

SANTA CLARITA VALLEY
ECONOMIC DEVELOPMENT CORPORATION



President & Chief Executive Officer

Job Announcement

July 2024



The Opportunity

The Santa Clarita Valley Economic Development Corporation (SCVEDC) is a non-profit entity which represents the united effort of regional industry and government leaders working to provide an integrated approach to attracting, retaining and expanding a diversity of business and industry in the Santa Clarita Valley, with a focus on the recruitment of Aerospace & Defense, Advanced Manufacturing, Digital Media & Entertainment, Information Technology & Medical Device companies.

To ensure its continued success, SCVEDC is seeking a strategic, relationship-oriented President & CEO (CEO) that will lead the organization and the growing community in its continued efforts to attract high-quality jobs and ensure economic growth. This is a unique opportunity to partner with all entities engaged in economic development in one of the most business-friendly communities in California.

It is critical that this leader establishes themselves as an effective communicator who is naturally oriented towards building trusting, collaborative relationships. They must be a strategic, forward thinker and problem solver who is innately innovative and creative about how SCVEDC supports business and how to ensure long-term economic resilience for the Santa Clarita Valley.

The CEO is responsible for leading all activities of the Santa Clarita Valley Economic Development Corporation. The position supervises all staff and reports to a dynamic Board of Directors, led by two Co-Chairs and an Executive Committee.

Recruitment for this position is currently underway, with the Interim President & CEO currently supporting the organizations transition during this period. The SCVEDC Board of Directors will undertake a thorough search for a permanent President & CEO, ensuring a comprehensive selection process to identify a candidate who will further advance the mission and vision of the organization

Learn more about the Santa Clarita Valley Economic Development Corporation at www.scvedc.org.

Position Summary

Reporting to the Board of Directors, the CEO will be responsible for the strategic and day-to-day leadership & management of a small but robust team. The CEO will lead the strategic planning process to develop short- and long-term plans for the organization, including programs and initiatives for enhanced organizational success and growth. The successful incumbent will be the “face” of the organization and will actively engage as a prominent public figure with the community and with businesses considering relocation to the SCV. The CEO will build partnerships with other organizations that influence economic development outcomes, including local elected officials, local government agencies, academic institutions, real estate brokers, real estate developers, and local businesses. The CEO will lead and direct efforts to attract and retain business, maintain the Board, and deliver services, including popular event programs. Ensuring the success of the annual conference is important on the priority list.

Major Duties and Responsibilities include but are not limited to:

- Provide innovative and inspired leadership for SCVEDC reflective of its mission, vision and values
- Develop and implement long-range strategic plans to achieve established goals and objectives of SCVEDC
- Grow SCVEDC's reputation as the premier economic organization with the Santa Clarita Valley (SCV) and the market
- Provide counsel and support for existing and prospective new businesses in SCV
- Establish SCVEDC as the go-to source on economic, demographic data and research
- Be visibly involved in the community as a spokesperson for the organization, presenting a positive and responsive profile.
- Implement and create all necessary collateral marketing materials and programs
- Produce operating budget around all SCVEDC duties including the growing, nurturing and recruiting of businesses
- Provide the Board with pertinent information regarding business attraction, expansion and retention efforts and related activities to grow the SCV economy
- Assist businesses and developers with navigating permitting processes with governmental agencies
- Establish and maintain strong and effective professional relationship with all members of state, county and city government, as well as community partners, to work towards joint economic objectives
- Actively seek out information, including possible legislative action on business development (local and regional) that could impact the economic health of SCV
- Attracting Foreign Direct Investment (FDI) by actively engaging global trade offices in Los Angeles, supporting trade missions, and fostering relationships with international business prospects.

Candidate Qualifications

Knowledge and Work Experience

A combination of 15+ years of executive experience in a non-profit or for-profit enterprise

Any combination of education and/or experience that has provided the knowledge and skills necessary for satisfactory job performance, preferably a Bachelor's or Master's Degree in Business, Marketing, Communication, Economics, Business Administration

Understanding of business and economic dynamics and the ability to navigate government processes. Skills as a change leader and ability to positively influence stakeholders.

A visionary who has a record of accomplishment of successfully identifying, formulating and executing strategy.

Ability to comprehend, analyze, and interpret business data. Ability to solve problems involving several options in situations. Strong analytical and problem-solving skills.

Leadership Skills and Competencies

Possesses strong interpersonal skills. Has an authentic personal style to be able to interact with people in a meaningful way at all levels in the community. High emotional intelligence with political savvy.

Demonstrates excellent written and verbal communication skills, including strong public speaking and presentation capabilities.

Demonstrated excellence in strategic and futures planning. A team player who can lead small and large groups to reach consensus on strategy and priorities and have them rally behind agreed-upon ideas.

Must be able to represent SCVEDC and SCV confidently and carry a positive attitude at all times. An individual of unquestioned personal and professional integrity with a track record of community involvement.

The Community

The Santa Clarita Valley is a growing region located 30 miles north of downtown Los Angeles. With an estimated population of nearly 300,000, the Santa Clarita Valley is home to Santa Clarita, the third largest city in Los Angeles County and the 17th-largest in the state of California. The community is well-known as an excellent “Live Work Play” region. It offers a variety of activities including many restaurants and shopping centers, over 70 miles of paseos and trails for hiking and cycling, four golf courses, numerous cinemas and theatres, over 25,000 acres of dedicated open space, and more than 40 public parks. It is home to Six Flags Magic Mountain and the recreation areas of Castaic Lake and Vasquez Rocks.

Santa Clarita is a unique southern California city that blends its small-town charm with the sophistication of a larger urban center. It is home to three institutions of higher education: California Institute of the Arts and internationally renowned art university; The Masters University a Christian liberal arts university; and College of the Canyons a community college. Companies headquartered in the Santa Clarita Valley include Princess Cruises, DrinkPAK, Sunkist, Remo Drum, Vallarta Supermarkets, and Logix Federal Credit Union.

The Santa Clarita Valley includes several distinct communities, each characterized by a mixture of single-family homes, townhomes, apartment buildings, condominiums. The Santa Clarita Valley is also home to multiple business parks totaling over 30M SF of industrial and commercial space. The community is growing, with significant residential and commercial developments under construction and in the development pipeline.

The region is regularly recognized for its superb quality of life and amenities and has been listed as one of CNN Money’s Best Places to Live. In addition, Santa Clarita has been recently recognized as:

- 15th happiest city in the US
- 3rd safest mid-size city in the US
- 13th fastest growing city in the US
- 4th most ambitious business city in the US

Schools in the Santa Clarita Valley are superb. Eleven of our junior highs and high schools have been designated as California Distinguished Schools and Academy of the Canyons was named a National Blue Ribbon School. In addition, the William S. Hart Union High School District was designated a California Exemplary District. The city's median household income of \$123k is higher than both statewide and national averages.

Access to California's famed beaches and mountains are an easy drive from the Santa Clarita Valley, as are the home stadiums of professional sports teams and famous museums, theater, and music venues.

Compensation Package: This position offers competitive compensation and a benefits package.

MUST aspire to perform in this position for the next 5 to 10 years!

Procedure for Candidacy

Local and regional candidates for this position will be given top priority. No relocation assistance will be provided. For consideration, please email your resume, availability, and compensation expectations.

All candidates must apply on SCVEDC's free job board, LiveWorkSCV.com.