern amenities and facilities. In an environment where demand for facilities and revenue streams have become less predictable, the OIAA is striving to fully utilize vacant and under-developed land and facilities to diversify revenue streams. The OIAA is considering its future and how ONT can contribute to regional intermodal logistics, while understanding that successful development takes advantage of local market strengths.





The Economic Impact of ONT

Ontario International Airport plays an integral role in the economy of the Southern California region, specifically in and around the Inland Empire and the logistics and manufacturing economic sectors. ONT's impressive expansion of flights, destinations and customer amenities over the past eight years, and its emergence as one of the Top 10 cargo airports in North America, cements its role as an economic driver across Southern California.

A recently completed Oxford Economics study indicates the economic impact of ONT is felt across the region, generating \$3.8 billion a year in activity, supporting 27,800 jobs and serving as the hub of a global logistics network that produces \$17.8 billion in economic output. It is the heart of one of the fastest growing population and economic centers in the U.S., providing a foundation for solid economic growth for years to come.

The Oxford Study incorporated a year's worth of research, concluding that the overall impact of economic activity at ONT – from airport operations, airlines and their suppliers, government workers, airport concessions and logistics companies – totals \$3.8 billion as of 2022. This includes \$2.7 billion in visitor spending, \$2.2 billion in regional gross domestic product (GDP), which supports 27,800 jobs and results in \$571 million a year in local, state and federal taxes.

ONT's role is as a supply chain hub, analyzing logistics activity in the eight zip codes adjacent to the airport. The results placed Ontario International at the center of a global network that accounts for \$17.8 billion in economic output, \$9.9 billion of GDP, 122,200 jobs and \$2.3 billion in local, state and federal taxes.

The Community

Greater Ontario, Southern California's inland experience, is where big city sophistication, incredible shopping and hometown hospitality meet. The perfect home base to enjoy all Southern California activities in less than an hour in any direction, your gateway to outdoor adventures, mountains, deserts, beaches, wineries, Disneyland, and Hollywood. Located where two major interstates intersect and convenient to all freeways, Ontario International Airport, and commuter rail.

Despite a name that makes people think of Canada, the city of Ontario is Southern California through and through. Named by its founders for their native province in Canada, the one-time citrus community near the base of the towering San Gabriel Mountains in San Bernardino County has grown from its agricultural roots into a booming modern city.

This city in the heart of Southern California's Inland Empire is home to Ontario Mills, one of the Region's top outlet malls, with 200 stores including favorites such as Nike, Nordstrom Rack, and Sunglass Hut, as well as a 30-screen movie theater. You can also find information about nearby destinations, including Auto Club Speedway and the North Etiwanda Preserve, by visiting Ontario Mills' California Welcome Center - Ontario. Close to Ontario Mills, Toyota Arena seats 11,000 people and hosts a diverse range of major events. Both the Ontario Reign, the Los Angeles Kings' American Hockey League affiliate, and the Agua Caliente Clippers, the Los Angeles Clippers' NBA G League squad, play here.

Ontario's historic downtown is centered on Euclid Avenue, a stately boulevard divided by a landscaped median and lined by majestic trees and grand homes, a few dating to the 19th century. A fourteen-block stretch of Euclid is a designated historic district, and the avenue is especially spectacular during the annual Christmas on Euclid, a tradition dating back to 1922, featuring twinkling holiday lights, horse-drawn carriage rides, and 12 vintage nativity scenes. In this magical family affair, the City of Ontario is transformed into a whimsical winter wonderland of family activities.

America's love affair with Route 66 is a much-celebrated affair every fall with two days of cruising, contests, live entertainment, fabulous food, and revelry. Held annually along historic, tree-shaded Euclid Avenue, Route 66 Cruisin' Reunion is where classic cruisers, convertibles, hot rods, and wicked Woodies fuel a jam-packed jamboree. Route 66 Cruisin' Reunion is a family-friendly event located on historic Euclid Avenue and the downtown streets near Ontario Town Square.





The Community (*continued*)

Along Euclid, the Ontario Museum of History & Art is located in Ontario's one-time city hall, a Mediterranean-style landmark built in 1937. The museum has exhibits that tell the story of the community's past and showcases the works of leading regional artists. From developing exhibitions, to engaging visitors through educational experiences, and events that inspire creative action, the Museum is an anchor to the growing downtown arts district. In 2019, the Museum celebrated its 40th Anniversary and it extended its vision, embracing long-term planning to ensure that the Museum's capacity matches the growth in value to the community and visitors.

Just off Euclid, downtown's Logan's Candies has been tempting locals since 1933 with an array of irresistible treats: chocolate-covered strawberries, maple fudge, and handmade candy canes. In addition to the famed sweets, Ontario boasts a diverse culinary community with a wide variety of local restaurants. Locals and tourists enjoy a showcase of dining experiences throughout the cities of Ontario and Rancho Cucamonga during the popular Greater Ontario Restaurant Week.

The Inland Empire has a long history of winemaking and the San Antonio Winery, now in its fourth generation of family ownership, is where you can discover award-winning varietals produced with grapes grown on the Central Coast and in the Napa Valley.

Ontario is a hub of energy, culture, arts and food with something for everyone. Plus, there are dozens of beautiful surrounding suburban neighborhoods with excellent schools and easy commutes. Ontario creates a hometown feel with all of the amenities of a big city.

Position Overview

The Concessions & Ground Transportation Manager at Ontario International Airport (ONT) is responsible for driving revenue growth across key business lines, including concessions, parking, and ground transportation. This role requires strategic vision, financial expertise, and strong relationship management to drive revenue growth and to enhance passenger experiences as well as to support airport business partners. The Manager will lead a dedicated team while collaborating with consultants and internal stakeholders to optimize operations and revenue performance.

About the Role

The Manager oversees a wide range of commercial operations and service partnerships, including food and beverage, retail, parking, and shuttle programs. This individual will play a pivotal role in evaluating performance, ensuring contract compliance, and driving continuous improvement in revenue-generating activities. Collaboration with both ONT departments and external consultants will be critical to revitalizing ONT's concessions program and achieving long-term revenue goals.

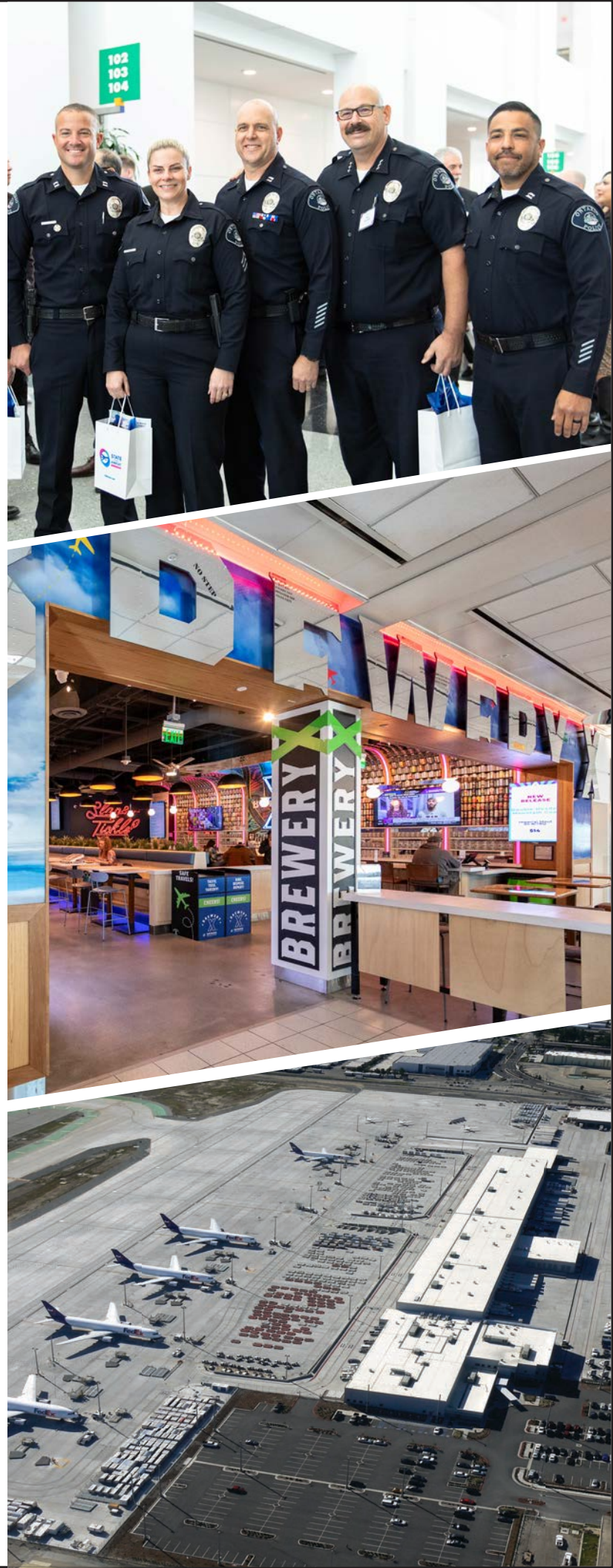
Key Responsibilities

- Develop and manage revenue budgets for concessions and ground transportation.
- Track financial performance, forecast trends, and implement growth strategies.
- Maintain strong relationships with concessionaires and transportation partners.
- Evaluate partner performance and assist with lease negotiations.
- Provide contract oversight for parking and shuttle services.
- Monitor ground transportation services, identifying opportunities for improvement.
- Analyze parking and shuttle data to optimize customer satisfaction and operations.

Leadership Qualities and Style

- Lead, mentor, and support staff members.
- Set clear priorities and performance expectations, with an emphasis on professional growth.
- Foster a collaborative, results-driven environment aligned with ONT's vision.
- Exhibit strategic thinking, sound judgment, and subject matter expertise.
- Maintain composure and professionalism when navigating complex stakeholder interactions.

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





Preferred Qualifications

- Bachelor's degree in Aviation, Business, Economics, Finance, Marketing, Public Administration, Real Estate, or a related field.
- Four (4) years of experience in revenue-producing business lines, with a preference for airport concessions, parking, or ground transportation operations and preferably including two (2) years' experience at a commercial airport.
- Any equivalent combination of education, experience and training which provides the knowledge and abilities necessary to perform the essential functions for the position may be considered.
- Two (2) years of experience in a supervisory capacity.
- Ability to develop and maintain effective relationships with key partners.
- Strong communication, negotiating, and problem-solving skills.
- Valid driver's license and the ability to pass all required background and security checks.

This is an exciting opportunity for a strategic, results-driven leader to make a significant impact on ONT's growth and the passenger experience.

Salary and Benefits

The salary range for this position is \$97,850 - \$139,050. A starting salary above the mid-point is achievable for the exceptional candidate and will be dependent upon the experience. ONT offers an attractive benefits package and will assist with relocation costs.



How To Apply

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

Deadline for applications: May 4, 2025

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.

The Ontario International Airport Authority is an equal opportunity employer.

