



Position: Food Sector Economic Development Director
Department: Food Innovation Programs
Reports to: President of EMP / DEGC EVP of Economic Development and Investment Services
Date: July 1, 2019

Position Summary

Reports to the President of Eastern Market Partnership (EMP) and is responsible for leading the organization's food business support programs including the provision of services to retain and attract established food businesses to the Eastern Market District, to incubate and accelerate new food businesses, and to work alongside community development staff to fully implement the Food Innovation Zone.

Reports to the Executive Vice President of Economic Development and Investment Services of the Detroit Economic Growth Corporation (DEGC) to retain and attract food businesses throughout Detroit.

Primary Duties and Responsibilities:

Supervises staff and consultants pertaining to food innovation programs in the following area:

- Food Entrepreneurship (incubation and acceleration of new food businesses)

Provides project management to develop programs, key infrastructure, and facilities needed to incubate and accelerate the growth of food businesses, such as:

- Oversees continued development of the FEAST Detroit Accelerator;
- Completes lease-up and development activities related to the Metro Food Accelerator;
- Completes pre-development activities associated with the Regional Food Accelerator including, but not limited to, soliciting prospective tenants, conducting financial feasibility analysis, procuring state grants, developing an operations budget for the project, and assisting selected developer to secure letters of intent and leases for space in the project from food businesses; and
- Guides selection process of a specialized consultant team to conduct a detailed financial feasibility analysis of a new regional produce terminal and leading dissemination of feasibility study findings to galvanize support for a new regional produce terminal if feasible.

Provide retention and attraction services to the food industry to increase jobs and investment in food production, manufacturing, processing, and distribution in the Eastern Market area and throughout Detroit by:

- Performing business development services to help attract and retain agriculture and food businesses in the Eastern Market District and throughout Detroit by expediting expansion or relocation of food businesses in Detroit;
- Maintaining a list of food-based firms that have expressed interest in relocating to or expanding within the Eastern Market District and developing detailed strategies to assist these companies in moving forward with their projects;
- Maintaining a list of food-based firms that have expressed interest in relocating to or expanding within Detroit and developing detailed strategies to assist these companies in moving forward with their projects;
- Assisting with development of the Detroit Food Innovation District – the expansion area of the Eastern Market District;
- Collaborating with others in providing better economic development services to Detroit-based food businesses including the Detroit Regional Chamber of Commerce, state agencies such as MDARD, MEDC, MDNR, and MDEQ, and with industry advocacy groups such as Michigan Farm Bureau;
- Implementing strategies to reposition Detroit Food and Ag Network as a regional convener of food companies in Oakland, Macomb, and Wayne Counties; and
- Working with EMP Community Development Director on accelerating implementation of the Food Innovation District master plan.

Skills

- Project Management: Exhibits strong organizational skills, develops project plans, and is able to implement tactics to bring strategy to execution; coordinates projects; communicates changes and progress; completes projects on time and in budget; manages project team activities.
- Communications: Is a creative and concise writer for marketing. Is comfortable adapting messaging to all marketing channels including web and digital, advertising, video, social media, and public relations.
- Team Builder: Can build effective working groups comprised of staff members, other non-profit and government supporters, and food businesses to grow the food economy of Southeast Michigan.
- Leadership: Is a self-starter who exhibits confidence in self and others; inspires and motivates others to take pride in EMP and perform well; effectively influences actions and opinions of others; accepts feedback from others; gives appropriate recognition to others. Exhibits sense of urgency and initiative.

- Organizational Support: Follows policies and procedures, completes administrative tasks correctly and on time; supports EMP's goals and values and promotes organization externally.
- Food Industry Knowledge: Has a strong background in food industry economic development principles and practices. Understands and anticipates trends impacting the industry to develop strategies to grow the regional food economy.
- Site and Project Development: Understands how sites and projects are developed including different varieties of gap funding that are available to make projects financially feasible.

Education and Experience

Bachelor's degree in business, economics, agricultural science or related field and 10 years progressively responsible experience in the field of economic development with a focus on food and agriculture development.

Salary and Benefits

The salary range for the position is \$90,000 - \$110,000 per year

Vacation

Three weeks of paid vacation per year will be granted during the first year of employment.

Health Insurance

Health insurance is available after 30 days of employment.

Retirement

A 401 (k) retirement plan is available after one year of service.