



## **ECONOMIC DEVELOPMENT DIRECTOR**

The Licking County Chamber of Commerce is in search of an accomplished and highly motivated professional to build, implement and advance the economic agenda developed by the newly formed Grow Licking County Community Improvement Corporation. The director shall also provide strategic vision and leadership and help to develop an economic development business plan, focusing on job creation throughout the entire county. This will require efforts in company recruitment as well as retention and expansion of existing businesses.

At a minimum, candidates must have a Bachelor's degree in economics, urban planning, real estate finance, business or public administration. Preference will be afforded to those with a Master's degree in appropriate field and/or Certified Economic Developer (CEcD) status. Ideal candidates shall further possess acquired supervisory experience and bring a minimum of four years of professional experience in economic or business development.

Annual salary range is \$80,000 - \$95,000 with benefits. For consideration, submit a cover letter, resume, salary history to the Licking County Chamber of Commerce, attention Cheri Hottinger, 50 West Locust Street, Newark, Ohio 43055. For more information about Licking County and this position, please visit our website at <http://www.lickingcountychamber.com/econdev/index.asp> . Questions may be directed to Cheri Hottinger, President (740) 345-9757 ext. 5 or [chottinger@lickingcountychamber.com](mailto:chottinger@lickingcountychamber.com)



## Director of Economic Development Licking County Chamber of Commerce

### **The Community:**

Licking County is located east of Columbus, the 15<sup>th</sup> largest city in the United States. The County contains a diverse compilation of communities including incorporated municipalities as well as villages, each offering the unique qualities that encourage both residential and commercial sustainability.

The once agrarian economy of farmers, hunters and trades people has grown to more than 160,000 people since. The Licking River and Ohio Canal that served for years as transportation routes have been replaced by major state highways that form an arterial network linking commerce to multiple modes of transportation. The rail system, highways and airports connect Licking County easily to over half of the nation's population in a one-day drive or one-hour flight.

The local workforce boasts a wide range of skills and backgrounds from military personnel to doctors, blue-collar manufacturing workers, white-collar professionals and artisans. The workforce is supported by higher educational and training institutions that prepare a diverse workforce for the next generation of high-tech jobs and industry.

The County has several existing economic development programs in place including the Enterprise Zone Program, FTZ, local CRA Programs, TIF Districts and one of the state of Ohio's Certified Job Ready Sites.

The Licking County Chamber of Commerce is one of the oldest business organizations in the state and the second-largest business organization in central Ohio. They provide a variety of services to their 700-plus members. They offer connections to industry specific resources such as the successful Manufacturer's Council and workforce development resources including *Workenomics*<sup>TM</sup>. *Workenomics*<sup>TM</sup> is a blend of workforce development and economic development efforts designed to respond to business workforce needs.

Licking County is a member of Columbus2020!, a regional economic development group guided by an aggressive economic development strategy. Columbus2020! leverages central Ohio's research & academic institutions and diverse industries to position the metropolitan area to become the fastest growing economy in the country.

The County is served by a new Community Improvement Corporation. The goal of Grow Licking County is to provide a coordinated, inclusive new "front door" approach to economic development that provides Licking County a competitive advantage for development jobs and growth in the future. The primary functions of the CIC will include business attraction, business retention & expansion, business creation, and workforce development. The CIC has the legal authority to administer the County's Economic

Development office, including its R&E program and the enterprise zone/CRA program. A 15-member Board of Directors includes six (6) County appointees, one (1) Port Authority appointee, and eight (8) appointees made by the Licking County Chamber.

**The Position:**

Reporting to the President of the Licking County Chamber of Commerce, this position is responsible for the development of a strategy to lead and implement the CIC's economic development efforts. The Director shall work with the CIC Board to develop the first county-wide strategic economic development plan which will include a comprehensive marketing strategy & tactics. The Director will create a subsequent implementation/facilitation plan. The Director will work with the Board of Directors of the CIC to prepare the annual budget and assures continued adherence to the parameters of the adopted budget. The Director will evaluate the existing business attraction, retention & expansion programs, including economic incentives, and develop a formal strategy for the seamless implementation of the successful programs as well as recommendations for new programs. A critical role for this position is to establish and maintain key economic development partner relationships at both the state and local levels. The Director must have excellent communication skills and must be able to provide briefings to the CIC, County government and Chamber of Commerce Board on proposed economic development initiatives and projects, and clear and current data on economic trends impacting the County. The position administers the coordination of the County economic development activities with other County divisions, other governmental agencies, private enterprise, civic groups and the general public. The Director may be required to handle press and media relations relative to economic development activities.

**The Candidate:**

The Licking County Chamber of Commerce is seeking a confident, knowledgeable and experienced Director of Economic Development. The candidate should be committed to sustaining the County's excellent quality of life in our community by assisting in the development and growth of economic opportunities and organizations within Licking County. The successful candidate will possess a Bachelor's Degree or higher in economics, urban planning, real estate finance, business or public administration and four years of experience and success in economic development. A Master's Degree in a related course of study is preferred. Certified Economic Developer (CEcD) certification or other comparable certification is highly desired.

**Compensation & Benefits:**

Depending on qualifications, the salary range for this position is \$80,000 - \$95,000 with benefits.