Executive Search for Chief Executive Officer
Great Plains Development Authority
Opportunity Profile
Chief Executive Officer

ORGANIZATIONAL BACKGROUND
The Great Plains Industrial Park (GPIP) is a 13,951 acre park located in Labette County, Southeast Kansas and is the site of the former Kansas Army Ammunition Plant (closed as part of the 2005 BRAC Act).

Centrally located between Tulsa, OK, Kansas City, MO, Wichita, KS, and Springfield, MO, it is serviced by major east-west and north-south highways and by the Union Pacific and Burlington Northern Railways. The Port of Catoosa is located 90 miles south and two major airports are situated within two hour drive of the facility.

The park has parcels as large as 3,000 acres and a large number of available operations and storage buildings. The facility has its own water and sewage treatment systems, more than 100 miles of roadway and 30 miles of improved rail capable of supporting unit trains.

The Great Plains Development Authority (GPDA) has been commissioned to serve as the Local Redevelopment Authority (LRA) with the mission of accepting, marketing, developing and managing the new Great Plains Industrial Park.

The acreage that comprises the Great Plains Industrial Park was originally amassed to form the Kansas Army Ammunition Plant (KSAAP) during WW II. For nearly seven decades, residents from throughout the four-state area manufactured mortars, missiles, grenades and the sophisticated Sensor Fused Weapon. During WW II, its employment reached a peak of 7,358 people. During the Gulf War, in 1991, private contract operator Day & Zimmermann employed 1,302 people.

To accommodate Congress’ efforts to streamline America's military operations, KSAAP was placed on the 2005 Base Realignment and Closure list. All production operations ended in 2008.

The Great Plains Development Authority was created under Kansas Statutes by the Labette County Commission to acquire and develop a large portion of the property to offset the loss of jobs, ensure remediation efforts and to return the property to productive use. Recently, a portion of the site was transferred from the United States Army to the Great Plains Development Authority (a quasi-municipality).

REDEVELOPMENT
Redevelopment efforts for the former Kansas Army Ammunition Plant were not entered into lightly. Top professional assistance was sought to develop a use that was...
compatible with the property and to develop a realistic plan for the community. RKG Associates, Inc. delivered a product that has become a living resource for the staff and board and is reviewed and amended, as necessary, each year.

The “Infrastructure Master Plan” was the result of a nearly year-long study by engineers with Matrix Design Group, Inc. The comprehensive report covers analysis of roads, bridges, agricultural land, water and waste water systems, rail operations, structural observations and more. The Master Redevelopment Plan was amended in 2009, to include this study.

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**GREAT PLAINS PROPERTY**

The Great Plains Industrial Park offers:
- Large single-owner tracts
- 30 miles of rail connected to the Union Pacific
- Water and waste water plants already in operation
- Kansas’ lowest electric rates through Westar Energy
- Just 90 miles north of the Port of Catoosa, by rail
- Nearby fiber optics

Of the industrial park’s total acreage, less than 12 percent has been determined contaminated (by a joint concurrence of the EPA, Kansas Department of Health and Environment, and the US Army). The large uncontaminated acreage is due to the fact that extremely large buffer zones were created around all production and storage areas. Today those zones offer thousands of acres of ready-to-build brownfields.

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**Road Access**

Kansas was recently rated as having the best highways in the entire United States. This underscores the Kansas Department of Transportation’s aggressive plans over the past 20 years to upgrade roads throughout the state. Fortunately GPIP is located on U.S. 400, the major east-west route through southern Kansas - a route that is also listed as the No. 3 Congressional Priority Corridor in the U.S.

This super-two lane, on four-lane right-of-way provides a hint of what U.S. 400 will look like in the future. Already plans are being made to turn the eastern most 28 miles that connects to I-44 into a four-lane, limited access freeway.

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**Rail Access**

GPIP has a direct connection to the Union Pacific Rail Road. GPIP’s ownership of the rail switching yards makes connections to shipping and receiving by rail an easy option. With 30 miles of rail on site, servicing parcels of all sizes, there’s a tract of land that can meet the needs of every kind of industry. The Burlington Northern Santa Fe Railroad is 17 miles east connected by short rail.

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**Port of Catoosa**

Locating an industry at the Great Plains Industrial Park provides ready access to all the eastern waterways of the U.S., as well as international shipping options through the Gulf of Mexico. The Port of Catoosa is only 90 miles south of the park, by rail.
Opportunity Profile

Chief Executive Officer

Air Connections
Parsons has several commercial airports from which to choose, depending on your choice of carrier and flight route.
- Tulsa (OK) International - 2 hours
- Kansas City International - 2-1/2 hours
- Wichita Mid-Continental - 2-1/2 hours
- Joplin (MO) Regional - 1 hour

Parsons also has a city-owned multi-use airport west of the community that has one 5,000 foot long runway, 75 feet wide. The terminal was totally renovated in 2009 and hosts visiting pilots in comfort. Hanger space is available.

POSITION PROFILE
The Great Plains Development Authority is looking for an experienced economic development professional with both business investment experience and a background in industrial property development. Candidates with a background in planning, engineering property management, site location consulting, land use planning and public finance should consider applying for the position.

The person selected will report to the Board of Directors of the Great Plains Development Authority and will be the Chief Executive Officer.

Must be a self-starter with significant experience in the economic development field or a comparable role in an institutional or government entity. The person must be an effective communicator, a people person, confident and who will bring enthusiasm, competence and a sense of strength to the position.

RESPONSIBILITIES
- Provide leadership, strategy and administrative direction in the development of the GPIP and infrastructure investment priorities of the former US Army Kansas Ammunition Plant property
- Establish a coordinated economic development strategy with the State of Kansas and other governmental partners to establish the GPIP park as a preferred site for attracting new industrial and corporate investment and facilities and resulting new employment
- Create a new branding and marketing initiative that will result in improved regional and national visibility for attracting new business investment leads and interest
- Develop an internal business intelligence capacity for research and analysis to support a comprehensive external marketing effort to influence business location decisions
- Establish GPDA as a premier economic development partner in the region and state
- Advise GPDA Board on strategies for obtaining and managing professional services dealing with legal, environmental, architectural, and planning issues
- Responsible for the overall direction and management of staff resources and a culture of accountability which allows staff members to be successful in completing their mission
- Direct and manage the administrative functions of the organization including budget preparation and control, contract management, property negotiation, and grant proposals
- Establish a positive working relationship with all public officials and administrative leaders in federal, state and local government agencies

BUDGET:
$1.3 million

STAFF - 9 employees in 2013

BOARD OF DIRECTORS - Nine Board Members appointed by Labette County for a three-year term. One or more ex-officio members may be appointed by the GPDA Board of Directors
Opportunity Profile
Chief Executive Officer

- Serve as the principal spokesperson for the organization in making the case for an aggressive economic development agenda in Kansas and the region
- Work with the Board to develop the Master Plan implementation strategy and provide leadership in the transformation of the GPDA as a competitive economic development organization focused on attracting new corporate and institutional investment and resulting job growth
- Provide direction to staff and consultants in the Master Plan implementation that includes land acquisition, land development, contract negotiations and financing alternatives for infrastructure
- Establish and direct a comprehensive business development strategy for the Park, which identifies cluster industries with the greatest potential for location and targeted companies likely to be interested in Southeast Kansas for new facilities and investment

KNOWLEDGE AND EXPERIENCE
- Ten or more years of substantial management and marketing experience with a for-profit or not-for-profit organization engaged in economic development or industrial park or commercial development
- Effective record of working with federal, state and private funding sources to complete infrastructure and environmental projects. Important in completing a new building or complex
- Board management experience and utilization of volunteer business and community leaders in community development programs
- An open communicator who can provide timely information, minimize conflict and implement policy initiatives
- Strong real estate experience in industrial, commercial and mixed use developments
- A negotiator with the ability to oversee the implementation of complex real estate development projects
- Experience in developing and managing operating budgets for capital projects involved in real estate developments
- An effective manager of people with a solid performance of motivating staff
- A proven consensus builder among diverse constituencies who is able to reach a positive solution
- A collaborative leader who shares credit and successes with others
- Effective management skills: a history of people and project management, both tactical and strategic planning experience, a commitment to teamwork; the ability to delegate and hold others accountable
- A networker who builds productive relationships with others throughout the public and private sectors and maintains a wide network of professional contacts who can be leveraged on behalf of the organization’s goals
- Experience as a business development advocate with a proven track record of successfully completed deals that resulted in new employment and capital investment
- Successful deal maker in projects involving locational site consultants, corporate officers and public sector officials at the federal, state and local level

EDUCATION
- Bachelor’s degree from an accredited college or university is required
- Advanced degree is desirable
- Economic Development certification or industry certification in a related field is a plus
- Prior experience with the Base Realignment and Closure process is a plus.

COMPENSATION
Salary will be competitive and commensurate with experience and qualifications.
Opportunity Profile
Chief Executive Officer

PERSONAL CHARACTERISTICS
- Hands-on leadership style
- Highest standards of ethics and integrity in all personal and professional matters
- A presence of competence and enthusiasm for taking charge and leading the GPDA
- A personal confidence in dealing with people at all levels of an organization
- A high energy professional known for getting the job done while working well with others
- An excellent communicator with people at all levels of an organization, and in public situations
- An effective writer who utilizes computer technology and social media in accomplishing the task at hand

REFERENCES & BACKGROUND INFORMATION
It is policy to complete an extensive background and reference check of candidates. Once strong mutual interest has been established, candidates are asked to provide a list of references that should include, but not be limited to, a supervisor, a peer, and a subordinate, when applicable. JCI will respect the issue of confidentiality and will conduct the reference checks accordingly. Candidates will be asked to sign an authorization to release information for the purpose of background investigation, which may include verification of education, credit check, criminal and driving records. Should an offer be extended prior to the completion of these checks, the offer will be made contingent on the successful completion of the reference and background checks.

CONFIDENTIALITY/EQUALITY STATEMENT
We fully respect the need for confidentiality of information supplied by interested parties and assure them that their background and interest will not be discussed with anyone outside the Search Committee without their prior consent, nor will reference checks be made until mutual interest has been established. The Great Plains Development Authority firmly represents the principles and philosophy of equal opportunity for all individuals, regardless of race, gender, sexual orientation, age, creed, disability or national origin.

PARSONS, KS
Parsons is located in an area of flat plains and rolling hills in northern Labette County. Historically, Parsons began as a railroad town and it is still a transportation hub served by the Union Pacific and highways US-59 and US-400. The city is small enough to have a strong sense of community, yet it's big enough to support an excellent school system, a community college, a state-of-the-art level III trauma and medical center, two museums, and a wonderful park system. Parsons was winner of the Great American Main Street Award in 2006 and an All American City in 2003. For metropolitan needs, Parsons has access to Kansas City, Tulsa, and Wichita, all of which are within 2 hours driving time. Parsons is a Tree City U.S.A. and is filled with numerous parks, historic neighborhoods, an arboretum and a biking/hiking trail.

The GPIP is located in the heart of Southeast Kansas in Labette County just outside of the county's largest community, Parsons (pop. 11,000). In the past 10 years Parsons has become a prospering community, due largely to an aggressive volunteer effort to attract and locate the greatly enhanced highway route of U.S. 400. Its realignment north of town as a super-two lane, on four-lane right-of-way, has helped foster a great amount of development along the outer edge of the community.
Opportunity Profile
Chief Executive Officer

STRATEGIC PLAN
The City of Parsons, in conjunction with Great Plains, sought to improve their competitive position through the development and implementation of an economic development strategy. AngelouEconomics was selected as the consultant to help guide the strategic planning process.

AngelouEconomics brought together a team of site selection consultants, economic development practitioners, planners and researchers to provide an innovative economic development plan for the city. This team completed a comprehensive community assessment, identified target industries based on the presence and strength of existing industry clusters, local and national industry growth trends, the competitive assets that makes Parsons a desirable location for specific industries, and the “fit” of the potential industry with Parsons’ community vision.

The project team utilized the information collected from the previous studies to provide a comprehensive Action Plan and Implementation Strategy which contains recommendations for business climate, sites and infrastructure, quality of life, tourism, workforce development and education, and marketing and promotions.

BUSINESS CLIMATE
Kansas offers a diverse economy perfect for a new business. Building from an agribusiness base, the state today is thriving and competitive in manufacturing, professional services and wholesale and retail trades. CNBC, Forbes, Site Selection and Area Development magazines, all of which have named Kansas a premiere state for business.

International companies like Mars, Caterpillar, AMC Theatres, Cerner, Teva, Rubbermaid, Spirit Aerosystems and Cargill all have a Kansas address because they saw the advantages.

Strengthened efforts to grow business in Kansas are paying off; there is a surge in key industries, such as alternative energy, distribution, bioscience and advanced manufacturing. The state’s leadership is innovative and forward thinking, continuing to approve new programs to help promote Kansas for existing as well as targeted new industries.

KANSAS LOCATIONAL STRENGTHS
- Kansas is a Right-to-Work State with union membership well below the national average
- Inventory Tax Exemption-All merchant and manufacturer’s inventories are exempt from property taxes
- No Local Income Taxes-Kansas cities and counties do not impose earning taxes on personal or corporate income
- No Kansas Franchise Tax-In 2011 the franchise tax ended
- Workers Compensation-Kansas workers compensation ranks the 9th lowest in the entire US
- Machinery & Equipment Property Tax Exemption-Commercial and industrial machinery/equipment acquired by purchase or lease or transfer is exempt from sales & local property tax

For more information on business incentives in Kansas visit
Opportunity Profile
Chief Executive Officer

WORKFORCE
Southeast Kansas labor basin consist of six Kansas and three Oklahoma counties with a population of 201,687 (Civilian workforce is 86,680).

Kansas Department of Commerce offers two training programs: Kansas Industrial Training (KIT) and Kansas Industrial Retraining (KIR) that provide training funds to companies to offset cost of training employees.

QUALITY OF LIFE
Parsons is the heart of Labette County, Kansas. It is located where the gently rolling hills meet the plains offering nature lovers the best of both. Parsons offers small town charm while offering a wide array of natural and cultural activities for all ages.

Take advantage of excellent school systems, a nationally recognized community college, two historical museums, growing parks and recreation system and a multi-million dollar, state of the art Trauma III Medical Center.

Annual community events include Community Concert Series at the renovated 1920s Parsons Municipal Auditorium; Katy Days Festival celebrating Parsons rich railroad heritage; Music in the Park, a free summer concert series at the Seaton Family Pavilion; Osage Prairie Bike Ride; Southeast Kansas Farm Heritage Celebration; Balloons, Bikes, Blues & Barbeque; Art Walk in our nationally recognized Downtown area; and lots of local traditions including a large Holiday Parade in December, St. Patrick’s Day celebration and much more.

The mild climate of Southeast Kansas makes outdoor recreational opportunities a favorite pastime for residents. Parsons has a disc-golf course, a youth inspired skate park, 14 park areas and two different walking, hiking and biking trail systems. One of only seven Arboretum’s in the state of Kansas to enjoy floriculture and more than 150 species of trees. In addition, Parsons has two public nine hole golf courses and a historic community zero-entry swimming pool with two water slides and a sunbathing deck.

Hunting and fishing opportunities in Parsons and Labette County led to the city being named as a “Top 10 Whitetail Town” in the country in Outdoor Life Magazine. The industrial park is home to the newest state wildlife reserve, the Grand Osage Wildlife Area which occupies 3,000 acres of land. Fishermen can take advantage of the Army Corps of Engineer’s Big Hill Lake and Lake Parsons, both of which host regional tournaments. In addition, both lakes offer RV and primitive camping opportunities throughout the year.

After a day of activities residents can unwind in one of many home grown restaurants. The entrepreneur spirit in Parsons thrives due to an aggressive community economic development program and partnership with the Downtown Main Street association. Labette Community College and nearby Pittsburg State University offer business and educational opportunities to compliment the city’s economic development efforts.
Opportunity Profile

Chief Executive Officer

City life is nearby in metropolitan areas such as Kansas City, Tulsa and Wichita within 2 hours (driving time) and offer amenities such as professional sports, NASCAR, destination casinos and arts and cultural activities.

COLLEGES

Labette Community College  Parsons, KS
Labette Community College, located in Parsons, is dedicated to meeting the needs of adults who attend on a part-time or evening basis, in addition to the needs of traditional two-year students. The administration and faculty regularly invite the participation of businesses and community leaders to help define evolving educational needs. The LCC Cardinals also hold the national title in wrestling.

Pittsburg State University  Pittsburg, KS
Parsons is within easy driving distance of Pittsburg State University which has a four-year curriculum and graduate courses in many fields as well as the new Kansas Technology Center. In addition, there are a number of other two-year and four-year institutions in the area to assist with the educational demands of the community. The PSU Gorillas hold four national Division II football championships.

University of Kansas Life Span Institute at Parsons, KS
University Centers on developmental Disabilities are funded by the United States Federal Government to provide training, technical assistance, exemplary client services, and to develop and disseminate information to local, state, regional, and national agencies that provide services to persons with developmental disabilities. The UCDD acts as a resource and catalyst for the improvement of services provided by government and private agencies.

HEALTHCARE
Located in the heart of Southeast Kansas, Labette Health is a 109-bed acute, intensive and skilled care hospital situated at the southern edge of Parsons. Serving a six-county area since 1961, Labette Health has earned recognition as a respected regional medical center renowned for its comprehensive health care services, skilled and caring employees, state-of-the-art medical technology, and dedicated and talented medical staff.

Other facilities include:

- The Center of Rehabilitation Excellence (CORE) combining outpatient rehabilitation, medical base fitness and aquatic therapy.
- The Rector Diabetes Education and Resource Center, a unique facility aimed at defeating diabetes through education.
- Labette Health is one of only three Level III Trauma Centers in Kansas.
- Labette Health offers the area’s only 4D ultrasound imaging technology.

SELECTION PROCESS
Candidates for this position will be evaluated by Jorgenson Consulting. The most qualified individuals will be invited to participate in the next phase of the selection process. For consideration, please submit letter of interest and résumé.

Send confidential resumes to:
Charlie Webb
JORGENSON CONSULTING
GREATPLAINS@JCI-INC.NET
866.564.3138