

# CITY OF FORT WORTH, TEXAS

## DIRECTOR OF ECONOMIC DEVELOPMENT

### HEAD, DEPARTMENT OF ECONOMIC DEVELOPMENT



## THE COMMUNITY

Fort Worth, Texas, the City of Cowboys and Culture, is home to more than 750,000 residents and the county seat of Tarrant County. It is the 17th largest city in the US and the fifth largest city in Texas. Recognized as one of the fastest growing areas of the country in 2011, Fort Worth was voted one of America's Most Livable Communities in 2010 and was named by the National Civic League as an All-American City for the third time in 2011.

Transportation is vital to Fort Worth, and the City is ideally located along three interstate highways (Interstates 20, 30 and 35) in addition to five federal and four state highways. The Dallas-Fort Worth International Airport is the third busiest airport in the world in terms of logistical operations and ranks eighth in the world based on passengers. Additionally, there are three general aviation airports in Fort Worth, and the area is served by six major railroad systems including AMTRAK.

Established in 1849 as a frontier army post on a bluff overlooking the Trinity River, Fort Worth became a shipping point for great herds of Longhorn cattle being sent to northern markets. Known as the city "Where the West Begins," Fort Worth's pioneering spirit remains strong and the area has transformed into one of the best places to live and do business in Texas. The community offers a rich tapestry of affordable neighborhoods, an enviable cultural scene, and a world-class school system.

Fort Worth has earned the reputation as one of the premier travel destinations in the nation. Residents and visitors enjoy shopping and dining in downtown's Sundance Square, visiting the Fort Worth Botanical Gardens, and the world famous Fort Worth Stockyards. Music and theatre performances take the stage at the Bass Performance Hall, Casa Mañana, and Billy Bob's Texas. Audiences enjoy a variety of concerts and shows featuring the Fort Worth Symphony Orchestra, Texas Ballet Theater, Van Cliburn International Piano Competition, and the Fort Worth Opera.

A number of renowned museums including the Kimbell Art Museum, Amon Carter Museum, Fort Worth Museum of Science and History, Modern Art Museum of Fort Worth, and the National Cowgirl Museum and Hall of Fame highlight the importance history plays in the region. The Fort Worth Zoo, ranked one of the top 10 zoos in the United States, and the thrilling Texas Motor Speedway attract visitors from around the country.

The Fort Worth Independent School District offers quality education to more than 80,000 students in grades K-12 at over 140 schools and special campuses. The district's awards and honors include the "What Parents Want" designation from School Match, which has been received seven years in a row. This honor only goes to 14 percent of the nation's schools.







## THE COMMUNITY, CONTINUED

There are 15 other public school districts that serve residents of Fort Worth and more than 200 private and parochial schools that offer parents multiple options for their children's education.

High School graduates have abundant choices in their pursuit of a college degree. Fort Worth is home to Texas Christian University, Texas Wesleyan University, Texas A&M University School of Law, and Southwestern Baptist Theological Seminary. The region's colleges and universities enroll more than 325,000 students and award more than 30,000 degrees annually. Other institutions nearby include Tarrant County College, Texas Woman's University, University of Texas at Arlington, and the University of North Texas.

The median household income in Fort Worth is \$49,411, and the median home price is \$115,000.

## COMMERCIAL AND INDUSTRIAL BASE

Fort Worth is a part of the 12th largest metropolitan economy in the world. Located in North Texas as part of the Dallas/Fort Worth Metroplex, the City is home to over 30,000 businesses.

The industrial base is highly diversified including the following industry sectors: Life Sciences, Manufacturing, Construction, Logistics, Energy, Retail, Professional Services, Transportation, High Technology, and Tourism. Corporate headquarters include American Airlines, BNSF Railway, GE Transportation, RadioShack, Novartis, D.R. Horton, Alcon Laboratories, XTO Energy, Halliburton, and Pier One Imports.

In addition, Fort Worth is the home to the world acclaimed Alliance Airport developed and operated by the Perot family. Close by is Texas Motor Speedway one of the nation's premier racetracks on the NASCAR and IRL circuits. Near downtown is the Fort Worth Stockyards home to Texas's historical heritage and ties to the cattle industry, and a leading tourism destination in the state and southwest.

Fort Worth is home to nine large diversified business parks including the massive Alliance Texas facility at Alliance Airport. Located within many of the business parks are Fort Worth's defined and targeted industry clusters of aviation/aerospace, corporate/professional, life sciences, logistics, advanced manufacturing, and natural gas.

The commercial and Industrial base employs a significant portion of the 342,000 work force who reside in the City of Fort Worth.

## ORGANIZATION & GOVERNANCE

The Director of Economic Development reports to one of the four Assistant City Managers, who all report directly to the City Manager. Offices of the Department are located in the Business Assistance Center outside of City Hall. The City Council provides overall guidance, direction, and oversight of the program through the City Manager.

Currently the staff of the Department of Economic Development includes 21 full-time professional and administrative personnel divided into four components that include Business Development, Economic Development, Land Development, and MBE/SBE Programs. The MBE/SBE Programs include contract compliance and contract goal setting.







## ORGANIZATION & GOVERNANCE, CONTINUED

Among the programs administered by the Department are training and support opportunities for small enterprises and minority firms. International trade programs are focused on hosting foreign trade delegations and international trade missions. Business retention activities include regular meetings with large and medium sized corporations to determine their needs within the community. The Department also manages the City's Tax Increment Financing Districts.

The Department of Economic Development works in a partnership with the Fort Worth Chamber of Commerce, which has a full time staff dedicated to marketing the City and the region. The Director works closely with the Chamber on all marketing activities initiated and managed by the Chamber. Once leads are developed and/or projects identified by the Chamber, the Department then leads the effort to negotiate agreements and close deals.

The budget for the Department is approximately \$18 million per year, including approximately \$5 million for direct operational expenses. Funding for the Department comes primarily from the general fund of the City, TIF's, state grants, and Small Business Development funds for job creation.

## ABOUT THE POSITION

The Director of Economic Development has oversight and management responsibility for the Department and is the chief economic development officer of the City. The Director regularly updates City management and the City Council when directed, on all aspects of the economic development program. Additionally, the Director is responsible for the development and management of all programs and services, as well as leadership initiatives, which result in the attraction and retention of industry and commercial enterprises in the City of Fort Worth.

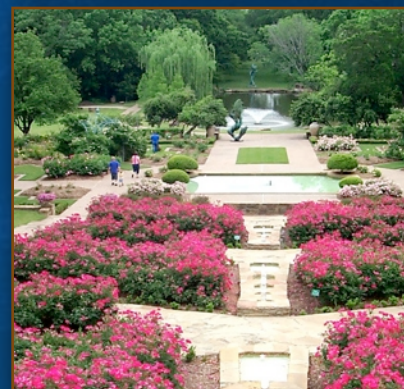
The Director is a member of the City's Management Team and regularly participates in policy discussions at the highest level that involve economic development and related activities. The Director serves as the staff liaison with other economic development related organizations and is designated as the chief liaison of the City with the Fort Worth Chamber of Commerce.

Meeting with developers, site selection firms, and consultants is a major responsibility of the position and the Director serves as the lead City official in closing deals associated with economic development projects.

## IDEAL CANDIDATE

The City desires a candidate who will be a seasoned and visible community leader with demonstrated experience leading an IEDC recognized program in the public sector. The new Director will have a majority of the following experiences:

- Closing deals that bring significant new ad valorem taxes and new jobs to the City
- Managing complex economic development projects and issues through to completion
- Improvement of the business environment in the cities where served
- Significant full-time experience managing an economic development program in large urban cities
- Proven experience in developing and implementing complex departmental goals and long term strategic plans of a major city
- Demonstrated experience in managing large economic development departments as measured by size of staff and budget
- Management of complex contracts and implementation of compliance agreements for economic development projects







## EDUCATION & EXPERIENCE

A Bachelor's degree from an accredited college or university is required. A Master's degree is preferred. CEcD certification is highly desirable. A minimum of 10 years as a department head or senior executive in charge of an IEDC recognized economic development program in a large city or urban area is highly desired. Economic development experience working for a public sector program is required.

## COMPENSATION & BENEFITS

The City of Fort Worth offers a competitive starting salary, depending on qualifications and experience. City employees participate in the Fort Worth Employees' Retirement Fund, a defined benefit plan, at an employee contribution rate of 8.25% matched by a City contribution of 19.74% with five-year vesting. The City does not participate in the Social Security System. Relocation expense assistance is available.

## APPLICATION PROCESS

Please apply online at <http://bit.ly/SGRCurrentSearches>

For more information on this position, contact:

**Ron Robinson, Senior Vice President**  
Strategic Government Resources  
[RRobinson@GovernmentResource.com](mailto:RRobinson@GovernmentResource.com)  
214-642-8832

The position is open until filled. To view the status of this position, please visit:  
<http://bit.ly/SGRCurrentSearches>

The City of Fort Worth 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

**City of Fort Worth, Texas**  
[www.fortworthtexas.gov](http://www.fortworthtexas.gov)

**Fort Worth Chamber of Commerce**  
[www.fortworthchamber.com](http://www.fortworthchamber.com)

