



# ECONOMIC DEVELOPMENT DIRECTOR

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**CLARKSVILLE**  
 **INDIANA**

**IT BEGINS HERE!**



## IDEAL CANDIDATE

Clarksville seeks an outgoing, creative, and progressive leader with the experience and skills needed to take the Town to the next level and help realize its vision for continued sustainable growth and development. The new Economic Development Director will be a resourceful and dynamic innovator who will work closely with the Town Manager in setting achievable goals and developing viable strategies while addressing the needs and expectations of a diverse and rapidly changing community.

The new Economic Development Director will help Clarksville achieve short and long-range goals through strategic planning for future development and redevelopment with a focus on investment opportunities. A candidate who is an enthusiastic public servant with extensive knowledge of real estate development including purchasing, developing requests for proposals, conducting due diligence, negotiating development terms and conditions, and reviewing purchase/sales agreements is desired.

The successful candidate must be able to adapt easily to change and must be comfortable with operating in an evolving development and redevelopment environment while balancing and advancing multiple projects at once. The selected candidate should be an excellent communicator, able to effectively convey information at all levels and to all audiences and be visibly engaged in the community.

## EDUCATION & EXPERIENCE

A bachelor's degree in planning, economic development, business administration, or a related field from an accredited college or university is required. A master's degree is preferred. The selected candidate must have five or more years of progressively responsible experience managing an economic development department and real estate development projects, preferably as a director or associate director of a comparable economic development agency.

An equivalent combination of education and experience will also be considered. Commercial development and redevelopment planning, strategic planning, brownfield remediation, and finance and capital budgeting experience are highly desired qualifications.

## COMPENSATION & BENEFITS

The starting salary is \$85,000. The Town of Clarksville participates in the Public Employee Retirement Fund (PERF) and pays both the employee and employer contributions (currently 14.2%) of gross annual income.

A full range of health insurance, PTO leave, and other traditional benefits are also offered.



# DEVELOPMENT & REDEVELOPMENT

The South Clarksville Redevelopment Plan was created and approved to help realize the Town's vision to revitalize its riverfront overlooking downtown Louisville, KY. The selected candidate will be responsible for overseeing the construction of new streets, multi-story mixed-use developments, a redesigned 17.3-acre riverfront park, hotels and a convention center, multi-family housing, retail/commercial establishments, and open public spaces.

The second area of major investment involves the Town's partnership with the non-profit River Heritage Conservancy. The Conservancy established a vision in 2015 for a 600-plus-acre regional park that is tied into a linear greenway system connecting the three major southern Indiana communities of New Albany, Clarksville, and Jeffersonville to Louisville. The non-profit supporting the Ohio Greenway Initiative is comprised of individuals, business leaders, communities, and foundations all working together to leave a legacy that celebrates the Ohio River history for future generations.

The Town recently acquired Button Bush Woods, a 80+ acre natural and undeveloped area from the Indiana Department of Natural Resources for incorporation into the new park. This acquisition along a recently announced State investment of over \$35M in the park will move the development into its next phase. Additional information about the park is available at [www.originpark.org](http://www.originpark.org) and [www.riverheritageconservancy.org](http://www.riverheritageconservancy.org).

The third area undergoing major redevelopment involves approximately 660-acres and nearly three million square feet of retail, including the regional Green Tree Mall, River Falls Mall, and other traditional linear commercial/retail development in the central Clarksville area. The Catapult Central Clarksville (3C) Master Plan outlines a vision for strengthening the function, appearance, and economic potential of the established commercial corridor. It establishes a series of recommendations to transform the auto-oriented commercial district into a vibrant, walkable, mixed-use destination. The plan creates a framework for redevelopment and infill projects that capitalize on existing district assets while increasing residential density, improving walk-ability, and creating active community amenities.

Given evolving shopping patterns, the Town desires to re-envision what the corridor could transition to with the absence of big-box commercial retail to a future-oriented more resilient, thriving, true urbanism, mixed-use development, including retail, office, and a variety of residential options complete with multi-modal pathways and crosswalks to encourage non-motorized movement. Additional information on the Catapult Central Clarksville (3C) Master Plan is available at [www.tinyurl.com/3CMasterPlan](http://www.tinyurl.com/3CMasterPlan).



South Clarksville Rendering



Origin Park Overview Rendering



3C Master Plan Area

# CHALLENGES & OPPORTUNITIES

The Town of Clarksville's Economic Development Department is responsible for implementing projects and programs to encourage economic development within the Town. The primary goals of the department are to help support the local community by planning and funding infrastructure improvements, encouraging development through private and public partnerships, and utilizing planning tools and financial strategies to implement project and program opportunities. Several initiatives currently underway include:

**STRATEGIC PLANNING** - Developing a clear mission and vision to accomplish desired development outcomes coupled with the identification of associated short and long-range goals and strategies.

**DEVELOPMENT & REDEVELOPMENT PLANNING** - Planning and management of complex projects and redevelopment opportunities; addressing the need for additional mixed-use redevelopment planning and support, especially in older commercial corridors.

**INCENTIVE COORDINATION** - Refinement of current incentive policies and coordinating the negotiation of proposed terms and conditions for development projects.

**BRANDING** - Distinguishing Clarksville in the region, branding its identity, and aligning policies, programs, and short and long-term economic development goals with the Town's overall strategic vision.

**ENGAGEMENT** - Improving engagement, outreach, and transparency within the community; developing specialized engagement strategies for different commercial districts and residential neighborhoods to address gentrification issues, safety concerns, and changing community expectations.

**INTERGOVERNMENTAL RELATIONS** - Assisting the Town in developing strategic economic development partnerships with federal, state, and local governmental units and agencies.

**COMMUNICATION** - Promoting new development and redevelopment projects through effective communication across the entire organization and community.

Clarksville has a sound foundation, tremendous opportunities, and a dedicated and talented municipal staff working together to meet these challenges. A Director with strong leadership skills and strategic planning and development experience will play a critical role as a member of the Town's leadership team to guide the community in its quest to improve the quality of life for its residents.

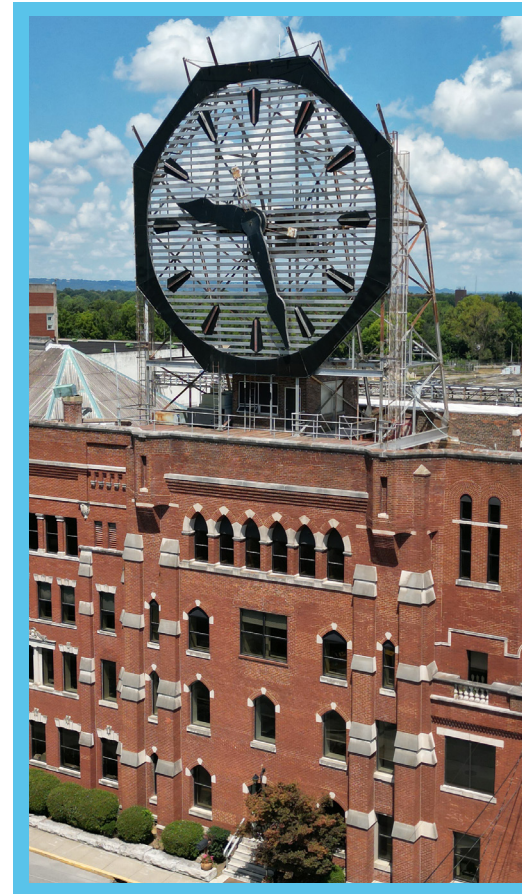


## GOVERNANCE & ORGANIZATION

The Town of Clarksville operates under the leadership of a Council, which serves as the legislative and executive body. The Council is made up of seven part-time members. Five members are elected by districts and two at-large, all serving four-year terms with no term limits. The Council votes one member to serve as Council President; the Town governance does not provide for a Mayor. The Council President has the power to sign contracts, ordinances, and other items that have been approved by the Council and represents the Council at government and community functions.

Clarksville has operated under the Council-Manager form of government since June 2016 when the first Town Manager was appointed. The Manager works under the direction of the Town Council and is responsible for the day-to-day operations of the Town, with all Department Heads, including the Economic Development Director, serving under the direction of the Town Manager.

The Economic Development Director will serve as the liaison to the five-member Clarksville Redevelopment Commission (RDC) which was established to improve blighted areas within the Town. The RDC is also responsible for oversight of the Town's Tax Increment Financing (TIF) districts, with captured funds providing resources for improvements and infrastructure projects within the districts.



## APPLICATION PROCESS

Apply online at [www.townofclarksville.com/employment](http://www.townofclarksville.com/employment). The deadline for applications is June 5, 2023. For more information on the position, contact:

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ECONOMIC DEVELOPMENT DIRECTOR - CLARKSVILLE, INDIANA