

## DEVELOPMENT SPECIALIST FOR AGRICULTURAL BUSINESS

DISTINGUISHING FEATURES OF THE CLASS: The work is in the Department of Economic Development, Planning, and Tourism, and involves providing assistance to Cattaraugus County and its communities helping them identify and meet their development needs in the areas of agricultural production practices, land and water resources, management and agricultural markets. Duties are performed under general supervision with allowance made for the use of independent judgement and critical thinking in carrying out the details of the work. Supervision may be exercised over subordinate clerical personnel. A Development Specialist for Agricultural Business does related work as required.

### TYPICAL WORK ACTIVITIES:

- Maintains an inventory of federal, state, and local economic development programs designed to aid local communities, business, industry, along with public and private sector lending institutions and/or agencies;
- Helps local officials identify agricultural or environmental needs and establish priorities;
- Seeks to integrate new projects with existing programs;
- Assembles development information from statistical and demographic sources, questionnaires, and a variety of publications and agencies;
- Assists localities in identifying funding sources and preparation of grant applications;
- Provides an overview of Renewable Energy Opportunities;
- Aids in the formulation of financing packages acceptable to lenders;
- Participates in the development of business and employee attraction marketing campaigns;
- Participates in concept development for environmentally friendly natural resource businesses;
- Develops and distributes promotional literature to the public;
- Assists in the development of special promotional programs targeting specific markets;
- Promotes the development and marketing of county assets;
- Speaks before community groups and other gatherings to further understanding of economic development objectives;
- Writes and administers grants in support of the Department's economic development goals and objectives;
- Develops and manages county wide databases on agriculture business and industry;
- Researches new market and agricultural business expansion opportunities.

FULL PERFORMANCE KNOWLEDGES, SKILLS, ABILITIES, AND PERSONAL CHARACTERISTICS: Good knowledge of economic and community development needs in Cattaraugus County (agricultural); good knowledge of Federal, State, and local agencies and programs able to provide assistance to communities, business, and industries in the region; good knowledge of agriculture production practices; good knowledge of land and water resources and their management; good knowledge of agricultural markets; working knowledge of grant administration; working knowledge of business finance; working knowledge of project management through critical thinking, problem solving, and research; ability to communicate effectively both orally and in writing; familiarity with database, spreadsheet, and desktop publishing software; ability to compile statistical and demographic data from a variety of sources; ability to prepare grant applications; ability to supervise the work of others; ability to understand and carry out oral and written instructions; physical condition sufficient to perform the essential functions of the position.

MINIMUM QUALIFICATIONS: Graduation from high school or possession of a high school equivalency diploma and either:

- A. Graduation from a regionally accredited or New York State registered college or university with a Bachelor's degree in agricultural business, environmental conservation, forestry management, agricultural technology, or a closely related field;

OR

- B. Four years of experience in agricultural business, environmental conservation, forestry management, agricultural technology, or a closely related field;

OR

- C. An equivalent combination of training and experience as defined by the limits of (A) and (B).

CATTARAUGUS COUNTY CIVIL SERVICE COMMISSION

Adopted: 3/12/2015