

EMPLOYMENT OPPORTUNITY:
PRESIDENT



MDC's Mission is to help provide quality employment opportunities by making loans to hard-to-finance small businesses and providing venture capital to emerging companies; and to provide quality, affordable housing for Madison and Dane County residents.



The Organization

For over 35 years, Madison Development Corporation has supported the economic growth of Madison and Dane County by offering loans to small, entrepreneurial businesses and venture capital to emerging high-tech and biotech companies; and providing affordable income housing across the community. Today, Madison Development Corporation is a non-profit corporation with assets totaling over \$16 million, a 10 member staff and a 13 member Board of Directors. The Board of Directors contains representatives from both area business and community leaders and is made up of mayoral appointees and directors elected by MDC's membership.

Housing

MDC currently owns and manages 22 properties comprising 225 units of affordable income housing. With a proven rent determination model, MDC is able to drive its mission of affordability by determining individual rent costs based on residents' ability to pay.

2016 will be a year of growth for the organization, as MDC will add 46 units by next year through a \$6 million development on West Mifflin Street in downtown Madison. The rest of MDC's properties are located throughout the Madison and Middleton communities.



Business Lending and Venture Capital

Madison Development Corporation manages several loan funds available to growing or start-up businesses that cannot fully meet the underwriting standards of private commercial lenders. MDC's lending programs are funded in part by the City of Madison Community Development Block Grant Program, and MDC investments.

Among some of MDC's past loan clients are several business that define the character of Madison, such as Willy Street Coop, Union Cab, Barrymore Theatre, and Monty's Blue Plate. Several technology based business have also benefited from MDC's loan program, including Mirus Bio, Nordic Consulting, and TomoTherapy.

In addition to the traditional business lending program, MDC leads a Venture Debt Program which is designed to provide debt financing to emerging growth companies. The Program is intended to be complementary to early stage equity sources of capital and to extend their growth potential. Along with partners, MDC has grown the Venture Debt Program to \$5 million, and has assisted a number of companies such as Idle Free, NeuWave Medical, Per Blue Games, and Invenra.

The Opportunity

After more than 30 years of dedication and leadership, MDC's President, Frank Staniszewski, will be retiring at the end of 2016. This presents an incredible opportunity for someone to lead the continued success and growth of the organization.

The ideal candidate for this role is a highly collaborative leader who is able to develop and maintain relationships with diverse organization partners, supporters, and community groups quickly and easily. Strategic thinking, along with excellent operational management skills are a must for the next President of MDC.

Essential Job Duties and Responsibilities:

- Maintain, enhance and build significant relationships with community partners, financial institutions, public leaders, and entrepreneurs in the Madison community. Collaborate across private, public, and corporate sectors to ensure the continued economic development of Madison and Dane County.
- Develop a strategic and creative approach to the growth and maintenance of MDC's housing portfolio, with an awareness of how potential changes will impact the organization's finances, tenant and community relations, and public partnerships.
- Provide leadership and direction to a staff of nine while promoting an organizational culture that fosters open and frequent communication, teamwork, appreciation for diversity, and a passion for the mission.
- Design, implement and evaluate MDC's economic development program and activities, managing several revolving loan funds with total available capital in excess of \$10 million. Design and develop other appropriate community economic development programs for job creation, diversification and equity.
- Along with the CFO, ensure compliance with all regulations of government and private funding sources including requirements of Community Development Block Grant, HOME, and other HUD funded activities. Responsible for compliance with other funding sources, such as WHEDA (SSBCI), TIF, Tax Exempt Bonding, or others, as appropriate.
- Manage budget, P&L, and other operations of the organization.
- Market MDC's services, generating clients and new sources of income by working with federal, state, and city officials and staff, banks, businesses, neighborhood associations and diverse groups, customers and clients, media, and the public.
- Provide the Board of Directors information on all program, administration and fiscal activities in order to insure that the Board has ample opportunity to fulfill its legal responsibilities.
- Collaborate with and support the Board of Directors in the development of an effective, motivated and diverse board, including recruitment, training, and involvement of the members in achieving the specific goals and overall mission of the organization.

Education, Attributes, and Experience:

- Deep understanding of, and experience with, leading economic development strategy and programs.
- Comprehensive knowledge of and/or experience with a variety of public and private funding sources for affordable housing and start-up organizations.
- Record of success as a visionary executive, including the fiscal skills and acumen necessary to facilitate the allocation of resources effectively and efficiently among competing needs of the organization.
- Proven experience in utilizing a transparent, collaborative process in decision making.
- Proven senior leadership skills, excelling in both strategy development and operational excellence within a non-profit, for-profit, or government organization.
- Superb collaboration and relationships management skills, along with experience partnering with many outside organizations in the public and private sectors.
- Strong mentoring and leadership capabilities, an approachable presence, and a personality that portrays honesty, integrity, resilience, and dedication to the mission of MDC.
- An entrepreneurial aptitude for recognizing and acting on opportunities to grow the organization, while aligning with the overall mission and strategic vision.
- Knowledge of or experience with affordable housing is highly desirable.

Job Location

Madison Development Corporation is located in the heart of downtown Madison, Wisconsin. Madison anchors a thriving economic region of over 500,000 and was recently named as the best place to live in America by Livability. The Wisconsin state government and the University of Wisconsin–Madison are the top two dominant economic influences within the city, however, Madison's economy is evolving from a government-based economy to a consumer services and high-tech base, particularly in the health, biotech, insurance, and business services sectors.

Dane County is a rare combination of thriving businesses, progressive government, rich culture and advanced education - all in a setting of rare natural beauty. Surrounded by five lakes, Madison is home to one of the best networks of biking trails in the US, distinctive locally-owned businesses, safe neighborhoods, excellent healthcare, green resources, superior public education, unique music venues and a burgeoning restaurant scene. Combine these factors with a low unemployment rate, a 15 minute commute downtown from most surrounding communities and a sense of personal security, and you have Madison – an outstanding place to live, work, and play.

Madison, Wisconsin consistently earns top results in nationwide quality-of-life rankings, articles and surveys. For more information, please visit:

<http://www.visitmadison.com/news/rankings/>

<http://www.thrivehere.org/>

<http://www.greatermadisonchamber.com/>



Application and Selection Process

Madison Development Corporation has retained The QTI Group to conduct the search for its new President. The QTI Group is a comprehensive human resources advisory services firm founded in 1957. QTI is headquartered in Madison, Wisconsin and has nine branch offices.

Screening of complete applications will begin immediately and continue until the completion of the search process in fall 2016. Qualified individuals interested in being considered for the position are invited to apply by sending a resume and cover letter in one document to:

<http://tinyurl.com/MDCApply>