



The City of Chandler, Arizona

Invites Qualified Candidates to Apply For

Economic Development Director



ABOUT CHANDLER – Chandler, one of Arizona’s first master-planned communities, is located in the southeast portion of the Phoenix metropolitan area. With a current population of 242,000, its population is projected to be 285,000 at build-out which will likely occur within the next ten years.

In its 102-year history Chandler has been transformed from a small farming community to a thriving city with a reputation for being a hub of innovation and technology. Former cotton fields now contain diverse high-tech, aerospace, and financial services corporations among others.

Chandler is a young, well-educated, family-oriented community with 40 percent more college graduates than the U.S. average and a median age 12 percent less than the national average. The community is also becoming increasingly diverse in terms of ethnicity, religion, and income.

ECONOMY

Due to its affordable land, convenient location along major trade routes, excellent infrastructure, and relatively low cost-of-living, Chandler has experienced fast-paced yet planned growth. The community has earned the title of “Silicon Desert” because of its large presence of high technology companies including Intel, Microchip Technology, and Freescale Semiconductor.

According to General Motors Chief Information Officer Randy Mott, “Chandler is the perfect addition to our overall Innovation Center market strategy, locating in great communities that are on the leading edge of innovation and technology.”

Intel, which has been in Chandler since 1980, is the community’s largest employer with almost 12,000 employees making it Intel’s second largest work site in the world.

Intel recently completed two major construction projects in Chandler, a \$5 billion fabrication plant and a \$300 million research and development facility. Other

recently completed developments include General Motors’ Innovation Center, OnTrac, and Nationstar Mortgage which, combined, have created more than 2,500 new jobs. These businesses and many others have chosen Chandler not only because of its progressive and agile city government but also because of its lifestyle, amenities, and diverse population.

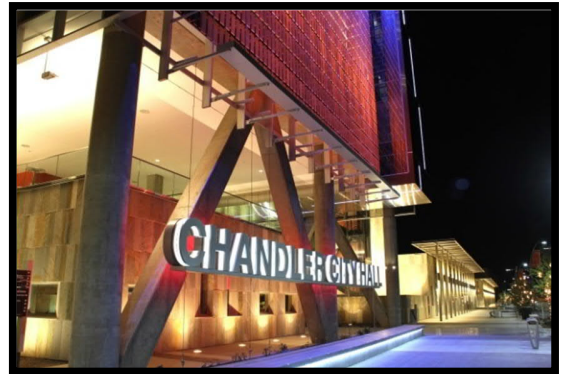
RECREATION, CULTURE, AND LEISURE

With more than 330 days of sunshine each year, Chandler’s climate allows for a healthy outdoor lifestyle. Seven public and private golf courses exist in the immediate area with 180 more in the Phoenix metro area. Large nearby lakes offer an opportunity for recreational boating and fishing. Finally, other outdoor activities such as tennis, swimming, hunting, skiing, hiking, and biking are also easily accessible.

Chandler has a rich cultural reputation. The 1,500-seat Chandler Center for the Arts demonstrates the community's passion for the performing arts and hosts a variety of musical performances as well as various theatre productions. The City has a well-known public arts program which features the Center for the Arts as well as the Vision Gallery and Arizona Railway Museum.

Chandler residents enjoy a variety of shopping and leisure-time opportunities. The Chandler Fashion Mall has 1.3 million square feet of shops, restaurants, and theatres featuring many well-known retailers such as Nordstrom, Eddie Bauer, Williams-Sonoma, and Brookstone as well as many specialty boutique retailers. Also, historic Downtown Chandler offers a unique experience unlike anything in the Phoenix metro area.

Additional information about Chandler can be found at www.chandleraz.gov.



CITY GOVERNMENT

The City is led by a seven-member City Council including the Mayor who are all elected at-large for 4-year overlapping terms. The Vice Mayor is chosen by the City Council from among its members. The current City Manager has worked for the City for more than twenty years and was appointed City Manager in 2011.

The City organization has developed vision, mission, and values statements to guide its actions. In addition, Chandler VALUES is a customer service and employee excellence program focused on high performance.

Vision

Our vision is to make Chandler a world-class city by delivering outstanding public services, creating a unique community and ensuring an exceptional quality of life.

Mission Statement

We are committed to serve Chandler's citizens through teamwork, understanding and dedication in a professional and responsive manner.

Core Values

Commitment
Communication
Diversity
Innovation
Integrity
Personal Responsibility
Respect
Teamwork

FINANCIAL DATA

The City provides a full array of municipal services and, in addition, operates the Chandler Center for the Arts, a technology incubator, and a municipal airport. The City has an annual budget of \$783 million and 1,602 FTE's. The City's General Fund reserve is currently 74 percent of annual revenues, and its three enterprise funds also have ample reserves. Also, Chandler is one of only 31 cities in the United States to hold AAA general obligation bond ratings from all three rating agencies (Moody's, Standard and Poor's, and Fitch Ratings). The City is on a July 1-June 30 fiscal year.

AWARDS

The City has received many awards in recent years. In 2010, Chandler won the prestigious All-America City Award given to ten U.S. communities annually by the National Civic League. The City received this award for several innovative programs to assist disadvantaged youth.

The City received more than 15 awards for the City Hall Complex design and construction due to its architectural quality and environmentally and pedestrian-friendly features. In addition the project was certified by the Leadership in Energy and Environmental Design (LEED) at the Gold Level.

The following is a list of other recognitions received by the City of Chandler:

- 24/7 Wall St. ranked Chandler #12 of the Best Run Cities in America;
- American Cities of the Future ranked Chandler:
 - #4 of mid-sized American cities of the future for economic potential, and
 - #3 of mid-sized American cities of the future for human resources;
- The Daily Beast ranked Chandler 12th of America's Thriving Cities due to its low unemployment, growing population, and burgeoning economy;
- SizeUp ranked Chandler #4 of all U.S. cities for technology startups;
- Sunny Awards gave Chandler an A+ designation for its Top Transparency Website; and
- America's Promise Alliance has five times named Chandler one of the top 100 U.S. cities for young people.



Finally, as a testament to the City's financial acumen it has received the Government Finance Officers Association (GFOA) Certificate of Achievement for Excellence in Financial Reporting for the past 30 years and the GFOA Award for Distinguished Budget Presentation for the past 25 years.

ECONOMIC DEVELOPMENT DIVISION

The Economic Development Division, with an annual budget of \$5.6M and 6.0 FTE's, delivers services that support economic development and tourism including recruitment for the Innovations Science and Technology Incubator. The Economic Development Director has frequent contact with other City departments, developers, architects, bankers, commercial brokers, business owners, and the City Council and City Manager. The Economic Development Division is part of the City Manager's Office, and the Director reports to an Assistant City Manager.

ISSUES AND PRIORITIES

The following is a summary of the issues and priorities to be managed by Chandler's next Economic Development Director.

Continue the Momentum:

Chandler has made extensive progress implementing its vision of attracting some of the most notable names in manufacturing, technology, and financial and business services while also ensuring the community has a high quality of life including diverse educational opportunities. Like other great communities and organizations, Chandler is not content to rest on its laurels but is continuously looking for opportunities to enhance its economic base. The Economic Development Director is the point person for economic development and is expected to pursue development opportunities that are consistent with the City's vision in a collaborative manner with many internal and external stakeholders.

The overarching economic development goal is to continue to attract high quality, high-wage jobs from both existing employers and new ones with minimal and judicious use of incentives. The City has positioned itself well with its current five major employment corridors:

Price Corridor

This Corridor is home to many prominent employers including Intel, eBay/PayPal, Microchip Technology, Freescale Semiconductor, Boeing, Bank of America, Wells Fargo, Toyota Financial Services, and Orbital Sciences. The Corridor is less than halfway built-out, and the City desires to attract high value developments that maximize the number of high-quality jobs created on the remaining land.



Airpark Area Employment Corridor

Anchored by the Chandler Municipal Airport and situated along the Loop 202 SanTan Freeway, the Airpark is a nine-square mile area featuring office and industrial developments including the Rockefeller Group, FedEx and others. There is currently more than 1 million square feet of space either in the active planning or construction phase in this Corridor.

Downtown Redevelopment

Historic Downtown Chandler has experienced a renaissance over the past decade that has led to many new restaurant, office, and residential projects.

Several projects are currently under construction and several others are in the planning phase.

North Chandler Employment Corridor

North Chandler provides a diverse commercial real estate mix including retail, mixed-use business parks, distribution centers, rail served sites, and industrial parks suited for large and small users. A sizeable portion of commercial property in this area is located within an enterprise zone which offers qualifying companies significant property tax reductions and tax credits for job creation.

West Chandler Employment Corridor

Chandler's western border, Interstate 10, provides visibility from 145,000 vehicles per day. This Corridor includes aerospace, distribution, electronics, nutraceuticals, luxury auto dealers and customer care operations.

Internal Inclusiveness:

Economic Development Director proposed developments may have a substantial impact on other City departments. The Director should seek input from relevant staff early in the process to better understand the fiscal impact of these projects to other City departments. This will require an Economic Development Director who can work effectively and collaboratively across multiple stakeholder groups consistent with the philosophy of Team Chandler.

Adaptive Reuse:

As Chandler moves toward build-out, adaptive reuse will play a larger role in the City's economic development strategy. A consultant is currently conducting an adaptive reuse study to identify creative approaches for promoting redevelopment, rehabilitation/preservation, and infill in the older parts of the community. The new Economic Development Director will be expected to incorporate the agreed upon recommendations into the strategy of the Economic Development Division.

Support for Entrepreneurship:

An important component of diversifying Chandler's economic base is its support for entrepreneurship to turn creative ideas into jobs. There are three different entities in Chandler that offer services to promote entrepreneurship: Innovations Science and Technology Incubator, Gangplank, and TechShop. The new Economic Development Director will be open to exploring and implementing creative solutions that support entrepreneurship and the development of potential jobs in partnership with the City.

Staff Development:

The Economic Development Division consists of six professional and para-professional staff with expertise in economic development, research, and management. The new Economic Development Director will have the skills to effectively assess the organizational structure in order to allow for more opportunities to delegate and empower staff to help them grow professionally.

THE IDEAL CANDIDATE

The City is seeking a consummate, team-oriented professional with a successful economic development track record based on collaboration with internal and external stakeholders. The following are the desired professional and personal attributes of Chandler's next Economic Development Director.

- Energetic and personable with "can-do" attitude
- Creative and thinks outside the box
- Self-starter and quick study
- Visionary who understands global, U.S., and regional economic trends
- Strong professional presence with outstanding public presentation skills and experience making presentations to City Councils, development prospects, and others
- Abundant understanding of high tech industry
- Build strong economic development network in Phoenix region and beyond
- Track record of developing good relationships with commercial brokers
- Experience designing and implementing programs that support small businesses
- Experience promoting tourism
- Political savvy with understanding of their role of implementing policies established by elected officials
- Financial acumen with superior negotiation skills
- Experience with business incubators a plus
- Working manager willing to prepare detailed documents both individually as well as with other team members
- Ability to communicate effectively with persons from all backgrounds
- Local government planning experience a plus
- Private sector experience especially in real estate development a plus

Specific qualifications include: 1) Bachelor's degree in Economic Development, Public Administration, or Business Administration, or a related field; and 2) 10 years recent experience in economic development, marketing, or a directly related field including at least 5 years of recent supervisory experience; or any equivalent combination of experience and training which provides the required knowledge and abilities.

COMPENSATION

The salary range for this position is \$110,560-\$154,782 with the starting salary dependent on qualifications. The City offers an attractive benefits package including affordable medical, dental, and vision programs; wellness programs; retirement health savings; deferred compensation; vacation; sick leave; holidays; short-term disability; group life and commuter insurance; and an array of voluntary benefits. The City of Chandler participates in the Arizona State Retirement System.

The City will pay reasonable and customary moving expenses for the next Economic Development Director. Residency in Chandler, while desired, is not required.

To Apply:

To apply please send your resume and cover letter in a Word format with current salary by October 15, 2014 to pwconsulting@cox.net.

For additional information about this job, please contact:

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The City of Chandler is an Equal Opportunity Employer

