General Statement of Duties

Performs specialized professional housing and/or economic development work including program design, implementation, and project specific financial analysis.

Distinguishing Characteristics

This class performs specialized full performance professional housing, neighborhood revitalization, and/or economic development work. This class is distinguished from the Development and Planning Supervisor that performs professional level and supervisory work over staff involved in promoting the orderly growth, development, and improvement of the city through development review, land use planning and regulations, transportation/infrastructure planning, and the implementation of housing policies and programs. The Community Development Representative II is distinguished from a Community Development Representative I that performs full performance professional work developing, coordinating, and implementing redevelopment projects, economic development, housing and neighborhood revitalization programs, strategies, studies, plans, and proposals for federally and locally funded community improvement projects. Additionally, the Community Development Representative II is distinguished from a Community Development Representative I in that the Community Development Representative II provides more complex technical financial and programmatic analysis of housing, neighborhood revitalization and small business loan applications and projects and analyzes and underwrites layered and mixed finance development agreements.

Guidelines, Difficulty and Decision-Making Level

Guidelines are generally in the form of stated objectives only, with issues and factors largely undefined, requiring the employee to exercise creativity and ingenuity in devising criteria, techniques, strategy and methodologies for approaching assigned functions or projects.

Duties performed involve concepts, theories and concrete factors to be evaluated and weighed, requiring a high degree of analytical ability, and independent judgment and decision-making.

Work assignment is generally unstructured and employee is responsible for organizing complex, varied and simultaneous coordination of several functions, programs or projects in various stages of completion.

Level of Supervision Received & Quality Review

Under administrative supervision, the employee has personal accountability for carrying out an assigned function, program or project within the scope of established guidelines and objectives and is expected to resolve problems that arise in the normal course of the work. Completed work is generally reviewed for soundness of judgment, conclusion, adequacy and conformance to policy.

Interpersonal Communication & Purpose

Contacts of a remedial nature involving the resolution of problems and where some degree of discretion and judgment are required in carrying out a major program and/or function of the organization.

Level of Supervision Exercised

By position, performs lead work.
Community Development Representative II - CA2152

Essential Duties

Performs financial analysis of complex development, neighborhood revitalization and/or business proposals and real estate transactions through assessment of current market conditions, evaluation of income and operating expense projections, profit/loss statements, appraisals, market studies, title work, and development budgets/teams.

Evaluates project feasibility, underwrites financing requests, and makes recommendations to mitigate risk.

Engages in complex negotiations with developers, lenders, business owners/managers, and service providers to establish loan terms and rates and recommends the approval or disapproval of loans.

Assesses community needs and develops programs and implementation strategies for housing, neighborhood and economic development by establishing operating policies which include decisions about budgets, program applications, evaluation criteria, scope of service, and financing alternatives in conjunction with federal and local policies and procedures.

Identifies alternative funding sources for new projects and programs and submits proposals to foundations and other governmental agencies.

Builds and maintains collaborative partnerships with financial institutions and levels of government to design new programs and to avoid duplication and policy conflicts.

Monitors and evaluates, in conjunction with private/public providers, management systems and budgets for compliance and reviews and analyzes reports and site plans for compliance.

Makes presentations and provides information to the Mayor, City Council, budget staff, and other stakeholders.

Acts as a project leader and subject matter resource for agency staff.

By position, manages and administers an entire grant program.

Performs other related duties as assigned.

Any one position may not include all of the duties listed. However, the allocation of positions will be determined by the amount of time spent in performing the essential duties listed above.

Competencies

Influencing/Negotiating - Persuades others to accept recommendations, cooperate, or change their behavior; works with others towards an agreement; negotiates to find mutually acceptable solutions.

Interpersonal Skills - Shows understanding, friendliness, courtesy, tact, empathy, cooperation, concern, and politeness to others and relates well to different people from varied backgrounds and different situations.

Planning and Evaluating – Organizes work, sets priorities, and determines resource requirements; determines short- or long-term goals and strategies to achieve them; coordinates with other organizations or parts of the organization to accomplish goals; monitors progress and evaluates outcomes.

Problem-Solving – Identifies problems; determines accuracy and relevance of information; uses sound judgment to generate and evaluate alternatives, and to make recommendations.
Reasoning - Identifies rules, principles, or relationships that explain facts, data, or other information; analyzes information and makes correct inferences or draws accurate conclusions.

Technical Competence - Uses knowledge that is acquired through formal training or extensive on-the-job experience to perform one's job; works with, understands, and evaluates technical information related to the job; advises others on technical issues.

Written Communication – Composes, reviews, edits, and issues written materials for diverse audiences and communicates purpose in a succinct and organized manner that is appropriate for context, time, and place.

Knowledge & Skills

Knowledge of small business, real estate underwriting, and loan packaging procedures and requirements sufficient to be able to perform a variety of duties related to the work assignment.

Knowledge of pertinent federal, state, and city programs, legislation, regulations, and policies related to the work assignment.

Education Requirement

Bachelor’s Degree in Business Administration, Finance, Economics, Urban Studies, Public Administration, or a related field.

Experience Requirement

Three (3) years of professional level housing, neighborhood revitalization and/or economic development work.

Education & Experience Equivalency

One (1) year of the appropriate type and level of experience may be substituted for each required year of post-high school education.

Additional appropriate education may be substituted for the minimum experience requirements.

Licensure & Certification

None

Working Environment

Pressure due to multiple calls and inquiries.
Subject to many interruptions.
Subject to long irregular hours.

Level of Physical Demand

1-Sedentary (0-10 lbs.)

Physical Demands

(Physical Demands are a general guide and specific positions will vary based on working conditions, locations, and agency/department needs.):

Sitting: remaining in the normal seated position.
Reaching: extending the hand(s) and arm(s) in any direction.
Handling: seizing, holding, grasping, or otherwise working with hands.
Fingering: picking, pinching, or otherwise working with fingers.
Hearing: perceiving the nature of sounds by the ear.
Talking: expressing or exchanging ideas by means of spoken words.
Near Acuity: ability to see clearly at 20 inches or less.
Depth Perception: ability to judge distances and space relationships.
Lifting: raising or lowering objects weighing no more than 10 pounds, from one level to another.

**Background Check Requirement**
- Criminal Check
- Employment Verification
- Education Check

**Assessment Requirement**
None

**Probation Period**
Six (6) months.

**Class Detail**
- Pay Grade: A-810
- FLSA Code: Y
- Management Level: 10
- Established Date: 9/21/2018
- Established By: Lori Schumann
- Revised Date:
- Revised By:

**Class History:**