

Professional Opportunity

President/CEO

Development Authority of Polk County

THE ORGANIZATION

The Mission of the Development Authority of Polk County (DAPC) is to pursue new jobs, economic growth, and development in Polk County through assisting existing industries with expansions, as well as recruiting new business and industry to Polk County. The first organized, county-wide economic development effort began in the early 1980s and continues today under leadership that understands what economic development is and how it can positively impact this community.

Polk County is known for its highly successful speculative building program that has also been in place since the early 1980s. Over the years, the community has constructed five speculative buildings and located seven industries generating 1,357 jobs with this program alone.

BUDGET - The organization's annual operational budget is approximately \$280,000. Because of the local county and city government's commitment, the Authority is publicly funded by the financial support of the Polk County Board of Commissioners, as well as the City of Cedartown and City of Rockmart. Because of the long-standing commitment of the community supporting economic development, a Special Purpose Local Option Sales Tax, and funding from local governments and development authorities, the DAPC has more than \$4M in assets to support economic development.

STAFF: The DAPC is strategically aligned with the Polk County Chamber of Commerce. Housed with the Chamber through a Contract for Services Agreement, the DAPC President/CEO is provided with the staff expertise of three full-time professionals. The DAPC President/CEO reports directly to the DAPC Board Chairman.

POSITION SUMMARY

The President/CEO is responsible for furthering the business development aspirations and strategies of the community as defined by the DAPC board and economic development stakeholders from the public and private sector.

KEY EXPECTATIONS

Strong Leadership Abilities

- Lead DAPC board through a continuous, performance-driven, short and strategic planning process with measureable outcomes that demonstrate stakeholders' return on Investment;
- Lead and inspire short and long-term community and economic development, with strategic planning founded on collaboration, inclusiveness and the accompaniment of measureable outcomes; and
- Be highly engaged and visibly involved in county and city government planning processes, as well as, other community development agencies including, but not limited to, the Polk County Chamber of Commerce and other Development Authorities and Alliances.

Business Development & Retention

- Sustain and expand existing industry services program; and
- Serve as the lead community salesperson to prospective businesses and continuously market the community's assets to the Georgia Department of Economic Development, statewide utilities, site location consultants and premiere developers to maximize Polk County's ability to attract new business interests to the area.

Proven Financial Management/Sustainability and Organization Development Expertise

- Produce and manage an annual budget; convey the organization's outcomes to investors; and build/maintain a sustainable funding structure supported by the Authority board
- Ensure existence of all necessary compliance policies, involving incentives and otherwise, to comply with the Georgia Development Authority Law; and
- Develop, implement and ensure compliance of organization policies and procedures related to personnel, development authority laws and management of incentives.

Communicator & Technology Savvy Expertise

- Develop and implement comprehensive communication strategy whereby Authority outcomes, challenges and opportunities are properly communicated at all times to the DAPC board and local stakeholders; and
- Partner with the DAPC Chair of the Board in being a spokesperson for economic development activities internally, externally and in advocacy efforts with all levels of government.

Product Development Expertise

- Lead speculative and site development efforts for the Authority through personal experience.

REQUIRED CANDIDATE QUALIFICATIONS:

- Bachelor's degree in a related field from an accredited college, university or technical college.
- Minimum of five years of successful economic development experience, including new business and industry recruitment.
- Demonstrated experience successfully completing time-sensitive and/or high profile projects through collaboration, consensus, creativity and confidentiality.
- Willingness to pursue industry certifications such as the Certified Economic Developer (CEcD), Economic Development Financial Professional (EDFP), or the Georgia Certified Economic Developer (GCED) certification within first five years of employment.
- Must be willing to relocate to Polk County within 12 months.

HIGHLY PREFERRED CANDIDATE QUALIFICATIONS:

- Master's degree from an accredited institution in a related field.
- Certified Economic Developer (CEcD), Economic Development Financial Professional (EDFP), or the Georgia Certified Economic Developer (GCED) certification.
- Familiarity and experience with rural economic development issues and projects.
- Experience in executive leadership role of an organization answering to a board of directors.

- Experience working in finance or real estate involving deal brokering and managing recruitment projects.
- Knowledge of Georgia Development Authority Law and legal parameters of closing complex business deals
- Proven business relationships with brokers, developers, and site selectors including an extensive network of private sector business consultants who bring leads and projects to Georgia and the Southeast.
- Direct experience developing close working relationships with governmental bodies at the local, state and federal levels, and constituents/stakeholders which might include elected officials, boards of directors, staff employees and other business and community support organizations.
- Possess strong marketing, sales and/or public relations experience;
- Possess excellent verbal and written communication skills;
- Possess foundational knowledge of website development, building social media networks and leveraging the Internet to support the community's overall economic development global marketing efforts.
- The ability to assemble a team of experts to execute the community's economic development goals.

THE COMMUNITY

Forty-five miles northwest of Atlanta, Polk County, GA is geographically located in the southeastern United States in the heart of the Atlanta-Chattanooga-Birmingham (ABC) Triangle. Four lane access to Interstate 20 via U.S. Hwy. 278 is easy and convenient while U.S. Route 27, a modern four-lane divided highway, connects Chattanooga, TN with Tallahassee, FL. Direct access to Interstate 75 is less than 20 miles via a direct route, much of which is limited access four lane highway U.S. Hwy. 113.

The population of Polk County is approximately 42,000. There are three incorporated cities: Cedartown (the County Seat), City of Rockmart, and City of Aragon. The Development Authority offices are located in Rockmart and Cedartown in the heart of the downtown districts where the Silver Comet Recreation trail attracts thousands of recreationalists each year. Polk County offers a good quality of life, school system, and small hometown environment located less than one hour from Atlanta, home of one of the world's busiest airports —Hartsfield-Jackson International.

Existing Businesses/Tourism Attractions

The community has a wide variety of businesses to support the economy. From entrepreneurs to small businesses located throughout the downtowns and county to larger manufacturers such as HON, Meggitt Polymers & Composites, Jefferson Southern Corporation and Kimoto Tech to name a few. Polk County also has a strong tourism presence that includes but is not limited to: SkyDive Spaceland, Highland Park (a 1,000-acre ATV/off-road facility), the famous Silver Comet Trail and Carlton Farms, a family owned agritourism farm. The community also boasts of its own medical facility: Floyd Polk Medical Center, which was recently opened and can serve a wide variety of patients both in-house and utilizing air transport.

Workforce Development/Education

Polk County has worked collaboratively and diligently to increase the education and readiness of its workforce for future business needs. The Polk County College and Career Academy is in its second year of existence and already seeing great results. The school district has 600+ students currently enrolled in

college-level coursework that will allow many of them to graduate high school with an Associate's Degree. Great partnerships with Georgia Highlands College and Georgia Northwestern Technical College, with its Polk County campus, allow these programs to be realized.

Salary:

Competitive and determined by evaluating qualifications and experience.

Remarks:

The above position description is intended to describe the duties of an employee in general terms and does not necessarily describe all of his/her duties.

Application Process:

Interested parties should submit a letter of interest and resume to: DAPC President Search, Development Authority of Polk County, 133 S Marble Street, Rockmart, GA 30153 or by email: President@PolkGeorgia.com. This position will remain open until filled. The first review of applications will begin on June 10, 2016.