



## MONTGOMERY REGIONAL AIRPORT AUTHORITY EXECUTIVE SEARCH

### **Airport Director Montgomery Regional Airport (MGM)**

#### **OVERVIEW**

The Montgomery Regional Airport Authority is seeking a highly qualified and credentialed individual to lead the Montgomery Regional Airport (MGM) in Montgomery, Alabama. MGM has experienced impressive, strategic growth in recent years and is poised for exponential growth in the near future. The position is a key component of the results-oriented partnership the Airport Authority enjoys with elected officials, chambers of commerce, senior military leaders and members of the surrounding community. The next Airport Director will build upon existing success to strengthen operations; expand planning and development; and ensure excellence in service delivery for passengers, visitors and tenants.

#### **THE AIRPORT**

The Montgomery Regional Airport has an impressive history that can literally trace its roots to the birth of aviation when the Wright Brothers established a civilian flight school in Montgomery in 1910. Today, the Montgomery Regional Airport (MGM), is a Part 139 certified public use facility serving the city of Montgomery, Alabama. The airport has an air service influence area of approximately 600,000 people, covering a broad region of more than 20 counties in central Alabama. The airport occupies over 2,000 acres of land and has two runways. The primary commercial service runway, RWY 10/28, is 9,020 X 150 feet. Scheduled commercial air service is currently provided by American Airlines with nonstop service to Charlotte (CLT), Dallas (DFW) and Washington, DC (DCA); Delta Air Lines with nonstop service to Atlanta (ATL); and, Via Airlines with seasonal, less-than-daily service to Orlando (SFB). MGM served 304,643 total passengers in 2017 and averaged 192 daily aircraft operations. Additional significant operators at the airport

include one FBO, Montgomery Aviation, and the 187<sup>th</sup> Fighter Wing, recently selected as the new home of the F-35 Joint Strike Fighter. Recent major passenger experience projects include the completion of new food and beverage options operated by Tailwind Concessions, new charging stations, skycap and concierge services, and a renewed in-airport branding and advertising program. MGM has 46 full-time employees and had an operational budget for FY 2017 of \$5.0M. The capital budget for FY 2017 was \$1.6M.

## **THE COMMUNITY**

Alabama's second largest city is rooted in Southern tradition and hospitality, yet it's a modern city on the forefront of innovation. Montgomery is the genesis of two world-changing events: the Civil War and the Civil Rights Movement, and it's the state capital. The city is home to the strategic center of our nation's Air Force, Maxwell Gunter Air Force Base, and the region's first high-speed internet exchange. The region encompasses nine colleges and universities including Auburn, Alabama State, and Troy Universities. Montgomery's largest employment sectors include government, military, and manufacturing. The manufacturing sector is largely anchored by Hyundai Motor Manufacturing Alabama, Hyundai's only North American manufacturing facility. With a growing population and GDP of over \$18B, Montgomery has become a beacon for prosperity and economic development in the state of Alabama.

Montgomery offers a wide variety of family-focused attractions including, Montgomery Biscuits AA minor league baseball; Camellia Bowl college football classic; world class Alabama Shakespeare Festival; Montgomery Museum of Fine Arts; Rosa Parks Museum and other historical venues; a bustling downtown with night life, concerts, dining, boating on the Alabama River; numerous youth sports activities; and a wide variety of civic and charitable events.

## THE POSITION

The Airport Director at Montgomery Regional Airport provides the leadership and direction for management, operations, facility maintenance and daily activities planning for the Airport in compliance with requirements and policies established by the Airport Authority, city ordinances, state and federal regulations. The Director prepares, develops, maintains, coordinates and implements policies and procedures for day-to-day operations of the airport including safety, security, emergency response and FAA Part 139 certification compliance requirements. The Director will work closely with the airline companies, general aviation and air service development consultants to continually seek the best air service and to increase airport revenue.

The Director must possess the necessary business and personal skills to effectively engage and collaborate with the community including city and state officials, local businesses, chambers of commerce, civic organizations, and other regional municipalities served by the Airport. The Director works alongside the Airport Authority to effectively implement its strategic vision.

The successful candidate's preferred qualifications for this position include a bachelor's degree in either business, public administration, aviation management, or related field and five years of increasing responsibility in Airport Management at a Part 139 certified Airport. A dynamic individual with public speaking skills and the ability to prepare and present public presentations is strongly desired for this position. A master's degree in aviation management or related field is a plus. AAAE Airport Certified Employee, Certified Member, and/or Accredited Airport Executive is also desired. Knowledge and experience in airport marketing and air service development is preferred.

The salary range for the Executive Director is \$110,000-\$140,000 with an attractive benefits package. Base annual salary is \$110k, subject to qualifications and experience. The Airport Authority offers health insurance; City/County retirement plan; life insurance; automobile allowance or use of airport vehicle; travel allowance and expense reimbursement; vacation two weeks per annum (3 weeks per annum after three years service); all City and State Holidays (State Holiday Schedule); and AAAE membership paid.

*To apply, please email resume in .pdf format not later than **August 15, 2018** to:*  
[resumes@flymgm.com](mailto:resumes@flymgm.com).