



Executive Search – Job Opening

Executive Director, Lawrenceburg-Anderson County Economic Development Authority

Lawrenceburg, Kentucky

THE OPPORTUNITY:

The Lawrenceburg-Anderson County Economic Development Authority is seeking an outgoing, self-motivated and collaborative individual to lead the community's economic development efforts. The full-time Executive Director will be on the ground floor of developing a comprehensive economic development strategic plan that will drive Anderson County's business-growth objectives over the next 3-5 years.

With a focus on job creation and retention, capital investment attraction and enhancing quality of life assets, the Executive Director's role will entail proactively cultivating business development opportunities, actively marketing the community's business and livability assets and building strategic partnerships with internal and external stakeholders that will advance the community's economic and tourism development goals.

With the support and engagement of the 10-member Lawrenceburg-Anderson County Economic Development Authority Board of Directors, the selected candidate will build upon and accelerate the economic momentum and potential of Lawrenceburg, Anderson County.

ABOUT LAWRENCEBURG, ANDERSON COUNTY, KENTUCKY

Anderson County is a growing and vibrant community, home to just over 22,000 people in the heart of central Kentucky. Located in the middle of Kentucky's two largest cities, Lexington and Louisville, Anderson County's labor market area boasts more than 755,000 people, providing access to an array of business and livability amenities that create a pro-growth climate.

A strong, diverse and growing existing industry base includes two of the world's most well-known bourbon distilleries, Wild Turkey and Four Roses, two wineries, as well as numerous national and internationally successful companies in the food, consumer goods, telecommunications, automotive, animal health industries and more. Anchoring the city of Lawrenceburg is a family and small business-friendly downtown, which is also the site for numerous festivals, concerts and other community events throughout the year.

The Anderson County School district is one of the finest in the state, while the Lawrenceburg campus of the Bluegrass Community & Technology College System offers postsecondary opportunities in Arts, Science and Nursing. At almost 10 percent below the national average for cost of living, Anderson County offers affordable housing and quality of life comforts.

Multiple industrial sites and available buildings with quick access to I-64, I-75 and the Bluegrass Parkway are available for future industrial growth. The community's central location has also generated a booming tourism industry. As a designated stop on the Kentucky Bourbon Trail, Anderson County is a prime tourist-destination, attracting thousands of visitors each year.

HERE'S A LOOK AT SOME OF OUR GREAT COMPANIES

Four Roses Distillery

General Cable

Algood Food Company

Wild Turkey Bourbon

Lovers Leap Vineyards & Winery

Bauer's Candies

Florida Tile

Rising Sons Winery

Custom Tool & Manufacturing Co.

Diade USA

YKK USA

Glo-Marr Pet Products

AREAS OF RESPONSIBILITY:

The Executive Director will be responsible for a broad and diverse set of responsibilities aligned with achieving the community's economic development objectives. Major areas of responsibilities include:

- Pursue and assist in the development of a comprehensive economic development strategic plan and take the lead on overseeing the implementation of identified outcomes.
- Identify, research and develop outreach strategies targeting industrial, commercial and service sector decision makers that may have a competitive advantage by doing business in Anderson County.
- Develop and maintain ongoing communication and strong relationships with existing businesses in order to facilitate retention and expansion opportunities.
- Maintain a sound knowledge of Anderson County's industrial assets, including workforce, available sites and buildings, utility providers and infrastructure, state and local incentive programs, etc.
- Identify marketing opportunities and develop a comprehensive marketing toolkit that showcases Anderson County's value proposition to new and existing industries. Additionally, create marketing and communications platforms that keep stakeholders informed of economic development successes, initiatives and developments.
- Prepare written and digital proposals, as well as provide thorough and complete responses to prospect RFIs that will entail detailed information about community demographics, site and building infrastructure, taxes, methods of financing, labor laws, environmental compliance, transportation, energy, wages, workforce training and other relevant topics impacting site location decisions.
- Collaborate with community partners on non-industrial developments such as improving quality of life assets including, retail and dining options, recreation and entertainment amenities, overnight lodging accommodations, etc.
- Extensively partner with local and regional educational institutions, industry partners, state and regional economic development partners to generate forward-thinking, results-oriented solutions to workforce development issues.
- Work to enhance a vibrant and innovative environment for entrepreneurship and small business development.
- Oversee and maintain accountability for organizational budgets, focusing on maximizing ROI on expenditures and identifying potential new revenue sources.
- Maintain strict confidentiality in handling and communicating sensitive information related to prospective new location, expansion and retention opportunities, while complying with any state and local open records requirements.

KEY CHARACTERISTICS:

The ideal candidate will possess a variety of personal and professional characteristics that will maximize their ability to succeed in this role including, but not limited to:

- Strong interpersonal skills with the ability to collaborate with community partners, board members, local business and industry and other economic development partners
- Ability to think big picture, while paying close attention to details
- Be an active listener and observant in diverse and confidential situations
- Demonstrate excellent time management, organizational, verbal and written communications skills
- Possess a strong sense of urgency and curiosity that will result in a highly responsive work approach and ability to identify new opportunities
- Ability to recognize and understand both personal and professional strengths and weaknesses and identify ways to capitalize on assets and supplement limitations
- Have a passion and enthusiasm for Lawrenceburg, Anderson County as a strong and thriving community, which is ripe for industrial, small business and tourism development opportunities

EDUCATION AND PROFESSIONAL QUALIFICATIONS:

A bachelor's degree and relevant experience in business development, marketing, industrial development, economic development, workforce or community development, site planning, commercial real estate, or a related field is required. Candidates that either live in Anderson County or are willing to relocate are preferred, however residency is not a requirement.

HOW TO APPLY:

Submit a cover letter and resume electronically to apply@andersoncoky.com on or before Noon ET, Wednesday, September 25, 2019. As part of the submitted application, applicants should include three professional references, excluding family and friends.

Finalists for the position will be asked to sign an authorization allowing the board to conduct background and reference checks. Research may include, but are not limited to, criminal records, driving records, education completion, and professional references.

COMPENSATION PACKAGE:

A starting compensation package up to approximately \$75,000 will be offered based on experience .