



DIRECTOR OF ECONOMIC DEVELOPMENT





THE CITY

Since 1769 Saint Charles, Missouri, a charming, historic city on the Missouri River, has been welcoming visitors to its shores. Saint Charles is well known as the oldest city on the Missouri River. Founded by French Canadian fur trader, Louis Blanchette, the City was named “Les Petites Cotes” (“The Little Hills”), which later transitioned to Saint Charles. Saint Charles is a source of historical encounter as it is the home of the Lewis and Clark Rendezvous, Missouri's first Capitol, the origin of the Boone's Lick Trail and home to Daniel Boone.

The City of Saint Charles is centered in the bull's eye of the central U.S. marketplace and attracts over 1.5 million visitors annually. Located just seven miles west of St. Louis-Lambert International Airport on Interstate 70, access is easy via air or land. Interstate 70 connects to a network of interstates including I-270, I-55, I-44 and I-64.

Historic Main Street is a major attraction. South Main is well over 200 years old, making it Missouri's first and largest historic district stretching over ten blocks. An area of brick-paved streets and one-of-a-kind shops and restaurants make it a desired destination for residents and visitors alike. Saint Charles is known for its warm welcome, unique historical perspective, and beautiful sites.

The historical aspect of Saint Charles comes to life through our many festivals and events throughout the year including Fourth of July Riverfest, Legends and Lanterns and Christmas Traditions. During these festivals visitors can see historic characters come to life right before their eyes as they stroll along Historic Main Street.



The Streets of Saint Charles is a distinctive 1,000,000 square-foot mixed-use community with retail, dining, entertainment, hospitality, and residential and office components. A town square environment unique in the market offers all the latest amenities for shopping, sophisticated living, modern offices, casual and elegant dining and entertaining.

The Saint Charles Trolley connects visitors to major points of interest throughout the City, including the Saint Charles Convention Center, Streets of Saint Charles, Main Street, Ameristar Casino, Bass Pro Shop Plaza, The Foundry Art Centre, and Frenchtown. Riders of the trolley will be able to learn some area history from their driver as they pass through each area of town.





THE COMMUNITY

The City of Saint Charles is a growing community with a current population of just over 70,000 that still enjoys that small town sense of community. Saint Charles is known for its strong business-friendly environment and support for development and growth opportunities. Areas such as The Streets of St. Charles, University Commons, New Town and the Villages of Provence are all areas that speak to the commitment to quality growth and partnerships. Future plans for redevelopment of the riverfront and other areas of town all point to a continued positive future for the City.

The City of Saint Charles is headquarters for LMI Aerospace, Lindenwood University, Patriot Machine, RX Systems, Newco Enterprises, Client Services and Master Clock. It is also home to the regional offices of Coca-Cola, Sysco, Royal Canin, Aspect, Southern Glazer's Wine and Spirits of Missouri, Boeing and Old Dominion Freightway.

The largest employers in Saint Charles City include The Boeing Company with over 1,100 employees; SSM Health Care – St. Joseph Hospital with over 1,300 employees; and Ameristar Casino with over 1,600 employees.

Saint Charles offers numerous quality education facilities and is considered the major educational center for St. Charles County. The City of St. Charles is home to three outstanding school districts: St. Charles City, Francis Howell R-III and Orchard Farm. All are known for their achievements in scholarship, curriculum and athletic programs. In addition, the community has several outstanding private schools which have been a traditional part of Saint Charles for many generations.



One of the private high schools, Duchesne High School, has won the State Girls Soccer Championship six times in recent years bringing home the trophy to Saint Charles four straight years from 2013 through 2016. Further, higher education needs are served by Lindenwood University which has been in the community since 1827, and St. Charles Community College.

Looking for entertainment options? Saint Charles has a lot to offer in that area as well. Saint Charles is home to The Family Arena, a 10,000-seat sports and entertainment venue that hosts a variety of concerts, family shows and sporting events including the St. Louis Ambush Soccer team.

The St. Charles Convention Center welcomes a variety of conventions and tradeshows that bring thousands of visitors to the area each year.



The Foundry Art Centre resides in what was once a 1920's train car factory, a structure formerly owned by American Car & Foundry. Rather than demolish the 36,800 square-foot building, the City of St. Charles worked tirelessly to complete the renovation and opened the region's premiere interactive and interdisciplinary art center in the spring of 2004.



The Streets of St. Charles offers a variety of dining options including Prasino, Bar Louie, P.F. Chang's, Firebirds Grill, Wasabi Sushi Bar, and Tucano's Brazilian Grill with more opening soon. In addition, Streets offers a 14-plex AMC Movie Theatre as well as a variety of shopping venues.

Ameristar Casino Resort Spa St. Charles offers gaming, a luxury hotel, a state-of-the-art fitness center, spa boutique and a variety of restaurant options as well as many other restaurant and entertainment options throughout the city.

The City of Saint Charles also offers twenty-three parks to serve its residents with nature trails, swimming and recreational activities. The Parks and Recreation Department of Saint Charles offers a variety of programming including youth and adult sports, fitness classes, day camps, travel programs and much more.

CITY GOVERNMENT

The executive power of the City is vested in the Mayor who is recognized as the head of the City Government. The Mayor is elected at large and serves a four-year term.

The City Council is cohesive, progressive and dedicated to the effective leadership of the community. The City Council is comprised of ten Council members elected by voters in each of the ten wards for three-year staggered terms. Ward boundaries are established by ordinance following each decennial census and may be changed at other times. Wards are comprised of



compact and contiguous territory and contain as nearly as possible an equal number of inhabitants.

The Municipal Court shall be presided over by one or more judges as determined by ordinance. Each shall be elected for a term of four years.

The Director of Administration supervises all departments that report to the Mayor and provides leadership in the delivery of efficient and effective management of City services. The City is a full-service City including Police, Fire/EMS ambulance service, Public Works, Engineering, Finance, Information Technology, Community Development, Convention Visitors Center/Tourism, Clerks office, Legal Communications and Media, and Human Resources.

The City employs more than 900 employees in full-time, part-time and seasonal positions. The total City budget for 2019 is approximately \$130M.





DEVELOPMENT & REDEVELOPMENT OPPORTUNITIES

The City of Saint Charles is currently experiencing an exciting time with redevelopment and new development opportunities where the Director of Economic Development will play a key role. Here are some details on a few of them.

Riverpointe: Upon the banks of the Missouri River in Saint Charles Missouri, William Clark and Meriwether Lewis set forth to discover the western frontier on May 21, 1804. The history and future of Saint Charles is tied to the Missouri Riverfront. Historic Main Street in Saint Charles served as the State Capitol from 1821 to 1826 and as a center for economic prosperity and growth for the developing nation. As the western development of this great nation occurred, development along the City of Saint Charles riverfront remained isolated to approximately one quarter of the City's total riverfront due to impacts from a changing river and poor access to the rapidly developing new modes of transportation.



Today Saint Charles is prepared to unlock the potential of expanded riverfront development, and by doing so will create a center for economic activity for the St. Louis metropolitan region. Riverpointe will create approximately 4,000 jobs and stimulate approximately \$1.5 billion in growth.

Frenchtown: Frenchtown is a historic neighborhood and business district on the northeastern edge of Saint Charles. It features an up-and-coming antique and art district, a treasure trove of French-colonial-style architecture, and a vibrant small-town feeling. Work is underway with a group of business owners and residents to develop a plan to revitalize this charming area of the City.

ACF: The American Car and Foundry Company (ACF) traces its history to 1873, which is the year the St. Charles Car Manufacturing Company was founded. One of the thirteen railroad car building companies that merged in 1899 to form the American Car and Foundry Company, the country's first railroad tank car, a "tub car" was built by one of these companies in 1889. Today, the ACF Property in Saint Charles presents an opportunity for redevelopment and focus on an area for sports and health enthusiasts along the Katy Trail. The area is 22.92 acres and is currently home to the Foundry Arts Centre, BH International Fitness, and ClimbSOIII climbing gym.



Air Products: This excellent 96,825 square foot, single-story, fully air- conditioned industrial building sits on 12 acres. The site, located approximately one-half mile from Highway 370 with access to I-70 and only 13.5 miles from St. Louis International Airport, makes this an ideal location.





THE ORGANIZATIONAL CORE VALUES

- Outstanding Customer Service
- Responsiveness and Follow Through
- Professionalism
- Teamwork
- Multidirectional, Effective Communication
- Quality, Efficiency, and Effectiveness
- Maximizing Resources
- Innovation and Creativity
- Mentoring, Coaching, Training, and Development
- Pride in Everything We Do
- Exceeding Expectations

ECONOMIC DEVELOPMENT DEPARTMENT

The Economic Development Department's focus is to develop and implement strategies to attract new businesses and encourage expansion and retention of existing businesses to promote a stronger economic base.

The Director of Economic Development leads the administrative duties of the economic development department and manages the various programs and personnel associated with the economic activities of the City.

The Director of Economic Development identifies and targets businesses and industries for attraction to the City of Saint Charles. The Director promotes Saint Charles as a viable option for the location of business/industry by interacting with national and international businesses.



The Economic Development Director represents the City of Saint Charles at local, regional and national meetings, presentations, trade shows and through development of proposals and promotional materials. The Director works with City officials and management to ensure support and coordination of economic development activities.

The Director works closely with the Economic Development Commission, Chamber of Commerce, Convention and Visitors Bureau, other City departments, other governmental agencies, private enterprise, civic groups and the general public.





LEADERSHIP

The Economic Development Director is a critical member of the City's management team, thus, developing and maintaining relationships with the Mayor, elected officials, department heads, and all levels of employees is essential. Proven communication, interpersonal and human relations skills, and the ability to interact with a wide variety of people possessing various attitudes and positions are all important and desirable qualities for the next Director.

The Economic Development Director is a member of the executive team and reports to the City Administrator/Director of Administration.

COMPENSATION & BENEFITS

The starting salary for this position is \$112,000 but is negotiable based on qualifications and experience. The City participates in the Missouri Municipal Retirement Fund, LAGERS, with the City paying 100% of the contribution and 100% vesting at 5 years. The City has a comprehensive, cost-effective benefits package that includes the following: medical, dental, life insurance, long-term disability, short-term disability, voluntary vision, flexible spending options, employee assistance program, retirement and deferred compensation programs.

The City provides 20 days annual vacation leave in addition to sick leave, funeral leave, jury leave, and military leave.

Reasonable relocation expense reimbursement is also provided.

EDUCATION & EXPERIENCE

- Bachelor's degree, preferably with advanced degree, in business with a marketing, economics, or public administration emphasis or a closely related area required.
- Economic Developer Certification from the International Economic Development Council preferred.
- Certification as a professional economic developer (CEcD), or ability to attain within two years of hire
- Five years of advanced-level economic development experience; experience at a local level is preferred.
- Knowledge of effective principles, practices, methods, and techniques of municipal economic development. Thorough knowledge of business concerns, needs, practices, markets, relocation needs, and initiatives. Knowledge of the techniques and principles of public relations, external community image building and marketing.
- Ability to prepare and present oral and written reports and recommendations following necessary research and investigation.
- Ability to establish and maintain effective working relationships with City, County, State and Federal officials and private sector executives and business representatives.
- Must be proficient in Microsoft Office, database management and creation of reports detailing local incentives.

APPLICATION & SELECTION PROCESS

View a complete position profile and online application instructions at: <http://bit.ly/SGRCurrentSearches>

For more information on this position, contact:

Gary Holland, Senior Vice President
Strategic Government Resources
GaryHolland@GovernmentResource.com