



LOCAL INITIATIVES SUPPORT CORPORATION

Position Description

POSITION TITLE: Vice President of Economic Development

BASIC FUNCTION: Oversight of Refinement & Execution of Inclusive Economic Development Strategy

REPORTS TO: LISC's President/CEO

PREFERRED LOCATION: LISC Headquarters Office, New York, NY

THE ORGANIZATION:

Local Initiatives Support Corporation ("LISC") is a national non-profit business that works with residents and partners to forge resilient and inclusive communities of opportunity across America - great places to live, work, visit, do business and raise families.

We:

- Help deliver innovative solutions to challenges and opportunities for people and communities across America;
- Invest in under-resourced places and people;
- Ensure successful implementation of community initiatives;
- Connect stakeholders and resources to the country's most challenged neighborhoods; and
- Build resilient people and places through our public policy leadership.

Over the last 38 years, LISC and its affiliates have invested approximately \$20 billion in businesses, affordable housing, health, educational mobility, community and recreational facilities, public safety, employment and other projects that help to revitalize and stabilize underinvested communities. These investments have leveraged more than \$50 billion in development activity and helped families and communities raise their standards of living. LISC investments impact the lives of nearly 7 million Americans.

Headquartered in New York City, LISC's reach spans the country from East coast to West coast in 31 markets with offices extending from Buffalo to San Francisco. Our rural programs make an impact in 44 states, and are supported by LISC's talented and dedicated workforce.

Visit us at www.lisc.org

JOB OVERVIEW:

The Vice President, Economic Development is a member of the senior staff and provides vision, leadership, direction and management oversight for the LISC Inclusive Economic Development Department Efforts. With the President/CEO, the Vice President is responsible for seeking partners to invest in our comprehensive economic development approach. The Vice President will be responsible for staffing, leading and managing a professional economic development team in the successful implementation of strategies for prospect development, new business recruitment, existing business retention and expansion, commercial corridor development, workforce development, entrepreneurial development, marketing, research and system change efforts.

The Vice President will be directly responsible for leadership and oversight of strategies and programs in the following areas: Economic Development; Family Income and Wealth Building; Creative Placemaking; and other areas as assigned.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

The following are an indication of the position's core responsibilities. These are intended to illustrate the scope of responsibilities, and are not exhaustive or exclusive of other duties that may be required.

- Work closely with LISC national staff, local offices and program partners to demonstrate and refine inclusive economic development strategies, tools and structures, and create replicable and scalable initiatives. Launching the refined approach on a national scale across urban and rural platforms.
- Create and develop program strategies to improve economic conditions in low – opportunity communities with a special focus on:
 - The targeting of strategic business sectors and employers that provide quality, living wage jobs.
 - The building and repositioning of physical infrastructure by preparing locations within underinvested communities for business/job attraction and expansion.
 - The development of talent by preparing workforce for living wage jobs.
 - The establishment of a robust entrepreneurial eco-system within under resourced communities to catalyze business starts and expansions.
 - The deployment of innovative business incentives through grant resources, loan funds, tax credits and equity tools.
- Provide technical assistance to LISC's local offices and rural communities to assist in the implementation of the new national Inclusive Economic Development strategy.
- Work with LISC's Lending and Small Business teams to allocate capital to projects leading to the creation of quality jobs and environments in underinvested communities.
- Develop and sustain quality, trusting relationships with the leadership of prospective companies, government officials, local, state and national partners.

- Lead and support the national economic development fundraising efforts.
- Support the local fundraising efforts through assistance in local program concept development, meeting with LISC local staff and their potential funders
- Analyze trends and conditions that will impact LISC and determine necessary strategic modifications to take advantage of those trends and conditions. Identify areas of opportunity and weakness to improve outcomes.
- Participate as a member of LISC's national leadership team and be involved in the management and growth of all areas of LISC.
- Perform all other duties as assigned.

MINIMUM KNOWLEDGE, SKILLS AND ABILITIES REQUIRED:

- Bachelor's degree from an accredited college or university preferred.
- Five (5) to Ten (10) years' experience in economic development or related field.
- Proficient in knowledge in business planning and promotion, market analysis and financial management.
- Demonstrated ability to raise funds for economic development or similar efforts.
- Understanding of the changing dynamics of business and what is required to attract businesses to a community in such an environment.
- Ability to gather large amounts of data, analyze, evaluate and disseminate in a succinct and effective manner. Demonstrated reporting, data analysis and research skills.
- Strong written and verbal communication skills.
- The ability to build and sustain relationships with targeted industry executives.
- Creative and strategic-thinking abilities.
- Strong organizational skills and the ability to coordinate multiple projects.
- Demonstrated ability to work independently and as a team member.
- Intermediate to advanced computer skills including Microsoft Office.
- Frequent regional, national travel required (35%), including overnight travel.

COMPENSATION:

Compensation will be commensurate with experience and abilities, consistent with the scope of the job. Excellent fringe benefits are also provided.

PROCESS:

Interviews will be scheduled during the next month, with the selection to take place shortly thereafter. The new Vice President, Economic Development will be expected to take office as soon as possible.

To apply, please send a cover letter and resume via email to: dgiannone@lisc.org

LISC IS AN EQUAL OPPORTUNITY EMPLOYER
COMMITTED TO DIVERSITY AND INCLUSION