

QUINTEN L. HARRIS

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Summary of Qualifications

- Seasoned business development professional with extensive public administration, economic/community development, public finance and workforce development experience.
 - Experience negotiating incentive and development agreements while collaborating with C-level executives and/or their agents.
 - Resourceful team leader experienced in hiring, managing and mentoring staff as well as developing budgets, presentations and reports.
 - Skilled facilitator and communicator with diverse experience planning, structuring, and coordinating various community & economic development projects and events for governmental agencies, non-profit organizations with for-profit corporations.
 - Successful researcher and writer who has partnered with subject-matter experts and interested stakeholders to develop creative and well-reasoned solutions to achieve various public policy and development strategic and project goals.
 - 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

Charged with leading the City's Economic Development Division in developing and implementing strategies, and programs while cultivating economic opportunities that will have a significant impact on improving the local economy and quality of the neighborhoods within the City of Columbus.

- Direct a team of 17 divisional staff members and manage an annual divisional operating and capital budget of more than \$9.5 million dollars.
- Oversee all of the downtown and neighborhood economic development projects as well as the neighborhood commercial business district (small business) grant and loan funding.
- Manage the administration of the City's multimillion-dollar Community Development Block Grant (CDBG) small business revolving loan portfolio and associated contractual relationships with four servicing entities.
- Formulate and implement plans for new development, re-development and revitalization of commercial and industrial properties within the City; collaborating with JobsOhio & Columbus2020 as appropriate.
- Expand the City's stagnant business retention and expansion (BR&E) program; while implementing the Salesforce.com CRM into the division to better develop and track metrics and activities.
- Integrated risk management protocols into the administrative and business planning process so that divisional decision-making was well-conceived and analyzed; a strategy that complemented the City's human resource plan.
- Advise the Director of Development and the Mayor's Office on various development and job creation policy matters.

Director, Strategic Project Management,
Regional Economic Development Initiative (REDI) Cincinnati (formerly the Cincinnati USA Partnership)

March 2013 – July 2014

Partnered with corporate clients, site selectors, real-estate professionals, and investor/stakeholders to build on existing assets, attract new investment and create new business opportunities in the three-state, 15-county regional economic development framework known as Cincinnati USA.

- Assessed, developed and executed various internal work flow, process improvement and training initiatives for the project management team to increase the organizations project management effectiveness and metric output.

- Assisted Greater Cincinnati businesses in the retention and expansion of their operations, working closely with JobsOhio, REDI's Cluster Directors, and local economic development community partners, as well as marketing the attributes and services within the region in efforts of recruiting new businesses and industry to locate their headquarters and/or other business operations within Cincinnati USA.
- 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.
- 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.
- Developed the content for, in partnership with our research team and external consultants, monthly meetings, events, and educational forums for the benefit of the regions development stakeholders.
- Strengthened relationships between REDI and the local economic development community partners throughout Cincinnati USA, to increase public and private sector annual financial investment to execute the organizations regional growth strategy.

**Senior Public Finance and Economic Development Specialist,
Bricker & Eckler, LLP**

April 2011 – March 2013
West Chester, Ohio

As a member of the firms Public Finance and Economic Development Groups, I focused in the area of economic development and structured finance 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 legal research and writing support on structured and traditional public finance matters.
- 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 by creating subject matter content and establishing a web presence for the initiative; researched and drafted an economic development incentive tool guide (*DevelopOhio Economic Incentives Toolkit*) 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

Worked with public, private and non-profit clients identifying solutions to achieve their investment goals and accomplish their economic development objectives throughout the United States, on the state and local level, with this Bricker & Eckler, LLP subsidiary.

- 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 relationship building, and conducting community economic development assessments and incentive analysis among other services.

**Director, S.W. Ohio Region
Ohio Department of Development (*currently the Ohio Development Services Agency*)**

September 2006 – April 2011
Cincinnati, Ohio

Responsible for managing all aspects of the regional office for the Ohio Department of Development (ODOD) as well as directing and supporting economic development activities in Warren, Butler, Clermont & Hamilton Counties which included, but was not limited to, attracting prospective companies to Ohio, retaining existing businesses and coordinating various attraction & expansion related activities in the region, while developing and cultivating relationships with business (leaders), public and non-profit community stakeholders.

- Generated over \$2 billion in new investments and assisted in creating over 18,000 net new jobs in the Southwest Ohio market during my tenure.

- Managed an annual operating budget of more than \$650,000 while supervising the day to day activities of the 5 members of the regional office.
- Negotiated terms of various agreements; provided technical and regulatory assistance and structured financial incentive packages with company site location consultants, lawyers and C-level executives on a regular basis.
- Developed, coordinated & implemented regional economic development strategies; monitored & evaluated ODOT programs for productivity & effectiveness throughout the Greater Cincinnati area.
- Prepared weekly regional briefings to the Director of Development and the Governor's Office.
- Served as a liaison between state government, business leaders, elected officials and economic development organizations to expedite and facilitate State government responses to business concerns.
- Worked very closely with the Governor's Office regarding economic development matters; provided public policy recommendations to the administration; served as a liaison between federal, state & local regulatory agencies to businesses and local governments on matters impacting economic development.

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

Charged with expanding the tax base of the State of Indiana as well as communicating, implementing and managing the State of Indiana's newly created economic development strategic plan for business attraction, retention and expansion as well as various workforce development initiatives.

- 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 and negotiated terms of various agreements with site location consultants, lawyers and C-level executives.
- 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

Doctorate of Jurisprudence (JD) May 2003
 Indiana University Maurer School of Law Bloomington, Indiana

Masters of Public Affairs (MPA)
Specialized Concentration in Public Sector Labor Relations and Dispute Resolution Systems May 2003
 Indiana University School of Public and Environmental Affairs (SPEA) Bloomington, Indiana

Study Abroad Spring 1999 & 2000
 Ecole Nationale d'Administration Paris, France

Bachelor of Arts in English (BA) May 1996
 University of Dayton Dayton, Ohio

PROFESSIONAL BOARDS/COMMUNITY INVOLVEMENT

- Board Member and Co-Chair, Policy and Programs Committee, Ohio Economic Development Association (OEDA) – June 2015-Present
- Board Member and Program Chair, Mid-Ohio Development Exchange (MODE) – January 2015-Present
- Board Member, Workforce Development Board of Central Ohio – January 2015-Present
- Member, Ohio State University (OSU) Airport Community Outreach Council – May 2015-Present
- Member, International Economic Development Council (IEDC) Membership Committee – 2014
- Member, Greater Cincinnati Foundation (GCF) Community Investment Committee – Jan. 2013-Present

PRESENTATIONS & PUBLISHED WORKS

- Presenter, “*The Gigabit Economy: Leveraging the Network for Economic Development*”, at the Smart Gig Ohio Conference, October, 11, 2016, Columbus, Ohio.
- Presenter, “*Central Ohio is Growing: Discover Your Role in the Vision for the Future*”, at the Ohio Construction Conference, March, 16, 2016, Columbus, Ohio.
- Annual Course Lecturer on *Business Attraction Techniques*, Ohio Economic Development Association Basic Economic Development Course, March 2013 – 2016, Columbus, Ohio.
- Keynote Panelist, “*Local Planning for a Global Future: If Planners Ruled the World*”, Intelligent Communities Forum (ICF) 2015 Annual Summit, June 9, 2015, Toronto, Ontario, Canada.
- Co-Author, *DevelopOhio Economic Incentives Toolkit*, March 2014.
- Author, *Hocking County (Ohio) Community Economic Development Assessment*, August 2013.
- Primary Contributor, “*DevelopOhio.com*” Economic Development Blog, Sept. 2011 to April, 2013.
- Co-Contributor, “*Constitutional, perception issues aside, JobsOhio says state open for biz,*” *Columbus Business First* Op-ed, December 9, 2011.
- Presenter, “*Development Finance from the Middle: Regional Agency Perspective*”, at the Council of Development Finance Agency’s Ohio Financing Roundtable Conference, December 8, 2011, Columbus, Ohio.
- Presenter, “*The Current State of Economic Development in Ohio,*” at the Cincinnati Bar Association’s Local Government Law Seminar, May 20, 2011, Cincinnati, Ohio.
- Presenter, “*Available Economic Development Tools and Resources to Assist Ohio’s Minority Businesses,*” at The 100 Black Men of Greater Cincinnati, Inc. Economic Development Conference in partnership with the Federal Reserve Bank of Cleveland - Cincinnati Branch, and the Cincinnati USA Regional Partnership, October 20, 2010, Cincinnati, Ohio.
- Presenter, “*Redevelopment Tools for First Suburbs in Ohio,*” to the Hamilton County Municipal League, Fall 2009, Forest Park, Ohio.
- Presenter, “*Ohio’s Alternative Energy Initiatives,*” to the American Groundwater Trust - Education Forum, November 19, 2009, Cincinnati, Ohio.

CERTIFICATIONS/TRAINING/ SKILLS

- **Certified Economic Developer’s (CEcD) Certification – International Economic Development Council’s (IEDC):** Currently pursuing the IEDC Certified Economic Developer’s Certification.
- Proficient in the use of Microsoft software (Word, Excel, PowerPoint, Outlook) and the Salesforce.com CRM.
- Advanced training in the areas of Arbitration, Negotiation and in various theories of Mediation.