

# WALTER D. WILLIAMS

3851 Plymouth Drive • Edwardsville, IL 62025 • 618-363-5738 • wwilliams819@gmail.com

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## SUMMARY

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A highly accomplished, enterprising **TOP NONPROFIT/GOVERNMENT EXECUTIVE AND DEVELOPMENT PROFESSIONAL** with vast expertise in program design, development, and implementation. A dedicated, collaborative team leader who places an organization at the forefront of its industry.

## EXPERIENCE

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### **Program Coordinator, Community & Economic Development Madison County**

**Edwardsville, Illinois  
April 2021-January 2023**

Manage the County's HOME Investment Partnerships (HOME) Program, Park Improvement Program, Enterprise Zone Administrator, and County TIFs administrator. During my tenure, I positioned the county to win the bidding for a \$38M warehouse project and funded two (48) affordable housing units. In addition, my development team secured funding from the County's American Rescue Plan allotment to ready mega sites for development.

### **Director, Community & Economic Development City of Edwardsville**

**Edwardsville, Illinois  
2014-April-2021**

Managed the City's Economic Development & Community Development Division. In this capacity, I evaluated economic, statistical, and demographic data to analyze the best means to attract and retain businesses. Implemented business development activities and met with business officials to assist in solving problems and coordinating logistics (e.g. financial solutions, site selection, availability of utilities) to facilitate the creation and/or expansion of businesses. Developed business plans and financial packages for individuals and small businesses. Promoted job development and civic improvements within the community. Generated SBA financial loan proposals. Specifically:

- 璫 Attracted over \$950M and created 6500 jobs.
- 璫 Created and established the City's economic development website and social media presence.
- 璫 Attracted, via policy changes, \$12-16 million annually for downtown redevelopment.
- 璫 Established a network of resource providers that assisted small businesses.
- 璫 Created a business district and expanded the City's enterprise zone.
- 璫 Negotiated and administered development agreements.
- 璫 Administering the City's Incentive Programs,
- 璫 City staff liaison for Joint Review Board.

### **Manager of Economic Development Division City of Commerce City**

**Commerce City, Colorado  
2012-2013**

Managed the City's Economic Development Division. The division was staffed by four economic development professionals with an annual budget of \$600,000. Led the city's development and redevelopment initiatives that increased investments and created jobs within the city. In this capacity, I evaluated economic, statistical, and demographic data to analyze the best means to attract and retain businesses. Implemented business development activities and met with business officials to assist in solving problems and coordinating logistics (e.g. financial solutions, site selection, availability of utilities) to facilitate the creation and/or expansion of businesses. Developed business plans and financial packages for individuals and small businesses. Promoted job development and civic improvements within the community. Generated SBA financial loan proposals. Specifically:

- 璫 Identified potential developers for the redevelopment of the Mile High Greyhound Park, working thru the RFQ process.
- 璫 Established a Small Business Development Center.
- 璫 Secured the first sit-down restaurant in the city.
- 璫 Negotiated and administered development agreements with developers.
- 璫 Administered the City's Incentive Program.

### **Director of Economic Development/Director of Tourism City of Farmington**

**Farmington, Missouri  
2009-2012**

Managed the City's Economic Development and Tourism Division. In this capacity, I evaluated economic, statistical, and demographic data to analyze the best means to attract and retain businesses. Implemented

business development activities and met with business officials to assist in solving problems and coordinating logistics (e.g. financial solutions, site selection, availability of utilities) to facilitate the creation and/or expansion of businesses. Developed business plans and financial packages for individuals and small businesses. Promoted job development and civic improvements within the community. Generated SBA financial loan proposals. Specifically:

- 璁 Directly responsible for \$6.7M in new investments and creating 730 new jobs.
- 璁 Received \$95,000 in grants to install fiber in the industrial park.
- 璁 Implemented and administered the City's TIF.
- 璁 Managed and directed the activities and managed the assets of the City of Farmington's Industrial Development Authority.
- 璁 Managed the City's Tourism annual budget of \$282,000.
- 璁 Increased annual transient bed tax revenue by 5% in 2010 & 2011.
- 璁 Increased the number of impressions on the City's social media sites by 12% annually.

**OHIO STATE UNIVERSITY EXTENSION / GREATER CLEVELAND PARTNERSHIP  
Sea Grant Extension Educator III**

**Cleveland, Ohio  
1994-2009**

Managed all aspects of the Community Development educational programs for Cuyahoga County Extension and provided leadership to the Greater Cleveland Partnership's business retention and expansion division. Scope and duties were similar to positions in the above jobs. Specifically:

- 璁 Directly responsible for \$485M in new investments.
- 璁 Directly responsible for creating 4600 new jobs.
- 璁 Established strategic alliances with the Greater Cleveland Partnership, Growth Capital, ShoreBank Enterprise, The Urban League of Greater Cleveland, and several community organizations.
- 璁 Assisted in the creation of an artificial reef from the debris of Cleveland Municipal Stadium, creating a tourist attraction that brought anglers from all parts of the world annually.
- 璁 Created and provided educational programming for small businesses.
- 璁 Established the chambers' business-friendly certification program for communities.
- 璁 Established Balanced Growth initiatives between three municipalities.
- 璁 Established Special Improvement Districts, and Tax Increment Financing Districts.
- 璁 Facilitated and implemented two Joint Economic Development Districts in Northeast Ohio

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**EDUCATION**

MBA, JOHN CARROLL UNIVERSITY, UNIVERSITY HEIGHTS, OHIO  
B.A., DENISON UNIVERSITY, GRANVILLE, OHIO  
Economics and African-American Studies

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**PROFESSIONAL DEVELOPMENT**

CEcD-International Economic Development Council, course work completed June 2012,  
Economic Development Finance Professional (EDFP) by the National Development Council. July 2006  
Certified Master Consultant, Business Retention & Expansion International. May 2000  
IBM's sales training

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**AFFILIATIONS**

Edwardsville Rotary, Southwest Leadership Council Board of Directors, NAACP-Edwardsville, Illinois' Development Association, Southwest Illinois Investment Council, Edwardsville Community Foundation, SIUE Small Business Development Board Member

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**COMPUTER SKILLS**

Microsoft Office Suite, Word Press, ACT, Synchronist, Executive Pulse, Sales Force

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**PERSONAL**

Enjoys reading, cycling, and outdoor recreation.