

# PRESIDENT/CEO

## Office of Economic Development Miami, Oklahoma

Re-Opened Search



### THE COMMUNITY

Miami, Oklahoma is the “Gateway” to Oklahoma and is positioned in the northeast corner of the state at the confluence of the Neosho and Spring Rivers, less than 12 miles from Kansas and within 17 miles of Missouri. Miami is located along Interstate 44 and is intersected by State Highways 66, 59, and 69. The City of Miami is the county seat for Ottawa County and has a current population of 13,570 within the 9.8 square mile city.



The City of Miami strives to preserve its Native American heritage, historical heritage, including the historic downtown Main Street located on Route 66, and recreational heritage on the outskirts of the Ozark Mountains.

The city takes its name from the Miami Native American Indian Tribe and is pronounced "My-am-uh." The city has nine Native American tribes located in or near Miami including the Quapaw, Wyandotte, Modoc, Miami, Seneca-Cayuga, Ottawa, Eastern Shawnee, Peoria, and Shawnee Tribe. The Inter-Tribal Council, Inc. is located in Miami and was formed in 1966 to represent the interests and to secure benefits and entitlements of all residents of American Indian descent in a seven county area.

The City of Miami began with a dream, a partnership, and a Congressional act. Wayland C. Lykins came to the area to raise cattle in the 1890's. He had a dream of a cattle empire with his town as the hub; so, he went to Washington D.C. for congressional approval of a town site. It was only after Thomas Richardville, scholarly chief of the Miami Tribe and a friend of Lykins, spoke to the US Indian Commissioner that the township patent was approved. The Ottawa Tribe sold 588 acres for the town in 1891.

Miami grew from a population of 300 that first year to around 2,500 by 1902. The first train arrived in Miami in 1896, which connected Miami to Baxter Springs, Kansas. The Burlington Northern Santa Fe still operates in Miami today. Lead and zinc were first discovered in the area in 1905, and Miami became the gateway to the mining fields. The need for training of mining engineers resulted in the School of Mines opening in 1919. This school evolved into present day Northeastern Oklahoma A&M College.

In 1929, the Coleman Theatre, a vaudeville theatre and movie palace, opened to a full house of 1,600 and is currently on the National Register of Historic Places. Over the years, the theatre has welcomed many stars including Will Rogers, Bob Hope, and Bing Crosby. Today, the theatre hosts ballets, theatre performances, receptions, conferences, and silent movies in the newly renovated facility. Other venues on the National Register of Historic Places include Miami's Commerce Building/Hancock Building, Miami's Marathon Oil Company Service Station, George L. Coleman Senior's house, Rivera Courts-Motel, the Ottawa County Courthouse, the Dobson House, the Post Office, and St. James Place.

Miami's Original Nine-Foot section of Route 66 is one of two sections of the original nine-foot wide road that remains intact from when it was constructed in the 1920's. "Ribbon Road" continues to maintain a high degree of integrity because of the width of the road, the original setting, and the original material, which remains visible through gravel and eroded overlays of asphalt. The Pensacola Dam was constructed in 1940 across the Neosho River at the Grand River Valley. This dam provided electricity to the area and created Grand Lake O' the Cherokees, providing recreational activities for people living in the area and tourists.

Within Miami, the Neosho River offers flat-water conditions for canoeing, kayaking, rafting and great fishing. Every spring, anglers' line up "elbow to elbow" along the banks of the Neosho River for a chance to snag the prehistoric prize called Paddlefish (or Spoonbill by the locals).

Manufacturing came to Miami in 1946 with the opening of B.F. Goodrich Miami Plant. Historic Route 66 is still Main Street and many of the buildings in downtown are originals from the early 1900's. Tourism is a large growth area for Miami between the Indian Gaming Facilities and the Route 66 Vintage Iron Motorcycle Museum. Other local tourist attractions include Lavern's Wedding Chapel, which has been in operation since 1954; Waylan's Ku-Ku Burger, which is full of Route 66 memorabilia; and the Dobson Museum, which displays over 5,000 historical items.

## THE COMMUNITY, continued

Miami has a strong commitment to providing an excellent quality of life with over 354 acres in parks and Oklahoma's largest swimming pool, which holds one million gallons of water. Outdoor activities include Rodeo Miami, the American Cowboys Rodeo Association (ACRA) National Rodeo of the Year; NEO's High School Basketball Tournament, the world's largest high school tournament; the Oklahoma 8-Man Football All Star Game; the Ottawa County Free Fair; and the summer is full of Pow Wows from the local tribes.

The Miami Public School system educates approximately 2,271 students by 162 teachers. Miami has nine primary and secondary facilities and has received accreditation by the State of Oklahoma and the North Central Association (NCA).

Miami is home to Northeastern Oklahoma A&M College (NEO), which offers associates degrees in arts, science and applied science, as well as one and two year certificate programs, and collaborates with area universities to offer select bachelor degrees at the college. NEO is one of the fastest growing two-year colleges in Oklahoma and customizes offered training to meet the needs of area businesses and industry.

The Northeast Technology Center is located within 12 miles of Miami. They offer technical programs for high school students and full-time or part-time adults interested in developing a career, short-term evening programs for re-training and updating their skills, and special programs designed for business and industry needs.

Miami is located within 30 miles of Missouri Southern State College and 42 miles of Pittsburg State University. We are also within commuting distance of Tulsa University and Northeastern State University in Tahlequah, Oklahoma.

The City of Miami is a Certified Healthy Oklahoma Community. Miami is home to Integris Baptist Regional Hospital, Willow Credit Hospital, and 45 practicing doctors. The median income is \$33,527 and the median age is 35.

## GOVERNANCE & ORGANIZATION

The Miami Area Economic Development Service (MAEDS) and the Miami Area Chamber of Commerce (MACC) have decided to merge their executive staffs effective with the hiring of a new President/CEO--Office of Economic Development (PCOED). The merger has resulted in the appointment of a single Board of Directors who will oversee both economic development efforts and the Chamber of Commerce. The Title of the new organization will be the Miami Office of Economic Development and Chamber of Commerce (MOEDCC).

The MOEDCC will provide both economic development and chamber services to Miami, Ottawa County and surrounding counties. The by-laws, legal structure, names and existing policies of both organizations (MACC) and (MAEDS) will remain in place subject to any future changes by the new Board of Directors.

The merger of organizational leadership are the results from two years of ground work between the membership of MAEDS and the MACC to unify both staffs with an increased focus on private sector economic development efforts and growth of chamber programs. The governing bylaws have been developed and are operative.

The merger is intended to streamline staff activities, provide a "one-stop shop" for all business services in Ottawa County and develop a more effective use of resources. The merger of staff builds upon the positive contributions of both organizations to the quality of life in Miami, Ottawa County, and the region. The Civic leadership of all organizations involved have approached the process in a positive and visionary manner.

A nine member MOEDCC Board including representatives of the City, MAEDS, MACC, tribal partners, workforce training and the financial community have been selected. A Chairman and an Executive Committee have also been chosen. The new Board now governs both organizations. The Board voted unanimously to create and support the hiring of a new President/CEO Office of Economic Development who will focus on economic development activities. The City of Miami has also unanimously endorsed the changes.

The budgets of both organizations will remain separate. The Chamber membership is currently at 390+ members. Total revenue from memberships and non-dues income is \$130,000. MAEDS budget is \$300,000 annually including approximately \$80,000 from private donations, and the balance coming from revenue from loans programs and other sources.



## GOVERNANCE & ORGANIZATION, continued

Increased economic development efforts can be illustrated by the recent funding of a 54,000 square foot speculative building scheduled to break ground in the spring of 2016. In addition the MOEDCC will begin searching for expanded facilities to house both organizations immediately. The new President can be assured of the stability and support of all major organizations who formed the MOEDCC.

## ABOUT THE POSITION

The PCOED will report to the Chairman of the new combined Board of Directors of MOEDCC. It is anticipated that the current head of the MACC will continue to manage the day to day Chamber affairs, with oversight from the PCOED. The current Executive Director of MAEDS will continue to work on a part time basis managing work force development activities and a seven county business loan program. Additional staff may be hired to assist in the management of both organizations.

The goal of the new organization is to add new jobs, sustain existing businesses and increase the tax base in the region. The PCOED will have oversight and management responsibility for all economic development activities of the MACC and MAEDS. The PCOED will also interface on a regular basis with executive staff of the City of Miami, the County Commissioners, education leadership of public schools, universities and chiefs of the nine local Indian tribes.

The PCOED in the performance of duties will travel outside the region when necessary to promote business development and the enhancement of the business climate in the region.

Other Major responsibilities include:

- Attractions marketing
- Deal closing of commercial and industrial prospects
- Retention and expansion of existing industries
- Oversight of staff and all financial matters of both the MACC and MAEDS
- Support and enhancement of Chamber Programs including Leadership Miami

A key goal for the new PCOED will be to provide leadership and support to the new combined Board of Directors while assisting with a smooth transition to the new organizational structure.

## THE IDEAL CANDIDATE

The new PCOED will have a majority of the following experiences:

- **Collaborative Team Leader** - Experience working with community/county/regional leaders in forging common goals, administrative services and a common vision based upon a positive outlook for the future.
- **Economic Development Background** - Full time experience and demonstrated leadership success in managing and leading economic development programs preferably on a regional basis.
- **Management of a Chamber/Economic Development Organization** - Full time experience as a senior executive in managing an organization that performed both Economic Development and Chamber of Commerce programs
- **Outstanding Communication Skills** - Demonstrated experience as a superb pro-active positive communicator with the various publics that compose a Chamber of Commerce and Economic Development organization.
- **Organizational Leadership** - Experience in forging and developing effective new leadership structure where two organizations have merged to create a new model of governance and service.
- **Business Relationships with Brokers, Developers, and Site Selectors** - An extensive network of private sector business consultants who can help bring leads and projects to Oklahoma and the region including Kansas, and Missouri
- **Deal Closer** - Demonstrated experience in attracting leads, developing incentives, managing negotiations and closing deals for attractions and existing businesses.
- **Knowledge of Oklahoma, its Culture and Industrial Base** - A background that includes experience in managing economic development programs in Oklahoma, its rich Indian heritage and the industrial base of the northeastern part of the state is desirable.
- **Private Sector Fund Raising** - The ability to raise funds from the private sector for economic development programs and activities is highly desirable.



## EDUCATION & EXPERIENCE

The Miami position is ideal for an emerging professional from the field of economic development.

A Bachelor's Degree from an accredited college or university is required. A Master's Degree is preferred. A minimum of five years full time experience as a senior executive of an economic development organization is important. Experience in rural economic development programs to include Oklahoma and surrounding states is desirable. Economic Development accreditations are encouraged.

## COMPENSATION & BENEFITS

The MOEDCC offers a competitive salary range of approximately \$100,000 - \$120,000 annually, depending on qualifications and experience.

The MOEDCC provides a comprehensive benefit package including: a 10% of annual gross salary self-directed retirement contribution, Blue Cross Options Gold PPO Health Insurance (#G715OPT) –100% Family Coverage (\$1,000 deductible), Dental, 10 Paid Holidays, 15 days annual vacation, Sick Leave and Continuing Education/Tuition Assistance support.

Additional benefits include a monthly car allowance of \$600, a cell phone allowance, and reimbursement of civic club expenses.

## APPLICATION PROCESS

Online applications required at: <http://bit.ly/SGRCurrentSearches>. Cover letters for this search should be addressed to Ron Robinson.

For more information on this position contact:

**Ron Robinson, Senior Vice President**

Strategic Government Resources

[RRobinson@GovernmentResource.com](mailto:RRobinson@GovernmentResource.com)

214-642-8332

The position is open until filled. To review the status of this position, please visit:

<http://bit.ly/SGRCurrentSearches>

The Chamber of Commerce is an Equal Opportunity Employer and values diversity in its workforce. Applicants selected as finalists for this position will be subject to a comprehensive background check.

## RESOURCES

[www.miamiok.com](http://www.miamiok.com)

[www.miami-ok.org](http://www.miami-ok.org)

[www.miamiokchamber.com](http://www.miamiokchamber.com)

[www.colemantheatre.org](http://www.colemantheatre.org)

[www.route66memorabilia.org](http://www.route66memorabilia.org)

[www.miami.k12.ok.us](http://www.miami.k12.ok.us)

[www.neo.edu](http://www.neo.edu)

