

# QUINTEN L. HARRIS

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## Summary of Qualifications

- Seasoned business development professional with extensive public administration, public finance, real estate, workforce development and community & economic development experience.
  - Experience negotiating and managing the execution of incentive and development agreements while collaborating with C-level executives and/or their agents.
  - Resourceful senior level manager experienced in hiring, managing and mentoring staff as well as developing reports, budgets and presentations.
  - Proven ability to function in an environment requiring anticipation and adaptation to changing objectives and priorities with variable deadlines.
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## RELEVANT PROFESSIONAL EXPERIENCE

### **Deputy Director, Economic Development City of Columbus, Department of Development**

July 2014 – Present  
Columbus, Ohio

- Advise the Director of Development and Mayor's Office on development and job creation policy.
- Supervise seventeen (17) members of the Economic Development Division; serve as Acting Director of Development in the Director's absence.
- Assist in developing and administering the budget and long range goals for the department; manage the Economic Development divisions' capital, operating and CDBG budgets which have varied from \$20M to as much as \$60 million dollars annually, and approve expenditures as required.
- Provide administrative oversight of program managers responsible for managing economic development incentives related to the financing of public improvements, including but not limited to, Tax Increment Financing (TIF), New Community Authorities (NCAs), Pay As We Grow, Property Assessed Clean Energy (PACE) and the Urban Infrastructure Recovery Fund.
- Oversee the City's economic development incentives program portfolio as well as the multi-million dollar Community Development Block Grant revolving loan portfolio and related servicing entities.
- Review, analyze and approve legislation for the Economic Development and Planning Divisions as part of the slate of legislation the department presents to Columbus City Council for passage.
- Maintain contact with various media outlets and coordinate the release of public information (and public information requests), with the Department's Public Information Officer, for the Economic Development Division; serve as the divisional spokesman on economic development matters.

### **Director, Strategic Project Management,**

March 2013 – July 2014

### **Regional Economic Development Initiative (REDI) Cincinnati (formerly the Cincinnati USA Partnership)**

- Negotiated terms of economic development incentive agreements and provided technical and regulatory assistance to C-level executives, lawyers, and/or site location consultants on a regular basis.
- Assessed, developed and executed various internal process improvements and training initiatives for the project management team to increase the organizations effectiveness and metric output.
- Worked closely with JobsOhio, REDI's Cluster Directors, and local economic development community partners, throughout Cincinnati USA, to retain, grow and expand the region's tax base.
- Managed the regions (Northern Kentucky & S.W. Ohio) Foreign-Trade Zone Program (Zones 46 & 47) assisting regional businesses in deferring customs duties and federal excise tax on imports.
- Managed REDI's relationship with public sector community partners; plan, while developing the content for, monthly meetings, events and educational forums for public and private sector stakeholders.

**Senior Public Finance and Economic Development Specialist,  
Bricker & Eckler, LLP**April 2011 – March 2013  
West Chester, Ohio

- Provided legal research and writing support on structured and traditional public financings executing client matters as bond counsel, issuer's counsel, and developer's counsel in connection with public and private taxable and tax-exempt debt issuances.
- Provided technical assistance regarding various special taxing districts and financing tools such as Tax Increment Financing (TIF), Community Revitalization Area's (CRA), Enterprise Zones, Joint Economic Development Districts (JEDD), Port Authority's, various tax credit and grant programs.
- Led the Economic Development Group activities creating subject matter content and establishing a web presence for the initiative; researched and drafted the *DevelopOhio Economic Incentives Toolkit* ([http://www.bricker.com/documents/resources/developohio\\_economic\\_incentives\\_toolkit.pdf](http://www.bricker.com/documents/resources/developohio_economic_incentives_toolkit.pdf)); an economic development incentives program guide for various state of Ohio and federal programs written for Ohio's economic development practitioners; created the firm's first economic development blog – *DevelopOhio.com*, highlighting and discussing current economic and workforce development topics of national, regional & local significance.

**Sr. Vice President,  
Argus Growth Consultants, Ltd.**April 2011 – March 2013  
West Chester, Ohio

- Managed the business advisory process from start to finish including site selection and incentive negotiations which included identifying and obtaining business incentives such as grants, low interest loans, tax credits and non-financial assistance for our private sector clients.
- Advised and assisted public sector clients in the creation of business attraction and retention strategies, incentive program design, marketing and business development plans, public-private partnerships and governmental affairs, and conducting community economic development assessments and incentive analysis among other services.

**Director, S.W. Ohio Region  
Ohio Department of Development**September 2006 – April 2011  
Cincinnati, Ohio

- Supervised all aspects of the regional office managing an annual operating budget of approximately \$1 million dollars while supervising the day to day activities of the five (5) members of the regional team.
- Worked very closely with the Governor's Office regarding economic development matters; provided public policy recommendations to the administration; prepared weekly regional briefings to the Director of Development and the Governor's Office.
- Negotiated terms of various agreements; provided technical & regulatory assistance, and structured financial incentive packages with site location consultants, lawyers and C-level executives regularly.
- Served as a liaison between federal, state & local government, business leaders, elected officials and economic development organizations to expedite and facilitate ODOD's responses to business concerns.
- Generated \$2 billion in new investments and assisted in creation of 18,000 new jobs during my tenure.

**Business Development Manager,  
Indiana Economic Development Corporation (formerly the IN Department of Commerce)**September 2004 – September 2006  
Indianapolis, IN

- Facilitated and managed the creation of 3837 new, and the retention of, 2649 Indiana jobs which resulted in private capital investments exceeding \$533,900,000 dollars to the State of Indiana.
- Performed economic development project management duties which includes, but not limited to, analyzing and processing the location criteria of business prospects; responding to request for information (RFI's) proposals; provided formal presentations to business prospects, public/private organizations, legislative and community officials as required; built and maintained close relationships with company CEO's and other high ranking personnel; structured economic incentives packages.

- Provided technical assistance regarding various taxing districts and financing tools such as a tax abatements, Tax Increment Financing, Community Revitalization Enhancement District, Certified Technology Parks, Industrial Development Bonds, and tax credits programs.

### EDUCATION

<b>Doctorate of Jurisprudence (JD)</b> Indiana University Maurer School of Law	May 2003 Bloomington, Indiana
<b>Masters of Public Affairs (MPA)</b> <b>Specialized Concentration – Public Sector Labor Relations and Dispute Resolution Systems</b> Indiana University School of Public and Environmental Affairs (SPEA)	May 2003 Bloomington, Indiana
<b>Study Abroad</b> Ecole Nationale d'Administration	Spring 1999 & 2000 Paris & Strasbourg, France
<b>Bachelor of Arts – English (BA)</b> University of Dayton	May 1996 Dayton, Ohio

### CERTIFICATIONS/TRAINING/SKILLS

- *Certified Economic Development Finance Professional (EDFP) – National Development Council.*
- Currently one course away from sitting for the Certified Economic Developer's (CEcD) Certification – International Economic Development Council (IEDC).
- Proficient in the use of Microsoft Office, Granicus Legistar software and the Salesforce CRM.
- Advanced training in the areas of Arbitration, Negotiation and in various theories of Mediation.

### PROFESSIONAL BOARDS/COMMUNITY AFFILIATIONS

- Board Member, Ohio Economic Development Association (OEDA)
- Board Member, Mid-Ohio Development Exchange (MODE)
- Board Member, Workforce Development Board of Central Ohio
- Board Member, Northern Pickaway County Joint Economic Development District
- Board Member, Madison Township Joint Economic Development District
- Board Member, Prairie Township Joint Economic Development District
- Member, International Economic Development Council (IEDC), Economic Development Research Partners (EDRP) Consortium
- Member, Ohio State University (OSU) Airport Community Outreach Council
- Member, Greater Cincinnati Foundation, Community Investment Committee