



---

# BREI ANNUAL CONFERENCE

JUNE 3-7, 2019

EMBASSY SUITES  
RIDGELAND, MISSISSIPPI

# AGENDA

## MONDAY / JUNE 3

### -PRE-CONFERENCE WORKSHOPS-

- 1:00 – 5:00 p.m.      **Fundamentals Course, part 1**  
Dr. Alan Barefield
- Opportunities and Issues in Management of  
Economic Development Organizations, part 1**  
Dan Harvey
- 5:30 p.m.              **Dinner on Your Own**

## TUESDAY / JUNE 4

### -PRE-CONFERENCE WORKSHOP CONTINUED-

- 9:00 – Noon           **Fundamentals Course, part 2**  
Dr. Alan Barefield
- Opportunities and Issues in Management of  
Economic Development Organizations, part 2**  
Dan Harvey
- 12:00 p.m.            **Lunch**
- 1:00 – 5:00 p.m.      **Fundamentals Course, part 3**  
Dr. Alan Barefield
- An Effective BR&E Team - It's not Built, It's Empowered 1/2**  
LaJuana Delph
- 5:30 p.m.              **Dinner on Your Own**

## WEDNESDAY / JUNE 5

### -PRE-CONFERENCE WORKSHOP CONTINUED-

- 9:00 – Noon           **Fundamentals Course, part 4**  
Dr. Alan Barefield
- An Effective BR&E Team - It's not Built, It's Empowered 2/2**  
LaJuana Delph

### -CONFERENCE BEGINS-

- 12:00 p.m.            **Lunch**
- Welcome**  
Teresa Evans, City of Blue Springs, MO
- City Leadership Involvement in BRE  
and Community Planning**  
Hon. Gene McGee | Mayor, City of Ridgeland

## BREAKOUT SESSIONS

- 1:30 p.m.     **Economics of Tourism**  
Mina Torgeson | Ridgeland Tourism Commission
- Retrofitting Existing Infrastructure Into New Uses**  
Dan Lang, Wentzville, MO
- 2:30 p.m.     **EMERGE: Transforming a Community into a Hub  
for Entrepreneurism**  
Allison Karim-McSwiney | International Avenue Business  
Revitalist Zone (BRZ), Calgary
- USDA Rural Development Program Resources**  
Allen Crosswhite | United States Department of Agriculture
- 3:30 p.m.     **Break**
- 3:45 p.m.     **Rural Connectivity: Building networks, strengthening  
relationships, and knocking down barriers**  
Marvella Wells and Paula Flood | NLOWE, Labrador,  
Newfoundland
- 4:45 p.m.     **Adjourn / Site tour of Renaissance / Dinner on your own**

## THURSDAY / JUNE 6

- 8:00 a.m.     **Networking breakfast / roundtable topical discussions**
- 8:45 a.m.     **Lessons Learned: Uncovering the Latin America Debt Crisis**  
Brady Raanes | Raanes Capital Advisors, Hattiesburg, MS
- 9:45 a.m.     **Break**

## BREAKOUT SESSIONS

- 10:00 a.m.     **The Pathway to Recognizing and Formalizing an Industry Cluster**  
Stephen MacKenzie | Windsor Essex EDC, Windsor, ON
- Utilizing Federal Government Procurement for  
Growing/Expanding Business**  
Art Brown | LeScot Enterprizes, Atlanta, GA
- 11:00 a.m.     **Creating and Growing Business with a Port**  
Johnathon Daniels | Mississippi Port Authority, Gulfport, MS
- Igniting Industry with Alternative Energy Sources**  
Sumesh Arora | Mississippi Development Authority, Jackson, MS
- 12:00 p.m.     **Break**

12:15 p.m.

**Awards Banquet and Business Meeting**

**Keynote: Leverage the Unforeseen to Grow Support and Impact**

Eric Canada | Blane Canada Lmted, Wheaton, IL

1:45 p.m.

**Break**

2:00 p.m.

**Establishing your City as a "Retirement Community"**

Chance McDavid | Mississippi Development Authority, Jackson, MS

**BREAKOUT SESSIONS**

3:00 p.m.

**Defending Against the Gray Tsunami—A Knowledge Transfer Case Review**

Stephen MacKenzie | Windsor Essex EDC, Windsor, ON

**How the US 2020 Census Will Affect BRE Efforts**

John Green | Mississippi State Data Center, Oxford, MS

4:00 p.m.

**Adjourn / Tour, City of Jackson / Group Dinner**

Dinner at Iron Horse Grill

Presentation: Cultural Tourism of the Mississippi Blues

Andy Nesenson, Jackson, MS

**FRIDAY / JUNE 7**

8:00 a.m.

**Networking Breakfast**

8:45 a.m.

**Come and Play It! Public-private partnerships, the tourism arena & money in the bank**

Genora Young and Lynda Pack | Gonzalez, TX

9:45 a.m.

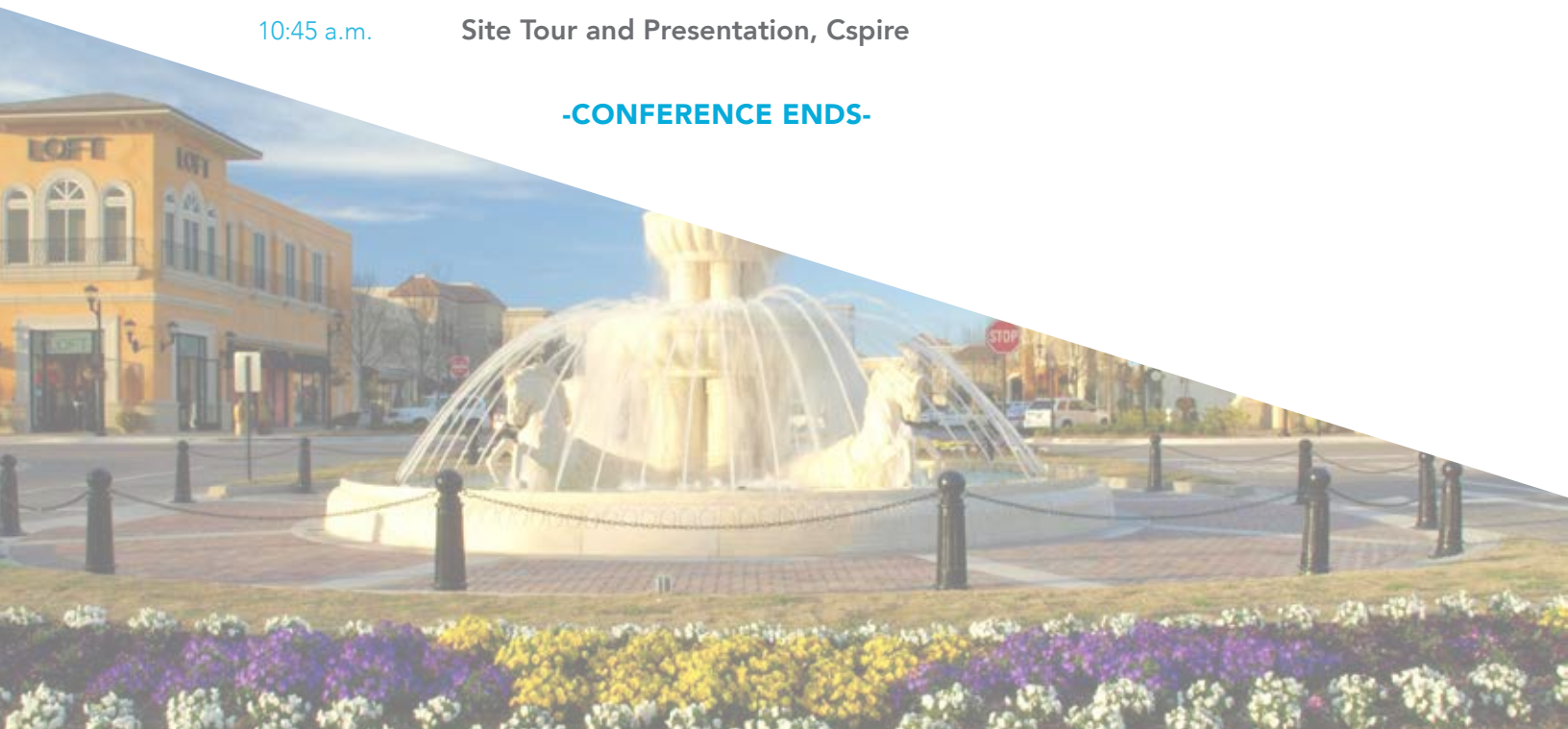
**BRE Best Practices from the Palm Beach County Study**

Shereena Coleman | West Palm Beach, FL.

10:45 a.m.

**Site Tour and Presentation, Cspire**

**-CONFERENCE ENDS-**



# SPEAKERS



## **ALAN BAREFIELD, PHD, MBREP**

Alan Barefield is an Extension Professor with the Mississippi State University Extension Service. His primary role is to facilitate economic and community development educational programming efforts in the state of Mississippi. Specific areas addressed include business and entrepreneurship development, community economic and social analysis, business retention and expansion, and community infrastructure development and analysis. Barefield has been a member of BREI for many years and has received the BREI Distinguished Service Award in 2010 and the Master Business and Retention Professional designation in 2011. Barefield has had several service roles with Business Retention and Expansion International including: serving as a member of and current chair of the BREI Education Committee, rewrote the curriculum for the BREI Fundamentals Course with Kathy Tweeten, and developed curricula for several BREI Continuing Education courses including: Survey Design and Analysis, Sources and Uses of Secondary Data, Local/Regional Economic Analysis, Retail Analysis and Development, and Program Evaluation.



## **ALISON KARIM-MCSWINEY, MIPM, BA, BREC**

Alison Karim-McSwiney is the Executive Director with the International Avenue Business Revitalization Zone (INTAVE BRZ) in Calgary, Alberta, Canada. She is an award winning, creative minded Executive Director with over 20 years of demonstrated history of working in the business improvement industry. Karim-McSwiney is a strong business development professional who has graduated from Institute of Place Management- UK, the University of Calgary and is trained as a Business Retention and Expansion Professional (US). Alison has been instrumental in bringing innovative community initiatives to International Avenue /Greater Forest Lawn and has founded and /or managed many thriving non-profit organizations. The Calgary Herald chose her as a one of the top 30 New Mavericks of Alberta and she is a recipient of the Alberta Centennial Medal.

Her recent successes include the securing of over \$176 million for the multimodal redesign and infrastructure improvements along International Avenue/ GFL area. This has coincided with a multifaceted economic development strategy that has proven to be effective and has attracted 17 new businesses within a two year time frame and helped to retain the current 425 businesses within the district. The BRE program included a comprehensive multi- tiered program. Her talk will be about the success and challenges of this business retention and expansion project.



### **ART BROWN, MBA, BREP**

Arthur L. Brown serves as President of LeScot Enterprises, Inc. LeScot is a consulting firm that offers business, marketing and economic development assistance and training. Art received his undergraduate training in Business Administration from North Carolina A&T State University and an MBA from Atlanta University.

Art's past work experience includes the Georgia Institute of Technology where his skills were refined in economic development, internet marketing, procurement and business development assistance. He was also formerly employed by General Motors, Buick Motor Division and AMTAR Incorporated.

Art serves on the loan committee of the Georgia Small Business Capital. He is also a past President of the Business Retention and Expansion International (BREI), an organization established to promote retention and expansion of existing business as a viable economic strategy and was instrumental in the association's creation, past president of the National Association of Management and Technical Assistance Centers (NAMTAC). He is a past board member of the Georgia Economic Developers Association (GEDA) and has held several committee chairs and is a current member. He is a Certified Economic Developer (CEcD) by the International Economic Development Council (IEDC), a Certified Master Consultant/Instructor (CMC) and received the Life Time Membership award by the Business Retention and Expansion International (BREI), certified trainer by NeighborWorks and certified EQ Mentor by EQ Mentor Inc.

He is a 2006 inductee of the North Carolina A&T State University Sports Hall of Famers and formerly served as Treasurer and is Past President and member of the Metro Atlanta Aggie Club, the school's athletic booster club.



### **BRADY RAANES, CFA, CFP®, CMT**

Brady is the Director of Investment Strategy for Raanes Capital Advisors. He holds the CERTIFIED FINANCIAL PLANNER™ (CFP) certification, Chartered Financial Analyst (CFA) designation, and the Chartered Market Technician (CMT) designation, and is an active member of the CFA Society of Mississippi. Brady has been recognized by Forbes as a 2018 Top Next-Gen Wealth Advisor.

In his spare time, Brady serves as President of the Pinebelt Foundation. He can be heard on Domino podcast along with his co-workers explores economic events that shaped the global economy. Brady enjoys travel, wine and spending time with his wife Christen. The couple has two sons, Manny and Beni who are actively involved in sports. Brady received a BA in Finance from the University of Southern Mississippi.



## **C.STEPHEN MACKENZIE**

*Chief Executive Officer, WindsorEssex Economic Development Corporation (WE EDC)*

Mr. MacKenzie has spent 23 years in economic development organizations in Connecticut, Nova Scotia and now Ontario. Prior to joining WE EDC, he served as the Executive Director of the Southeastern Connecticut Enterprise Region Corporation. He previously held the position of Senior Vice President of the Connecticut Economic Resource Center. Mr. MacKenzie was also part of the state team that developed CTNext, the innovation ecosystem for Connecticut.

Prior to joining CERC, he was the director for economic development in the city of Stamford's Office of Economic Development. In Halifax, Mr. MacKenzie was a senior executive for major projects for the Nova Scotia Department of Economic Development's Investment and Trade Division. Before entering the economic development industry, Mr. MacKenzie spent four years with the Toronto Dominion Bank, and later served in several sales and marketing functions at different organizations in both Canada and Belgium.

He received a bachelor's degree in Commerce from Dalhousie University in Nova Scotia and his MBA at European University in Belgium. He is a member of the International Advisory Committee of the International Economic Development Council (IEDC), and Chair of the Windsor-Essex NAFTA Working Group.



## **CHANCE MCDAVID, BREC**

Chance is Director of the Asset Development Division with the Mississippi Development Authority. Previously, he served as senior Extension associate with the Southern Rural Development Center and Department of Agricultural Economics at Mississippi State University.

He has over 15 years of experience in community and economic development serving at the local, regional, and state levels with university Extension and outreach as well as serving as Vice President and Chief Operations Officer for the Greater Starkville Development Partnership.

Chance has worked with Chambers of Commerce, Main Street and economic development organizations, state agencies, and nonprofits across the state providing technical assistance in community development areas. As a community coach, he has conducted site visits across the country as part of the Stronger Economies Together (SET) project that seeks to assist rural regions in building economic development strategies.

He is a graduate of Copiah-Lincoln Community College, Mississippi State University, and The University of Southern Mississippi. He holds a certificate in nonprofit management from the U.S. Chamber of Commerce and is a certified Professional Community and Economic Developer. He is a graduate of Leadership Mississippi, recognized as a "Top 40 Under 40" business leader by the Mississippi Business Journal, and a Zacharias Distinguished Staff Award winner at MSU.





### **DAN R. LANG, BREC**

Dan R. Lang is the Director of Economic Development for the City of Wentzville, Missouri located in the St. Louis Metropolitan Area. Mr. Lang has over 40 years of economic development experience. He has worked in both the private and public sector assisting local government. In addition to his certification as a BREC with BREI, he has a Professional Community and Economic Developer certification through the Community Development Institute.



### **DELOISE TATE, MPPA, BREC**

Deloise Tate is a seasoned, economic and community development professional within the Mississippi Development Authority. She manages the new & expanded facilities.

Deloise has comprehensive knowledge of various statistical methods as well as end-user's database/program development and maintenance. She was influential in creating and implementing the Resume Cross-Match Program and the business retention program PriorityOne.

Deloise received a BA in Economics from Alcorn State University and a Master of Public Policy and Administration (MPPA) degree from Jackson State University where she received the Whitney M. Young, Jr. Leadership Award. She holds a certificate from BREI as a Project Coordinator and serves as a board member.

She is a graduate of the Economic Development Institute and a member of the Mississippi Economic Development Council. She holds a certificate of training in Understanding Federal Statistics from the United States Department of Commerce and has served on MS Complete Count Committee. She has also completed educational training at the Community Development Institute-Texas.





## **ERIC CANADA**

Eric Canada is author of the new book *Economic Development for the Team*. Eric has consistently created unique intellectual property for the economic development community. He has generated market gravity and is often cited as an industry expert. These are hallmarks of a persistent thought leader. Canada is an innovator in organizational dynamics, marketing as well as business retention and expansion (BRIE). A veteran of local, regional, and statewide chamber and economic development positions, he began his consulting career in 1994.

His first book, *Economic Development: Marketing for Results!* broke ground that: Accelerated the professionalization of the marketing function in economic development, Laid the ground work for applying competitive intelligence in business retention and expansion, Set in motion forces that have create national benchmarks for business assessment (patented) and Spawned innovation in BRIE leading to the award-winning Synchronist Suite® software.

Canada holds the only US Patent in economic development for matrix analysis. Plus, he wrote the business plan and implemented a manufacturing network generating \$2,000,000 in new sales for 6 companies in 15 months and a revenue producing program for the EDC.



## **MAYOR GENE F. MCGEE, CMO**

Mayor Gene F. McGee was elected Mayor of Ridgeland in 1989 and has been re-elected ever since. He has served and chaired numerous committees within the Mississippi Municipal League including being selected to the Hall of Fame. Mayor McGee is a member of the National League of Cities where he serves on the Public Safety & Crime Prevention Committee and formerly served on the Board of Directors.

Mayor McGee has received the Keep Mississippi Beautiful Mayor of the Year, Green City Mayor Award with the Mississippi Urban Forest Council, and the Elected Official of the Year award from Mississippi Wildlife Federation. Under his leadership, the City of Ridgeland has been named a Bicycle Friendly Community since 2006, Tree City USA since 2009, Digital Capital of Mississippi by Google in 2013, and Mississippi's Heathiest Hometown in 2013 and again in 2018.

Mayor McGee is a member of Colonial Heights Baptist Church where he serves as a deacon and a member of the Orchestra, the Choir, and the English Hand Bell Choir. He also plays trombone with the Mississippi Baptist Symphony Orchestra. Mayor McGee is married to Jane Speed McGee and is the father of two and grandfather of seven.



### **GENORA C. YOUNG, PCED, BREC**

*President/CEO | Gonzales Economic Development Corporation*

Genora is a passionate advocate for rural Texas communities and rural economic development. She is a certified Professional Community and Economic Developer and Business Retention Expansion Coordinator. Her career spans approximately twenty-four years beginning in Fort Stockton as the Director of Tourism/Main Street Manager where she and fellow tourism professional, Tex Toler established the Big Bend Open Road Race between Fort Stockton and Sanderson in 1998.

From 2000 to 2003, Genora worked in the private sector telephone industry, Consulting for the Alpine, TX Chamber of Commerce and the Midland, TX CVB.

Genora served as the first Economic Development Director for the City of Eden where she facilitated the creation of a Low Interest Revolving Loan Program and Frontera Healthcare Network, a multi-county healthcare partnership/Federally Qualified Healthcare Clinic.

While employed at the Texas Department of Rural Affairs, Genora served as Director of Outreach and Special Programs, directing rural economic development, fire/safety and alternative energy programs. She later served as Executive Director of Downtown San Angelo, Inc., and Director of Downtown Development for the City of Midland.

As the President/CEO of the Gonzales Economic Development Corporation, Genora coordinated and facilitated the 2018 winning bid package for the BYK USA, Inc. \$50M expansion project, the largest Economic Development Project in Gonzales' history, defeating Germany, China, and Kentucky.



### **JOHN J. GREEN, PHD**

John J. Green is Director of the Center for Population Studies and Professor of Sociology at the University of Mississippi (UM) where he also serves as Affiliated Faculty with the School of Law. Prior to joining the faculty at UM in 2011, he was a faculty member at Delta State University for nine years. John regularly teaches research methods, statistics, and population health-related courses. He has numerous published book chapters, journal articles, and reviews on topics including community development, community based research, health, food systems, and the challenges faced by communities experiencing shocks and stressors. He served as Editor of the peer-reviewed journal Community Development for five years, and he is currently Editor in Chief of the Journal of Rural Social Sciences. John is an active member of the Delta Directions Consortium, Chair of the Board of Directors for the Southern Rural Development Center, Past-President of the Southern Rural Sociological Association, Vice-President Elect of the Rural Sociological Society, and member of the Council for the International Rural Sociology Association. He received his BA in Political Science and MS in Sociology from Mississippi State University, followed by his PhD in Rural Sociology from the University of Missouri-Columbia.



## **JONATHAN DANIELS**

Jonathan Daniels currently serves as the Executive Director and CEO of the Mississippi State Port Authority at Gulfport and joined the MSPA in June 2013, overseeing the operations and development of the Port of Gulfport.

Jonathan brings a wealth of experience in port management, international trade, and economic development to Gulfport as his prior business experience includes serving as Executive Director of the Port of Oswego Authority in Oswego, New York; President and CEO of Eastern Maine Development Corporation; Managing Director of the Greater Baton Rouge Port Commission and the Port of Greater Baton Rouge; and Port Director of the Port of Eastport, Maine.

A 1991 graduate of The Citadel in Charleston, South Carolina, with a degree in International Politics and Military Affairs, Jonathan has completed graduate work in Maritime Management at Maine Maritime Academy. He is also a graduate of the International Program of Port Planning and Management at the Louisiana State University Ports and Waterways Institute, and has completed several port management sessions with the American Association of Port Authorities.

In addition to his professional experience, Jonathan has served as a member of numerous boards and commissions including the American Great Lakes Ports Association, Federal Reserve Bank of Boston Community Advisory Committee, and he received an appointment from the US Secretary of the Interior to serve on the Erie Canalway National Heritage Commission for the National Park Service.



## **LAJUANA R. DELPH, PCED, BREP, MSED**

LaJuana R. Delph is the business manager liaison for Central Arkansas with the Arkansas Economic Development Commission's Existing Business Resource Division. Her focus is assisting and supporting manufacturing companies with her proven competitiveness development strategy. LaJuana has worked with many manufacturers during her 20 years at AEDC. Prior to her joining AEDC, she was employed as a quality and manufacturing engineer.

LaJuana also is a certified business retention and expansion professional through Business Retention and Expansion International (BREI). She is the first to receive this designation in the state of Arkansas. LaJuana received the Professional Community and Economic Development (PCED) certificate from the Community Development Institute (CDI), University of Arkansas at Conway. Most recently, she completed the requirements for the Mid-South Economic Development Professional certification (MSEDP) from the Institute for Economic Advancement, UALR Center for Economic Development Education. She earned her bachelor's degree in manufacturing engineering and a master's degree in public administration from the University of Arkansas at Little Rock.



### **LYNDA A. PACK, PCED, BREP**

*Executive Director | Jacksboro Economic Development Corporation*

Lynda continues her quest for improving and advancing rural Texas communities. Beginning with her Junior League volunteer service as Fiesta del Concho chair in San Angelo to her current position with JEDC. Her career spans fifteen years in commercial property management in San Angelo, ten years as San Saba County Chamber of Commerce Executive Director, to charting the course for Jacksboro, Tx for ten years.

She is currently serving as the first Economic Development Director of Jacksboro, Tx where she is beginning her eleventh year as Executive Director for best seven directors in the state. Multiple community development projects led to both a 30 acre retail project housing banks, a new hospital, and retail and 177 acre business park under construction with pre-sale of 68 acres. Public/private partnerships and working with all branches of local and county governments have served the area well. Lynda attended Amarillo College and Amarillo School of Nursing; Angelo State University for real estate; and Lone Star College earning her PCED.



### **MARVELLA WELLS, BREC**

Professionally, Marvella Wells is the Business Advisor (Growth) for NLOWE on the West Coast and Labrador. Marvella graduated from Memorial University of Newfoundland in 2000 with a Bachelor of Arts in Business Administration and a Bachelor of Arts in Economics. As NLOWE's Business Advisor, Marvella is willing and able to travel to any area in her region to ensure the effective delivery of NLOWE's programs and services. Providing one on one counseling, business support and advice, training events and workshops are a part of her everyday activities. Marvella has been with NLOWE since 2002.

Personally, Marvella is a wife, dog mom, daughter, caretaker, volunteer, traveler, cook, crafter, master rewards redeemer, aspiring singer and comedian. Marvella is not a navigator or dish washer.



## **MINA THORGESON**

Director of Sales and Event Partnership Ridgeland Tourism Commission (2010-present) Membership Director at Colonial Country Club (2005-2010) Direct Sales Representative with BellSouth Mobility/Cingular Wireless/AT&T Cellular (1999-2005)

Mina Thorgeson has been the Director of Sales and Event partnership for the Ridgeland Tourism Commission for the past nine years. Mina has successfully led the tourism efforts in Ridgeland to establish Ridgeland as a sports and leisure destination. She has secured collegiate, professional and national events that attract attendees from around the country. Private and public sector meetings have sought Mina's assistance in planning and implementation while in Ridgeland. Group tour companies take advantage of the complimentary services offered by the Ridgeland Tourism Commission and they contact Mina when travelling to the area. When not attracting visitors to the area, Mina enjoys her active lifestyle that includes cycling, Crossfit, golf and serving in her community. Mina is currently working with hospitality partners to produce events attractive to both locals and tourists. She can be reached at [mina@visitridgeland.com](mailto:mina@visitridgeland.com).



## **PAULA FLOOD**

Paula Flood is an experienced business advisor with an entrepreneurial spirit and an artist's heart. Paula has been an entrepreneur since the 80's and a business growth advisor since 1997. Paula grew up in a family of entrepreneurs. With a passion for business and networking, Paula can assist you with your business growth if you are a woman entrepreneur in the Eastern Region of Newfoundland and Labrador.

As an artist, her passion is rug hooking, teaching the craft, working with hand dyed yarns and her original artwork. In addition to quilting, crochet and knitting. Colour is her trade mark.



### **SHEREENA COLEMAN, BREC**

Shereena Coleman is Vice President of Business Facilitation & The Glades Region at the Business Development Board of Palm Beach County (BDB). In her role, Coleman consults one-on-one with companies sharing countywide resources available to assist with business growth, is responsible for outreach and interaction with business leaders in Palm Beach County as well as strategic community partners. Coleman also oversees the BDB's economic development initiatives as they pertain to the cities of Belle Glade, South Bay, and Pahokee, collaborating with community and business leaders in the Glades Region to assist in stimulating economic energy and enriching the vitality of the region's industries. Prior to working for the BDB, Coleman was at Enterprise Florida, Inc. where she was relationship manager for each of the state's economic development offices for all 67 counties, utilizing her extensive knowledge of relationship management, finance, and economic development. Coleman graduated from Rollins College where she earned a Bachelor of Science degree in Psychology with a concentration in Behavior Modification.



### **SUMESH ARORA, PH.D.**

Dr. Arora is the director of the state energy office at the Mississippi Development Authority. The Energy & Natural Resources Division's mission is to strengthen Mississippi's energy economy by promoting its natural resources, energy efficiency, workforce development and security.

Sumesh has 28 years' experience in industry, non-profit and the public sector leading programs in energy technology commercialization, STEM education, and innovation-based entrepreneurship.

Sumesh is the co-inventor of a patented waste-to-energy process and has published a book chapter on links between energy and terrorism. He was appointed by the U.S. Energy Secretary Rick Perry to a three-year term on the DOE State Energy Advisory Board and previously testified before the U.S. Senate in support of advanced biofuels.

Sumesh received his PhD in International Development from the University of Southern Mississippi and is an adjunct faculty there for the master's program in economic development. He has BS and MS degrees in engineering from the University of Central Florida. Sumesh is active with several community organizations and resides in Madison, MS with his wife and has two children in college.



## **TERESA EVANS, BREP**

*Economic Development Coordinator | City of Blue Springs, Missouri*

Teresa Evans joined the City of Blue Springs, Missouri in 2016 as the Economic Development Coordinator. She is City staff liaison for the Economic Development Council, the Main Street Redevelopment Corporation and the Downtown Blue Springs Economic Vitality Committee. She supports both business attraction and existing business projects working with companies of all sizes. Teresa serves on the Blue Springs Business Resource Network supporting entrepreneur efforts in the community. Now in its third year, Teresa worked with local employers to establish the Blue Springs Employers Human Resources Consortium.

**Teresa spent 16 years working in private sector, not for profit economic development organizations.** She joined the Blue Springs Economic Development Corporation in 2013 serving as the Business Retention and Outreach Manager with her primary focus placed on existing business. She had previously worked for 12 years in Lee's Summit, Missouri. As Vice President of Lee's Summit Economic Development Council, her responsibilities included leadership and support of a variety of economic development programs, including her recognized skills and abilities in the areas of business retention and expansion. Teresa also has several years of experience in higher education working in both student services and organizational development.

**Teresa holds a Bachelor of Science in Social Psychology from Park University.** She is a graduate of the Heartland Economic Development program. A member of Business Retention and Expansion International, Teresa first earned the BR&E Professional certification in 2010. As current BREI President, Teresa is serving her 2nd term on the BREI Board of Directors, on several BREI committees and has served as President-Elect. She also serves as Secretary/Treasurer for the Eastern Jackson County Development Alliance, is a member of the Missouri Economic Development Council and the International Economic Development Council.



# SPONSORS

## GOLD



## SILVER

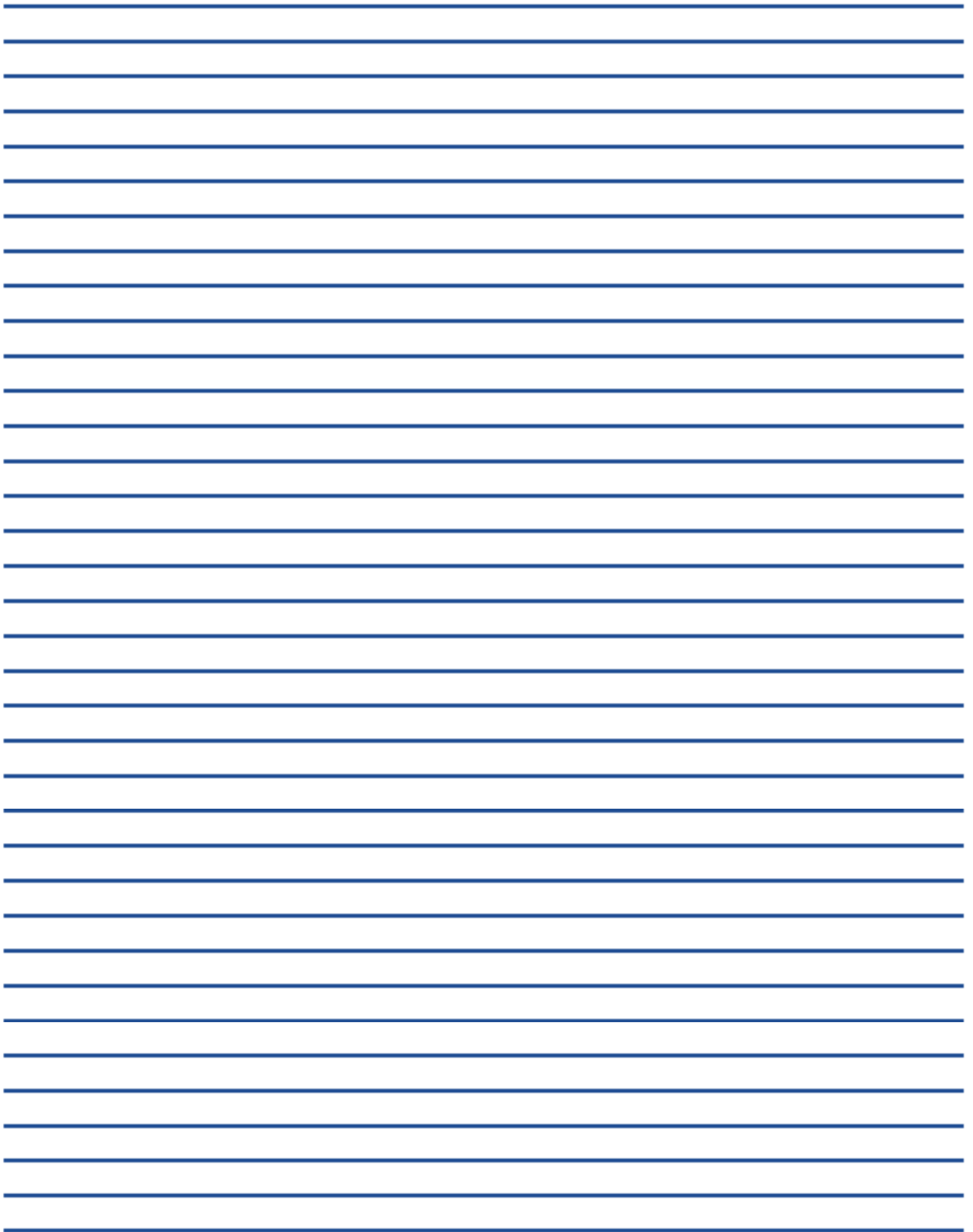


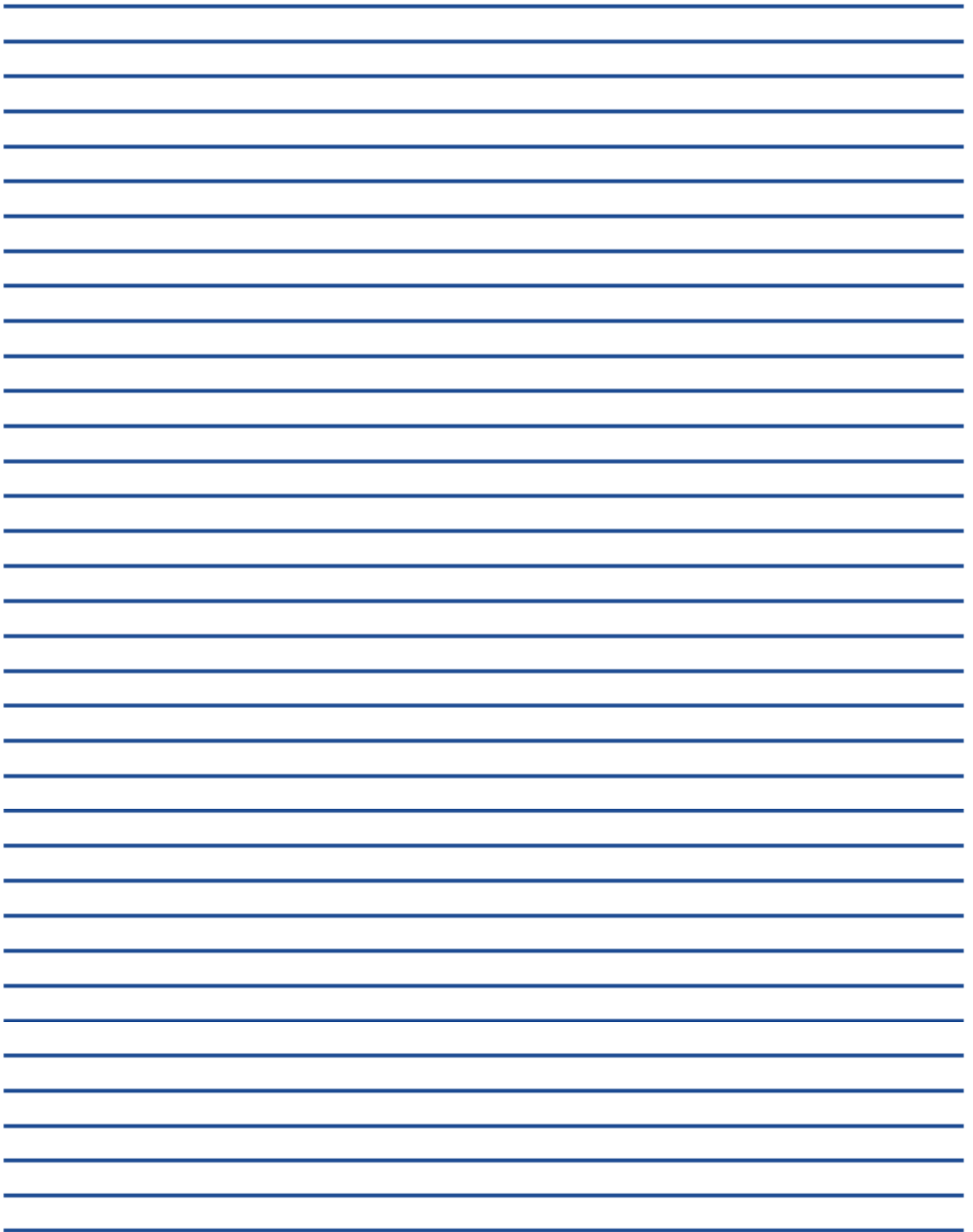
## BRONZE



# NOTES

This image shows a full page of blank, lined paper. It features approximately 28 horizontal blue lines spaced evenly across the page, typical of standard notebook paper. The lines are thin and light blue, set against a plain white background. There are no margins, text, or other markings on the page.







[WWW.BREI.ORG](http://WWW.BREI.ORG)