

KIP CHAPMAN, MBA

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PROFESSIONAL SUMMARY

Accomplished and results-driven Economic Development Officer with 20 years of progressive experience directing large-scale economic and community development initiatives in local and state government environments. Experience includes the negotiation of contracts, the formulation of strategies to recruit local and international businesses, and the development of strategic partnerships in target industries. Applies clear direction, achieves targets through effective planning and performance management, and streamlines operations to enhance efficiency and cut costs. Inspires senior management teams to success, drives collaboration at team and organizational level, and cultivates trusted relationships with key decision-makers within national organizations, government, and the private sector.

CORE COMPETENCIES

- Strategic Leadership
- Policy/Strategy Development
- State & Federal Regulations
- Program Management
- Cross-Functional Leadership
- Community & Economic Development
- Business Recruitment/Retention
- International Business Practices
- Land Use & Workforce Development
- Finance/Budget Management
- Governmental Operations
- Strategic Partnerships
- Marketing/Public Relations
- Contract Negotiations
- Team Management

PROFESSIONAL EXPERIENCE

HENDERSON OFFICE OF ECONOMIC DEVELOPMENT | HENDERSON, NV

2017– Present

ECONOMIC DEVELOPMENT OFFICER

Designing and implementing progressive land use concepts for City projects and conducting competitive and comparative research projects related to location-driven projects. Developing strategic partnerships with public and private sector organizations, representing the City of Henderson at conferences, trade shows, and sales missions, and negotiating deals on behalf of the City. Preparing deal proposals and negotiating development agreements with prospects and the City Attorney and consulting with local industry and business leaders to formulate strategic action plans aimed at promoting development and investment in the community. Developing formal business cases for target industries, driving comprehensive strategies for business recruitment and entrepreneurial growth programs, and engaging with C-level executives and local business leaders to identify low risk/high yield opportunities in the City. Managing the sales pipeline and Customer Relationship Management system and overseeing key performance indicators and annual performance metrics for the Economic Development Team.

Key Achievements:

- Cultivated a strong partnership between Nevada State College, the Nevada Institute for Autonomous Studies, the Nevada Governor's Office of Economic Development, and the City of Henderson to develop the Henderson Unmanned Vehicle Range, the first urban Unmanned Autonomous Systems (UAS) test site in the United States.
- Streamlined data collection and reporting functions by deploying new processes and CRM solutions.
- Collaborated with Nevada State College and the Nevada Institute for Autonomous Studies to establish the first FAA recognized urban Commercial UAS test site.
- Managed external contracts and worked alongside the City Council and City Management to formulate and implement a citywide economic development rebranding strategy.
- Successfully nominated 5 census tracts in Henderson Redevelopment areas for the Federally managed Opportunity Zone Program.
- Served as the Primary Lead on all formal process improvement projects for both the Economic Development and Tourism teams and saved both teams over \$100K annually through the implementation of lean and six sigma process improvement strategies.

ECONOMIC GROWTH CORPORATION | DETROIT, MI

2016 - 2017

EXECUTIVE VICE PRESIDENT OF BUSINESS DEVELOPMENT

Directed seven Business Development Managers and Directors, negotiated deals on behalf of the City, and represented the DEGC at conference, trade shows, and sales missions. Developed business cases for the primary target industries, which

included advanced manufacturing, innovation, transportation, distribution, and logistics as well as professional services and corporate headquarters.

Key Achievements:

- Authored deal proposals and negotiated development agreements with prospects and the City Attorney and presented abatement deals to the Detroit City Council.
- Formulated business recruitment strategies for both domestic and international markets.
- Helped a local non-profit organization to refine their business strategies to attract small/start-up businesses in the food and innovation industries and well as in workforce development programs.
- Worked with DEGC Real Estate Team to develop and execute a comprehensive public land assemblage initiative.

CITY OF MESA | MESA, AZ

2014 - 2016

PROJECT MANAGER, ECONOMIC DEVELOPMENT

Represented the City at trade shows and events related to the International Economic Development Council as well as during international and domestic sales delegations, negotiated deal terms with clients on behalf of the City, and managed the sales pipeline of recruitment prospects. Oversaw the execution of the Falcon Field Economic Activity Area strategic vision, which included outreach to affected property owners, branding and marketing, business recruitment to the airport and surrounding areas, as well as business retention and expansion, quality neighborhood planning and collaboration with City staff to fine-tune existing zoning through Planned Area Development (PAD) protocols.

Key Achievements:

- Prepared deal proposals and negotiated development agreements with prospects and the City Attorney and presented progress reports to Mesa City Council, Sub-committees, and Advisory boards.
- Formulated redevelopment strategies (municipal incentive package) for the Fiesta District, which were designed to attract high value jobs in the Life Science industries and to stimulate private sector R&D opportunities.
- Developed an international initiative to connect supply chain partners in Mexico with Mesa businesses.
- Partnered with surrounding municipalities to develop the "Global Connect" workshop, as part of an international trade educational series for regional small to mid-size businesses to learn about available federal, state, and municipal programs to help achieve their objectives in terms of international trade.

ARIZONA COMMERCE AUTHORITY | PHOENIX, AZ

2010 - 2014

VICE PRESIDENT, ECONOMIC & RURAL DEVELOPMENT

Negotiated deals on behalf of the CEO and calculated incentive benefits for customized proposals to clients and developed contracts with targeted performance measures such as jobs, capital investment, wages, and healthcare contributions, to ensure benefits to companies and return on investment to the state. Attracted the relocation and expansion of companies into the Arizona market, which included Bridgestone North America, Bechtel, Accerl8 Technologies, Commonwealth Dairy, LLC, Ehrmann AG, Franklin Foods, General Motors, and BP Wind Energy. Maintained a sales pipeline of prospective recruitment targets and built a strong network with site selectors, corporate financial advisors, real estate brokers, and CFOs throughout the United States.

Key Achievements:

- Co-authored the "Arizona Certified Sites" Program, which provides Arizona rural communities an essential tool to catalogue and market their shovel ready sites and buildings to site selectors and business leaders.
- Represented the Organization at community events throughout rural Arizona and assisted rural communities with the development of SWOT analyses, feasibility studies, and sector strategies.
- Led the implementation and development of the Arizona Rural Grant Program, which provided underserved communities with an opportunity to build infrastructure to attract and expand base industries.
- Represented the Arizona Commerce Authority (ACA) at tradeshow and conferences throughout the country, which included CoreNet Global, BIO International, Medical Design & Device Conference, and Expansion Management Magazine Roundtables.

ARIZONA DEPARTMENT OF COMMERCE | PHOENIX, AZ

2000 - 2010

ARIZONA FILM OFFICE DIRECTOR

Represented the Film Office and the Arizona Department of Commerce through community/industry presentations and trade show representation. Oversaw all Marketing, Advertising, and Brand Management projects, engaged with outside vendors, and responded to media inquiries regarding Film Office matters on behalf of the Arizona Department of Commerce. Prepared and delivered quarterly reports on marketing initiatives, projects, and activities impacted by the office to the Arizona Governor's Film and Television Advisory Commission, which comprised 27 volunteer affluent Arizona business leaders and film industry professional appointed by the Governor to organize and advise the administration on policy to improve the state of the local

film and television industry. Assisted major and minor studios to identify locations, and helped with permits and crew lists, and the servicing of financial incentives.

Key Achievements:

- Designed an educational outreach campaign to enlighten young and veteran filmmakers about the mission and services of the Arizona Film Commission.
- Formulated and executed the annual marketing strategy and collaborated with third party advertising and public relations firms to develop enhance overall exposure.
- A recent success story is the award-winning "Anything Can Happen in Arizona" campaign reminding high-level film industry/studio executives to revisit the history and diversity of Arizona as a premier location, which featured prominently in industry trade magazines/websites such as: The Hollywood Reporter, and MovieMaker, Production Update, DGA Monthly/DGA Quarterly, Produced By, Production Update, and Los Angeles Magazine
- Represented the office/brand at various global industry-related tradeshow and conferences, including the AFCL Locations Trade Show, the Sundance Film Festival, the Tribeca Film Festival, the Arizona Black Film Showcase, the SXSW Music Festival, the AFCL Cineposium, the Phoenix Film Festival, and the Cannes Film Festival.
- Key clients included Universal Studios, Sony Pictures, Lionsgate Entertainment, IM Global, Disney Entertainment, 2XL Games, and Stargate Worlds-Digital Entertainment.

EDUCATION

UNIVERSITY OF PHOENIX

MASTER OF BUSINESS ADMINISTRATION (MBA)

ARIZONA STATE UNIVERSITY | TEMPE, AZ

BACHELOR OF ARTS - INTERDISCIPLINARY STUDIES

TECHNICAL PROFICIENCIES

MICROSOFT: Word, Excel, Outlook, Access, Project, PowerPoint

OPERATING SYSTEMS: Microsoft Windows, iOS, Android

OTHER: Salesforce.com & Microsoft CRM, HubSpot, CoStar, Adobe Creative Suite