

VALDOSTA - LOWNDES COUNTY INDUSTRIAL AUTHORITY



INVITES YOUR INTEREST IN THE POSITION OF

EXECUTIVE DIRECTOR

THE COMMUNITY

Greater Valdosta is the business, cultural, educational, medical, leisure, and retail hub for thirteen South Georgia and North Florida counties and more than 1.2 million citizens. Valdosta, Georgia's twelfth largest city, and Lowndes County are quickly becoming the fastest growing area in Georgia and are home to Moody Air Force Base; two Regional Medical Centers; and Valdosta State University, a regional university with over 13,000 students representing over 50 countries. Strong industrial and business opportunities, strategic location, and progressive economy make the Valdosta-Lowndes area idea for a great place to live, work, and visit.

Situated along Interstate 75, Lowndes County has eight exits for easy access to Valdosta. It is also less than an hour away from I-10, which runs from Jacksonville to Los Angeles. This prime location results in Valdosta and Lowndes County being the regional retail and service centers for the surrounding area. The current population of Valdosta is approximately 51,000, ranking it as the 12th largest city in Georgia. Lowndes County has a population of about 106,000, but serves over 300,000 in a 13-county region.

Valdosta is home to Wiregrass Georgia Technical College whose mission can be summed up in two words: "workforce development." The College supports workforce development through its instructional programs, through contract and continuing education training, and through adult education. All programs are designed to meet the specific needs of business and industry throughout its 11-county service area.

The quality of life in Valdosta, Lowndes County is second to none. At first glance one might think this is your typical laid back South Georgia town but, upon visiting Valdosta, you will soon discover just under the surface is a booming metropolitan area with all of the amenities of a large city and all of the qualities of a small town. You might say the best of both worlds: the Valdosta Symphony, Theatre Guild Valdosta, Annette Howell Turner Center for the Arts, numerous parks and athletic programs, as well as hunting, fishing, and a calendar of community oriented events. One of the highlights of Valdosta is Wild Adventures Theme Park, one of the fastest growing theme parks in the United States. Valdosta has maintained its rich heritage and superb quality of life while undergoing tremendous over the past ten years.

People and products move easily in and out of the Valdosta area by land, air, and sea. Located at a major Interstate crossroad, Valdosta is easily accessible by I-75, I-10, US 41 and US 84. The city's modern airport has daily flights to Atlanta, which connects it to the rest of the country and the world.

Businesses looking to ship products need look no further than the city's railroad tracks. As the regional rail center, Valdosta is served by CSX, Norfolk Southern, and Valdosta Railway. If ships are the preferred mode of transportation, the ports of Savannah, GA, Brunswick, GA, and Jacksonville, FL, are all nearby.



In Valdosta, business is booming. Large companies attract skilled workers, and the area's factory outlets, malls, and shops attract droves of shoppers. In the past decade alone, 7,500 new jobs were created as a result of the area's growing economy.

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The Industrial Authority is a joint organization that oversees industrial and economic development in Valdosta and Lowndes County. In 1960 the Authority was formed as an amendment to the Georgia State Constitution. It is made up of a board of five members: two city appointees, two county appointees, and one joint appointee. The terms of the members are five years. Board officers include: Chairman, Vice-Chairman and

Secretary. Day-to-day operations are conducted by the staff of the Industrial Authority consisting of the Executive Director, Director of Marketing and Existing Industry, Project Manager, Operations Manager, and Clerical Assistant.

The V-LCIA has a wide range of powers from which to promote economic development in the city and the county, including the ability to buy and sell property. It is charged with recruiting and providing assistance to new incoming industries as well as supporting our ever important existing industries.

The major source of revenue for the Authority is a dedicated mil of property tax collected by Lowndes County under a fifteen-year inter-governmental agreement. The annual one-mil collection is approximately \$3 million per year, and it utilizes this funding to guarantee a safe and state-of-the-art working environment for industry. Funds are also used for land acquisition.

The Authority maintains a strong financial position.



Valdosta State University

The Authority has land holdings in seven industrial parks located throughout the county: Hahira Business Park, Perimeter East Industrial Park, Perimeter West Industrial Park, Azalea East Business Park, Azalea West Business Park, Azalea City Industrial Park, and the Lake Park Industrial Park. This creates a diversified industrial base because of location and population.

Through the efforts of the Authority, existing industries are growing. Recent expansions account for over \$250 million of new investment,

and hundreds of new jobs. Some of the area's major businesses include American Drill Bushing, Bath Craft/ Jacuzzi, Dillard's Distribution Center, Erco Worldwide, Home Depot Rapid Deployment Center, Letica Corp., Martin's Famous Pastry Shoppe, Packaging Corporation of America, Regal Marines, Inc., Robalo Boats, Saft America, Steeda Autosports, True Flight Aeronautics, and Wire Rope Corp.

Recent newcomers include: American Freightways, Atlanta Gas Light Company, Lowe's Southeastern Distribution Center, and Postle Distributors, Inc. Current expansions prompted by the Authority have brought 500 acres of newly developed property, and over 7,500 jobs have been created in the past decade alone. The Authority currently owns 500 developable acres and is in the process of considering other purchases.



THE IDEAL CANDIDATE

The Valdosta-Lowndes County Industrial Authority has experienced great success in the past decade and wants to continue and expand this pattern. It is seeking a highly knowledgeable and experienced economic development professional who is proactive, energetic, and an expansive thinker – someone who can provide the leadership necessary to take full advantage of the area's abundant resources and strategic geographic location. Also essential is the ability and disposition to work harmoniously with local governmental entities, the local business community, and the public at large.

Education ♦ The candidate must have, as a minimum, a Bachelor's degree in a field related to economic development. A Master's Degree or certifications related to economic development are preferred.

Work Experience ♦ The candidate must have at least seven years experience in the economic development field. He/she should have experience at the director level, although those with considerable experience as the “Number 2” in a very substantial organization will be give consideration. A successful track record of recruitments is essential.

Desired Knowledge, Abilities, Attributes, Skills

- Broad knowledge of the principles and practices of economic development
- Knowledge and experience related to business recruitment, particularly in the high tech, medical support, logistics, and aviation industries
- Knowledge and experience with strategic planning
- Ability to lead the Authority with a clear vision and well-defined goals
- Politically savvy and ability to forge partnerships with various local, state, and national entities
- Strong marketing skills and the ability to effectively market the Valdosta-Lowndes County area nationally and internationally
- Possesses a “big picture” perspective
- Proactive, innovative problem solver
- Ability to deal with the controversy that sometimes accompanies business recruitment
- Excellent written and oral communication skills
- High level of mission orientation
- Ability to convey information convincingly
- High level of energy and enthusiasm for accomplishing organizational goals
- High sense of accountability
- A strong focus on excellent customer service
- Ability to secure and maintain the trust of the Authority Board, Local government leaders, the community, and staff

- Knowledge of the financial intricacies of business recruitment
- Ability to secure funds from various sources to “make a deal work”
- A successful record of completed transactions
- Strong negotiation skills
- Ability to interact comfortably and effectively with high-level business and governmental executives and elected officials
- Experience with international business recruitment
- Multi-tasking abilities

COMPENSATION

The starting salary range for the Executive Director is \$100,000 to \$125,000, dependent on qualifications.

HOW TO APPLY

E-mail resume and cover letter immediately, but absolutely no later than Monday, April 25, to: RecruitTwelve@cb-asso.com. *Faxed and mailed resumes will not be considered.* Questions should be directed to Dr. Tom Freijo, Senior VP of Colin Baenziger & Associates at (863) 289-0665.

Valdosta-Lowndes County Industrial Authority is an Equal Opportunity Employer.



