

Wilmington Neighborhood Conservancy Land Bank

Executive Director
Wilmington, DE



Gans, Gans & Associates

7445 Quail Meadow Road, Plant City, FL 33565 ♦ 813-986-4441

www.gansgans.com



Wilmington Neighborhood Conservancy Land Bank

WNCLB is a single purpose entity that facilitates the transition of blighted and problem parcels into productive use in Wilmington, Delaware. It is the state's first and only land bank.

The Wilmington Neighborhood Conservancy Land Bank (WNCLB) was formed in early 2016 as part of a multi-pronged strategy by the City of Wilmington and other stakeholders to combat blight, facilitate investment, and stabilize neighborhoods in Wilmington. It is a single-purpose entity that facilitates the transition of problem parcels into productive use, whether public use or private development.

Position Summary

The Executive Director will raise capital to support the operation and growth of the organization; provide policy guidance and advocacy on issues related to land bank operations, equitable community development, and affordable housing; and manage staff employed by the WNCLB as well as those employees provided by the City. The WNCLB is governed by a 15-person Board of Directors consisting of representatives from City government, State of Delaware government appointees, bank Community Reinvestment Act (CRA) officers, and community representatives. The WNCLB is advised by a Technical Board consisting of representatives from neighborhood-serving entities throughout the city.

Organizational Structure

- The Executive Director reports to the Chair of the WNCLB Board of Directors, and works with the Board Chair to deploy the Board of Directors in its governing function
- The Executive Director works with the Board Chair to deploy the Technical Board in its advising function.
- The Executive Director is responsible for all operations and all staff of the WNCLB.
- The Executive Director has authority to execute all agreements on behalf of the WNCLB.

Essential Functions

- Responsible for generating sufficient revenue streams to carry out the desired composition and scale of activities for the WNCLB. As many as half of all work hours will be related to fundraising.
- Responsible for completing the WNCLB's annual reporting and for representing the WNCLB to the general public and to a wide range of stakeholders.
- Responsible for overseeing all land transactions and ensuring their adherence to the overall strategy of the WNCLB and of the City of Wilmington.
- Responsible for completing the WNCLB's annual budget and for all other financial management tasks.
- Responsible for working with staff, the Board of Directors, and the Technical Board to set the overall direction for the WNCLB and to build out the internal processes of this new entity.

Qualifications and Skills

- Bachelor's degree (Master's or higher preferred).
- 5+ years of managerial experience in business, government, or not-for-profit sector.
- Familiarity with real estate transactions, neighborhood economic development, and land use planning.
- Experience in starting up a new entity.
- Experience in implementing community revitalization initiatives.
- Strong relationship-building skills, especially as it relates to public and stakeholder engagement and to managing teams.
- Knowledge of and respect for Wilmington's geography, neighborhoods, economy, and government.
- A vision for using a land bank as a tool for improving a community's perception and its built form.

How to Apply

If you are interested in this exceptional opportunity, please submit a detailed resume immediately to:

Ernest Barefield

Gans, Gans & Associates

7445 Quail Meadow Road, Plant City, FL 33565

Phone: (813) 986-4441 ext. 7127

Fax: (813) 986-4775

E-mail: ernest@gansgans.com

Should you have any questions in consideration of your own interest, or a referral of a colleague, please contact us at the number above.





Wilmington's status as Delaware's largest city and economic engine gives it a big city feel while their scale and walkability preserve some small-town charm.

Wilmington is located 30 minutes south of Philadelphia, mid-point between New York and Washington DC. Because Wilmington is right in the middle of it all, the city boasts excellent connections to the region as well as to national and international destinations from Philadelphia International Airport (PHL), Wilmington Airport (ILG), Amtrak / SEPTA Wilmington Station (WIL), I-95, and I-495.

Rich in history, Wilmington offers a unique blend of old and new.

Old Swedes Church was erected in 1698 and is still in use, and the Harriet Tubman Byway of the Underground Railroad runs right through downtown Wilmington. On Market Street, Willingtown Square hosts several of our oldest residential structures, and Rodney Square is our central public space that honors Delaware's vote for colonial independence. The street is dotted with beautiful, historic buildings and ornate architecture brought back to life with new uses for a new age, right in the heart of the city.

Wilmington celebrates a diversity of cultures and lifestyles. Foodies love Wilmington's burgeoning restaurant scene on Market Street, Union Street, and in Trolley Square. Art lovers enjoy access to Delaware Art Museum, dozens of galleries, live music venues like The Grand Opera House and Live Nation at The Queen, and the state's premier centers for the performing arts. Outdoor enthusiasts have 552 acres of parks at their fingertips, ranging from neighborhood pocket parks to Brandywine Park's winding trails through thick forest – there's no better place in the state to be a runner or cyclist.

Wilmington is a city of beautiful neighborhoods, abundant housing, and affordable living. Downtown has restored brownstones and high-rise residential towers, communities in the hills offer the comfort of country living, and between the two sit dozens of rowhome neighborhoods with their own unique history and character. The Riverfront, a new district forged from a former shipyard and industry hub, is one of the city's hottest destinations with its dynamic live-work-play environment.

More than half of all Fortune 500 companies call Wilmington their corporate home. Wilmington offers a dynamic environment for more than 40,000 workers and is the corporate, financial, and governmental hub of the state and region. Wilmington has some of the most promising startups in the state and some of the most celebrated new economy training programs anywhere. While our city honors the titans of industry who called Wilmington home in the past, we're already fast at work building the next big thing.

Wilmington is served by the Brandywine, Christina, and Red Clay school districts for elementary, junior high, and high school public education. The New Castle County Vocational-Technical School District operates Howard High School of Technology in the city of Wilmington.

There are several colleges operating in the city of Wilmington: Delaware College of Art & Design, Delaware Technical & Community College – Wilmington Campus, Dawn Career Institute, Drexel University – Wilmington Campus, Springfield College – Wilmington Campus, University of Delaware – Wilmington Campus and Downtown Building.