

# Economic Development Director

## Oswego *at a Glance*

**2.2 million sq. ft.**

*Route 34  
commercial corridor*

**430 acres**

*Industrial park space*

**35,000**

*Population*

**11,455**

*Total Housing Units*

**33.9**

*Median Age*

**\$101,191**

*Median Household Income*

**3.3%**

*Unemployment rate (2019)*

**3.01**

*Avg. Household Size*

**15.5 sq. miles**

*Land Area*

**40 miles**

*Distance from Chicago*

The Village of Oswego is seeking a results-oriented Economic Development professional to promote the Village of Oswego as a place to start or expand businesses. An ideal candidate will understand Oswego as it is today, help to envision what Oswego could be in the future and strive to achieve it. The Village's leadership emphasizes innovative approaches to achieving end goals and working collaboratively with stakeholders to find the limit of what is possible.

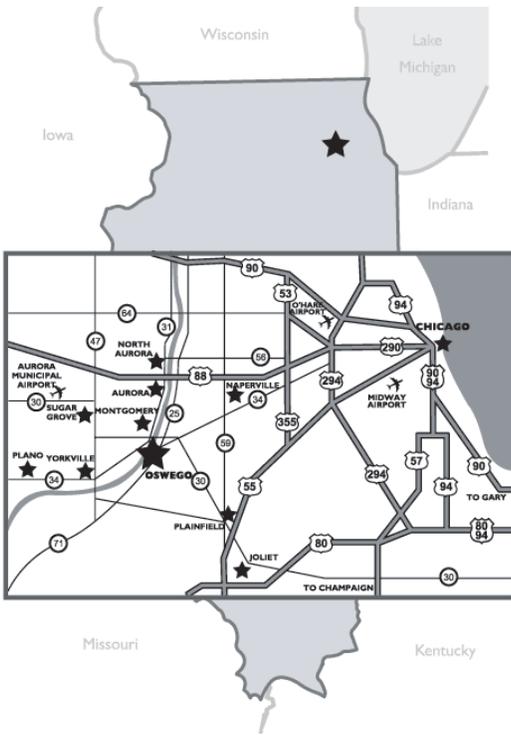


The Village of Oswego is in the midst of significant economic growth, including catalytic projects in downtown Oswego bringing new residential, restaurant, retail and office space. The Village also features significant opportunities for national retailers along the Route 34, Rt. 30, Rt. 71, and Orchard Road corridors, as well as industrial space in three business parks. The Village remains in a growth phase, with a current population of approximately 35,000 and a future projected population of between 60,000 and 90,000. An Economic Development Director will play a key role in supporting that growth.

The successful candidate must be able to effectively build relationships with business leaders and support their success. A key task of this position is to develop and execute a comprehensive economic development strategy, and effectively negotiate with targeted businesses within adopted economic development guidelines.

Key goals for the next Economic Development Director include:

- Aggressive and systematic recruitment of new targeted businesses and development to the community
- Increasing the community tax base through new growth
- Continued downtown redevelopment
- Assisting businesses during the COVID-19 pandemic
- Recruitment and opening of new and expanded auto dealerships
- Development of a boutique hotel and banquet facility
- Filling big box vacancies at the former Lowes and Dominick's on Rt. 34 and other vacancies; and
- Attracting and opening new cannabis businesses
- Develop business development forecasting reports and provide regular updates to Village Administrator



## Community Profile

Kendall County has been one of the fastest growing counties in the U.S. in population and job growth. Oswego, the largest community in the county, has played a major role in that growth.

The Village of Oswego is located approximately 40 miles southwest Chicago in the northeast section of Kendall County at the border of the three collar counties: Will, Kane and DuPage. The Village is located within a short distance to Aurora, Naperville and Joliet, some of the largest municipalities in the metropolitan area outside the City of Chicago.

New residents continue to be drawn to Oswego's high-quality schools and excellent quality of life. Housing starts were sustained throughout the recession with Oswego ranked in the top seven in housing starts in the Chicago Metropolitan Area from 2011 to 2013.

Development continues today in a variety of single-

family and multi-family projects. Developers continue to express interest in significant green-field residential developments.

## Downtown Revitalization

Oswego's historic downtown is undergoing a major transition with the current construction of two significant developments, including a \$70 million mixed-use development from The Shodeen Group. The downtown flows into Hudson Crossing Park and the Fox River, creating a unique community space that connects our business district with a picturesque riverscape.

Downtown Oswego features a variety of shops, restaurants, the Oswego Public Library and connection to local and regional trails. The downtown is also a central location for many community events, including the Village of Oswego's annual Christmas Walk, summer music and food festival Beats and Eats, the Oswegoland Park District's Oswego Country Market, and many other events and parades throughout the year.



The Village's Economic Development Director works to continue to build on the success of downtown, including helping to shepherd several existing projects to successful completion. The Economic

Development Director will also work closely with existing downtown businesses to support their needs, as well as target and help attract businesses for the new development spaces. Downtown will continue to be one focus of the Economic Development Director.

## Opportunity to build on success

Economic development is viewed as crucial to the Village's long-term success, not only in providing quality of life for current residents but in continuing to grow the community in a sustainable and positive way. In a short span of time, the Village has taken major steps to promote economic development.

Recent accomplishments include:

- Significant redevelopment underway in downtown Oswego including:
  - The Reserve at Hudson Crossing, a \$70 million project that includes two six-story mixed-use development by the Shodeen Group that includes public parking decks, restaurants, retail, and apartments
  - 113 Main, a three-story mixed-use building including a restaurant and office space
  - The Dairy Barn, reconstruction and expansion of the town-favorite "Dairy Hut" into a full-service family restaurant
  - Freddie's Off the Chain, a new Mexican Restaurant at the gateway to downtown
  - Construction of a new parking lot and alley improvements to facilitate additional redevelopment opportunities
- Significant new business construction underway includes:
  - Flagship Delta Sonic car wash and service station on Rt. 34, their biggest in the country
  - Raising Cane's Chicken Fingers of Rt. 34
  - Home of the Hoagie on Rt. 30
  - 7-Eleven convenience store and gas station, including fresh market, on Rt. 71
  - New retail strip center on Orchard Road
- Design of a new Village-owned outdoor entertainment venue that will attract new businesses and activity to the Orchard Road Corridor.
- In the midst of a study with Metra to bring commuter rail service to Oswego.



## The Municipal Organization

The Village of Oswego operates under the Trustee-Village President form of government with an appointed Village Administrator. The Village President and six Trustees are elected at large for four-year, overlapping terms and serve as the legislative branch of Village government. The Trustees are responsible for adopting policies affecting Village affairs, approving the Village budget, enacting ordinances and resolutions, and guiding the Village operations. The Village President is the chief executive officer of the Village and chairs meetings of the Village Board. The Village Administrator acts as the Chief Administrative Officer, managing the day-to-day operations of the Village. The Economic Development Director is appointed by and reports to the Village Administrator.



## An ideal candidate

Oswego's next Economic Development Director will:

- Be an advocate and promoter for the Village of Oswego in all areas of economic development.
- Develop and execute an overall economic development strategy in line with the community needs and values.
- Be able to work with stakeholders to set economic development goals and work to aggressively pursue achieving those goals.
- Have an outgoing and enthusiastic personality with the ability to build strong relationships with existing and potential future business owners and developers.
- Listen to and understand the needs of existing businesses and the community at large.
- Have a demonstrable history of successfully identifying and attracting target businesses and increasing municipal revenue streams
- Effectively use data to negotiate potential deals and make recommendations to the Economic Development Commission and Village Board.
- Be able to effectively represent the Village's needs with the utmost integrity and passion.



## Economic Development Director

The Economic Development Director serves as an adviser and chief advocate in all areas of economic development, with an emphasis on development and implementing strategies and programs that will attract new and retain and expand appropriate businesses for the Village of Oswego.

1. Markets the Village to potential business partners, brokers and commercial developers to promote and support new business development within the community. Leverages data and relationships to target and attract local, regional and national businesses. Sets annual goals to target businesses and tracks progress throughout the year using Salesforce.

2. Responsible for supporting retention and/or expansion of existing businesses within the Village; includes coordinating business retention visits to develop an understanding of the local economic climate and acts as ombudsman with issues that may arise. Helping businesses navigate through the COVID-19 pandemic is a top priority.
3. Develops and implements short- and long-range economic development plans; gathers, interprets and prepares data for studies, reports and recommendations; coordinates activities with other departments and agencies as needed.
4. Provides technical and professional advice; makes presentations to supervisors, boards, commissions, civic groups and the public. Provides information on economic development issues, programs, services and plans. Responds to local citizens inquiring about local economic development activities and opportunities.
5. Establishes goals, objectives, policies based on the needs of the Village. Provides supervision, direction and guidance including regular communication and development of goals/objectives for all village staff and reporting department heads; assists all departments in any administrative or operational areas to insure regulatory, statutory or procedural compliance.
7. Represents the Village and/or department on various boards and committee meetings. Serves as staff liaison to the Economic Development Commission and Chamber of Commerce.



### **Education and Experience**

- Bachelor's Degree in public/business administration or related field.
- Minimum of five (5) years economic development experience.
- Any equivalent combination of education and experience may be considered

### **Compensation and Benefits**

The Village offers a full range of benefits, including health, dental, 457 plans, flex spending, paid vacation, sick and holiday time. Expected pay \$97,000 to \$146,000 DOQ, with potential for performance-based bonus pay.

## **Explore the Opportunity**

Submit cover letter, resume and employment application by 8 a.m. September 9, 2020 to: [humanresources@oswegoil.org](mailto:humanresources@oswegoil.org)

The Village of Oswego is an equal opportunity employer.