

Opportunity Profile St. Louis Economic Development Partnership CEO

ST. LOUIS ECONOMIC DEVELOPMENT PARTNERSHIP

About the St. Louis Economic Development Partnership

The St. Louis Economic Development Partnership is a regional economic development organization focused on both the County of St. Louis and the City of St. Louis. It has been in existence for only two (2) years and is Missouri's first accredited economic development organization. This unique collaboration between

the County and the City governments represents the future-focused, collaborative regional way of thinking that permeates the political leadership in the region. Working together, the Partnership provides greater opportunities for shared prosperity and job growth across the economic development spectrum from entrepreneurs to large employers.

The St. Louis Economic Development Partnership Partnership (SLEDP) is seeking an energetic, entrepreneurial, and results-oriented leader. The CEO must be perceived as an "honest broker" by all stakeholders and be able to work in collaboration with regional leaders to successfully champion the county and city in a competitive global economy.



The Region

Greater St. Louis offers a remarkable blend featuring the big-city assets of a skilled work force, great cultural and educational institutions, and superb recreational opportunities. Yet, St. Louis also provides the convenience, intimacy, and affordability of a smaller community.

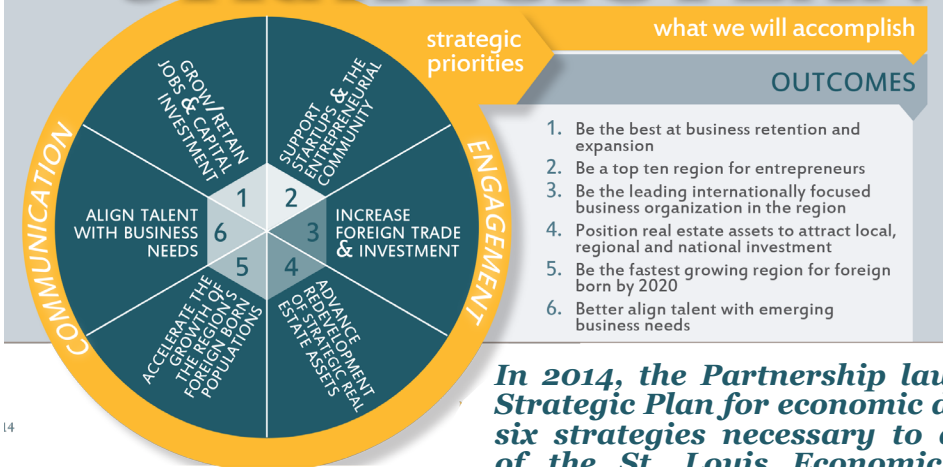
St. Louis has something for everyone, whether single or a family, a sports fan or connoisseur of the arts, a fitness fanatic or a film aficionado. With world-class museums and cultural institutions, a wide range of arts and entertainment, and an abundance of parks, trails, and outdoor recreation. Greater St. Louis consistently ranks as one of the top places to live in the U.S.

The St. Louis metropolitan area is the 19th largest in the United States with a population of 2.8 million. The City of St. Louis is home to an estimated 318,612 people. Manufacturing and corporate headquarters have a strong presence in the area. Interstates 55, 70, 64, and 44 all pass through the city.

St. Louis County has 999,595 residents. St. Louis County is the most populous of the metropolitan-area counties. There is still some agriculture along the Missouri River in the north, but overall the area is thoroughly suburban with many corporate offices and service businesses. Clayton, the county seat, is often called the St. Louis area's "second downtown".

Greater St. Louis has a very affordable cost of living, well below the U.S. metro average and, is typically among the lowest of the nation's 20 largest metropolitan areas.

STRATEGIC PLAN



In 2014, the Partnership launched the first City/County Strategic Plan for economic development which identified six strategies necessary to achieve the overall purpose of the St. Louis Economic Development Partnership.



A Winning Collaboration

In 2013, St. Louis County Executive Charlie A. Dooley and St. Louis Mayor Francis Slay announced a major regional partnership between the economic development teams in St. Louis County and the City of St. Louis. The partnership, known as St. Louis Economic Development Partnership, guides the St. Louis region's joint efforts to support new and growing businesses.

The Partnership has created a unified voice for the region, delivering services more efficiently while focusing on some of the most important areas of regional economic development: business development, entrepreneurship, international trade, and business finance.

Business Environment

Greater St. Louis is a strong global partner, which is why it has such an impressive corporate resume today. Nineteen (19) Fortune 1000 companies call St. Louis home, along with some of the nation's largest privately held firms such as Enterprise Rent-a-Car and World Wide Technology, Inc.

The St. Louis area benefits from a highly diversified economy that does not lean heavily on any particular sector and provides a high degree of stability. Greater St. Louis has a business climate primed for continued growth as the area is forging new frontiers in innovative and exciting industries.

St. Louis area is home to the fastest growing incubator in the U.S. according to the National Business Incubator Association. In the two years since it was formed, the Regional Entrepreneur Exchange, or T-Rex as it's known, has grown to over 68 companies with 80,000 square feet of co-working and incubator space in downtown St. Louis.

The Cortex Innovation Community is home to a vibrant 200-acre innovation hub formed in 2002 by Washington University in St. Louis, BJC Healthcare, University of Missouri—St. Louis, St. Louis University, and the Missouri Botanical Garden to capture the commercial benefits of university and regional corporate research for St. Louis. Since inception, Cortex has completed or has under construction 1 million square feet of new and rehabilitated space totaling \$350 million of investment and generating 2,500 technology-related jobs. The Cortex master plan projects \$2.1 billion of construction, over 4.5 million square

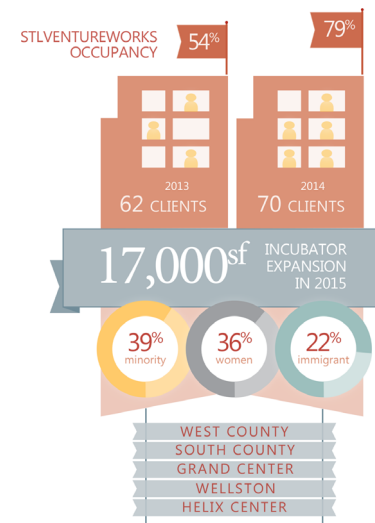
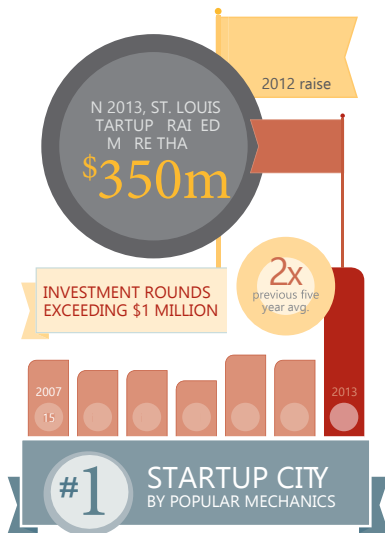
BIG WINS & NEW JOBS

EXPRESS SCRIPTS 1,500 jobs \$63M investment	WORLD WIDE TECHNOLOGY 100 jobs \$20M investment
KWS 75 jobs \$13.7M investment	BOEING 2,000 jobs \$400M investment
EMERSON 75 jobs \$20M investment	MONSANTO 675 jobs \$450M investment
WATLOW 50 jobs \$30M investment	AB MAURI 60 jobs retained
DIAL CORP/HENKEL \$11M investment	MITEK 50 jobs \$22M investment
TOTAL QUALITY LOGISTICS 95 jobs \$1.2M investment	BISSINGER'S 85 jobs \$17M investment
NORTHWEST PLAZA 100 jobs \$30M investment	BREW HUB 55 jobs \$20M investment
CHARTER 400 jobs \$12.3M investment	SKF 73 jobs \$55M investment

feet of mixed-use development (research, office, clinical, residential, hotel, and retail), a new MetroLink light-rail station and 13,000 permanent technology-related jobs.

A Success Story

During the 2013 -2014 time frame, the Partnership met or exceeded its growth goals.





The following rankings demonstrate the strength of the St. Louis business environment:

- St. Louis ranks as the 9th most cost-competitive location to do business among 31 U.S. metros with populations exceeding two million, according to a study released by KPMG LLP in 2014. KPMG’s “Competitive Alternatives” study measured different cost components, including labor, taxes, real estate and utilities as well as non-cost-competitive factors.
- A 2012 publication by The Boyd Company “Analysis of Business Headquarters costs ranked St. Louis 8th among the 18 largest MSA’s. St. Louis ranked 1st for Annual Electric Power costs and had the 2nd lowest Annual Corporate Travel costs.
- St. Louis ranks as the 7th of the “Top 10 Large American Cities of the Future 2013/14 - Human Resources” in Foreign Direct Investment (fDi) magazine’s ranking, which includes over 400 cities throughout North America and Latin America.
- The percentage of St. Louisans age 25 or older with bachelor’s degrees or higher — more than 30 percent — exceeds the national average, according to the American Community Survey 2012. This same survey found that among St. Louis area residents 25 or older, 11.7 percent have graduate or professional degrees, exceeding the U.S. average of 10.9 percent.
- MarketWatch named the St. Louis metro area the 26th “Best City for Business” for 2014. The list was compiled after ranking the nation’s 101 biggest cities by number of companies per capita, employment picture, growth and GDP for economic stability.

- Missourians enjoy a favorable per capita individual income tax burden as compared to U.S. averages. Missouri ranks as the 23rd lowest according to the Census Bureau’s 2010 ranking of State Government Tax Collections.



Workforce

People are the engine that drives successful businesses. Greater St. Louis is home to a vibrant, well-educated, and diverse workforce -- the key ingredient for business growth.

- St. Louis talent is well-educated. More than 580,000 residents have a bachelor’s degree or higher or about 30% of the region’s adult population. The talent base is exceptional, with concentrations of life scientists, engineers, computer analysts, professional managers, and other highly specialized occupations needed for the 21st century economy.
- It’s highly and broadly skilled. The St. Louis economy is highly diversified as is the workforce that supports the broad industrial base as well.
- It’s hard-working. The Midwestern work ethic is real. Companies in the area apply that dedication and commitment as a competitive advantage every single day.
- It’s available and affordable. The region has a growing and affordable workforce with wage and unemployment rates that track the U.S. average. Missourians enjoy a favorable per capita individual

income tax burden as compared to U.S. averages. Missouri ranks as the 23rd lowest according to the Census Bureau’s 2010 ranking of State Government Tax Collections.

Transportation and Infrastructure

St. Louis offers many transportation advantages for those living in and doing business in the region. St. Louis enjoys access to four modes of transportation - air, rail, road, and water, providing superior access to local, national, and international markets. The central location and robust infrastructure systems afford some of the lowest shipping costs in the country.

The easy-to-navigate transportation infrastructure includes four interstate highways and four interstate linkages. The region is at the nexus of the nation’s north/south and east/west interstate highway systems. St. Louis also has an effective mass transportation grid that features MetroLink, the city’s commuter rail system that connects Lambert-St. Louis International Airport, the downtown area, and communities in Illinois and Missouri.

Situated at the confluence of the Mississippi, Missouri, and Illinois rivers, St. Louis is home to the nation’s second-largest inland port by tonnage, with six Class I railroads and several smaller industrial rail lines; St. Louis is one of the nation’s largest rail centers.

The St. Louis area’s main airport, Lambert-St. Louis International Airport, is a national hub with two terminals, five concourses, serving nine mainline passenger airlines, and three all-cargo airlines, as well as a few charter carriers. Southwest Airlines has focused on St. Louis as a growth market and with increased service now has the largest carrier presence in the airport.



Education

Elementary and Secondary Education

The St. Louis area offers a wide range of high quality educational options from pre-school through high school, ensuring that no matter where you live in metropolitan St. Louis, you will have many choices and be able to find a school that fits your child's needs.

Public School Districts

There are over 160 different school districts in the St. Louis, MO-IL MSA and more than 800 public schools according to the National Center for Education Statistics (NCES). All districts are funded by local tax levies with varying assessment rates. Municipalities play a central role, with the local tax base of each school district funding new and existing educational programs and services, as well as providing maintenance and upkeep to the facilities.

Many St. Louis MSA schools provide additional programs for gifted students, special programs for challenged students, and magnet or charter schools for children seeking a non-traditional learning environment.

Private Schools

There are over 300 private schools in the St. Louis, MO-IL MSA (NCES). Many long-established and strong independent schools exist, as well as an active parochial school network. The St. Louis region ranks nationally for having one of the largest percentages of enrollment in Catholic parochial schools, as measured by the number of registered Catholics in the St. Louis area.

Post-Secondary

With over 30 four-year colleges and universities enrolling more than 125,000, the St. Louis area produces more than 25,000 graduates with bachelor's, post-bachelor's or professional degrees each year (NCES).

Washington University is a medium-sized, independent university located in the nation's center. Washington University is counted among the world's leaders in teaching, research, patient care and service to society.

St. Louis Community College offers 15 college-transfer options and more than 100 career programs, as well as an ever-evolving array of courses and programs for personal development.

St. Louis University is a Catholic, Jesuit institution with campuses in St. Louis, Mo. and Madrid, Spain.

Lindenwood University is a dynamic four-year liberal arts institution dedicated to excellence in higher education. Nestled amid the beautiful linden trees, the historic 500-acre campus is situated in the heart of St. Charles, Mo., a growing community of more than 65,000 just west of St. Louis.

University of Missouri-St. Louis is a premier metropolitan public research university and as a university of choice for undergraduate, graduate and professional students.

The City of St. Louis was ranked 9th among "America's Most Literate Cities" in 2014.



SAINT LOUIS UNIVERSITY

Higher purpose. Greater good.™

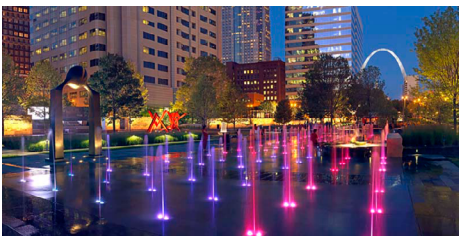




Recreation and Culture

Greater St. Louis is a region whose arts and cultural events and attractions regularly impress even its most cultured residents. Innumerable venues for theatrical, musical, dance and other artistic performances abound. An impressive lineup of national and local music from all genres is performed throughout the region on a nightly basis. Many of the world's most talented artists — including those who call St. Louis home — perform here regularly.

Grand Center, St. Louis' arts and entertainment district, includes the acoustically superb Sheldon Concert Hall, the St. Louis Black Repertory Theatre, Powell Hall, home of the Saint Louis Symphony Orchestra, and the Fabulous Fox Theater — which for more than 75 years has attracted the world's most popular Broadway musicals and musical performers.



This curiosity stretches the definition of museum and includes a giant aquarium, architectural museum, a participatory circus, museums of oddities and more. Greater St. Louis is known as a major college town and regional literary center.



Far from being one dimensional, St. Louis was named “Chess City of the Year” in 2009 and 2011 by the U.S. Chess Federation, and has been called the Chess Capital of the U.S.

St. Louis is also recognized as a world class sport city. The city is home to the St. Louis Blues, the 2011 World Series Champion St. Louis Cardinals, and St. Louis Rams professional sports franchises, along with many other popular college and other sports teams and events.



Greater St. Louis has hundreds of parks ranging from urban, neighborhood parks to large suburban recreation areas. The area is home to the nationally acclaimed Forest Park, one of the largest urban parks in the country at 1,300 acres. Forest Park features many of the city's premier attractions, including the Saint Louis Zoo, the Saint Louis Art Museum, the Missouri History Museum, the Municipal Opera, and much more. St. Louis is also known for the Missouri Botanical Garden, an international center for botanical research with extensive public gardens and research facilities, founded in 1859.



Greater St. Louis is building one of the largest urban networks of hiking and bicycle trails in the U.S. The 600 mile “River Ring” is currently being developed by the Great Rivers Greenway District. More than 175 miles of trails and bicycle routes have been completed, including over 80 miles of on-street bicycle routes in conjunction with Bike St. Louis.



The St. Louis City Museum was recently named one of the “World’s 10 Best Public Spaces” by New York-based Project for Public Spaces.



Organizational Overview

The St. Louis Economic Development Partnership is a complex organization. SLEDP and its constituent agencies have a combined operating budget of almost \$30 million and the organization's staff is comprised of approximately 60 professionals. The Board of Director's is comprised of 15 members with 11 being appointed by the County Executive and 4 appointed by the Mayor. The organizational structure also includes the following:

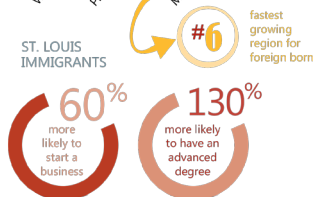
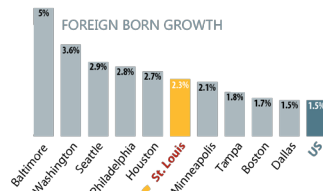
- BFC - Business Finance Corporation
- GMIC - Gateway to the Midwest Investment Center
- HRIF - Heartland Regional Investment Fund, LLC
- IDA - Industrial Development Authority
- LCRA - Land Clearance Redevelopment Authority
- MCHC - Midwest Cargo Hub Commission Port - Port Authority
- RGC - Regional Growth Capital
- WRC - Wellston Redevelopment Corporation
- WTC - World Trade Center

In addition, the SLEDP has created and operates several very unique programs such as:

MOSAIC which addresses regional prosperity through immigration and innovation.



ST. LOU...IS MOSAIC



Chief Executive Officer

Position Summary

SLEDP is seeking a high-energy, results driven executive with a proven track record of achieving sustainable job growth through business recruitment and retention efforts. The CEO must also possess substantial experience creating an entrepreneurial environment that cultivates and encourages entrepreneurs and small business growth. The CEO will serve as an ambassador to "champion" the region on a global basis.

The Chief Executive Officer reports to the Board of Directors and is responsible for providing strategic leadership for SLEDP by working with the Board and Executive Management team to develop and implement long-range goals, strategies and plans for the economic development of St. Louis County and City. The CEO directly supervises the executive team and through them all the employees of the SLEDP.

Duties and Responsibilities

- Provides leadership needed to stimulate economic development including business attraction and retention as set forth in the SLEDP Strategic Plan. Leads the SLEDP staff in achieving the milestones and benchmarks set forth in the plan and reports progress to the Board of Directors.
- Maintains a strong working relationship with the St. Louis County Executive and Mayor of the City of St. Louis and their respective staffs in carrying out the work of the SLEDP.
- Develops and executes a business recruiting strategy to accelerate job growth in the County and City. Collaborates with others to promote the region nationally and globally.
- Serves as primary contact for the media to promote economic development initiatives in the County and City. Has lead responsibility for promoting positive awareness of the SLEDP and its programs and accomplishments.
- Develops and maintains relationships with state, federal, regional and local agencies and elected officials to facilitate the implementation of SLEDP programs and initiatives.
- Initiates, establishes and seeks funding to support new programs to meet emerging community and regional economic development needs.
- Administers all divisions of the SLEDP and supports the work of its various Boards
- Performs other duties as assigned.



Experience

- At least 15 years of progressively more responsible leadership and related work experience in economic development.
- Demonstrated experience working with businesses and site consultants to significantly raise awareness of the region and create strong job creation project flow.
- Demonstrated experience engaging with regional and state economic development organizations to optimize job growth.
- Proven ability to develop and maintain business relationships necessary to assist company growth and expansion plans.
- Demonstrated track record in developing and sustaining effective programs to support entrepreneurs and start-up companies at the same time pursuing growth opportunities with more established industries .
- Demonstrates business and professional presence appropriate to serving as an ambassador for the SLEDP, with the Board, in the community and with the media.
- Strong written and verbal communication skills and public speaking experience.
- Progressive leadership background as a team player and motivator of a professionally diverse staff.
- Ability to work independently on complex and confidential assignments coupled with the ability to analyze information to solve problems through deductive and inductive reasoning.

Interpersonal Characteristics

Has a bias for action and leads collaborative efforts to achieve results. Recognizes and respects diversity and works effectively with people of different cultures, backgrounds and industries. Displays passion and conviction and is viewed as an “honest broker.” Engages on regional issues and is able to build expert teams and rally support of key constituents necessary to effectively implement programs and projects which are within the Partnerships key responsibility. Remains fully engaged to insure that initiatives generate documented results on job growth and economic development.

Education

Bachelor’s degree is required (Master’s preferred) from an accredited institution in business or local government administration, political science, law, planning, or similar/related field. CECD certification preferred.

Behavioral Leadership Profile

Candidates will participate in a leadership assessment. Assessment results will be compared to the leadership profile developed for top performing economic development executives published in a study conducted by the International Economic Development Council (IEDC), Somerville Partners, and DHR International – A Behavioral Leadership Model for Top Performing Economic Development Executives.

Compensation

A competitive compensation package will be provided to attract outstanding candidates.

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