



OPPORTUNITY PROFILE



Colorado Springs, CO

President and CEO

For additional information, please contact:

Todd Jorgenson
Managing Director and Principal
Jorgenson Consulting
O (336) 370-6360
M (703) 725-9887
CSCEDC_CEO@jci-inc.net

July 2021



OPPORTUNITY PROFILE

Colorado Springs Chamber & EDC – President and CEO

ABOUT THE COLORADO SPRINGS CHAMBER & EDC

MISSION

To achieve economic prosperity for our region and act as a catalyst for business innovation and growth.

VISION

By 2025, Colorado Springs is recognized as the best city in America for business.

VALUES

- **Collaborative:** Partnership is at the core of all we do. We work to understand our community, our members, and our collective priorities. We are stronger and better together.
- **Trustworthy:** We value and nurture trust – it is essential to all our relationships – and serve ethically and with integrity, earning and instilling trust with members and stakeholders.
- **Invested:** We are champions for our community. We're serious about our work and go the extra mile to help develop long-term prosperity for our region. Our deep sense of duty is at the core of our work.
- **Effective:** We're goal-oriented, and we get the job done. Our diverse experiences and expertise bring greater value to our region.
- **Advocates:** Member-focused and service-oriented, we advocate on behalf of our region's businesses. We understand business priorities and serve as a voice for business. We root for the home team and put our region's needs first.

Colorado Springs Chamber & EDC

The Colorado Springs Chamber & Economic Development Corporation is the largest economic development, chamber of commerce, and business advocacy organization in southern Colorado. They work with industry leaders, educational institutions, government and community agencies, elected leaders, and a wide array of community professionals dedicated to developing economic prosperity for the region.

Founded in 1892, the Colorado Springs Chamber & EDC is an advocate for business and industry in Colorado Springs. With a focus on business development, defense development, workforce, networking, and public policy, the Chamber & EDC works to promote and maintain an economically diverse and inclusive business climate. The Chamber is an accredited member and one of the founders of the U.S. Chamber of Commerce (more than 120 years).

Companies of all kinds have discovered the distinctive benefits that come with doing business in the state's second-largest city. As the nation's most desirable place to live (U.S. News & World Report) and the fastest-growing city for millennials (Brookings Institution), Colorado Springs is experiencing a wave of business and industry development, new residents, and high-quality job growth. Competitively affordable, Colorado's second-largest city is rich with investment, talent, and experience and embodies quintessential Colorado living, with elevated access to people, amenities, and adventure. [Business in Colorado Springs | Colorado Springs Chamber & EDC \(coloradospringschamberedc.com\)](https://www.coloradospringschamberedc.com)

OPPORTUNITY PROFILE

Colorado Springs Chamber & EDC – President and CEO

THE CANDIDATE

Position: President and CEO

Reports to: Board of Directors

Direct Reports: 21

The President & Chief Executive Officer ("CEO") plans, directs and implements policies and practices to meet strategic objectives established by the Board of Directors. The CEO provides strategic direction, vision, and management for the programs and personnel of the Colorado Springs Chamber & EDC ("company") and its affiliates. He/she demonstrates expertise in strategic planning, member sales and services, economic development, public policy, program management, nonprofit governance and operations, finance and accounting, public speaking, and fundraising. He/she has full responsibility for financial performance, fiscal stability, and compliance. He/she will be a dynamic leader with the ability to manage current programs while developing new initiatives and partnerships with other business and community organizations to achieve regional goals and objectives.

The CEO meets regularly with the Board of Directors in accordance with the by-laws and reports to the Board's Executive Committee.

ESSENTIAL DUTIES AND RESPONSIBILITIES

- Strategic Planning and Implementation – At the direction of the Board, the CEO executes the strategic plan for the company and, with senior staff, creates and executes an annual operating plan.
- Nonprofit Governance and Operations – The CEO ensures the Board, governance bodies, and volunteer leaders are adequately informed and actively engaged in supporting the mission and programs of the company.
- Member Services and Sales – The CEO is responsible for the overall performance of the company's membership activities, including recruitment, cultivation, and retention.
- Economic Development – The CEO is responsible for overseeing the company's leading regional role in economic development, including business retention and expansion, company attraction, talent attraction, workforce development, and education, placemaking, innovation, and regional collaboration with local and state agencies and other organizations.
- Defense Development – The CEO is responsible for overseeing the company's role in engaging with the military community, advocating for regional military installations, and serving as a bridge between the business and military communities. The CEO cochairs the Colorado Defense Alliance, a statewide collaboration.
- Public Policy – The CEO is responsible for overseeing the company's role in advocating public policy that creates and cultivates a strong regional business climate.
- Program Management – The CEO oversees and evaluates the programs and events of the company, including staffing and resources, design, budget, schedule, structure, implementation, and *post hoc* evaluation.

OPPORTUNITY PROFILE

Colorado Springs Chamber & EDC – President and CEO

- Regional Leadership and Collaboration – The CEO is responsible for ensuring the organization leads and collaborates with key partners in the region from public, private, and nonprofit sectors to advance the mission and vision of the company.
- Public Relations and Outreach – The CEO is the chief brand ambassador for the company, ensuring a dynamic and forward-thinking public image for the organization that involves strategies for marketing, communications, media relations, community relations. The CEO will have an active and energetic role in public speaking.
- Finance and Accounting – The CEO ensures the company establishes and follows generally accepted accounting and financial practices that ensure organizational liquidity and solvency, achieve annual budget goals, sustain operations, maintain a reserve balance, and grow capacity for new initiatives.
- Fundraising – The CEO oversees the company's 501(c)(3) foundation and is responsible for its programs and activities, donor engagement and philanthropic relations, grant applications, growth, and impact.

KNOWLEDGE, SKILLS, AND ABILITIES

- Strategic vision with extensive and nuanced skills to drive mission attainment, operational outcomes, and change management
- Demonstrated skills in organizational leadership, resource alignment, talent development, team building, and performance management
- Demonstrated acumen in industry, entrepreneurship, and innovation
- Highly developed interpersonal skills and emotional intelligence
- Adept at coalition building, relationship management, and negotiating complex agreements
- Exceptional communication skills both in writing and orally with members, potential members, elected officials, community organizations, media outlets, and the Board of Directors
- Strong understanding of the political landscape for change and collaboration with civic leaders and partner organizations
- Integrates diversity, equity, and inclusion awareness and practices throughout the organization.
- Skilled in dispute intervention and resolution
- Possesses and demonstrates high standards of integrity, work ethic, trustworthiness, likeability, and personal responsibility
- Proficiency in Microsoft Office Suite necessary

EDUCATION AND EXPERIENCE

A minimum of 10 years of successful experience in executive management and leadership positions within the private, public, or nonprofit sectors, demonstrating progressively greater responsibility. A graduate degree is preferred, but related experience will be considered in lieu of academic credentials.

COMPENSATION

The CSCEDC CEO annual salary range is from \$175,000 to \$220,000 and commensurate with experience and qualifications. This includes the following benefits: Medical, Dental, Vision, Life Insurance, Retirement, and relocation assistance for out of region candidates.

OPPORTUNITY PROFILE

Colorado Springs Chamber & EDC – President and CEO

APPLICATION PROCESS

Candidates for this position will be evaluated by Jorgenson Consulting. Only a limited number of the most highly qualified applicants meeting the requirements will be invited to participate in the interview process. For consideration, please submit a letter of interest and résumé to Todd Jorgenson at CSCEDC_CEO@jci-inc.net.

REFERENCES AND BACKGROUND CHECK

There will be 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, a development client, and a subordinate, as applicable. Candidates will be asked to sign an authorization to release information for the purpose of the background investigation, which may include verification of education, social media background, 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.