

Steve Czarnecki

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Economic Development

CEO - Executive Director

Retention/Expansion/Attraction | Reuse & Redevelopment | Creative Economy | Complex Organizations

Over 20 years of senior management experience in economic development with a proven record in driving **strategic growth, and successfully starting and managing complex economic development organizations**. Experience in partnership building with Chambers of Commerce, Workforce Boards, Land Development Authorities, Universities/Community Colleges and all levels of Government - U.S. and Foreign.

Experience and Success in:

- Starting and managing three separate economic development agencies, including one umbrella organization encompassing Economic Development, Chamber, Tourism Bureau, Manufacturers' Association, Brownfield Redevelopment Organization, several Land Development Finance Authorities and LLC's to engage in property development.
- Community transformation and sustainability through conversion of Brownfield properties into community assets – e.g., Armory Arts Projects and Kinder Morgan \$250 million redevelopment of former Goodyear tire factory.
- Management of several incubator projects and formation of Medical Research Park.
- Development of Technology Transfer and Innovation Programs
- Marketing Communications and Media Relations.
- International Business Development and Marketing Communications.

CORE COMPETENCIES

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| • Management/Team Building | • Retention/Expansion | • Reuse/Redevelopment |
| • Deal Making | • Business Attraction | • Entrepreneurial Dev. |
| • Community Transformation | • Marketing and Media | • Technology/Innovation |
| • Creative Funding | • International Experience | • Marketing and Media |
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CAREER ACHIEVEMENTS

- **Creative Economy** – Conversion of Historic Prison into live/work space for artists – Armory Arts Project – Subject of NPR Broadcast, ULI article numerous press stories. Related partnership with manufacturing community and formation of Innovation Program.
- **Redevelopment** – Establishment of Brownfield Redevelopment Authority leading to redevelopment of a 60-acre polluted industrial site into a new \$250 million development.
- **Business Attraction/Retention** – Over a billion dollars in new investment and over 2000 jobs created and more than 6000 retained.
- **Creative Leadership** – Established multitude of different EDO sub-entities to achieve the objective of building a sustainable and creative/knowledge based economy.

EDUCATION

- Keller Graduate School of Management, Chicago - MBA
- University of Illinois, Chicago - B.A.
- University of Oklahoma – Graduate of Economic Development Institute
- IEDC - Georgia Tech – Certificate Business Retention Expansion
- IEDC - Certificate Economic Development Credit Analysis
- IEDC - Certificate Real Estate Redevelopment
- IEDC - University of Southern Florida - Certificate 25th Annual Economic Development Course
- Center for Creative Leadership –Leadership Certificate

PROFESSIONAL EXPERIENCE SUMMARY

January 2008 – May 2011 Elk Grove Economic Development Corporation Elk Grove, California ***Executive Director***

The Elk Grove Economic Development Corporation is a 501c (6) nonprofit corporation formed in 2007 by community leaders to recruit new businesses to improve the significant imbalance of jobs to housing in this fast growing Northern California bedroom community.

- First Executive Director of Organization – Built organization from ground up, raising additional capital, hiring staff and formulating strategic business recruitment and retention program.
- Formed strategic partnerships early on with City of Elk Grove, Elk Grove Chamber, SACTO, CALED and Team California.
- Helped City of Elk Grove formulate new economic development incentive programs, including fee deferral and abatement programs, and incentives targeting state offices.
- Developed website and collateral marketing materials in support of comprehensive business to business marketing communications and media relations strategy targeting key target industries and site selection consultants worldwide plus the major commercial brokers.
- Successful in retaining a major employer – ALLDATA, helped recruit the Burlington Coat Factory and assisted with reopening of Ford Dealership.

1997–2008 The Enterprise Group of Jackson Jackson, Michigan ***President and CEO***

The Enterprise Group is a private not-for-profit economic development agency that was established in 1997 by stakeholders from several economic development organizations within Jackson County, Michigan that wanted a better return on investment. The community, which is principally blue collar and heavily dependent on manufacturing, suffered huge economic losses in the mid-eighties. To turn the situation around, stakeholders agreed to subordinate their individual interests in favor of a new umbrella organization that would be managed professionally by a CEO that would have authority over their collective budgets and staffs.

- First CEO of organization - Consolidated several economic development agencies, with separate boards, under one umbrella organization including the existing EDO, Chamber of Commerce, Manufacturers Association, Tourism Bureau, Brownfield Redevelopment Organization and several Land Development Finance Authorities. Each organization preserved its individual identity, but subordinated its autonomy and control of staff to The Enterprise Group.
- Established Brownfield Redevelopment Authority (BRA) and Renaissance Zone to deal with over 2000 Brownfield sites in Jackson County. Both required approval by several local units of government. In the case of the BRA, an unprecedented 24 of 26 units of government signed onto the program.

- From FY 2000 to 2006, helped generate nearly \$900 million in capital investment that resulted in 2,185 new jobs and retained 6,429.
- Converted a 60-acre polluted, industrial complex located in the heart of a residential community into a new \$250 million development.
- Secured state and federal funding to clean up a 34-acre polluted industrial site that was an unsafe haven for neighborhood children.
- Redeveloped two landfills, one has been converted into a nature preserve and the other into a retail site.
- Secured passage of state legislation that released 1000 acres of state land for a new industrial park.
- Developed partnership between county government and township to convert surplus airport property into an aviation related Business Park.
- Induced \$151 million in industrial revenue bonds and issued \$1.7 million in loans through the County EDC, which is staffed by The Enterprise Group.
- Secured over \$3.5 million in state and federal grants for environmental site assessments and site remediation.
- Won state recognition for leadership in Brownfield redevelopment and the national Phoenix Award for one of our Brownfield projects.
- Conceived and developed the \$34 million Armory Arts Project that called for the conversion a historic industrial complex into affordable housing and workspace for artists. The project also called for linking artists with manufacturers through an Innovation Center that would foster creative partnerships and employment opportunities for the artists and their families.
- Operated a small business incubator and worked toward establishing an investment fund in support of a creative industries strategy developed and championed by The Enterprise Group.
- Formed strategic partnerships with Michigan State University to help diversify local economy through technology transfer.
- Established several LLCs to engage in property development.
- Formed regional partnerships with Work Force Board and area educators to help meet current and future workforce needs.

1990–1997 Brady Marketing Group Menominee Falls, Wisconsin

Vice President

Brady Marketing Group is a business-to-business marketing communications firm and a publishing company. The company specialized in working with high technology firms, including Philips Medical Systems and GE Medical Systems.

- Recruited by the company's Chairman to help diversify client base.
- Secured governments of Canada, Denmark and State of Wisconsin as clients. Helped them develop and implement strategies to attract investment and technology.
- Placed in charge of company's office in Eindhoven, Netherlands and helped secure Philips as a client.
- Converted media department into research arm of company, which became the main focus of the company.
- Placed in charge of company's publishing operations in anticipation of the Chairman's retirement.

1986–1990 Milwaukee County Government Milwaukee, Wisconsin

Director of Economic Development

- First Economic Development Director – Responsible for organizing department, staffing and securing funding from County Board for operations. Responsibilities included managing the existing minority loan program and the County's Housing Department.
- Established a medical incubator at the County Medical Complex for high tech companies, and a Hispanic incubator for community based start-up companies.

- Secured state legislation and local government approvals for the establishment of Milwaukee County Research Park and helped write the RFP that led to the selection of Faison Corporation as the developer for what is now a very successful development.

1973–1986 Canadian Consulate General Chicago, Illinois

Senior Commercial Officer

- Began career helping Canadian consumer products companies enter the U.S. market and then moved into working with small manufacturers trying to break into the U.S. industrial market. Later responsible for helping companies penetrate the U.S. defense market.
- Recognized as a lead expert in helping Canadian companies sell into the U.S. urban transit market and farm equipment market.
- Responsible for corporate liaison calls on CEOs, presidents and owners of companies with investments in Canada.