

Sacramento County Department of Airports
Announces an Upcoming Opportunity for
Airport Economic
Development Specialist

Properties, Commercial and Business Development



SACRAMENTO REGION—THE COMMUNITY

Cultural attractions to **Inspire**
Cutting edge Farm-to-Fork cuisine to **Impress**
History to **Enrich**
Abundant Recreation options to **Relax** or **Energize** and a
Mild Climate to put a **Smile** on your face.

Sacramento International Airport serves 20 counties in northern California representing a population base of more than 4.2 million. Sacramento County, home to more than 1.4 million residents, offers a variety of benefits to residents and visitors including:

Short drives to Lake Tahoe, San Francisco Bay Area, Sierra ski resorts, and

Northern California's many wine regions including Napa, Sonoma, Lodi and the Sierra Foothills.



Recreational activities including white water rafting, boating, fishing, hiking and camping.

Cultural experiences including ballet, symphony, theater, museums, art galleries and gourmet restaurants.



Professional sports teams including NBA Basketball, USL PRO Soccer and Triple-A Baseball.



SACRAMENTO COUNTY AIRPORT SYSTEM

Four airports comprise the Sacramento County Airport System:

Sacramento International Airport (SMF), a medium hub commercial service airport, served 10.1 million total passengers during calendar year 2016. SMF is served by AeroMexico, Alaska/Horizon, American/US Airways, Delta, Hawaiian, Jet Blue, Skywest, Southwest, United and Volaris airlines with 139 daily departures.

SMF occupies approximately 6,000 acres of land improved with parallel 8,600 foot long runways. The airport is located approximately ten miles north of downtown Sacramento in unincorporated Sacramento County.

Sacramento Mather Airport (MHR), host of the annual California Capital Airshow, is located about 12 miles east of the City of Sacramento in unincorporated Sacramento County. The airport's 2,253 acres offer one of the longest runways in California serving air cargo, corporate aviation and general aviation operations.



Sacramento Executive Airport (SAC), a busy general aviation airport occupying 520 acres, is located within the Sacramento City limits and is about 3 miles south of the City's Central Business District.

Franklin Field (F72) is located approximately 20 miles south of Sacramento in unincorporated Sacramento County. The 496 acre uncontrolled general aviation facility is used primarily for training operations.



THE POSITION

Reporting to the Manager of Properties, Commercial and Business Development, the Airport Economic Development Specialist conducts research, statistical analyses, and economic feasibility studies relating to existing and new airport services, including airline passenger, air freight, on-airport facility commercial and business development and airport ground transportation services, performs property and tenant management activities including the negotiation of airport leases and agreements, development of rates and charges schedules, development of the lease documents and monitoring the implementation of lease terms for Sacramento County-operated airports.

KEY RESPONSIBILITIES INCLUDE:

1. Acts as liaison and contact person for the airport tenants, overseeing and monitoring tenant activities and responsibilities to assure compliance with contract terms, including insurance coverage, rental payments and adjustments, services provided, and compliance with Federal Aviation Administration requirements.
2. Assists in the negotiation of lease terms, the development of rates and charges, and development of the lease agreement documents in coordination with County Counsel; County Risk Management and other County agencies.
3. Provides information for the preparation of development proposals. Conducts research projects on return on investments, capital investment requirements, internal rates of return, rental rates and other lease terms.
4. Researches and analyzes industry data and overall market trends for airlines and airport concessions.

MINIMUM QUALIFICATIONS

A Bachelor's Degree or higher in the field of Airport Management, Business Administration, Public Administration, Economics, Finance, Communications, Marketing, or a closely related field

and

One (1) year of experience in an administrative, financial, economic analysis, or marketing position in the commercial aviation industry, retail property/tenant management, or commercial real property leasing or a closely related field. Such experience must be comparable in nature and level of difficulty to the duties of Airport Economic Development Specialist.

NOTE: Additional relevant full-time experience may be substituted for the Bachelor's Degree on a year-for-year basis.



THE IDEAL CANDIDATE

- Knowledge of principles, practices and techniques of airport property management, commercial development and/or airport business development.
- Ability to manage several projects simultaneously.
- Familiarity with trends and statistics affecting airports.
- Familiarity with Federal Aviation Administration and Department of Transportation rules and regulations pertaining to public airports.
- Ability to think critically, arrive at logical conclusions and make effective presentations of conclusions and recommendations orally and in writing.
- Excellent written and verbal communication skills, including successful experience making presentations.
- A bachelor's degree or higher in an applicable field.

COMPENSATION AND BENEFITS

COMPENSATION

Annual Compensation Approximately \$87,633 to \$96,611

BENEFITS include:

Retirement Plan — 2% benefit at age 62.

Health Insurance — Multiple medical plan options including HMO or High Deductible Health Plans.

Dental Insurance — Comprehensive dental plan for employees and enrolled dependents. County pays 100% of dental plan premium cost.

Vision Insurance — Provided through VSP or Kaiser, based on choice of health insurance provider.

Employee Assistance Program (EAP) — Administered by Managed Health Network.

Flexible Spending Account (FSA) — Pre-Tax payroll deduction saving for eligible medical, dental, vision and/or dependent care expenses not covered by insurance or other benefit plans.

Health Savings Account (HSA) — Available to individuals selecting High Deductible Health Plan and who have no other health coverage. Set aside funds on a pre-tax basis to pay for certain out-of-pocket medical expenses.

Life Insurance — Basic employee coverage at \$18,000 and \$2,000 in dependent coverage. Higher coverage amounts may be purchased at employee expense.

Retiree Health Savings Plan (RHSP) — Tax-free savings during employment for qualified medical expenses post-employment. County contributes \$25 per pay period (pre-tax) to employee's account.

Deferred Compensation — 457(b) plan

Final Filing Date June 29, 2017

Please visit www.saccountyjobs.net to apply.

FOR MORE INFORMATION VISIT www.sacramento.aero and www.saccounty.net and

www.personnel.saccounty.net/Benefits/Pages/ActiveEmployee.aspx