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OPPORTUNITY PROFILE



St. Louis is the Gateway to the West and an epicenter for global commerce – “perfectly centered and remarkably connected.”

Greater St. Louis is the 17th-largest of the nation’s 370 metropolitan statistical areas (MSA). One-third of the U.S. population lives within 500 miles of St. Louis.

The East West Gateway Council of Governments (EWGCOG) is a voluntary association of local governments in the eight-county St. Louis metropolitan region encompassing both Missouri and Illinois, formed in 1965 to address problems that cross jurisdictional boundaries.

The agency is governed by a 24 member Board of Directors, consisting of the area’s chief local elected officials. The agency currently employs 57 staff members. The current annual budget is \$20.9 million with about \$5.1 million devoted to operations. East-West Gateway is recognized by the federal government as the St. Louis region’s Metropolitan Planning Organization for the purpose of regional transportation planning, by the states of Illinois and Missouri as a regional planning commission, and by various federal agencies as the lead planning organization for the area.

Under the policy direction and general guidance of the Board of Directors, the **Executive Director** directs the development and implementation of East-West Gateway’s planning and decision-making activities, including multimodal transportation planning and project selection, environmental planning, regional security planning and resource allocation, and other related activities; the Council also has an extensive research capability and publishes authoritative analyses of the fiscal and economic health of the eight county metropolitan region. The agency also provides extensive technical assistance to local governments in the area through a partnership with the University of Missouri.

East- West Gateway is a highly visible organization in the St. Louis region and is widely covered in the media. The agency’s website, www.ewgateway.org is a good source of information about the agency organization and activities. **Reports available include: Overview of the Current Regional Economy; Where We Stand; Local Development Incentives Report; Great Streets Initiative; and the EWG Annual Report.**



EAST-WEST GATEWAY
Council of Governments

Creating Solutions Across Jurisdictional Boundaries

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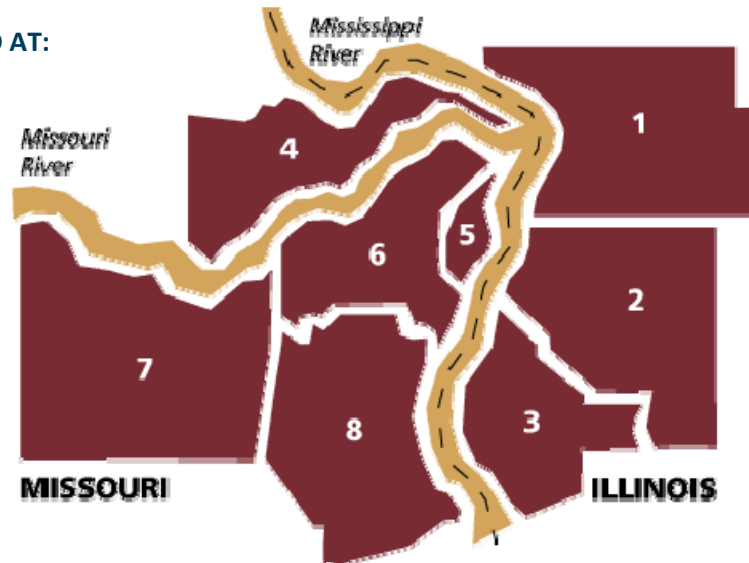
ADDITIONAL DOWNTOWN INFORMATION CAN BE FOUND AT:

[St. Louis Regional Chamber & Growth Assoc.](http://www.stlrcga.org)
www.stlrcga.org

[St. Louis Convention & Visitors Commission](http://www.explorestlouis.com)
http://www.explorestlouis.com

[St. Louis Sports Commission](http://www.stlsports.org)
http://www.stlsports.org

[Citizens for Modern Transit](http://www.cmt-stl.org)
www.cmt-stl.org



ABOUT THE REGION

Spanning parts of the states of Missouri and Illinois, St. Louis is the 17th largest of the nation's 370 metropolitan statistical areas. Nearly one of every 100 Americans lives in the St. Louis metropolitan statistical area (MSA). We produce more than \$92 billion of the nation's \$10,618 billion in annual Gross Domestic Product. Clearly, what happens in St. Louis is important not only to the people and the firms residing here, but to the nation as a whole.

At the heart of the 16-county St. Louis metropolitan area is the Gateway Region, comprised of the eight counties served by East-West Gateway. These include the City of St. Louis; Jefferson, Franklin, St. Charles and St. Louis in Missouri; Madison, Monroe, and St. Clair in Illinois. Together, these major jurisdictions serve 2.48 million residents -- more than 90 percent of the population and employment base of the larger MSA.

When East-West Gateway was established in 1965, the St. Louis Metropolitan Statistical Area included only seven counties -- five in Missouri and two in Illinois. Agricultural production predominated in the region's outlying counties; with this exception, most economic activity in the region was concentrated in the City of St. Louis and growing suburbs near the urban core. Manufacturing and distribution were our principal economic strengths.

Since then, both the City of St. Louis and the Gateway Region that surrounds it have undergone remarkable change. Slightly less than 14 percent of the region's population lives in the City of St. Louis today and only 25 percent of the region's jobs are located there. The service sector has long surpassed manufacturing as the largest share of economic activity. The Region's modest overall population and employment growth is the product of continuing losses in the core, combined with nearly-explosive growth in some suburban areas.

MISSOURI COUNTIES:

- 4 = St. Charles County
- 5 = City of St. Louis
- 6 = St. Louis County
- 7 = Franklin County
- 8 = Jefferson County

ILLINOIS COUNTIES:

- 1 = Madison County
- 2 = St. Clair County
- 3 = Monroe County

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It is not possible to describe the region as the sum of its individual parts, of course. The present and futures of the region's core, suburban, and rural jurisdictions are intertwined. St. Louis is a dynamic metropolitan-wide economy, where firms and labor markets are linked by a complex transportation network and travel patterns that take workers and suppliers across jurisdictional boundaries many times in the course of a day. Information and computing technologies unheard-of only a few decades ago render our political geography far less restrictive than it used to be to citizens and employers, region-wide.

The Gateway Region has extremely promising assets. We are home to several of the nation's premiere colleges and universities, the foundation of research and knowledge essential to innovation and growth in this global economy. We enjoy a central location with easy access by air, rail, auto, and telecommunications technology to both coasts and our North American neighbors. We have a citizenry who are unabashedly proud of their local communities -- we rank near the top in "sense of community" among major metros. Our cost of living is low; our housing is quite affordable to the average family; and we tax at a lower rate than any other metropolitan area around.

We also have considerable challenges. With each decennial Census since 1980, we find that more people are leaving the St. Louis region than moving in. We rank very low among competing metropolitan areas in job growth and in new business starts. We have not attracted the new immigrants that other metros have done in recent decades, and our demographic profile is much less diverse than that of regions that are growing. Economic and racial disparities create chasms within the regional family. Our governmental structure is second in the nation in terms of fragmentation.

East-West Gateway analysts forecast continuing slow population growth for the region as a whole during the next 20 years, with some level of continuing decline in the core and expansion in the outlying counties. Will this be adequate for the metropolitan area to maintain our position as a national center for population and employment? Will this growth happen in such a way as to preserve and enhance the sense of community that residents value? What will be the physical, fiscal, and governmental infrastructure needed to support future goals? Will we be able to afford it? These are some of the questions that come before the Board and committees of East-West Gateway.

LEADERSHIP AND ORGANIZATIONAL PROFILE

East-West Gateway Council of Governments (EWGCOG) has an opening for an Executive Director. This position reports directly to the Board of Directors.

The Executive Director is responsible for managing the multidisciplinary staff, both providing technical direction and administrative oversight. The position requires knowledge of current regional planning practice and issues, understanding of state and federal planning and capital grant programs, and knowledge of government operations and legislation. In addition, the Executive Director represents the agency before the media, the public, and legislative bodies. The Director should possess strong communication skills, both oral and written. The successful candidate must work in a variety of settings – urban, suburban and rural; public and private-sector; and be comfortable working with high-level elected and appointed leaders at the local, state and federal level.



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The position requires specific knowledge of transportation, environmental and homeland security funding mechanisms and policies; land use and environmental practices, intergovernmental relationships and contracts, metropolitan planning and programming practices and procedures, relevant legislation, and applied research techniques.

This position requires considerable exercise of personal initiative and independent judgment. The Director must possess outstanding management, administration, budgeting, organization and communication skills and ability to maintain effective working relationships among a broad and diverse group of federal, state and local governmental officials and regional stakeholders.

ORGANIZATIONAL DUTIES AND RESPONSIBILITIES

Note: The listed duties are only illustrative and are not intended to describe every function that may be performed by this job. The omission of specific statements does not preclude management from assigning specific duties not listed if such duties are a logical assignment to the position.

KEY RESPONSIBILITIES:

- Direct and manage staff of 55-60 professionals in carrying out complex and varied planning activities.
- Direct the development of regional transportation policies, plans and programs (the Metropolitan Transportation Plan, the Transportation Improvement Program, Air Quality Conformity Analyses and the Unified Planning Work Program).
- Direct the development of regional security plans and programs (the Urban Area Homeland Security Strategy and related programs and plans).
- Provide leadership in developing appropriate agency responses to emerging regional trends and issues, including crafting research approaches and public policy agendas.
- Advise the Board of Directors, the Executive Advisory Committee and other Council members, on planning and programming matters.
- Review, modify and approve draft and final reports, policies, programs and plans produced by East-West Gateway staff and consultants.
- Draft, negotiate and execute contracts with state and federal agencies and consultants.
- Represent East-West Gateway on various federal, state and regional committees, as needed or desired to complete and foster program goals.
- Represent East-West Gateway at public events, professional associations, hearings and citizen forums; make presentations to civic groups, governmental advisory commissions and boards, appear on radio/television public interest programs, and other forums as required.
- Respond to inquiries from the media, elected officials, area planners and the general public.

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SKILLS AND ABILITIES:

- Knowledge of principles of public administration, including personnel, budgeting, strategic planning and organization.
- Comprehensive knowledge of issues affecting metropolitan regions.
- Knowledge of principles and practices of regional planning and policy development.
- Comprehensive knowledge of applicable laws, rules and regulations.
- Ability to effectively communicate complex technical information, orally and in writing, to elected officials, staff, and the public at large.
- Ability to establish and maintain cooperative working relationships with a diverse array of regional agencies and institutions, local governments and individual stakeholders including elected/appointed officials and their staffs, members of the business community, the public safety community and the general public.
- Willingness to attend work related events evenings and weekends.

QUALIFICATIONS:

- EDUCATION - The ideal candidate will have graduated from an accredited four-year college or university, with major course work or a strong background in public administration, regional planning, engineering, law, management, business administration, or other related field.
- EXPERIENCE - Related professional experience with progressively increasing administrative responsibility in a senior management position is required. An advanced degree may substitute for one year of experience. The demonstrated ability to supervise and manage a professional staff in a team environment; to manage finance, budgeting and planning; and to work cooperatively, courteously, and effectively with government agencies, private companies, and the public, is required for this position.

LEADERSHIP COMPETENCIES:

The candidate should possess the following Leadership Competencies:

- **Managing People and Performance** –Manages people to help them achieve full potential and to attain exceptional individual and team performance.
- **Leading and Directing** – Inspires and leads through clear vision and directions, organizing and enabling resources and making critical decisions.
- **Managing and Leveraging Relationships** – Invests in relationships to successfully influence and build shared goals and achieve optimal organizational solutions and results.
- **Communication and Presenting** – Shares ideas and information across diverse audiences and entities to drive organizational performance and effectiveness.
- **Strategic Thinking** – Attuned to changing dynamics facing the organization; leverages sharp organizational acumen to develop opportunities and strategies for organizational success.
- **Analyzing and Deciding/Problem Solving** – Makes sound rational decisions by thoroughly analyzing all aspects of a problem or issue.
- **Planning and Organizing** – Plans and organizes detailed course of action that ensures successful accomplishment of organizational initiatives and objectives.

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- **Executing for Results** – Drives performance through expert management and execution of organizational plans and activities.
- **Fostering Innovation and Change** – Embraces and promotes innovation and change as a way to enhance personal, team and organizational effectiveness.
- **Maintaining Self Awareness and Impact** – Maintains objectivity about own self; manages impact of self on others, and actively learns from experience to maximize positive impact.
- **Achievement Focus** – Strive to reach challenging work and career goals.
- **Adapting to Change and Stress** – Adapts and responds well to change; manages pressure effectively and copes well with setbacks.
- **Upholding Standards** – Consistently adheres to and upholds clear professional and ethical standards that complement those of the organization.

COMPENSATION:

The salary for this position will be based on the background and experience of the selected candidate.
The Council has an excellent benefit package.

APPLICATIONS:

Nominations and applications, along with a complete resume and four references should be sent to:

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Associate

DHR International

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David P. Smith

Executive Vice President and

Economic Development Practice Leader

DHR International

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APPLICATION DEADLINE: IMMEDIATE OR UNTIL THE POSITION IS FILLED.

Created: October 30, 2009

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