



LANCASTER COUNTY, PA
Economic Development Company

Senior Economist

The [Economic Development Company of Lancaster County](#) (EDC) seeks a Senior Economist who will help drive the creation of a new applied economic research center called the [Center for Regional Analysis](#) (CRA).

ECONOMIC DEVELOPMENT COMPANY OF LANCASTER COUNTY

Founded in 1960, the Economic Development Company of Lancaster County, a private, not-for-profit organization, brings together business resources, capital, and government to support sustainable economic growth in Lancaster County's commercial, industrial and agricultural communities. Along with its sister organization, EDC Finance Corporation, EDC actively works to retain existing, and attract new, business to the region while working with business and government leaders to drive solutions to long-term community challenges and opportunities.

STRATEGIC PLAN 2017-2019

The current three-year [strategic plan](#) provides an opportunity to reposition the role of EDC, facilitated by new leadership and evolving effective economic development practices, to focus on the tri-part goal of "growth, prosperity, and inclusion." EDC seeks to advance Lancaster County's economic development to more fully realize the County's potential sustainably over time to benefit the community as a whole.



LANCASTER COUNTY, PENNSYLVANIA

Located in South Central Pennsylvania and less than 90 minutes from Philadelphia and Baltimore and under 3 hours from New York City by train, Lancaster County is known for its strength in agriculture and manufacturing and its strong hospitality and tourism. With a combined population of over 2 million, the region is host to a range of major corporations, diverse higher education institutions, and niche high-tech industries. Lancaster County's current population is close to 550,000. While internationally known for its Amish population, Lancaster more recently has been spotlighted for the strength of its core, the City of Lancaster, its diverse arts and culture, and its array of sports and recreation options.

The City of Lancaster has more people living within a 500-mile radius than any other city in the United States. Add to that a workforce of over 260,000 people and competitive real estate, utility, and healthcare costs, and you have an ideal location to locate and grow a business. Click here for more information about [Lancaster County](#).

CENTER FOR REGIONAL ANALYSIS

In late 2016, EDC's Board of Directors focused on a growing trend in the economic development industry: the need and expectation for strong data and analysis as a fundamental to driving its own programming as well as guiding effective, sustainable growth in Lancaster County. Recognizing a void in the Central PA marketplace, EDC advanced an ambitious initiative to develop its own applied economic research center, securing \$1 million in seed grants from both The Steinman Foundation and the BB&T Economic Growth Fund at the Lancaster County Community Foundation. The mission of the CRA is to be the primary driver of economic knowledge for Lancaster County and South Central Pennsylvania.

Goals

- Bolster the core business of EDC by using data and analytics to support business retention, expansion, and attraction
- Drive toward informed decision making to strengthen the health of the local economy
- Enhance economic development by identifying opportunities, challenges, and threats
- Diversify economic development funding by developing a self-sustaining business unit

Services

- Perform on-going and continual review of key data points gauging Lancaster's economy
- Conduct specific research around high priority topics on behalf of EDC for economic development purposes
- Carry out fee for service engagements for business, non-profits and government entities
- Respond to regional and national calls for proposals related to economic research and analysis

SCOPE OF THE POSITION

Reporting to EDC President Lisa Riggs, the Senior Economist will play a critical role in shaping the CRA's research and analysis, including conducting considerable demographic and economic research for economic development purposes, establishing early research and analysis outcomes that will build the CRA's credibility and profile in the community, and working as part of team to apply research findings to key policies and economic development strategies.

The Senior Economist will be expected to apply his/her expertise in regional economic analysis in order to identify important economic issues and trends and to conduct rigorous analysis of a wide range of economic development topics. This position offers a unique entrepreneurial opportunity for an experienced economic researcher to build a dynamic center and team.

Specific expectations of the Senior Economist include:

- Identify and analyze economic and demographic trends, opportunities or challenges within the Central PA region.
- Establish, develop and maintain monthly, quarterly and annual indicators and identify peer communities to measure and benchmark the economic health of the region.
- Perform detailed research and economic analyses on a variety of applied problems.
- Prepare and present written analyses, reports and presentations to a wide variety of stakeholders, including business and government leaders and academia.
- Establish a strong network of peers regionally and nationally to ensure the Center is following best and current practices in applied economic research.
- Develop appropriate economic methodologies and tools.
- Maintain and update data series from a variety of government and private sources.
- Build and manage a small staff team to include additional research support, business intelligence analysts, and resources from area higher educational institutions.

The Senior Economist will join an outstanding EDC team that includes significant expertise in key areas of economic development, including financing, real estate development, transportation and planning.

DESIRED QUALIFICATIONS AND CHARACTERISTICS

The ideal candidate will possess the following:

- exceptional analytical and quantitative skills, including deep knowledge of primary research and the ability to manage big data;
- intellectual curiosity, with ability to think critically and provide rigorous analysis;
- independence, initiative, leadership, and persistence;
- excellent verbal, written, presentation, and organizational skills;

- team orientation; and
- entrepreneurial drive and comfort in a “start-up” environment.

Desired qualifications include:

- master’s degree in economics or a related field;
- minimum of 5 years of direct experience in a relevant setting;
- deep understanding of and experience with the theories, principles, and methods of demographics and regional economics;
- demonstrated experience in statistical models, database design and project management;
- ability to perform an array of quantitative analyses, including regional economic impact analysis, cost-benefit analysis and economic modeling;
- ability to communicate effectively with clients, make presentations, and to be able to manage complex projects requiring ingenuity and creativity;
- demonstrated ability to compile, analyze, and report data to explain and forecast various research topics, applying mathematical models and statistical techniques;
- ability to identify relationships and trends in data, as well as any factors that could affect the results of research and support decision making; and
- skilled in the effective use of technology, including ability to develop and test designs, sampling techniques, and analytical methods; as well as prepare data for processing by organizing information, checking for any inaccuracies, and adjusting and weighting the raw data.

CONTACT

This position is anticipated to begin no later than January 1, 2018. For best consideration, please send all nominations, inquiries, and expressions of interest, in confidence and electronically, to:

Susan VanGilder, Partner
Mark Halligan, Associate
Storbeck/Pimentel and Associates, LP
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It is the policy of EDC to grant equal opportunity to all applicants and employees without regard of race, color, age (40 and over), sex, religion, ancestry, national origin, disability, veteran status, sexual orientation or any other legally protected characteristic. It is the intent and desire of EDC that equal opportunity be provided in employment, wages, promotion, benefits, and all other privileges, terms and conditions of employment.