



Opportunity Profile – January 3, 2014

Economic Development Director

The Hancock County Port and Harbor Commission (HCPHC) is a political subdivision of Hancock County, Mississippi. It consists of eight appointed members and 38 employees. HCPHC owns and operates Port Bienville Industrial Park, a 3,600-acre industrial park and shallow draft port with an 8-mile short line railroad, 5 miles of storage track, and a utility district serving 18 partner industries. It also owns and operates Stennis International Airport, a 1,700 acre airport and airpark with 1,100 acres located within the Stennis Space Center Buffer Zone, an 8,500' grooved and lighted runway with control tower, and 13 partner industries. HCPHC owns, manages and leases buildings and other assets to industries within the two sites. HCPHC serves as the economic development authority for Hancock County. HCPHC partners with NASA-Stennis Space Center, a federal and commercial installation with over 5,000 civil servants, contractors, scientists and engineers, for industrial development of their sites within the Stennis fee area in Hancock County. The Commission's transportation and property management revenues generate sufficient income to self-fund all operations, economic development efforts, debt service payments, and some capital projects. More information on Commission properties and infrastructure may be found at www.hcphc.ms. Among Hancock County's target markets are aerospace and defense, advanced materials manufacturing, and cargo and logistics. Its secondary markets are in tourism and healthcare. Hancock County has a very aggressive Chamber of Commerce, which provides robust support to small business and industry in the county. See our website at www.hcphc.ms.

The Economic Development Director reports to the Executive Director, who leads the Commission's efforts and has primary responsibility for the overall direction and ultimate successful performance and fiscal viability of the agency. This includes oversight of focused economic development and marketing of Commission assets and the County at large and assuring the efficiency and profitability of all enterprises.

Position Summary – Economic Development Director, Hancock County, Mississippi

The Economic Development Director is part of a dynamic team of individuals tasked with capitalizing on the assets of the port, the airport and Stennis Space Center by implementing an aggressive economic development and marketing program that will diversify the tax base and create a balanced economy, increase employment, and improve quality of life in Hancock County. The Economic Development Director is responsible for, but not limited to, overseeing programs in development, recruitment, retention and expansion in Hancock County's targeted business sectors, and also addressing the County's gap in large-scale commercial and retail development efforts. The successful candidate will demonstrate the highest levels of integrity and honest dealings with others. He or she

will have a unique blend of leadership and visionary qualities along with economic development technical expertise in utilizing online and offline tools, technology and processes. The candidate will be able to demonstrate a proven track record of successfully implementing complex economic development strategies involving multiple jurisdictions and community stakeholders.

Reports To: Executive Director

HCPHC Operating Budget: \$7.9MM

Staff: 2

Salary: DOE

Principal Duties and Responsibilities:

- Implement strategies designed to grow and develop Hancock County's assets, stakeholders and unique initiatives to create jobs and investment for the region;
- Recruit business, industry, and investment to the county and serve as a representative in dealings with prospective clients. This shall include, but not be limited to, assessing the needs and desires of prospective clients; explaining the advantages of locating new or expanding facilities in the county; providing and responding to specific requests for information relating to the suitability of land and various sites for use by specific businesses and industries; transporting, entertaining, hosting, and arranging tours of county facilities; showing available real estate and buildings; and assisting the Executive Director and Hancock County government in developing incentive packages and conducting final negotiations to secure new business and industrial development;
- Supervise the development of cutting-edge technology tools, websites and programs to meet the information needs of the commission and its clients (i.e. electronic land inventories, client management software, electronic proposals, and other web-based demographic information systems);
- Establish relationships with representatives from national, state, regional and Gulf Coast economic development entities, and professional site selection consultants who can bring prospective new operations to Hancock County;
- Develop a thorough understanding HCPHC infrastructure and properties to effectively leverage them for quality economic development;
- Create fresh collateral material supported by accurate economic data with a distinctive Hancock County style for use in responding to inquiries and at target sector events;
- Participate in prospect recruitment missions;
- Support efforts to dialogue with existing business and industry and assist in problem resolution, retention and expansion efforts.

- Serve as a key advocate and partner for wholistic economic development including the areas of commercial and retail development, transportation and infrastructure development, and improvement of quality of life, education and workforce;
- Engage community organizations in Hancock County economic programs; generate public and private support;
- Assist public and private partners with obtaining grants/loans for business/industry /infrastructure development projects and researching the availability of other funding opportunities;
- Further develop and refine Hancock County's economic development budget consistent with an optimal program informed by the agency's strategic plan;
- Assist the Executive Director as requested.

KNOWLEDGE, SKILLS, AND ABILITIES

- The incumbent should possess professional maturity, creativity, objectivity, good judgment, and excellent decision-making and problem-solving skills. Should be able to communicate persuasively and possess a record of being a team player, forming effective working relationships, and building consensus. Should be self-confident, persistent, energetic, highly motivated, well organized, and time flexible;
- High level of expertise in developing, expanding and improving relationships with external organizations and stakeholders to further the mission of the HCPHC;
- In-depth understanding of the online and offline tools, technology, and processes to improve cycle time when answering leads or inquiries;
- A strong leader and skilled manager with a proven, measurable track record of success in highly regarded organizations. This individual must be able to clearly demonstrate how those organizations prospered as a result of his or her leadership and direction;
- Familiarity with the latest economic development trends and demonstrated experience and knowledge of the industrial site selection process, including recruitment, proposal development, and working with industrial prospects and retail on site selection consultants;
- Strong verbal and written communication skills and strong listening skills are required.

EDUCATION AND EXPERIENCE REQUIRED

- The preferred candidate will have experience working in the economic development field and at an agency involved in economic development related activities;
- Professional certification (IOM, CEcD) helpful;
- Bachelor's degree (or equivalent) required, preferably in the fields of business administration, marketing, economics, transportation and logistics, public relations or urban planning.

SELECTION PROCESS

Candidate resumes for this position will be evaluated by HCPC. The most qualified individuals will be invited to participate in the next phase of the selection process. For consideration, please submit letter of interest and resume. HCPC is an Equal Opportunity Employer. All submissions are confidential.

Send confidential resumes to:

Susan M. Veglia, Human Resources Director
sveglia@hcphc.ms