

MIDDLE MICHIGAN DEVELOPMENT CORPORATION
111 S. UNIVERSITY
MT. PLEASANT, MICHIGAN 48858

Executive Search--President

The Middle Michigan Development Corporation (MMDC), the lead economic development organization representing Isabella and Clare Counties, is seeking to fill the position of President.

Isabella and Clare counties represent a total population of approximately 97,555: Mt. Pleasant, with an estimated population of 26,500; Union Township, estimated at 10,000; followed by the City of Clare, estimated at 3,500. The primary employers are diverse, including a 20,000-student, Division 1 university, a large casino and resort, a diversity of manufacturers (which include wood chipping equipment, restaurant equipment, automotive products, and oil and gas production and service companies), as well as numerous other businesses. The area assisted by MMDC is primarily service-based, with niche manufacturing remaining fairly strong -- even in this difficult economic environment. The atmosphere of the communities MMDC serves is attractive and comfortable and provides a safe area in which to live and work.

MMDC is a collaborative effort of local municipalities, a university and community college, economic development agencies, and corporate investors. It enjoys a long and successful history of 28 years. MMDC is governed by a large board, but is managed primarily by a council representing the organizations that fund the largest percentage of the budget, and individuals representing specific businesses. MMDC serves in an advisory capacity to the Mt. Pleasant Tax Increment Finance Authority Board and the Local Development Financial Authority (serving the Smart Zone at Central Michigan University).

MMDC PURPOSE

MMDC is organized to advance the general welfare and prosperity of the Central Michigan area. Its goals are to attract a variety of industries to the region, with particular emphasis given to support the economic, civil, commercial, recreational, cultural, industrial research, and educational interests of the area.

Job Summary

The President of Middle Michigan Development Corporation reports to and supports the mission of a collaborative board representing the economic interests of Isabella and Clare Counties. As the salaried, at-will chief executive officer of the MMDC Board of Directors and the MMDC Client Council, the President is responsible for development, implementation and oversight of strategies and plans and activities that lead to the enhancement of the prosperity of the mid-Michigan region (including the attraction and retention of a diverse variety of well-paying industrial, manufacturing and technologically forward companies). Serving as the spokesperson for MMDC, the President forges cooperative alliances throughout the client communities, central Michigan region and the State of Michigan that will ultimately strengthen the tax base, create employment, support community enrichment, improve the quality of life of the area and protect the area's unique environmental integrity.

Primary Responsibilities by way of Illustration Only

Leadership Role: Works with client communities, organizations and affiliates to promote an area-wide vision of economic vitality; Forges collaborative partnerships to assure the area is recruitment-ready and business-friendly; Aggressively markets the attractiveness of the mid-Michigan area and the unique advantages of each client community; Serves as an advocate for local economic development at the state and federal level; As the voice of MMDC, provides expert advice and counsel to client communities and affiliates on development readiness and federal and state policies and regulations pertaining to economic development.

Administrative Functions: Seeks out and administers all sources of revenue, grants and other financial incentives, both public and private, to sustain the organization and support retention and recruitment of industry; Collaborates with clients in the development of strategies to maintain or expand occupancy in the targeted industrial/manufacturing/applied technology parks and devise implementation techniques tailored to meet unique needs; Searches for, locates and recruits new industries and assists in the growth or expansion of existing tax-paying industries; Assesses the financial condition and needs of target companies and negotiates recruitment incentives, provides appropriate ombudsman activities and assists with resource and site selection; Routinely evaluates best management practices in the field of economic development and applies creative incentive, recruitment and retention processes.

Company Management: Determines workforce needs; hires, supervises and trains creative team members oriented to continuous improvement, customer service and successful completion of the Corporation's goals; Develops annual budgets and long-term projections for review by the Board; Supervises expenditures, in accordance with approved strategies; Develops and delivers regular reports, detailing the company's performance to Board(s), clients, member communities, investors and market arenas; Supports the ongoing operations of the corporate boards.

Minimum Requirements and Necessary Attributes

Bachelor Degree in business administration, finance, public administration, or related field, progressively responsible experience in a governmental or comparable corporate setting and managerial experience are required.

Proven knowledge of legislation and regulations governing Michigan's community and economic development tools, such as incentive programs, funding sources, grant application procedures; Demonstrated understanding of business principles, prospectus and business plan preparation, and investment and financing techniques.

Must possess a high level of personal integrity, dependable work ethic, creativity, energy, enthusiasm and visionary qualities; Highly developed and instinctive ability to forge collaborative relationships among diverse groups with differing primary loyalties and to establish and maintain positive working relationships with colleagues, representatives of government and community agencies, business, financial institutions, and the general public.

Demonstrated ability to independently and cooperatively plan, organize, prioritize, coordinate, evaluate and implement multiple events and activities; Analyze complex issues and problems, evaluate alternative solutions, and develop sound conclusions and courses of actions with broad general parameters.

Ability to effectively and positively communicate, both orally and in writing, complex concepts with the public, elected and appointed governmental officials, regulatory agencies and Board members; Proven skill in marketing, pitching, targeting, recruiting and public relations tools - with specialized course work, training or experience in marketing, public relations and economic development desired.

Salary Range: \$75,000-\$90,000

Send Resumes to:

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Committee Chair
Middle Michigan Development Corporation
111 S. University
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Attention: C. Hales, Search Committee Chair