

SEARCH FOR:

ECONOMIC DEVELOPMENT DIRECTOR DELAWARE COUNTY, OHIO



SEARCH CONDUCTED BY



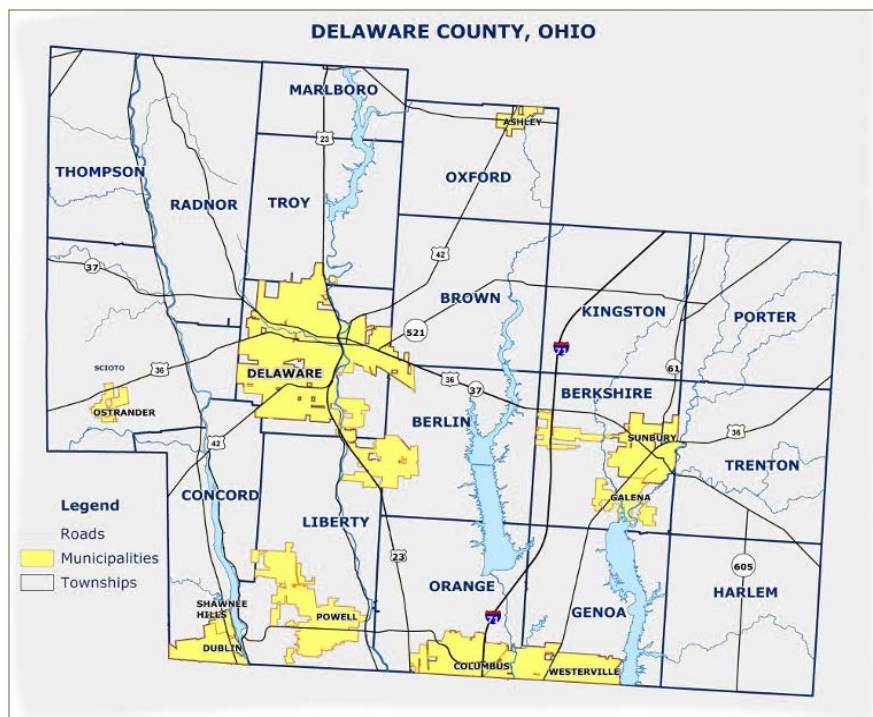
The Montrose Group, LLC

Delaware County Overview. Delaware County is located in Central Ohio and is the county directly north of Franklin County, which is home to Columbus, the state capital of Ohio. Delaware County has experienced significant growth over the past 20 years. As of the 2020 census the population of the County is 214,124, up 23% since 2010 and up 93% since 2000 when the population was 111,658. Delaware County has been the fastest growing county in Ohio for the past two decades and ranks among the fastest growing counties in the United States.

Statistic	Delaware County	United States
Median Home Value	\$320,300	\$299,800
Bachelor's Degree Holders	55.5%	32.9%
In Civilian Labor Force	69.3%	63%
Median Household Income	\$111,411	\$64,994

Education Institutions. Delaware County is home to Columbus State Community College (Delaware campus), Ohio Wesleyan University, and the Methodist Theological School. The County has four primary/secondary school districts including Big Walnut Local Schools, Buckeye Valley Local Schools, Delaware City Schools and Olentangy Local Schools.

Government. The County seat is the City of Delaware but other municipalities reside in whole or in part of Delaware County including Powell, Shawnee Hills, Dublin, Ostrander, Columbus, Westerville, Galena, Sunbury, and Ashley. Delaware County has 19 townships including Berkshire, Berlin, Brown, Concord, Delaware, Genoa, Harlem, Kingston, Liberty, Marlboro, Orange, Oxford, Porter, Radnor, Scioto, Thompson, Trenton, Troy and Washington.



Business. Delaware is home to the largest Chase Bank operation outside of New York. The McCoy Center, a 2 million square foot campus located in the Polaris region of southern Delaware County is home to over 20,000 employees. Polaris Fashion Place is a two-level shopping mall with over 170 retailers that is located immediately north of the McCoy Center. Delaware County's largest employers include Anthem, Kroger, DHL Express, Showa, McGraw Hill, Advance Auto Parts, PPG, Jegs, and Optum. As of the 2020 US Census, there were 86,243 people working in Delaware County with a payroll over \$4.6 billion. This number of employees is up 3.9% from 2018.

Position Overview. The Economic Development Director is an employee of Delaware County reporting directly to the County Administrator. The Economic Development Director is responsible for directing an innovative development plan and meeting best practices for the development and deployment of goals, objectives, and tasks of the Economic Development Department. Responsibilities of the department are recruitment and retention of businesses, including expansion of business operations in Delaware County, securing new commercial investment in the community, supporting the Delaware County Finance Authority and working with other organizations that promote smart growth policies for the community.

The Economic Development Director will be responsible for the following:

- Performs economic development and planning duties to implement the County's goal of broadening its retail, commercial, and industrial base with a global focus.
- Develops and deploys best practices in strategic planning for economic development and best practices relative to business retention and expansion.
- Develops, implements and manages strategic plans to aid in the securing of commercial development to promote infrastructure investment in the community, including but not limited to, land use plans, utility plans, marketing plans.
- Provides staff support and executive management to private and public stakeholders, to include but not limited to the Finance Authority in a manner to further the County's economic development plan, goals, strategies and projects.
- Acts as a liaison to the Delaware County Land Bank and other key organizations in the county that are focused on promoting economic development initiatives in the community.
- Responsible for the promotion and administration of the Revolving Loan Fund, Enterprise Zones, and other County economic programs to include but not limited to the Joint Economic Districts, Community Reinvestment Areas and Tax Increment Financing programs.
- Administers the Community Development Block Grant Program and other Ohio Department of Development Community and Economic Development Programs.
- Oversees and promotes grant opportunities for local, state and federal economic development programs.
- Coordinates and collaborates on development projects with other county offices / departments to include but not limited to; Sanitary Engineer and Regional Sewer District, Building Safety, Regional Planning, and the County Engineer for the attraction and retention of development.
- Prepares, administers and oversees the departmental annual budget.
- Presents oral and written reports to County agencies and the Board of Commissioners, economic development interest groups, other interested parties, and the public on topics that include, but are not limited to: economic development trends, opportunities and threats to the County's economic health.
- Maintains records and data bases of business prospects and contacts.
- Directs economic research activities to determine needs and economic impact of projects; provides technical guidance and/or assistance in solving complex and difficult planning projects.
- Attends and participates on various boards and committees as directed by the County Administrator.
- Prepares semi-annual and annual reports including, but not limited to the Tax Incentive and Revolving Loan programs and the annual Enterprise Zone report.
- Supervises, guides and directs the work of subordinate staff and consultants to include, prioritizing and assigning work; conducting performance evaluations; ensuring subordinate staff is properly trained and that applicable policies and procedures are followed.
- Performs typing, word processing, and related computer operations.
- Works outside typical work schedule/business hours as required.
- Attends trainings, meetings and conferences staying current with new trends and advances in the profession; and
- Demonstrates regular and predictable attendance and performs duties as assigned by the County Administrator.

Required Skills/Expertise.

- Comprehensive and professional knowledge of economic development programs, fundamentals of negotiations and contract management.
- Ability to plan, develop and implement an economic development attraction and retention plan.
- Ability to organize and oversee multiple, complex ongoing projects utilizing strategy development principals and procedures within a fast-paced environment.
- Superior networking capabilities with ability to bring established book of business contacts.
- Comprehensive knowledge of strategic and long-term planning, program planning and development, financial/budgetary planning and management.



- Reason and solve complex, confidential, problems and sensitive topics.
- Ability to build public and private business partnerships with trust and credibility.
- Knowledge of and the ability to apply negotiation and conflict resolution techniques and strategies.
- Ability to establish and maintain effective working relationships with public officials, business owners, leaders, community groups, employees and subordinates.
- Thorough knowledge of and demonstrated ability to apply rules, regulations and guidelines associated with Economic Development programs.
- Aptitude for defining and solving problems, collecting data, establishing facts, drawing valid conclusions using effective judgment, and analytical skills.
- Superior communication skills, both written and verbal and through social media sites.
- Works independently, under pressure, to achieve goals and to create a supportive work environment that encourages self-motivation and teamwork amongst subordinates.
- Instructs and counsels staff and clients to ensure departmental organization and maintenance of information and documentation.
- Effectively plans independently and in collaboration with other staff units, state and local governments and outside agencies.
- Knowledge of and ability to: recruit, interview, and counsel; applying effective supervisory skills to professionally and effectively direct, motivate, develop, and manage subordinate personnel.
- Ability to assess situations, evaluate appropriate next steps and implement the actions needed to move the department and county forward in achieving its goals.
- Ability to think in a divergent manner and understand the greater strategic goals of the various organizations served.
- Possess a business-oriented mindset and have the ability to apply creative solutions beyond traditional regulatory policies in order to further the goals of the organizations and serve the business community.
- Thorough knowledge, adherence, and aptitude to follow federal, state, county, and department policies and procedures, laws and regulations.
- Ability to ensure compliance consistently and effectively with County policies and procedures with subordinates.
- Efficiently operate computer programs such as, but not limited to, Microsoft Word, Excel, Outlook, and agency specific programs.
- Deliver excellent customer service, externally and internally.
- Proficiency in grammar, writing, mathematical skills, spelling, and punctuation.
- Ability to work effectively with clients who may be upset, distraught, irate, emotionally or mentally or otherwise unable to function within reasonable range of constructive behaviors.
- Ability to deal with many variables, define and solve problems, collect, analyze and interpret data, establish facts and determine specific action, evaluate and improve process and/or program efficiency / effectiveness.
- Ability to forecast requirements and control expenditures within budgeting guidelines; and thorough knowledge of, compliance with and the ability to effectively communicate with subordinates and customers within applicable national, state and local government structure, operations, functions, practices and procedures.

Qualifications. Master's Degree in Public Administration, Business Administration or related field combined with a minimum of five (5) years of progressively responsible experience in economic development program design, execution and management with a demonstrated ability to manage and lead subordinate personnel. Or, a Bachelor's degree in Economic Development, Business Administration, Marketing or related field plus a minimum of ten (10) years progressively responsible experience in economic development program design, execution and management combined with a demonstrated ability to manage and lead subordinate personnel. Must possess a valid Driver's License and an acceptable driving record. Must meet and maintain qualifications for driving on County business at all times. All licenses and certifications must be maintained as a continued condition of employment.

Compensation. Base Annual salary between \$105,500 and \$144,500 plus performance bonuses based on qualifications and experience. Benefits included in the County Compensation plan include health insurance, Ohio Public Employees Retirement System (OPERS), deferred compensation plan, and paid-time off.

How to apply. Submit a cover letter and resume to Nate Green, Montrose Director of Economic Development by COB Friday, May 6 to ngreen@montrosegroupllc.com. Should you have any questions please email or call Nate at 740-497-1893.

