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# Welcome

*“Re is a prefix, which when used in front of a word, changes its meaning to convey a fresh beginning, a do-over, a repeat, a shift in perspective, or an opportunity to create something new. When you add the prefix Re, you are activating the power of the word to head in a new direction to build momentum for positive change and transformation.”*

- Susan C Young

Welcome to ECONOMIX 2025! As we prepared for this year’s event, our team reflected on what it means to flourish. Flourishing is more than growth—it’s leaning into new ideas, building relationships, and finding renewed energy in the work that strengthens our communities. This week, take time to recharge, be curious, and spark conversations that remind you why your work matters. When each of us flourishes, our communities do too.

This is our most innovative event yet. We listened to your feedback and created an experience that’s personal and intentional. Expect more one-on-one time with site selectors, a streamlined schedule, and sessions that focus on the topics that matter most to you.

Let’s flourish together,

Carla Sones  
President, Consultant Connect

# Our Team

*Don’t hesitate to grab any of our team with questions or concerns throughout the event!*



**Carla Sones**  
President  
c: 269.207.4982



**Jonas Peterson**  
CEO



**Cynthia McMullin**  
Events Director  
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**Rachael Tiesenga**  
Leadership Director



**Jeff Coney**  
Event Support



**Rodney Coleman-Robinson**  
Photographer

# Thank You Sponsors!



# Agenda

DAY

01

## Tuesday | Nov. 11

- 3:30 to 4:00 P.M. **Early Sponsor Check-In**  
*@ Outside Ballroom*
- 4:00 to 5:30 P.M. **Sponsor Only Office Hours\***  
*@ Wave Ballroom*
- 4:30 to 6:00 P.M. **General Check-In**  
*@ Outside Ballroom*
- 7:30 to 8:00 P.M. **New Attendee Orientation**  
*@ Meet at Check-In*
- 7:30 to 9:00 P.M. **General Check-In**  
*@ Sculpture Garden*
- 8:00 to 9:30 P.M. **Welcome Mixer**  
*@ Sculpture Garden*

DAY

02

## Wednesday | Nov. 12

- 7:30 to 10:00 A.M. **General Check-In**  
*@ Outside Ballroom*
- 8:00 to 10:30 A.M. **Site Consultant Office Hours A.M.**  
*@ Wave Ballroom*
- 8:30 to 10:30 A.M. **Leading with Your Strengths**  
*@ Nectar Room*
- 8:30 to 10:30 A.M. **Pitching your Community for Business Attraction**  
*@ Fusion Room*
- 8:30 to 10:30 A.M. **Aligning Workforce with Industry + Growth**  
*@ Synergy Room*
- 8:30 to 10:30 A.M. **Winning the Project**  
*@ Lake Nona Room*
- 8:30 to 10:30 A.M. **The Data Center Boom**  
*@ Ignite Room*
- 11:00 A.M. to Noon **Lunch**  
*@ Park Pizza & Brewing*

DAY

03

## Thursday | Nov. 13

- Noon to 3:00 P.M. **General Check-In**  
*@ Outside Ballroom*
- 12:30 to 3:00 P.M. **Site Consultant Office Hours P.M.**  
*@ Wave Ballroom*
- 1:00 to 3:00 P.M. **Lead High Performing Organizations**  
*@ Nectar Room*
- 1:00 to 3:00 P.M. **Getting and Staying on Site Selector's Radar**  
*@ Lake Nona Room*
- 1:00 to 3:00 P.M. **Pitching your Community for Business Attraction**  
*@ Synergy Room*
- 1:00 to 3:00 P.M. **The Art of Business Retention**  
*@ Ignite Room*
- 1:00 to 3:00 P.M. **Economic Development Strategies for Space, Aerospace, + Defense**  
*@ Fusion Room*
- 4:30 to 5:30 P.M. **Sponsor Reception\***  
*@ Nectar Room*
- 6:00 to 9:00 P.M. **Dinner + Top 50 Celebration**  
*@ Boxi Park (Food Trucks)*
- 9:00 A.M. to Noon **ECONOMIX Mainstage**  
*@ Wave Ballroom*
- 12:30 to 1:30 P.M. **Lunch with Site Consultants\*\***  
*@ Various Locations*

\* Invitation only  
\*\* Requires additional registration

# Map

## Tuesday | Nov. 11

- ① **Sponsor Office Hours\***  
Wave Hotel Lake Nona (Wave Ballroom)  
6100 Wave Hotel Drive
- ② **Welcome Mixer**  
Lake Nona Sculpture Garden  
6100 Wave Hotel Drive

## Wednesday | Nov. 12

- ① **Site Consultant Office Hours A.M.**  
Wave Hotel Lake Nona (Wave Ballroom)
- ① **Wave Breakout Sessions:**  
Wave Hotel Lake Nona
  - Leading with Your Strengths (Nectar Room)
  - Pitching your Community for Business Attraction (Fusion Room)
  - Aligning Workforce with Industry + Growth (Synergy Room)
  - The Data Center Boom (Ignite Room)
- ③ **Courtyard Orlando Lake Nona**
  - Winning the Project (Lake Nona Room)
- ④ **Lunch**  
Park Pizza and Brewing Company  
6941 Lake Nona Boulevard
- ① **Site Consultant Office Hours P.M.**  
Wave Hotel Lake Nona (Wave Ballroom)

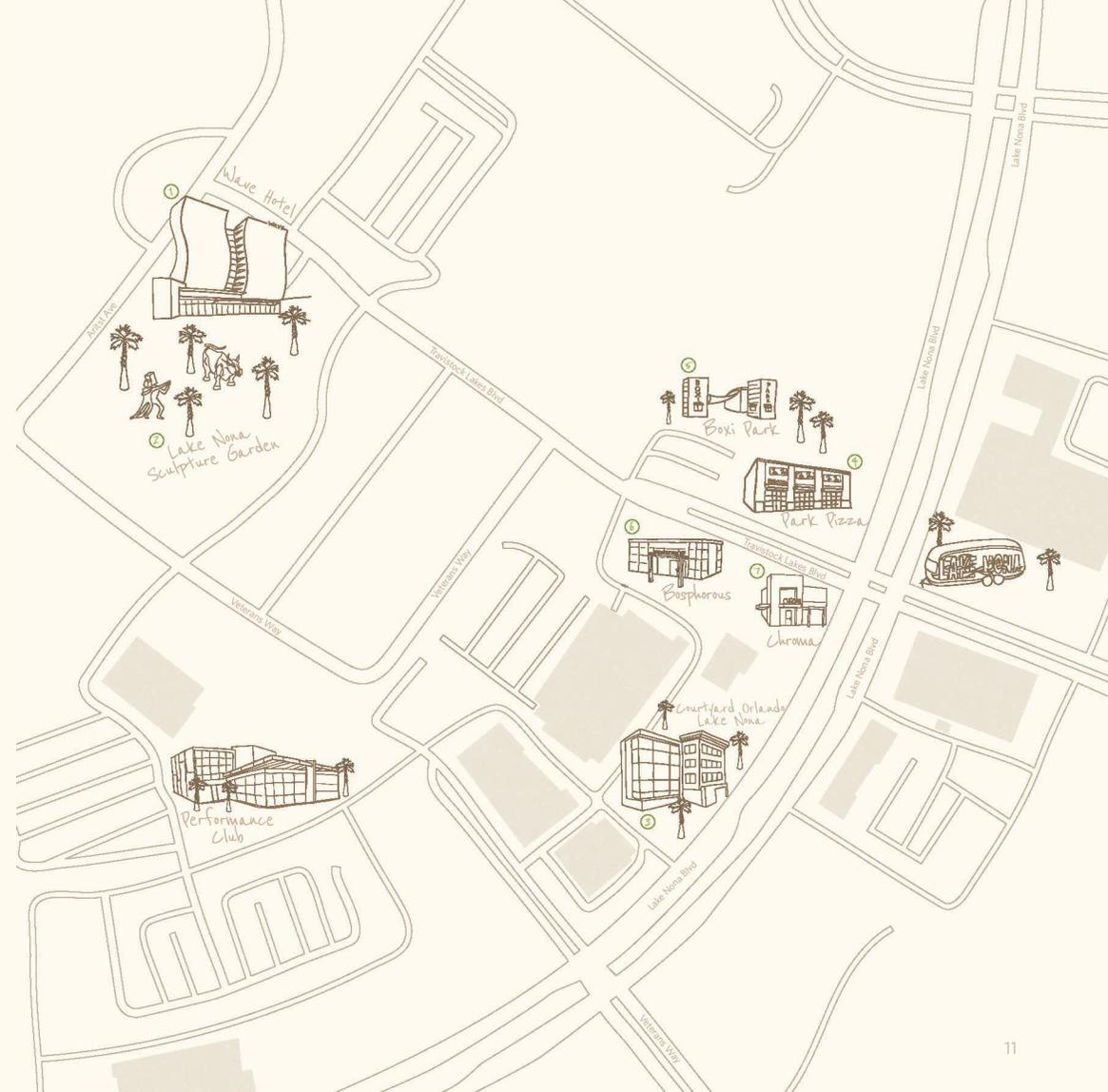
## Wednesday | Nov. 12 (Continued)

- ① **Wave Breakout Sessions:**  
Wave Hotel Lake Nona
  - Lead High Performing Organizations (Nectar Room)
  - Pitching your Community for Business Attraction (Synergy Room)
  - The Art of Business Retention (Ignite Room)
  - Economic Development Strategies for Space, Aerospace, and Defense (Ignite Room)
- ③ **Courtyard Orlando Lake Nona**
  - Getting and Staying on Site Selector's Radar (Lake Nona Room)
- ① **Sponsor Reception\***  
Wave Hotel Lake Nona (Nectar Room)
- ⑤ **Dinner + Top 50 Celebration**  
Boxi Park  
6877 Tavistock Lakes Boulevard

## Thursday | Nov. 13

- ① **ECONOMIX Mainstage**  
Wave Hotel Lake Nona (Wave Ballroom)
- ⑥ **Small Group Lunch with Site Selectors\*\***  
Bosphorous Turkish Cuisine  
6900 Tavistock Lakes Boulevard, Suite 100
- ⑦ **Chroma Modern Bar + Kitchen**  
6967 Lake Nona Boulevard

\* Invitation only  
\*\* Requires additional registration



# GREATER HOUSTON PARTNERSHIP



# WHY HOUSTON

## LIFE SCIENCES



Home to the world's largest medical complex, over 1,100 life science companies and biopharma manufacturer Eli Lilly.

## ENERGY



Houston is the Energy Capital of the World and the epicenter of energy evolution leading the nation in renewable energy job growth including a new battery megafactory from Tesla.

## AEROSPACE



Discover what Space City offers as the world's leading hub for spaceflight, commercial space and aerospace innovation.

## MANUFACTURING



With recent investments from Apple, NVIDIA, Foxconn and Inventec, Houston is a top destination for advanced manufacturing.

## DIGITAL TECHNOLOGY



From HPE headquarters to growing startups like Cart.com, Houston is emerging as a tech hub boasting a net tech workforce of more than 155,000.

## INFRASTRUCTURE



As the home to the #1 port by tonnage, over 800 miles of mainline railway track and 2 international airports, Houston is logistically advantageous to all industry.

## TALENT



Houston has a rapidly growing, young, diverse talent base with a workforce of over 3.6M people and a welcoming business climate.

LEARN MORE AT  
[www.houston.org](http://www.houston.org)

# Wave Sessions

*Write your thoughts and insights taken from your chosen Wave Session and bring them home to your community!*

## Which session are you attending?

- Leading with Your Strengths*
- Aligning Workforce with Industry & Growth*
- The Data Center Boom*
- Getting and Staying on Site Selector's Radar*
- The Art of Business Retention*
- Pitching Your Community for Business Attraction*
- Winning the Project*
- Lead High Performing Organizations*
- Economic Development Strategies for Space, Aerospace, & Defense*

## Who led your session?

Name(s): \_\_\_\_\_  
\_\_\_\_\_

## What two things surprised you?

1. \_\_\_\_\_
2. \_\_\_\_\_

## What are three key takeaways?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## What is one insight you will take home to your community?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

## Notes

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Mainstage

## What's Now, What's Next: Top 9 Trends Defining Location Decisions

Panelists: Alan Reeves (Newmark), Ann Harts (CRESA), and Brian Corde (Atlas Insight)

Key Takeaways:

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## Flourishing Together: How Jazz Inspires Creative Economic Growth

Speaker: Broderick Green (Green Strategies and Solutions)

Key Takeaways:

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## Resilient Communities, Thriving Economies: Insights from the Latest Risk & Resilience Report

Speaker: Jason Hickey (Hickey & Associates, LLC)

Key Takeaways:

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## From Tech Savvy to Tech Driven: Digital Readiness for the Next Era of Business Attraction

Speaker: Guillermo Mazier (Financial Times)

Key Takeaways:

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## The Transformative Power of Hope-Based Storytelling

Speaker: Molly Kawahata (Systemic Impact Strategies)

Key Takeaways:

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## How will you commit to flourishing in 2026?

Write down 1-2 action items you will complete in 2026 that add to your own personal flourishing.

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**Agnes  
Cikowska-  
Tezczar**  
Newmark



**Alan  
Reeves**  
Newmark



**Alex  
Miller**  
KSM Location  
Advisors



**Alex  
Patrick**  
Bradley Arant  
Boult Cummings



**Amy  
Gerber**  
Cushman &  
Wakefield



**Ann  
Harts**  
CRESA



**Ann  
Rybka**  
Atlas Insight LLC



**Brian  
Corde**  
Atlas Insight LLC



**Bryan  
Farlow**  
Thomas &  
Hutton



**Charles  
Sexton**  
Strategic Location  
Advisors



**Chris  
Schastok**  
CBRE



**Eric  
Levenhagen**  
RSM US LLP



**Fred  
Ragsdale II**  
CBRE



**Garet  
Tomlinson**  
Mohr Partners



**Jamie  
Newell**  
Walbridge



**Jason  
Hickey**  
Hickey and  
Associates, LLC



**Jason  
Kester**  
Agracel Inc.



**Jeff  
Pappas**  
Newmark



**Jennifer  
Carroll**  
VisionFirst  
Advisors, LLC



**Joe  
Gioino**  
Newmark



**Joe  
Suppers**  
NodeCom, Inc.



**Kathy  
Mussio**  
Atlas Insight LLC



**Lindsey  
Cannon**  
Quest Site  
Solutions



**Mark  
Urbanowicz**  
Vestian Global  
Workplace Services



**Mike  
Grella**  
Active  
Infrastructure



**Minah  
Hall**  
VisionFirst  
Advisors, LLC



**Robby  
Burgan**  
Crowe LLP



**Scott  
Kupperman**  
Kupperman Location  
Solutions, LLC



**Sean  
Ferguson**  
Firetiger  
Technologies



**Shannon  
O'Hare**  
Cushman &  
Wakefield



**Susan  
Arledge, SIOR**  
Newmark



**Tim  
Feemster**  
Foremost Quality  
Logistics



**Wes  
Seaman**  
Global Location  
Strategies

# Agnes Cikowska-Teczkar



**Newmark**

Senior Consultant, Location  
Advisory  
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Chicago, IL

**Alma Mater:**

DePaul University and The  
University of Texas, Dallas

**Interests:**

Collecting old maps, hiking,  
road trips, and reading

**About Agnes:**

Agnes Cikowska-Teczkar is a member of Newmark’s Global Strategy and Consulting Team, a practice within the firm’s Occupier Services. Agnes has over ten years of experience in the fields of geographic information systems (GIS), spatial analysis, location strategy, economic development, labor force analytics, industrial site discovery, and site selection methods. Prior to joining Newmark, Agnes worked as a Senior GIS Analyst at Granite Construction, where she was involved with a wide range of mapping projects in material management and energy.

**Focus Industries**

- General Site Selection
- GIS
- Footprint Optimization
- Economic Development Consulting
- Industrial Site Discovery

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# Alan Reeves



**Newmark**

Senior Managing Director,  
Global Strategy Consulting  
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New York, NY 10017

**Alma Mater:**

Harvard University

**Interests:**

Fitness, sports, and culinary  
exploration

**About Alan:**

Alan currently serves as a senior managing director within the Global Strategy consulting group. He leverages his 10+ years of experience in economic development and real estate consulting to advise clients on global location and site selection strategy. Prior to joining Newmark, Alan was a project manager at the Birmingham Business Alliance where he managed a variety of economic development projects and initiatives. Since joining Newmark, he has worked with a diverse range of industries, but maintains a specialized focus on the life sciences, medical devices and enterprise technology sectors.

**Focus Industries**

- General Site Selection
- Healthcare
- Life Science
- Pharmaceuticals
- Biotech

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# Alex Miller



## KSM Location Advisors

Manager, Client Services  
**amiller@ksmlocationadvisors.com**  
**c: 317.508.7506**  
 800 East 96th Street  
 Suite 500  
 Indianapolis, IN 46240

**Alma Mater:**  
 Indiana University

**Interests:**  
 Sports, travel, auto racing

### About Alex:

Alex Miller is a Manager of Client Services at KSM Location Advisors, specializing in site selection and economic incentives negotiations that help companies achieve strategic growth and long-term success. A former Business Development Director with the Indiana Economic Development Corporation, he has led projects generating over \$1 billion in investment. Alex brings deep expertise in tax incentives and grant programs and works with clients across industries including manufacturing, life sciences, technology, and supply chain.

### Focus Industries

- General site selection
- Incentives

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# Alex Patrick



## Bradley Arant Boulton Cummings

Senior Advisor for Economic Development  
**apatrick@bradley.com**  
**c: 256.599.7862**  
 1819 5th Avenue N  
 Birmingham, AL 35203

**Alma Mater:**  
 Auburn University

**Interests:**  
 Auburn athletics, working out, traveling, cooking, bourbon

### About Alex:

Alex Patrick is a senior advisor in Bradley's Economic Development and Renewable Energy Practice Group. Alex advises clients on identifying profitable growth and expansion opportunities throughout the United States. He regularly works alongside economic developers, government officials, site selection consultants, commercial real estate developers, and construction and engineering firms on a wide variety of projects across multiple industry sectors. Prior to joining Bradley, Alex was the senior director and division lead for the economic development group at the Birmingham Business Alliance (BBA), the lead economic development organization for the Greater Birmingham, Alabama Region, where he led all economic and business development activities for the organization, including domestic and international corporate recruitment efforts, existing industry retention and expansion support, and market intelligence research. Alex worked with a project management team that collectively secured more than 13,000 new jobs and \$4.5 billion in announced new capital investments from 200+ international and domestic companies over a six-year period.

### Focus Industries

- General Site Selection
- Automotive, Metals
- Corporate Services/Office

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# Amy Gerber



**Cushman & Wakefield**

*Executive Managing Director*  
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 Suite 3100  
 Atlanta, GA 30309

**Alma Mater:**  
 Montana State University

**Interests:**  
 Travel

**About Amy:**

Amy has 23 years of experience in site selection, evaluating market costs, tax structures and incentive negotiations. She's managed numerous multi-state projects for both office and industrial projects for Fortune 10 to start-up companies. Previously, Amy worked in Jones Lang LaSalle's Business & Economic Incentives practice and also in KPMG's State & Local Tax Practice/ Strategic Relocation and Expansion Division. Amy is a Georgia Association of Manufacturers member and on the editorial advisory board for Area Development Magazine.

**Focus Industries**

- General Site Selection
- Real estate

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# Ann Harts



**CRESA**

*Principal, Site Selection*  
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**c: 785.341.3222**  
 1310 Westloop Place  
 Suite A-200  
 Manhattan, KS 66502

**Alma Mater:**  
 Kansas State University and  
 The University of Oklahoma's  
 Economic Development  
 Institute

**Interests:**  
 Family, reading, travel (for fun!), being in the mountains

**About Ann:**

Ann specializes in assisting companies with their real estate strategy and where to locate headquarters, manufacturing, logistics and back office facilities globally for optimal success. These capital investment projects include and involve new location investments, relocations and real estate portfolio optimization, with a focus on real time labor analytics and incentive negotiations. Ann is a highly skilled and collaborative negotiator, who has successfully secured and facilitated the administration of incentives such as, cash grants, tax abatements, PILOT agreements, sales tax exemption agreements, employer training grants, payroll rebates, sales and use tax refunds and utility benefits, among other economic incentives that have a direct impact on the client's bottom line.

**Focus Industries**

- General Site Selection
- Incentives

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# Bryan Farlow



## Thomas & Hutton

Director Of Economic Development & Site Selection  
farlow.b@tandh.com  
c: 615.762.0762  
2052 Ashford Villa Cir.  
Chattanooga, TN 37421

### Alma Mater:

Tennessee Wesleyan University

### Interests:

Golf, bird hunting, cooking, and wood turning

### About Bryan:

With over 15 years of industry experience, Bryan oversees Thomas & Hutton's economic development and site selection activities across the U.S. He has served in workforce development, state and federal grant writing, local/regional planning, held senior positions in two state economic development agencies, and site selection. His main areas of focus are FDI, site/land-use development, site selection, and site selection technologies. Over the course of his career, he has worked with companies from 17 different countries that have invested over \$3 billion in capital investment.

### Focus Industries

- General Site Selection
- Industrial
- Data Center
- Agriculture
- Food/Beverage
- Site Selection Technology
- Strategic/Master Planning

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# Charles Sexton



## Strategic Location Advisors

Principal & CEO  
chuck@strategiclocation.us  
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PO Box 886  
Murray, KY 42071

### Interests:

Golf, football, basketball

### About Charles:

With 25 years of experience in economic development, site selection, industrial supply chain, and strategic planning, Chuck guides Strategic Location Advisors as Principal & CEO. He is a graduate of the University of Oklahoma's Economic Development Institute and the University of Kentucky Gatton College of Business. Chuck leads corporate Site Selection and lends expertise to the firm's Strategic Services clients, including states, communities, EDO's, Chambers, and power companies.

### Focus Industries

- General Site Selection
- FDI
- Manufacturing

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# Chris Schastok



**CBRE**  
 Executive Vice President  
**christopher.schastok@cbre.com**  
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**o: 312.861.7847**  
 321 North Clark Street  
 Suite 3400  
 Chicago, IL 60654

**Alma Mater:**  
 Trinity College - Hartford, CT

**Interests:**  
 Hunting, travel, wine, and running

**About Chris:**

Chris is one of the national leaders of CBRE's Location Strategy and Incentives practice and has negotiated more than \$1.8 billion in incentives. He has vast experience representing clients on corporate headquarters, back-office strategy, food production/processing, manufacturing and distribution center projects. Prior to joining CBRE, Chris was a part of Jones Lang LaSalle's Business and Economic Incentives Group, previously at SmithBucklin and also as a Congressional Intern. Chris is a dual citizen and has contributed to several business publications as well as a frequent public speaker on site selection trends.

**Focus Industries**

- General Site Selection
- Industrial

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# Eric Levenhagen



**RSM US LLP**  
 Senior Manager - National  
 Business Credits & Incentives  
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 Suite 2800  
 Indianapolis, IN 46282

**Alma Mater:**  
 Indiana University and  
 University of Oklahoma  
 Economic Development

**Interests:**  
 Puzzles, sports, and travel

**About Eric:**

Eric brings more than 20 years of economic development experience to his role as a senior manager with the firm's state and local tax practice. He consults with clients on expansion plans to help identify and secure available credits and incentives. He serves a broad range of industry sectors including manufacturers, wholesalers, retailers and service companies. Prior to joining RSM, Eric was a senior project manager for the Indiana Economic Development Corporation (IEDC) Business Development team. During his seven years at the IEDC, he helped secure approximately 10,000 new job commitments on over 80 project acceptances.

**Focus Industries**

- General Site Selection
- Incentives

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# Fred Ragsdale II



**CBRE**  
*Senior Vice President*  
**Fred.Ragsdale@cbre.com**  
**c: 816.803.0102**  
 2100 McKinney Ave  
 Suite 700  
 Dallas, TX 75201

**Alma Mater:**  
 University of Missouri-  
 Kansas City and Alabama  
 State University

**About Fred:**

Fred Ragsdale is a distinguished professional in the field of industrial commercial real estate and site selection. With an extensive background in this industry, Fred has established himself as a trusted advisor and expert in helping businesses find the perfect locations to meet their operational needs. Fred's career in industrial commercial real estate began after he completed both a bachelor's and master's degree in accounting at Alabama State University and the University of Missouri Kansas City. After a brief stint in corporate finance and accounting with Bank of America and Neiman Marcus, and equipped with a solid foundation of business finance, he quickly dove into the intricacies of the field of industrial brokerage and developed a deep understanding of the factors that contribute to successful site selection. For almost 10 years now Fred Ragsdale has been an integral contributor at several of the world's largest commercial real estate firms and currently resides with CBRE in Dallas, TX.

**Focus Industries**

- General Site Selection

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# Garet Tomlinson



**Mohr Partners**  
*Director*  
**garet.tomlinson@**  
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**c: 817.269.8299**  
 14643 Dallas Pkwy  
 Suite 1000  
 Dallas, TX 75254

**Alma Mater:**  
 University of Texas at Arlington

**Interests:**  
*Avid cyclist, previous professional motorcycle road racer (still continues to test tires for one of the largest brands.)*

**About Garet:**

Garet Tomlinson is a Director at Mohr Partners, Inc., where he works alongside Managing Principal Stephen Hemphill in the Dallas, Texas office. An experienced business development leader, Garet rejoined Mohr Partners after leading strategic revenue initiatives for Hemphill's team from 2019 to 2024. He will continue to focus on working with private equity executives and CEOs at growing healthcare, life science and industrial companies across the country to manage and achieve their strategic real estate objectives. Throughout his career, Garet has held a range of business development positions where he has leveraged his strong interpersonal skills with a broad technical background and is an effective presenter, especially when communicating complex technical subjects to large audiences.

**Focus Industries**

- General Site Selection
- Logistics
- Life Sciences
- Healthcare

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# Jamie Newell



## Walbridge

Strategic Development  
Manager, Site Selection  
Services

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777 Woodward Ave  
Suite 300,  
Detroit, MI 48226

## Alma Mater:

Longwood University

## Interests:

Scuba diving, beekeeping, bird  
hunting, paddle boarding, and  
volunteering in her community  
and with her church

## About Jamie:

Jamie Newell is a Strategic Development Manager representing Walbridge's Site Selection Services division, focused on assisting advanced manufacturing projects within the aerospace, automotive, defense and energy sectors with strategic location planning and construction needs across the US, Mexico, Canada and European Union. A 20 year veteran of the industry, Jamie's background is in business development and industrial real estate, where she performed site selection services for automotive suppliers transitioning into electrification. She currently concentrates on supporting European advanced manufacturers as well as domestic advanced manufacturing projects that contribute to the support of the national defense industrial strategy and overall energy security efforts.

## Focus Industries

- Business Development
- General Site Selection
- Incentive Negotiation
- Energy & Defense

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# Jason Hickey



## Hickey and Associates, LLC

President and CEO

[jhickey@](mailto:jhickey@hickeyandassociates.com)

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1120 Avenue of the Americas  
4th Floor  
New York, NY 10036

## Alma Mater:

Northwestern University

## About Jason:

Jason Hickey is head of Hickey & Associates, a global site selection firm leading projects in every corner of the world. This firm specializes in location strategy, incentive advisory, and workforce analytics for companies as they navigate the globe. Prior to working with the firm, Jason held several key roles in business and government functions, including the White House Domestic Policy Council and one of the founding members of the Site Selectors Guild.

## Focus Industries

- Aerospace
- Life Science
- Data Centers
- MedTech
- Automotive
- Food & Beverage
- Financial Services
- Heavy Equipment Manufacturing

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# Jason Kester



**Agracel Inc.**

Regional Development Director  
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 Suite 125  
 Grove City, OH 43123

**Alma Mater:**

Shawnee State University,  
 Miami University,  
 Capital University Law School,  
 and Oklahoma University

**Interests:**

College football and  
 adventures with his family

**About Jason:**

Jason Kester is a regional development director for Agracel, Inc., a national industrial real estate development firm. His economic development career began with the U.S. Army in Afghanistan working on Rule of Law, economic and community development. He subsequently served as a county economic development director in his hometown and later worked as a project manager for JobsOhio. In his current role Jason works with private equity clients and existing tenants on their real estate decisions using Agracel's expertise in construction and industrial development. His notable site selection projects have included working with a Fortune 50 company, a private equity led railroad, and multiple automotive suppliers. Jason received his undergraduate degree from Shawnee State University, a master's degree from Miami University, and his Juris Doctorate from Capital University Law School with an environmental law certification. He is a graduate of the Oklahoma University Economic Development Institute, the U.S. Army Command and General Staff College, and is a certified economic development finance professional. He is an instructor for the Indiana, Michigan, and Ohio economic development basic courses.

**Focus Industries**

- General Site Selection

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# Jeff Pappas



**Newmark**

Senior Managing Director  
**jeff.pappas@nrmk.com**  
**c: 214.725.7802**  
 2601 Olive St.  
 Suite 1600  
 Dallas, TX 75201

**Alma Mater:**

Hardin-Simmons University

**Interests:**

Soccer and football, touring  
 football grounds around the  
 world, traveling with his wife  
 in their Airstream, having an  
 emotional staring contest with  
 a painting, and being a food  
 enthusiast.

**About Jeff:**

Jeff represents corporate clients on a global basis, managing their international real estate strategy through location advisory with a focus on labor market and real estate analytics. He has been honored to have published articles on site selection issues and methods, labor market analysis, and economic development, including topics of labor market evaluation, labor force trends, and emerging international Business Process Outsourcing (BPO) markets. Nearshore Americas has named Jeff to its prestigious Top 50 Latin America Power Ranking list multiple years, which reflects the very best in Americas-focused outsourcing services leadership. D CEO Magazine honored Jeff as a Power Broker of the Year, and the Dallas Business Journal recognized Jeff as a Top Broker in DFW. Lastly, Jeff is fluent in sarcasm, dad jokes, useless trivia, and movie quotes.

**Focus Industries**

- Contact Centers
- Distribution & Logistics
- Headquarters
- Life Science

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# Jennifer Carroll



## VisionFirst Advisors, LLC

Managing Director  
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**o: 214.505.6232**  
2177 Buckingham Road  
Suite 510  
Richardson, TX 75081

**Alma Mater:**  
Notre Dame and University of Dallas

**Interests:**  
Running, gardening, and dwelling in mid-project regret of house DIY projects

### About Jennifer:

With 10+ years experience, Jennifer focuses on negotiating and securing incentives for companies expanding, relocating, consolidating, or making extraordinary investments. She also assists clients and economic development partners with incentive compliance needs. Her practice consists of state business incentive applications and negotiations in multiple states across the country and includes extensive research and writing on points of statutory ambiguity. Previously, Jennifer served as a law clerk for the U.S. Department of Homeland Security and the University of Notre Dame. She was responsible for researching federal and state codes, administrative law, and case law to draft memoranda, motions, negotiation strategies, and settlement offers.

### Focus Industries

- General Site Selection

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# Joe Gioino



**Newmark**  
Senior Managing Director  
**joseph.gioino@nrmk.com**  
**c: 212.372.2000**  
125 Park Avenue  
12th Floor  
New York, NY 10017

**Alma Mater:**  
University of Arizona, Touro College Jacob D. Fuchsberg Law Center

**Interests:**  
Golf, scotch, and cigars

### About Joe:

Joe specializes in demonstrating the economic and fiscal impacts of incentives for a wide variety of projects to both corporations and governments. He is particularly focused on domestic site selection and location analysis and economic incentives. Previously, Joe worked in the credits and incentives practice of a tax consulting firm based in New York City, has served as an executive director of a county economic development agency and has held both elected and appointed positions in his hometown. Joe has also held seats on many boards across the New York area.

### Focus Industries

- General Site Selection

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# Joe Suppers



**NodeCom, Inc.**  
*President*  
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 116 Village Boulevard  
 Suite 200  
 Princeton, NJ 08540

**Alma Mater:**  
*Penn State University*

**Interests:**  
*Fishing and construction*

**About Joe:**

Joe specializes in data centers, focusing on helping clients with network deployments, Colocation, sale leasebacks, site acquisitions and dispositions, identifying new market opportunities and complex real estate transactions. Joe was a data center pioneer in founding NodeCom after holding corporate real estate positions where he was responsible for real estate holdings for DuPont, General Electric Company, GE Capital and HSBC Bank which included site selection, incentive negotiations, asset sales, management, property development and financing. NodeCom works on enterprise and hyper scale data center projects to maximize state and local economic incentives, strategies to reduce data center property taxes and assessments on data center sale leaseback transactions.

**Focus Industries**

- General Site Selection
- Data Centers and Manufacturing

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# Kathy Mussio



**Atlas Insight LLC**  
*Managing Partner*  
**kmussio@atlasinsight.com**  
**c: 732.610.1750**  
 236 Cafferty Road  
 Pipersville, PA 18947

**Alma Mater:**  
*New York University (both bachelor's and master's degrees)*

**Interests:**  
*Equestrian*

**About Kathy:**

Kathy Mussio is a co-founder and Managing Partner of Atlas Insight. With over 25 years' experience as a site selection consultant, who is widely considered to be one of the leading industry experts in the site selection and incentive negotiation business. Kathy provides location strategy for both industrial and commercial clients, with a strong focus on Atlas' manufacturing clients. Kathy has conducted successful negotiations for some of the world's largest corporations. For client's site selection needs, Kathy works with companies to provide data, analysis and the guidance to help the decision of where to locate, expand, or consolidate. She brings her years of incentive negotiation and management experience to ensure that incentive packages negotiated for Atlas' clients can ultimately achieve maximum value. While many of Atlas' clients are large corporations in the Fortune 500®, Kathy also has worked with small to mid-sized companies, and with projects of all sizes. In her early career, Kathy focused on real estate development and the associated zoning and land use entitlements that can be part of large real estate deals. Kathy is a reliable opinion source and author for trade publications, AP stories, and by the Wall Street Journal.

**Focus Industries**

- General Site Selection
- Manufacturing

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# Lindsey Cannon



## Quest Site Solutions

*Managing Director*

**lcannon@questsitesolutions.com**

**c: 864.551.0349**

10 Falcon Crest Drive

Suite 300

Greenville, SC 29607

### Alma Mater:

*University of South Carolina*

### Interests:

*Family, animals, reading, and wine*

### About Lindsey:

Lindsey Cannon co-founded Quest Site Solutions, a site selection and economic development firm, in 2018. Her prior experience includes 10 years at McCallum Sweeney Consulting, after starting in the industry at the South Carolina Department of Commerce. With nearly 20 years of experience in site selection and economic development, she assists companies in identifying, evaluating, and selecting the optimal location for their capital investment. Lindsey also provides services and programs for states, utilities, communities, and private landowners to increase the attractiveness of their community and/or property to industrial prospects with the majority of these efforts focused around site readiness. Lindsey currently serves on CREW Network's Industrial Council and is a past-president of the Upstate SC chapter. Lindsey has also been awarded the Counselor of Real Estate (CRE®) designation by The Counselors of Real Estate® and the Master of Corporate Real Estate (MCR) designation through CoreNet Global.

### Focus Industries

- General Site Selection
- Industrial

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# Mark Urbanowicz



## Vestian Global Workplace Services

*Executive Managing Director*

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555 Fayetteville Street

Suite 300

Raleigh, NC 27601

### Alma Mater:

*University of Maryland,*

*College Park*

### Interests:

*Biking, football, soccer, the outdoors*

### About Mark:

Mark has 27 years of experience in the commercial real estate industry, gaining him significant expertise in transactions, acquisitions, dispositions, lease advisory, cost reduction, monetizing assets, portfolio planning, management and exit strategies. Mark helps clients solve a broad range of complex real estate challenges through his in-depth understanding of local, national market and financial analytics. Mark has advised a diverse client base, from Fortune 500 companies to local groups and develops custom solutions for each on a deal-by-deal basis. Throughout his career, Mark has saved his clients over \$250 million.

### Focus Industries

- General Site Selection
- Tenant Portfolio services

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# Mike Grella



**Active Infrastructure**  
 Chief Infrastructure Officer  
 mike@activeinfra.com  
 o: 770.508.0208  
 298 Buckhead Avenue NE  
 Suite 2006  
 Atlanta, GA 30305

**Alma Mater:**  
 Villanova University

**About Mike:**

As Chief Infrastructure Officer for Active Infrastructure, Mr. Grella is responsible for sourcing and executing the Company's projects throughout North America. Mr. Grella brings over 30 years of experience in economic development, site selection, corporate tax & public finance law, commercial real estate, infrastructure development, community engagement and planning, and public policy. Mr. Grella is also the Founder of Grella Partnership Strategies (GPS), an economic development and public policy advisory firm. Prior to launching GPS, Mike founded and led Amazon's and Amazon Web Services' Economic Development teams, facilitating investments representing over \$10 billion of capital investment and over 100,000 new jobs in over two dozen states and 15 countries. Mike supported the launch and expansion of Amazon Web Services data center regions around the world and continues to support hyperscale data center development in his current role. Prior to joining Amazon, Mike advised more than 100 Fortune 500 and large privately held companies on site selection and economic development matters. Mike received his degree in Accounting from Villanova University, his Juris Doctor from Hofstra University School of Law, and is a member of the New York State Bar.

**Focus Industries**

- General Site Selection

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# Minah Hall



**VisionFirst Advisors, LLC**  
 Principal  
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 c: 773.960.9615  
 318 Half Day Road  
 Suite 180  
 Buffalo Grove, IL 60089

**Alma Mater:**  
 University of Illinois Urbana  
 Champaign and Loyola  
 University School of Law

**Interests:**  
 Running and snow skiing

**About Minah:**

Minah has 20 years of site selection experience with distribution and manufacturing facilities, data centers, back office/call center operations, retailers and corporate headquarter relocations. Prior to starting Compass Key Site Solutions, Minah was Managing Director at a boutique tax consulting firm, True Partners Consulting, as well as a manager at two Big Four public accounting firms in Chicago. Minah participates in state-sponsored focus groups aiding the development of the jurisdictions' incentives programs and is a frequent speaker at numerous site selection related conferences.

**Focus Industries**

- General Site Selection
- Facility Identification
- Incentives

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# Robby Burgan



## Crowe LLP

Senior Manager, State and Local Tax

[robby.burgan@crowe.com](mailto:robby.burgan@crowe.com)

c: 251.545.5311

174 Northern Flicker Court  
Auburn, AL 36832

## Alma Mater:

Auburn University

## Interests:

Living vicariously through his three children's hobbies, golf, running, and working out

## About Robby:

Robby Burgan, CEcD, is a Senior Manager with Crowe, LLP's Location and Incentive Strategies Practice. He has deep expertise in the fields of location strategy, site selection and economic development. Robby works with companies to enhance their engagement with state and local government through economic development initiatives. He has spent 15+ years as a management consultant in the private sector, advising c-suite executives on location strategy, network and supply chain optimization, site selection, and economic development incentives. To supplement his consulting expertise, Robby spent two years growing the local economy in Auburn, Alabama through his position as the Director of Industrial Development for the City of Auburn. With his dual expertise in the private and public sectors, Robby is uniquely qualified to help companies with various economic development and location strategy related topics.

## Focus Industries

- General Site Selection

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# Scott Kupperman



## Kupperman Location Solutions, LLC

Founder

[scott@kuppermanlls.com](mailto:scott@kuppermanlls.com)

c: 224.244.2559

269 Market Squar

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Lake Forest, IL 60045

## Alma Mater:

Tulane University University of Miami (FL)

## Interests:

Soccer, travel, fitness and college football

## About Scott:

Scott formed Kupperman Location Services (KLS), a corporate consulting entity providing site selection and associated facility-acquisition services across the U.S., in 2011. KLS focuses on providing services designed to maximize the long-term value of a well-informed facility location decision. He has a history of serving clients with a variety of product types with specific manufacturing and distribution needs, including many in the food industry.

## Focus Industries

- General Site Selection
- Food & Beverage Processing

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# Sean Ferguson



## Firetiger Technologies

Founder & CEO  
**sean@firetiger.co**  
**c: 415.874.7346**  
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 66 Franklin St  
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 Oakland, CA 94607

**Alma Mater:**  
 California Polytechnic State  
 University – San Luis Obispo

**Interests:**  
 Motorsports, snowboarding,  
 traveling

### About Sean:

Sean Ferguson is the Founder & CEO of Firetiger, an advisory firm headquartered in the San Francisco Bay Area that provides management consulting and economic development services. Firetiger helps clients scale organizations, relocate and expand operations, commercialize advanced technologies, and secure government contracts. Sean advises clients across industries including advanced manufacturing, AI, defense, electronics, semiconductors, and renewable technology.

### Focus Industries

- General Site Selection
- Knowledge work
- Defense,
- Advanced manufacturing for emerging technologies

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# Shannon O'Hare



## Cushman & Wakefield

Executive Managing Director  
 Strategic Consulting, Incentives  
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**o: 312.470.2336**  
 225 West Wacker Drive  
 Suite 3000  
 Chicago, IL 60606

**Alma Mater:**  
 University of Illinois

**Interests:**  
 Chicago sports and baking

### About Shannon:

Shannon has over 25 years of experience in economic development and financial incentive negotiation. She creates financial benefits for clients in distribution, manufacturing, back office/ customer service operations, research, and headquarters facilities. Shannon represents clients across a wide range of industries including automotive, energy, hospitality, healthcare, technology, consumer products, and retail. She also successfully negotiates incentives for real estate development projects across the country. Prior to her current position, Shannon was Director for NexGen Advisors, a boutique development finance and incentive consulting firm, and held previous positions at Deloitte and Arthur Andersen, LLP.

### Focus Industries

- General Site Selection
- Incentives

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# Susan Arledge, SIOR



**Newmark**  
 Senior Managing Director  
 email@email.com  
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 2601 Olive St.  
 Suite 1600  
 Dallas, TX 75201

**Alma Mater:**  
 University of Texas at Austin

**About Susan:**

Susan Arledge, SIOR currently serves as a Senior Managing Director in the company's Dallas office. Arledge has over three decades of experience advising corporate clients on location decision-making, having worked with notable companies to identify and establish real estate locations including headquarters sites, distribution/e-commerce and manufacturing centers, customer support/shared service centers, back office and tech support operations. Susan specializes in securing real estate locations for clients globally, focusing on a proprietary Total Cost Analysis model that identifies all labor costs, transportation costs, incentive opportunities, and real estate costs. She focuses on finding locations that reduce attrition, increase productivity and allow clients to remain competitive by finding a labor force that meets their unique needs. Arledge has received numerous professional honors throughout her career. She was the recipient of the prestigious "Stemmons Service Award," given annually to a Dallas commercial broker that best represents the industry's standards for business success and community service. She maintains the Society of Industrial and Office Realtors (SIOR) designation.

**Focus Industries**

- Industrial Distribution and Logistics
- Advanced Manufacturing
- Site Selection

# Tim Feemster



**Foremost Quality Logistics**  
 CEO & Managing Principal  
 tim@feemsters.com  
 c: 214.693.7689  
 6005 Calm Meadow Road  
 Dallas, TX 75248

**Alma Mater:**  
 DePauw University and University of Michigan

**Interests:**  
 Golf, travel, and BBQing

**About Tim:**

Tim, CEO and Managing Principal of Foremost Quality Logistics, has over 40 years of experience in site selection, economic development target industry/ SWOT consulting and DC network optimization. He has been a manager in three manufacturing companies, a consultant, an executive in two 3PLs and a Practice Group Leader for two Real Estate firms. He is a frequent presenter, is quoted regularly in both the supply chain/real estate press and recognized by D CEO magazine as one of the top 500 CEOs in DFW in 2019 and 2020 and by Marquis Who's Who Top Professional 2021.

**Focus Industries**

- Manufacturing
- Industrial



# North America's Top 50 Economic Developers

The Top 50 Economic Developers in North America recognition highlights individuals who are shaping the future of communities across the continent. These leaders bring together strategy, innovation, and collaboration to attract investment, strengthen local economies, and expand opportunities. This honor seeks to shine a spotlight on their efforts and underscores the essential role economic development plays in enhancing quality of life and creating lasting change. *This year we will be celebrating their accomplishments on stage with an awards ceremony during the ECONOMIX dinner on Wednesday, November 12.*

**Abbie Currans**  
Economic Development  
Partnership of North Carolina

**Alba Weaver**  
OG&E

**Ama Agyeiwaa  
Abrokwah**  
Tulsa Regional Chamber of  
Commerce

**Arthur Jackson**  
City of Cedar Park Economic  
Development Corporation

**Beth Ineck**  
Boise Valley Economic  
Partnerships

**Brent Jensen**  
Edmonton Global

**Brittany Brady**  
Henderson County Partnership for  
Economic Development

**Brittany Cox**  
Kentucky's Touchstone Energy  
Cooperatives

**Bryan Daniels**  
Blount Partnership

**Cameron Goodman**  
City of Georgetown - TX

**Chris Carucci**  
CPKC Railway

**Chris Johnson**  
Johnston County Economic  
Development

**Christian Tscheschlok**  
Economic Development  
Washington County

**Christine Pate**  
Energy Mississippi

**Christopher J. Hardesty**  
City of Canton, OH

**Clint O'Neal**  
Arkansas Economic Development  
Commission

**Craig Rhodes**  
Greater Houston Partnership

**Emma Bostwick**Lansing Economic Area  
Partnership (LEAP)**Heather Malone**Longview Economic Development  
Corporation**Jason El Koubi**Virginia Economic Development  
Partnership (VEDP)**Jason Hunt**

PPL Corporation (Pennsylvania)

**John Bourdeaux**

AdvanceCT

**John Launius**

One Southern Indiana

**John Soper**Georgia Department of Economic  
Development**Jonathan Jank**Seward County Chamber and  
Development Partnership**Joshua Jefferson**

Kansas Department of Commerce

**Josie Harrison**

Jobs Ohio

**Karen Dickson**

Lower Colorado River Authority

**Kayla Byrne**

Mobile Chamber

**Kevin Donnelly**

REDI Cincinnati

**Kyle Kfhateder**Midlothian Economic  
Development**Madison Clark**McKinney Economic  
Development Corporation**Maggie Kost**

Greater St. Louis, Inc.

**Marie-Ève Jean**Investissement Québec  
International**Megan Baker**

Roanoke County, Virginia

**Merle Johnson**Charleston County Economic  
Development**Nathan Burkhardt**Brownsville Community  
Improvement Corporation**Nicholas Bruno**MACNY - The Manufacturers  
Association**Rachel Huser**

Wabash Valley Power Alliance

**Rebecca Jordan**

Metro Atlanta Chamber

**Reese Niu**

Elevate Rapid City

**Sal Maniaci**

Missouri Partnership

**Sam Brady**Jackson County (OH) Economic  
Development Partnership**Sam Sedlecky**Michigan Economic Development  
Corporation**Shane Homan**Community Development Foun-  
dation - Tupelo**Sherry Ambrose**

Florida Power &amp; Light Company

**Sherry Hoffman**

Colorado Springs Chamber &amp; EDC

**Steve Morey**Plant City Economic Development  
Corporation**Wilson Peppard**

Oncor Electric Delivery

**Zach Scott**

Round Rock Chamber

# Vote Now for 2026

Know a leading economic developer who deserves to be recognized for their contributions to the field? Nominate your boss, friend, colleague, or yourself and get the chance to be recognized on-stage at ECONOMIX 2026!

**How it works:**

Provide your nominee's name, company, title, and email (so we can contact them if they are selected) along with your contact information and a brief description on why you think your nominee should receive the Top 50 honor. Once the nomination deadline passes, a multidisciplinary group will review the nominees and selects the winning cohort based on quantity of reviews and merit. Then look for the announcement on Consultant Connect's socials and website to see if your nominee(s) won the award!

**Scan the QR code to enter your nomination for 2026:**

# What's Next at Consultant Connect

## The Summit Series

Explore award-winning destinations, meet one-on-one with national site consultants, and rest assured that all the details are taken care of. Joins us on the road in 2026:

**Tampa, FL**  
*February*

**Atlanta, GA**  
*March 5 + 6*

**Charleston, SC**  
(Women's Summit)  
*April 2 + 3*

**Chattanooga, TN**  
*April 16 + 17*

**Salt Lake City, UT**  
*June 25 + 26*

**Chicago, IL**  
*July 16 + 17*

**New York, NY**  
*August 13 + 14*

**Chicago, IL**  
*August 27 + 28*

**Dallas, TX**  
*October 15 + 16*



*Scan to view details and register*

## NEXT 2026

*March 10 + 11*

Economic development is dynamic, innovative, and vital to the well-being of our communities. NEXT Emerging Leaders in Tucson is designed to prepare tomorrow's leaders with the skills, mentorship, and networks needed to thrive in this ever-changing profession.

Email [nick@consultantconnect.org](mailto:nick@consultantconnect.org) to register.

## Engage 2026

*March 11 + 12*

Economic development leadership requires space to reflect, recharge, and re-imagine. That's why we created Engage—an exclusive, executive-level cohort for economic development professionals who want to sharpen their leadership, share best practices, and explore the challenges and opportunities facing our profession.

Email [nick@consultantconnect.org](mailto:nick@consultantconnect.org) to learn more.

