



River Heights Chamber of Commerce President Profile

The River Heights Chamber of Commerce (RHCC) seeks a dynamic individual to lead the organization, following the retirement of Jennifer Gale in 2020.

RHCC serves more than 270 member companies who employ 8,100 people in Inver Grove Heights, South St. Paul, and the surrounding cities. The River Heights Chamber of Commerce is committed to its mission 'To aggressively promote the interests of the business community' through: Advocacy, Partnerships, Member Services and Networking Events in the community.

The President reports to a prominent Board of Directors currently led by Katie Lowe, Executive Director at YMCA in West St. Paul. The President oversees a diverse leadership portfolio that includes management of staff that may include both full-time employees and part-time employees, and a budget of almost \$300,000. Progress Plus is a 13-member forum representing some of the leading companies in the Chamber.

Mission and Services

RHCC exists to:

- Provide and support economic development activities that facilitate the retention and expansion of RHCC businesses and attract new businesses to the county
- Build leadership, stewardship, and volunteerism in the business community
- Serve as an information source about business-related issues in the area RHCC serves
- Sponsor member-relevant committees for personal, professional, business and community growth and to provide networking opportunities for the business community
- Create an environment that is supportive of business by monitoring and assessing business-related local, state, and federal legislative activity, by serving as a spokesperson to advocate business positions before government and by providing a forum for members and government officials to meet
- Develop and offer business education and training programs and facilitate partnerships between business and education

RHCC hosts more than 25 events and meetings annually, including several Signature Events that draw high interest and attendance. The annual calendar of events provides opportunities for all professionals and business leaders to learn, volunteer, share information, grow their leadership and communications skills, impact public policy, and meet potential clients and customers. Initiatives such as interest-specific forums & committees and leadership models enable members to dive deeply into the issues affecting their businesses and the greater community.



The Role of the President

The President works closely with the staff, Board, and the entire membership to create and execute programs that benefit Chamber members and the larger community. They drive success for the organization through strategic management of the following areas, which are critical to realizing the Chamber's vision and goals:

Governance/Board of Directors: They help build a strong Board and has the executive ability to unite the Chamber on strategic decisions that will move the organization forward. The President drives the organization's vision, goals, and strategies, in partnership with the Board and staff, through strong organizational and strategic thinking skills and experience. The president has the ability to gain leadership financial support from Board members for the organization, identifies the portfolio of skills represented on the Board, and seeks innovative ways to recruit Board members to focus on areas where they can make a major contribution to the overall goals of the Chamber.

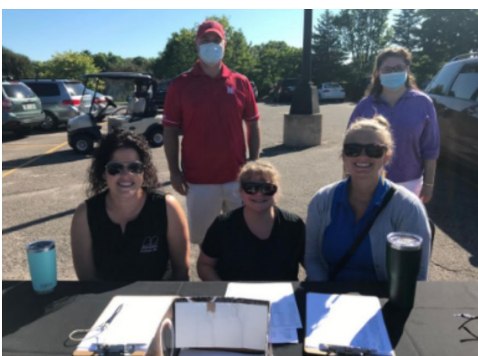
Budgets/Fundraising: Strategic fundraising experience and skills is a key driver of organizational success. The president understands fundraising and sponsorship opportunities that appeal to specific organizations. They identify issues, events and speakers that will generate revenue for the organization while accomplishing the larger goal of advocacy, training, economic development, and member networking. They have knowledge of the larger business community and how companies and leaders are connected across the community. The president builds realistic budgets based on a clear understanding of the interests of members, potential sponsors, and public officials, and understands the processes used by large organizations in making their sponsorship and philanthropic decisions.

Membership: The president, in collaboration with the membership staff, creates a vision and executes plans to attract the most successful members of the business community to the Chamber and is constantly seeking to increase membership value. They develop strategies and outreach to recruit new members and visits with prospective members to make a solid case for how the Chamber can help their organizations and employees. The president works with current members and the Board to retain and recruit new members, staying abreast of new companies moving into the county and identifying individuals who can provide introductions to those companies. They work with staff to execute outreach focused on retention and communications with current members and develop opportunities for prospective members to attend high profile chamber events. The president supports retention through concierge services to members who request specific assistance.

Public Policy: The president must understand the legislative process and have excellent "political antennae." They are a principal advocate for the Chamber, communicating with public officials at the local, county, state, and national levels of government. The president is responsible for developing solid relationships with elected officials and utilizing their key contacts to assist members on specific issues, development projects, obtaining permits, and other issues.

Progress Plus: The president leads the efforts of Progress Plus as our local economic development resource to assist and promote growth of our community. Including, but not limited to growing a business's current location, finding a new location, and bringing in new business and helping them achieve the goals in our community.

Economic Development: The Chamber, through its Economic Development partnership of Progress Plus (PP), is the economic development arm of the community. The Chamber president serves as the Progress Plus Executive Director and works with community stakeholders and members of the private sector to retain and bring new jobs to the area. They also ensure that PP has a strong relationship with state agencies that provide incentives and programs for businesses. The business landscape is constantly changing, and the president of the chamber must be creative about how they develop and utilize relationships that help deliver value added counsel and involvement in the economic development space.



Competencies of the Ideal RHCC President

The ideal candidate will be a hands-on strategic leader who brings to RHCC:

- Experience as a strategic leader in private and public sectors.
- The ability to work with Fortune 500 companies as well as mid-market and small businesses.
- A proven track record of working directly with a high-powered board of directors.
- Experience developing a visionary strategic plan and the ability to make the vision become a reality.
- Ability to manage and motivate Chamber staff to work collaboratively towards achieving ambitious performance goals.
- Political acumen and a demonstrated ability to bring together business leaders and elected officials at all levels of government.
- Knowledge of the political and economic climate in Dakota and Minnesota, including trends expected to affect business and industry in the region in the coming decade.
- The ability to analyze the needs of the RHCC's constituents, and to engage in entrepreneurial and visionary thinking to develop strategic responses.
- Knowledge of overall trends in business, technology, and the needs and priorities of the next generation of business leaders.
- A robust network of contacts and colleagues in the business and legislative communities.
- Demonstrated ability to recruit new members and board members.
- Develop performance matrices designed to evaluate and maximize membership value.
- Demonstrated ability to promote member engagement leading to increased membership growth and improved member retention.
- A track record of strategic collaboration across the business, community, education, and public sectors.
- High energy and enthusiastic fundraiser to host and lead special events and programs.
- Excellent oral presentation and written communication skills, including the ability to provide clear and concise information regarding finances, budgets, planning, and performance metrics.
- Experience providing expert testimony in a legislative setting.
- Passion and vision for the RHCC business community's ongoing growth and success.



Compensation Package

The Board of Directors of the River Heights Chamber of Commerce are prepared to offer a competitive compensation and benefit package.

Contact Information for Nominations and Interested Candidates

Interested individuals, we look forward to seeing your cover letter and resume! Please send all information and any questions to:

- HR@RiverHeights.com



**River Heights Chamber of Commerce
2021 Board of Directors**

Katie Lowe, Chair of the Board
YMCA in West St. Paul

Kim Keening
Microtel Inn & Suites By Wyndham – IGH

Adam Bengston, Past Chair of the Board
Endorse Communications

Kevin Kraus
RE/MAX Results – The Kraus Real Estate Team

Greg Dennis, Incoming Chair
Key Community Bank

Andy Lucking
LWM, LLC

Joe Harms, Treasurer
Mississippi Pub/River Heights Marina

David Lundy
Evolve Workplace

C.J. Rugh, Officer
Minnesota Vikings Football, LLC

John Norton
CHS Inc.

Ruth Bader
Allrounder Remodeling

Kari Rihm
Rihm Kenworth

Ann Bailey
DARTS

Dr. Gina Rivas-Castro
Health 1st Chiropractic & Wellness Center

Regina Barr
Red Ladder Inc.

Steve Snelling
Snelling Law Office, LLC

Elizabeth Brachenger
Mahoney, Ulbrich, Christiansen & Russ, P.A.

Brian Emerson
Point North Networks, Inc.

