

## OPPORTUNITY PROFILE

## PRESIDENT AND CEO

## DOWNTOWN DAYTON PARTNERSHIP

## EXECUTIVE SUMMARY

The **Downtown Dayton Partnership** (DDP) is a nonprofit organization funded primarily by a **Special Improvement District** (SID). The Special Improvement District contracts with the DDP to provide a variety of services including business development, advocacy, and marketing. The DDP is also supported by downtown businesses that choose to join as members.

The Downtown Dayton Partnership is seeking a **President and Chief Executive Officer** who is a visionary and collaborative leader, skilled relationship builder, accomplished placemaker, and an expert business management and financial executive. The ideal candidate must possess an authentic zeal for urban; someone who thrives in urban environments, understands the unique value proposition of urban character and density; and someone who uses data and technology to drive that vision throughout the region. A downtown leader who understands and values the concept of walkable urbanity and appreciates a dynamic, diverse urban lifestyle.

The President and CEO will be an action-oriented, collaborative, results-driven leader who is passionate about building an authentic, diverse, and welcoming downtown that serves as the economic and cultural engine for Dayton and the surrounding region. The President and CEO will convene and lead diverse stakeholders invested in a vibrant, economically resilient center city. Through sound management and effective collaboration, the President and CEO will enhance and ensure the credibility of the DDP as an honest broker and advocate for growth, change, and sustainability.

**DDP's Mission**

The Downtown Dayton Partnership is dedicated to making downtown Dayton a better place to live, work,

and visit. Working with downtown property owners, businesses, and residents, the DDP focuses on five key areas: strategic planning and advocacy, economic development, marketing & communication, street vibrancy & creative placemaking, and clean and safe services.



**Visit the DDP Website**  
[www.downtowndayton.org](http://www.downtowndayton.org)

**"THE GEM CITY"**

Dayton is a unique waterfront city with a rich history.

**METROPARKS**

Nearly 16,000 acres of green space in 25 different facilities.

**HOLE-IN-ONE**

Dayton is home to seven golf courses — with over 20 more within 20 miles.



**WHEN YOU SEE THIS ICON,**  
**'CLICK' TO LEARN MORE.**

## DDP SERVICES

### Strategic Planning and Advocacy

- Provide leadership and plan for downtown's future, be the primary advocate for property owners, and bring stakeholders together to champion opportunities and address challenges.
- The DDP works with its partners to strategically look at short and long-term development opportunities for downtown. That work is centered on coordinating and implementing the Greater Downtown Dayton Plan, a comprehensive economic development blueprint for the future of our downtown.

### Marketing & Communications

- Enhance downtown Dayton's image as the region's premier center for businesses, arts, entertainment and recreation, and a thriving residential neighborhood.
- Marketing downtown as a positive place to live, work and play is critical to future development, as it positions downtown in a positive light and improves public perceptions about our center city.
- The DDP helps promote downtown businesses, amenities, events and more through a wide variety of tools, including email blasts, print pieces and collateral, some advertising, aggressive social media, and public relations efforts, and more.

### Economic Development

- Stimulate economic activity in downtown's core through the development of under-utilized properties and growing the downtown employer base.
- The Downtown Dayton Partnership provides targeted services that positively impact the downtown business environment while working with partners, property owners and businesses to promote job growth.
- The DDP's Site Seeker program, property listings, and other resources help new businesses locate their space downtown. Once companies relocate downtown, Retention & Expansion efforts and an attentive support system help them to stay and thrive.



### Street Vibrancy and Creative Placemaking

- Activate downtown's public realm through targeted programs, beautification projects, and special activities/events that drive street-level vibrancy, improve walkability, and reinforce the center city's unique sense of place.
- The DDP coordinates activities and events that support economic growth and showcase downtown businesses and amenities. The organization also has several initiatives designed to activate first-floor storefronts, beautify, and energize downtown's streetscapes, and advocate for projects that improve the quality of urban design, wayfinding, and other contributions to downtown's "sense of place."

### Clean and Safe

- Maintain a downtown environment that is clean, safe, and welcoming.
- The DDP, with the City of Dayton, develops and implements a coordinated public spaces management program to maintain and enhance downtown Dayton as a clean, safe, and welcoming environment.
- The primary component of the Clean & Safe effort is the Downtown Dayton Ambassador Program. The ambassadors are on the streets year-round providing cleaning, safety, and hospitality services.

## SPECIAL IMPROVEMENT DISTRICT

The Downtown Dayton Special Improvement District (SID) serves property owners within a specific geographic area of downtown Dayton, each of whom pays a special assessment to provide sustainable funding for the SID.

*See the SID Map on page 4*

Since its beginning in 1996, the SID has contracted with the Downtown Dayton Partnership to implement its services plan approved by the majority of downtown property owners. **The DDP serves these property owners by working on five agreed-upon areas:**

- 1: Strategic Planning & Advocacy
- 2: Economic Development
- 3: Marketing & Communication
- 4: Street Vibrancy & Creative Placemaking
- 5: Clean And Safe Services

Throughout the years, the SID has made significant progress toward revitalizing and sustaining Dayton's center city, making downtown a cleaner, safer, and more attractive place for businesses and people to work, live, and play. The SID works proactively to combat the challenges of difficult financial times and ensure downtown Dayton's transition to a vibrant and active center for the region.

Property owners within the Downtown Dayton SID boundaries pay a SID assessment via their property tax bills to Montgomery County. The assessment amount is different for each property owner and is calculated using a weighted formula based on 25% of the front footage and 75% of the property's assessed value. Voting is done only using front footage to help ensure equitable representation of smaller property owners with lower assessed values.

The term of the assessment levied by the Downtown Dayton SID is five years. The current SID term began in January 2021 and runs through the end of 2025. The SID is currently renewed in 5-year increments.

DOWNTOWN AMBASSADOR



CLEAN & SAFE SERVICES



### 2021-2025 SID Services Plan

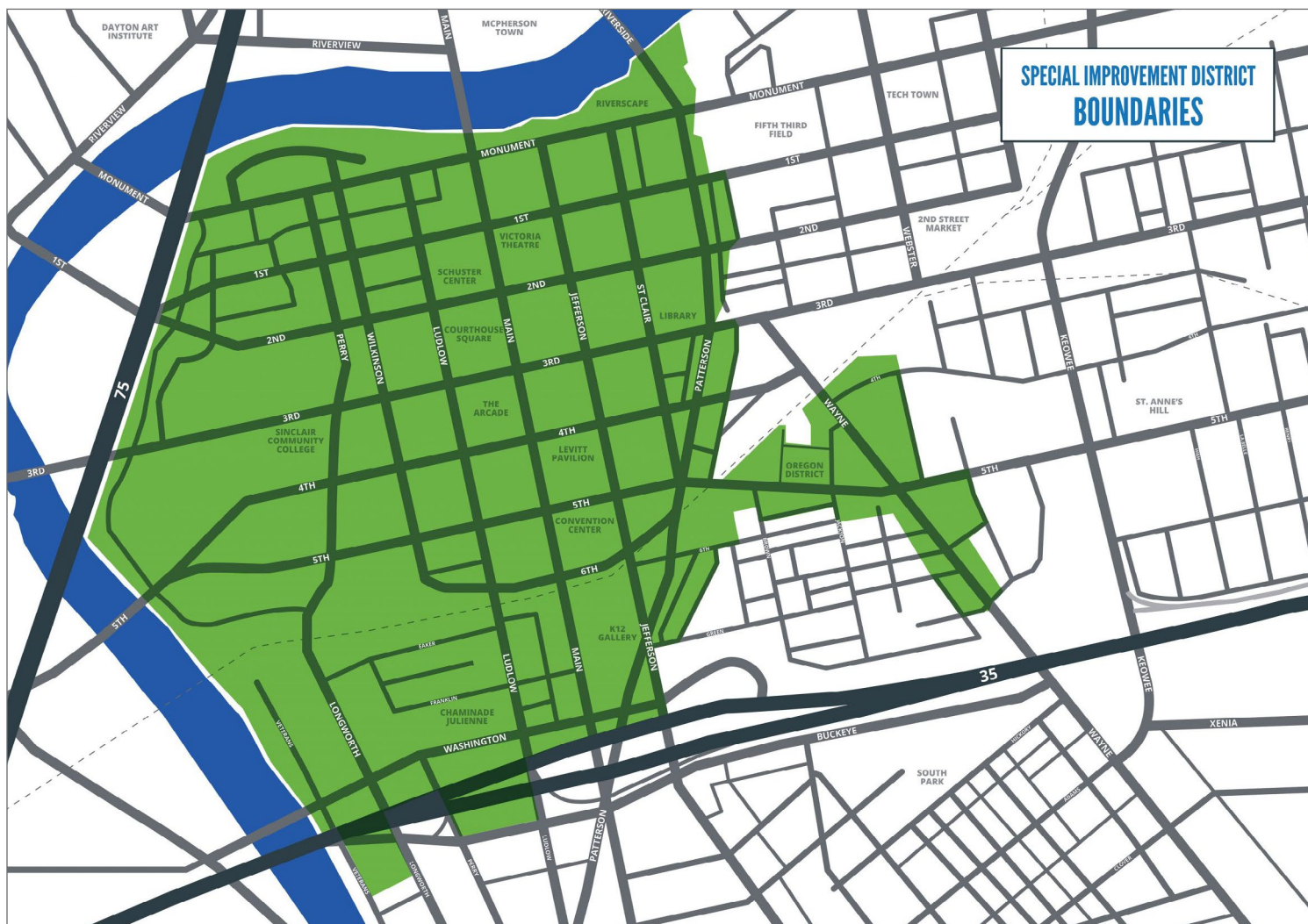


### 2022 SID downtown update

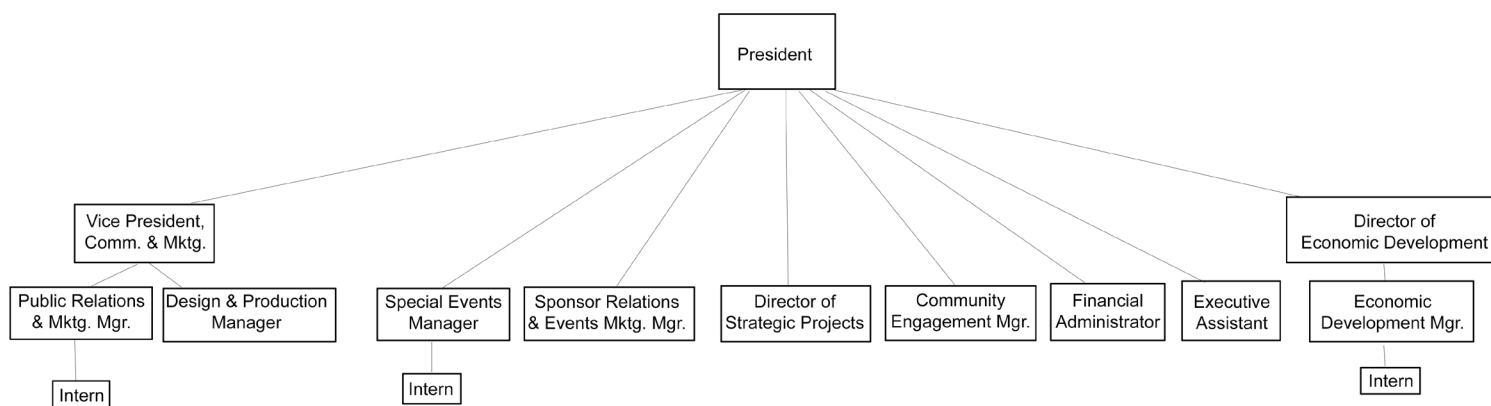




## MAP: SPECIAL IMPROVEMENT DISTRICT



## DDP'S ORGANIZATION STRUCTURE\*



\* This is not an official DDP graphic



## STRATEGIC PARTNERS

The Downtown Dayton Partnership (DDP) is the only organization focused specifically on downtown Dayton. Many businesses and organizations contribute in many ways to downtown's positive momentum, and those collective efforts are what makes downtown Dayton a great place to be.



Some of the DDP's partner organizations include:

1. **City of Dayton**  
[daytonohio.gov](http://daytonohio.gov)
2. **Montgomery County**  
[mcoho.org](http://mcoho.org)
3. **Dayton Development Coalition**  
[daytonregion.com](http://daytonregion.com)
4. **Citywide Development**  
[citywidedev.com](http://citywidedev.com)
5. **Dayton Area Chamber of Commerce**  
[daytonchamber.org](http://daytonchamber.org)
6. **Dayton & Montgomery County Convention & Visitors Bureau**  
[daytoncvb.com](http://daytoncvb.com)
7. **Miami Valley Regional Planning Commission**  
[mvrpc.org](http://mvrpc.org)

MOELLER BREW BARN RIBBON CUTTING



STREET PERFORMER



THE CO ART GALLERY



ARTISAN MARKET



## ABOUT DAYTON

Dayton is the sixth-largest city in the state of Ohio and the county seat of Montgomery County. It is the fourth-largest metropolitan area in Ohio and ranks 73rd in the United States. Steeped in history, known for innovation, and positioned for opportunity, the City of Dayton is one of the most vibrant mid-sized cities in the Midwest. Located at the intersection of the nation's largest interstate highway systems, I-70 and I-75 and connected by scenic water ways and miles of bike trails, Dayton offers one of the most welcoming, affordable, and accessible marketplaces in the state to live, work, play and learn. Greater Downtown Dayton is a city on the move. Dayton is located within Ohio's Miami Valley region, 50 miles (80 km) north of the Greater Cincinnati area. Ohio's borders are within 500 miles (800 km) of roughly 60 percent of the country's population and manufacturing infrastructure, **making the Dayton area a logistical supply chain hub for manufacturers, suppliers, and shippers.** Dayton also hosts significant research and development in fields like industrial, aeronautical, and astronautical engineering that have led to many technological innovations. Much of this innovation is due in part to Wright-Patterson Air Force Base and its place in the community. With the decline of heavy manufacturing, Dayton's businesses have diversified into a service economy that includes insurance and legal sectors as well as healthcare and government sectors.

**Along with defense and aerospace, healthcare accounts for much of the Dayton area's economy.** Hospitals in the Greater Dayton area have an estimated combined employment of nearly 32,000 and a yearly economic impact of \$6.8 billion. It is estimated that Premier Health Partners, a hospital network, contributes more than \$2 billion a year to the region through operating, employment, and capital expenditures. **In 2011, Dayton was rated the #3 city in the nation by HealthGrades for excellence in healthcare.**

Dayton is also noted for its association with aviation; the city is the birthplace of Orville and Wilbur Wright. In 2007 Dayton was a part of the top 100 cities in America. In 2008, 2009, and 2010, Site Selection magazine ranked Dayton the **#1 mid-sized metropolitan area in the nation for economic development.**



OREGON DISTRICT



"LINK" BIKES



"ART IN THE CITY"



BALLOON ARTIST



## MORE ABOUT DAYTON

Dayton is also a city with a plan. Galvanized by the belief that a thriving downtown is critical to the success of the Dayton region, partners from across the community have come together since to launch the Greater Downtown Plan in 2010 to make downtown's future a priority. In recent years, downtown has added new amenities, housing, employers, restaurants, and retail. **Public and private partners have invested more than \$400 million in the Greater Downtown since 2010. With another \$200 million of new projects in the pipeline, downtown's revitalization is just getting started.**

Downtown Dayton is a large area that encompasses several neighborhoods and is engaged in a dynamic growth and revisioning process. Dayton's ten historic neighborhoods—Oregon District, Wright Dunbar, Dayton View, Grafton Hill, McPherson Town, Webster Station, Huffman, Kenilworth, St. Anne's Hill, and South Park—feature a diverse range of living and recreational opportunities.

**Riverscape**, one of Dayton's River MetroParks, boasts beautifully landscaped gardens, flowering pots, hanging baskets, and reflecting pools. Located on the banks of the Great Miami River, Riverscape offers a place for those who live, work, and play downtown to connect to nature. The park hosts a full range of year-round activities from summer concerts to ice skating, recreation programs to large community festivals.

**The HUB** is Dayton's regional new venture creation, social innovation, and entrepreneurial education offering. The organization is a joint venture of the Entrepreneurs Center and the University of Dayton's Crotty Center for Entrepreneurial Leadership. The HUB at the Arcade provides space to transform the urban core, create new businesses, and attract and retain talent. There are currently 130 member companies' resident at the HUB. Over 450 students from the University of Dayton, and 120 students from Sinclair College are involved in entrepreneurial studies at the HUB.



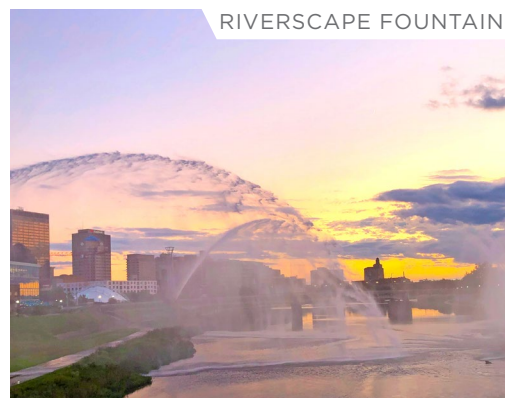
ARCADE SPRING MARKET



OREGON DISTRICT NEIGHBORHOOD



ST. ANNE'S HILL PORCHFEST



RIVERSCAPE FOUNTAIN



HUB AT THE ARCADE



## DOWNTOWN DAYTON

### Downtown Dayton: Because a City's Cool Factor Matters

It's a simple equation:

**A Healthy Downtown = A Prosperous Region**

That's because, today, downtowns are filling a special niche: to be places where people have an active, convenient lifestyle. Creating that place is integral to attracting investment, as well as retaining and creating jobs because more businesses are locating and expanding where people want to be — and more of them want to be in vibrant, diverse cities where they can live, work, play and learn within walkable distances.

Greater Downtown is the ideal location for such a place. And the **Greater Downtown Dayton Plan** is helping it become just that.

The area already has much of what's in demand today. It has big city advantages and small-town conveniences. Still, like most urban areas, Greater Downtown faces challenges. The strategies in the Greater Downtown Dayton Plan address those by helping Dayton build on its strengths.

The Plan represents a new vision for Dayton's center city that focuses on strengthening connections and creating a downtown attractive to investors, businesses, employees, residents, students, and visitors. This vision focuses on the immense potential of Greater Downtown to become the turbine for Dayton's regional economy.

Indeed, the future belongs to those regions taking urban revitalization seriously. Those are the regions that are and will continue to attract high-value jobs, young professionals and the businesses and institutions that want to employ them. To accept anything less for Greater Downtown would be selling Dayton's legacy of innovation — and the community — short.

42,000 EMPLOYEES. 20,000 RESIDENTS. 40,000 STUDENTS. MORE THAN 7 MILLION VISITORS EVERY YEAR. **THIS IS GREATER DOWNTOWN DAYTON.**



FIRE DANCER



FIVE RIVERS METROPARKS KAYAKERS



COWORKING SPACE IN THE ARCADE

## CULTURE

The Dayton Region ranked within the top 10% in the nation in arts and culture. In a 2012 readers' poll by American Style magazine, Dayton ranked #2 in the country among mid-size cities as an arts destination, ranking higher than larger cities such as Atlanta, St. Louis, and Cincinnati. Dayton is the home of the Dayton Art Institute.

Front Street, the largest artists' collective in Dayton, is housed in three industrial buildings on East Second Street.

The Benjamin and Marian Schuster Performing Arts Center in downtown Dayton is a world-class performing arts center and the home venue of the Dayton Philharmonic Orchestra, Dayton Opera, and the Dayton Ballet. In addition to philharmonic and opera performances, the Schuster Center hosts concerts, lectures, and traveling Broadway shows, and is a popular spot for weddings and other events. The historic **Victoria Theatre** in downtown Dayton hosts concerts, traveling Broadway shows, ballet, a summertime classic film series, and more. **The Loft Theatre**, also downtown, is the home of the Human Race Theatre Company. **The Dayton Playhouse**, in West Dayton, is the site of numerous plays and theatrical productions.

Dayton is the home to several ballet companies including:

- **The Dayton Ballet**, one of the oldest professional dance companies in the United States. The Dayton Ballet runs the Dayton Ballet School, the oldest dance school in Dayton and one of the oldest in the country. It is the only ballet school in the Miami Valley associated with a professional dance company.
- **The Dayton Contemporary Dance Company** (established in 1968), which hosts the largest repertory of African-American-based contemporary dance in the world. The company travels nationally and internationally and has been recognized by critics worldwide.

The **Levitt Pavilion Dayton** is part of a national network of outdoor Levitt music venues. Levitt AMP concert sites are dedicated to strengthening the social fabric of communities in America through free, live music in public spaces.





## EDUCATION

### Colleges and Universities

The Dayton area was ranked tenth for higher education among metropolitan areas in the United States by Forbes in 2009. There are 26 institutions of higher learning within Dayton including medical, law and engineering. The city is home to two major universities. The **University of Dayton** is a private, Catholic institution founded in 1850 by the Marianist order. It has the only American Bar Association (ABA)-approved law school in the Dayton area. The University of Dayton is Ohio's largest private university and is also home to the University of Dayton Research Institute, which ranks third in the nation for sponsored materials research, and the Center for Tissue Regeneration and Engineering at Dayton, which focuses on human tissue regeneration.

**Wright State University** became a state university in 1967. Wright State University established the National Center for Medical Readiness, a national training program for disaster preparedness and relief. Wright State's Boonshoft School of Medicine is the Dayton area's only medical school and is a leader in biomedical research.

Dayton is also home to **Sinclair Community College**, the largest community college at a single location in Ohio and one of the nation's largest community colleges. Sinclair is acclaimed as one of the country's best community colleges and occupies about 80 acres in downtown.

Other schools just outside Dayton that shape the educational landscape are Antioch College and Antioch University, both in Yellow Springs, Central State University in Wilberforce, Kettering College of Medical Arts and School of Advertising Art in Kettering, DeVry University in Beavercreek, Cedarville University, Clark State Community College and Wittenberg University in Springfield. The **Air Force Institute of Technology**, which was founded in 1919 and serves as a graduate school for the United States Air Force, is at the nearby Wright-Patterson Air Force Base.

### Public Primary and Secondary Schools

**Dayton Public Schools** operates 34 schools that serve 16,855 students.

The city of Dayton has more than 35 **private schools** within the city.

Dayton has 33 **charter schools**. Three of the top five charter schools named in 2011 are K-8 schools managed by National Heritage Academies.

THE OREGON DISTRICT



UNIVERSITY OF DAYTON



WRIGHT STATE UNIVERSITY



DOVE "LOVE" MURAL





## COMMUNITY OVERVIEW

### Demographics

The 2013 census population estimate showed a slight Dayton population increase for the first time in five decades. There were 137,571 people and 56,572 households residing in the city.

The racial makeup of the city was 51.7% White, 42.9% African American, 0.3% Native American, 0.9% Asian, 1.3% from other races, and 2.9% from two or more races. Hispanic or Latino of any race were 3.0% of the population.

There were 56,572 households, of which 28.3% had children under the age of 18 living with them, 25.9% were married couples living together, 21.4% had a female householder with no husband present, 5.9% had a male householder with no wife present, and 46.8% were non-families. 38.8% of all households were made up of individuals, and 11.2% had someone living alone who was 65 years of age or older. The average household size was 2.26, and the average family size was 3.03.

The median age in the city was 34.4 years. 22.9% of residents were under the age of 18; 14.2% were between the ages of 18 and 24; 25.3% were from 25 to 44; 25.8% were from 45 to 64, and 11.8% were 65 years of age or older. The gender makeup of the city was 48.7% male and 51.3% female.

### Economy

Dayton's economy is relatively diversified and vital to the overall economy of the state of Ohio. **In 2008 and 2009, Site Selection magazine ranked Dayton the #1 medium-sized metropolitan area in the U.S. for economic development.** Dayton is also among the top 100 metropolitan areas in both exports and export-related jobs, ranked 16 and 14 respectively by the Brookings Institution. The 2010 report placed the value of exports at \$4.7 billion and the number of export-related jobs at 44,133. The Dayton Metropolitan Statistical Area ranks 4th in Ohio's Gross Domestic Product with a 2008 industry total of \$33.78 billion.

In 2010, Bloomberg Businessweek ranked Dayton as one of the best places in the U.S. for college graduates looking for a job. Companies such as Reynolds and Reynolds, CareSource, DP&L, AES Inc., LexisNexis, Kettering Health Network, Premier Health Partners, and Standard Register have their headquarters in Dayton.



"ART IN THE CITY"



LEVITT PAVILION DAYTON



CELTIC FEST PARADE



PLEIN AIR ARTIST

## COMMUNITY OVERVIEW, continued

### Government

The Dayton City Commission is composed of the mayor and four city commissioners. Each city commission member is elected at-large on a non-partisan basis for four-year, overlapping terms. All policy items are decided by the city commission, which is empowered by the City Charter to pass ordinances and resolutions, adopt regulations, and appoint the city manager. The city manager is responsible for budgeting and implementing policies and initiatives. Dayton was the first large American city to adopt the city manager form of municipal government, in 1913.

### Tourism

Tourism also accounts for one out of every 14 private sector jobs in the county. Tourism in the Dayton region is led by the National Museum of the United States Air Force at Wright-Patterson Air Force Base, the largest and oldest military aviation museum in the world. The museum draws over 1.3 million visitors per year and is one of the most-visited tourist attractions in Ohio. The museum houses the National Aviation Hall of Fame.

Other museums also play significant roles in the tourism and economy of the Dayton area. The Dayton Art Institute, a museum of fine arts, owns collections containing more than 20,000 objects spanning 5,000 years of art and archaeological history. The Dayton Art Institute was rated one of the top 10 best art museums in the United States for children. The Boonshoft Museum of Discovery is a children's museum of science with numerous exhibits, one of which includes an indoor zoo with nearly 100 different animals.

There are also some notable historical museums in the region. The Dayton Aviation Heritage National Historical Park, operated by the National Park Service, commemorates the lives and achievements of Dayton natives Orville and Wilbur Wright and Paul Laurence Dunbar. The Wright brothers' famous Wright Flyer III aircraft is housed in a museum at Carillon Historical Park. Dayton is also home to America's Packard Museum, which contains many restored historical Packard vehicles. SunWatch Indian Village/Archaeological Park, a partially reconstructed 12th-century prehistoric American Indian village, is on the south end of Dayton; it is organized around a central plaza dominated by wood posts forming an astronomical calendar. The park includes a museum where visitors can learn about the Indian history of the Miami Valley.





## COMMUNITY OVERVIEW, continued

### Healthcare

The Dayton region has several key institutes and centers for health care. The Center for Tissue Regeneration and Engineering at Dayton focuses on the science and development of human tissue regeneration. The National Center for Medical Readiness (NCMR) is also in the Dayton area. The center includes Calamityville, which is a disaster training facility. Over five years, Calamityville is estimated to have a regional economic impact of \$374 million. Also, the Neurological Institute at Miami Valley Hospital is an institute focused on the prognosis, treatment, and research of neurological disorders. Two of Dayton's largest healthcare employers, Premier Health and CareSource are in downtown.

Ten hospitals located in the region received 5-star ratings for their areas of specialty. Fifteen medical facilities are in the Dayton Region (including hospitals).

### Research, development, aerospace, and aviation

The Dayton region is known for its high concentration of aerospace and aviation technology. Dayton has been designated as Ohio's aerospace innovation hub, and the state's first such technology hub. Major United States research and development organizations have leveraged Dayton's historical leadership in aviation and maintain their headquarters in the area: The National Air and Space Intelligence Center (NASIC) and the Air Force Research Laboratory (AFRL). Both have their headquarters at Wright-Patterson Air Force Base.

Several research organizations support NASIC, AFRL, and the Dayton community. The Advanced Technical Intelligence Center is a confederation of government, academic, and industry partners. The University of Dayton Research Institute (UDRI) is led by the University of Dayton. The Cognitive Technologies Division (CTD) of Applied Research Associates, Inc., which carries out human-centered research and design, is headquartered in the Dayton suburb of Fairborn. The city of Dayton has started Tech Town, a development project to attract technology-based firms and revitalize the downtown area. Tech Town is home to the world's first RFID business incubator. The University of Dayton-led Institute for Development & Commercialization of Sensor Technologies (IDCAST) at TechTown is a center for remote sensing and sensing technology. It is one of Dayton's technology business incubators housed in The Entrepreneurs Center building.



ME'YANNA BERRY CO.



SALAR PATIO



"ART IN THE CITY"



EmBARK — DAYTON DOG SUPPLY



## COMMUNITY OVERVIEW, continued

### Airport

Dayton International Airport has nearly 80 daily arrivals and departures servicing the majority of the major airlines. Additionally Dayton/Montgomery County offers The Dayton-Wright Brothers Airport and Moraine AirPark—smaller airports for private aircraft use.

### Sports

**Dayton Dragons:** The Day Air Ballpark opened in 2000 and has a capacity of 7,230. It is the home of the Dayton Dragons, a Midwest League team and Single-A affiliate of the Cincinnati Reds. The venue features two deck seating and large skyboxes making it comparable to a Triple-A field. The Day Air Ballpark 2023 event schedule includes Dayton Dragons, Great Lakes Loons, and West Michigan Whitecaps.

**Dayton Dutch Lions FC:** United Soccer League

### Media

#### Newspaper:

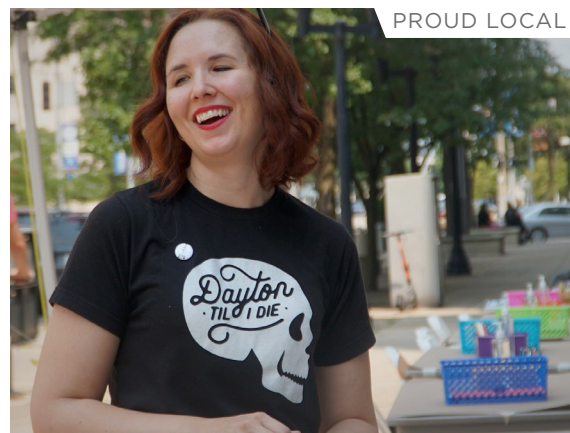
Dayton Daily News, Dayton Business Journal, and suburban newspapers.

#### TV:

Six major networks and cable systems and community access channels.

#### Radio:

17 radio stations with various formats.



# ORGANIZATIONAL OVERVIEW, SKILLS AND EXPERTISE

## PRESIDENT AND CEO

Downtown Dayton Partnership (DDP)

### OVERVIEW:

The President and CEO is responsible for planning, implementing, and managing all programs and policies of the Downtown Dayton Partnership and is a key member of the civic leadership of Dayton.

Downtown Dayton is represented by a Special Improvement District (SID) founded in 1996. The SID is a zoned district of Dayton, Ohio, and spans 70 blocks of the city. The Downtown Dayton Partnership (DDP) was founded in 1993, as a State of Ohio chartered 501(c)3 not-for-profit organization charged with the revitalization, development, promotion, and management of Downtown Dayton.

The DDP is dedicated to making Dayton a great place in which to invest, work, shop, live and play. As a major stakeholder in Dayton, the association works in partnership with business and government to develop and implement programs that will strengthen the physical and economic vitality of Dayton and help maintain its position as a welcoming and progressive destination.



above | Oregon District Vigil

below | Barrel House Patio

### Budget:

DDP—Approximately **\$2.1M**  
(with \$1.6M derived from the SID).

### Staff:

The staff includes the President along with eight full-time staff and three part-time employees. Contract employees include clean and safe ambassadors, interns and volunteers who work year-round to fulfill the needs of Downtown Dayton.

### Board:

The DDP Board consists of 40 voting members who serve 3-year terms. There is a separate SID Board. The DDP board meets monthly and the SID Board meets quarterly. Members of the DDP Board also sit on organizational committees.



## PRESIDENT AND CEO RESPONSIBILITIES

**Organizational Management:** Provides the vision for the work program of the DDP. Is responsible for sound financial and overall management of the Partnership. Is responsible for ensuring the effectiveness, quality and efficiency of the Partnership and BID in accomplishing their goals. Develops, supports, and empowers a professional and diverse staff that works effectively internally and with external partners to accomplish the mission and goals of the organization.

**Strategic Planning:** Convenes internal and external stakeholders to evaluate, plan and implement key market opportunities and/or key neighborhood strategies. Carries out policy decisions of the various boards of directors of the Partnership and its subsidiary organizations.

**Board Management:** Engages DDP board members at regular board meetings and on an ongoing basis as appropriate. Sets the workplan and agenda for board meetings in consultation with board leadership. Works to expand engagement from board members to drive the work of the Partnership.

**Business Improvement District:** Serves as the President of the Dayton Downtown Partnership and Dayton Special Improvement District. This role ensures the effective and efficient delivery of services specified by the organization's charter.

**Business Development:** Develops and maintains relationships with key stakeholders, partners, and prospects to help attract new, high-quality jobs, retailers, and housing options to the center city. Works with downtown businesses, building owners, and retailers to retain and grow their jobs and investments in the center city. Provides leadership among interested parties in the city toward reaching the maximum potential for the economic and social vibrancy of Downtown Dayton.

**Advocacy:** Advocates for policies and plans and implements key initiatives that support the recruitment and retention of investment in the center city and the mission of DDP. Partners with elected officials, City staff, internal and external stakeholders, and other organizations on these efforts.

**Marketing and Communications:** Represents the DDP and Special Improvement District in all matters related to the organization, neighborhood groups, civic organizations, chambers of commerce, professional associations, government, special interest groups, etc. Is knowledgeable of and makes "cutting edge" innovative use of social media and new and emerging technology.

- The President will work in conjunction with the Board, staff, and other stakeholders to accomplish DDP's mission to develop a new Strategic Plan.
- Must ensure small businesses are included and served as well as large, corporate stakeholders and developers.
- Assure that the DDP has a strategy, measurable objectives, and a relevant work plan to achieve its mission.
- Promote the active involvement of Board members, committees, DDP members and other volunteers in all areas of DDP's work.
- Seek out and secure sponsorship and grant opportunities to augment funding.
- Identify and develop Partnerships to broaden DDP resources.
- Maintain a working knowledge of significant developments and trends in areas that impact downtown Dayton and DDP members. This includes global, national, and local trends and best practices.
- Establish and maintain effective working relationships with City agencies, elected officials, and other organizations to help achieve DDP's mission and Management Plan.
- Represent DDP's programs, positions and accomplishments to public agencies, other organizations, and the media and press.
- Actively and aggressively seek out a diverse array of community input—must be an excellent listener.
- Operate DDP as an effective business entity, in compliance with the Downtown Plan, federal, state, and local regulations and assure its fiscal health.
- Maintain official records and documents to ensure compliance with federal, state, and local regulations.
- Work with staff and the Finance Committee on an annual budget, approved by the Board of Directors.
- Ensure good governance of the organization in compliance with by-laws and code of regulations.
- Oversee the preparation, timeliness, and accuracy of financial reports.
- Oversee the annual review and/or audit of DDP's financial records.
- Manage relationships with outside vendors.



## REQUIRED SKILLS AND EXPERIENCE

**The President must be a masterful collaborator** who engages and works with diverse stakeholder groups including employers, developers, brokers, retailers, residents, community groups, and government officials. The President should also possess a deep commitment to enhancing and leading a culture that reflects the values of DDP. **The President must also possess the following:**

- Significant experience involving city planning, preferably in the areas of government, real estate development, finance, membership development, marketing, events, or business management.
- Extensive project management and team leadership experience incorporating accountability, proactive and independent development of work plans, timelines, and budgets.
- Proven experience with financial and fiscal accountability.
- Demonstrated ability to make presentations to large groups. Must also possess the ability to “share the room” as appropriate with staff and board.
- Demonstrated experience with public/private alliances.
- Act as a champion for small and independent businesses.
- Commitment to openness and compliance with public records laws and procedures.
- Demonstrated global perspective and the ability to innovate and articulate a strong vision for the city and the organization—inspirational.
- Ability to initiate and manage effective relationships and alliances with a diverse and dynamic array of civic leaders, internal and external partners, and business leaders.
- Demonstrated ability to work effectively with government entities both at the administrative and elected levels.
- High level of emotional intelligence.
- Demonstrated sensitivity and commitment to diversity and inclusion.
- Strong analytical skills and well-developed business acumen; natural relationship management instincts; savvy for gaining buy-in from diverse stakeholders.
- A metrics-driven, entrepreneurial mindset that informs strategy and work.
- Commitment to city building.
- Demonstrated ability to use leadership skills and personality to inspire and lead a team to “get things done.”
- The ability to succeed in a distinct, progressive, and dynamic culture.
- Ability to easily network and establish rapport and connections with individuals and groups.
- Flexibility and a sense of humor.
- Flexibility to work varied hours for events and to meet deadlines.
- The President must be a visionary and inspirational leader.



*“Downtown in Focus” Photography Contest Submission*

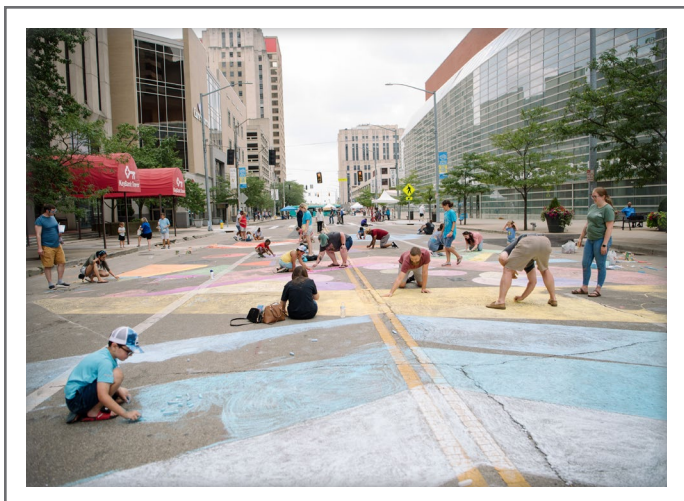
## LEADERSHIP SKILLS

### ANALYSIS AND DECISION-MAKING

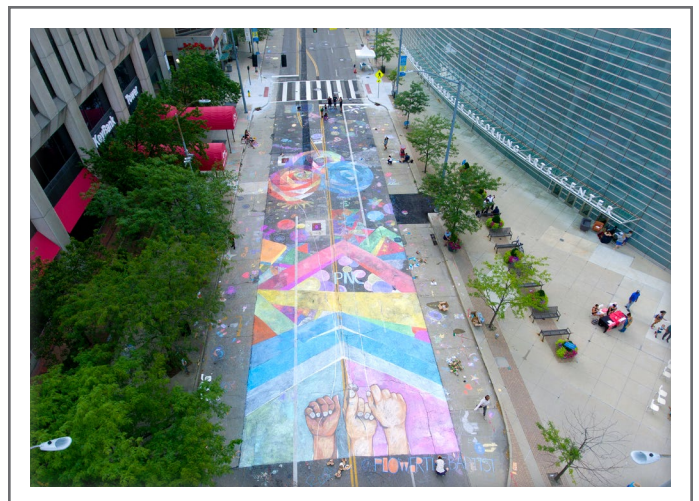
- Possesses executive, strategic, and long-term critical thinking capacity with ability to absorb, analyze and retain large amounts of economic, business, demographic, and people-relationship data.
- “Ambidextrous” leadership skill— Can manage and deliver current mission and key roles while seeking future trends and needs and readying organization for the future.
- Demonstrated integrity and character. Will do the “right thing” and is a reliable partner and colleague.
- Ability to effectively make judgments based on intuition, experience and data while recognizing themes, patterns, and trends in disparate data. Probes and digs for follow-up and additional information.
- Is flexible and open to ideas, opinions, and perspectives. Integrates own and others’ ideas into a cohesive perspective and plan of action.
- Develops logical approaches and sequences of steps to move an opportunity or project forward in the development process.
- Must have demonstrated capacity to lead and manage a large, entrepreneurial, organization.

### LEADERSHIP AND INFLUENCE

- Builds common ground, convergence, and consensus about the future direction of the organization and downtown development initiatives.
- Effectively delivers presentations, proposals, and reports to diverse stakeholder groups; possesses effective public, group, and one-on-one communication skills.
- Exhibits strong executive presence as reflected by behavior, appearance, demeanor, and posture with a highly visible leadership presence for the DDP.
- Thinks and responds effectively in real time and “off the cuff.” Listens to others’ ideas and opinions, practices active listening.
- Uses a thoughtful and deliberative decision-making style, weighing risks and impacts on stakeholders.
- Collaborates, supports, and shares credit for success with staff and stakeholder groups.
- Understands the emotions of others and understands how their behavior affects others.
- Acts as an ambassador for the downtown organization and for the community.
- Must be both a good educator and an empowering, supportive leader. Culturally sensitive with demonstrated commitment and understanding of the value of diversity.



*“Chalk the Block” Participants*



*“Chalk the Block” Aerial View*



## LEADERSHIP SKILLS, continued...

### RELATIONSHIPS AND COLLABORATION

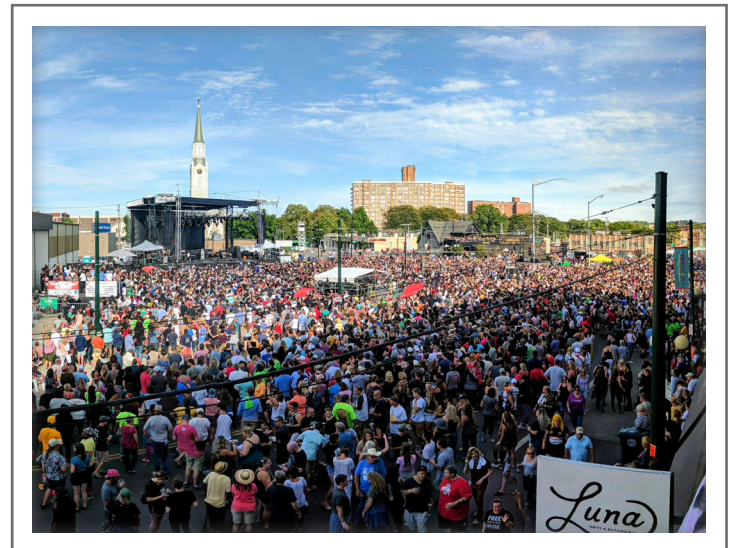
- Develops effective relationships and open channels of communication with stakeholder groups, owners of potential projects, resource groups, media, etc. Possesses an ability to communicate and “sell” new ideas to diverse stakeholders.
- Effective and creative in identifying and growing additional resources and funding sources to leverage investment of stakeholders and build partnerships.
- Understands the needs, goals, and motivations of external stakeholder groups as well as staff, board, peers, and direct reports. Identifies and proactively manages competing needs, goals and concerns among stakeholder groups and communities.
- Proven ability to build strategic partnerships along with demonstrated collaboration skills.
- Proven ability to recognize and pursue opportunities regardless of available resources.
- Intrinsically motivated to develop and implement new ideas from concept to implementation.

### INTERPERSONAL CHARACTERISTICS

- “Honest Broker” — Recognition across sectors as a trusted, objective, authentic, and credible leader.
- Charismatic and collaborative.
- Mission driven and focused with a sense of urgency — tenaciously displays passion and conviction.
- Thoughtful and analytical.
- Action-oriented, “get it done” professional with a passion for change and a willingness to think locally and regionally.
- Expert listener.

### SELF MANAGEMENT, ACHIEVEMENT, AND ETHICAL INTEGRITY

- Possesses a strong sense of personal integrity, duty, and responsibility. Upholds ethical practices.
- Demonstrates strong personal commitment to the organization and its long-term success.
- Demonstrates the importance of confidentiality with all stakeholders.
- Understands the risks inherent in projects and negotiation tactics; takes appropriate steps to mitigate risk while keeping ethics in mind.
- Manages time effectively and in relation to priorities.
- Conveys confidence, passion, and poise. Recognizes, regulates, and manages emotions and stressors.
- High level of personal energy. Engages in continuous learning.
- Performs tasks outside the normal role as needed.



*"Gem City Shine"*

### EDUCATION

- Bachelor's degree in business, economics, public policy, urban planning, marketing and communications, or an equivalent combination of education, training, and expertise preferred. Master's degree a plus.



Children Painting at Art in the City

### Acknowledgments:



A special thank you to the following organizations & strategic partners for providing content and pictures.

#### Downtown Dayton Partnership

[downtowndayton.org](http://downtowndayton.org)

#### Dayton Convention and Visitors Bureau

[daytoncvb.com](http://daytoncvb.com)

#### Dayton Area Chamber of Commerce

[daytonchamber.org](http://daytonchamber.org)

#### Dayton Development Coalition

[daytonregion.com](http://daytonregion.com)

#### Dayton City Wide Development Corporation

[citywidedev.com](http://citywidedev.com)

#### City of Dayton

[daytonohio.gov](http://daytonohio.gov)

#### Montgomery County

[mcoho.org](http://mcoho.org)

#### Jobs Ohio

[jobsohio.com](http://jobsohio.com)



**EXECUTIVE  
SEARCH  
CONSULTANTS**

*Integrity  
Knowledge  
Service*

## COMPENSATION

A competitive compensation package will be provided.

## APPLICATIONS

Electronic applications preferred.

### Send Nominations & Applications to:

**David Smith** | [dpsmith@hrsinc.com](mailto:dpsmith@hrsinc.com)

### Please reference the subject line:

DDP President and CEO

### APPLICATION DEADLINE:

April 28, 2023

### The DDP Search Team:

- **David P. Smith**  
Engagement Manager
- **David N. Ginsburg**  
Partner
- **Weida Tucker**  
Partner

### Additional photo credit links, in order by page:

- (1) [FreePik.com](http://FreePik.com)
- (9) [Dayton Convention and Visitors Bureau](http://Dayton Convention and Visitors Bureau)
- (10) [University of Dayton & Chronicle.com](http://University of Dayton & Chronicle.com)
- (14) [Livability.com](http://Livability.com)

Graphic Design by Lauren DiColli Hooke