



## JENNIFER TANNER, SENIOR PRINCIPAL

### Professional Qualifications

Jennifer Tanner brings extensive experience in operations, administration, human resources, training, marketing, sales and research to Site Selection and Economic Development projects. Her areas of expertise include:

- Project Management
- Community and Economic Development Consulting
- Strategic Planning
- Sales, Marketing, Proposals and Presentations
- Contract Management
- Technology Transfer and Patent Protection Strategies
- Focus Group and Workshop Facilitation
- Formal presentations tailored for both technical and general audience

Prior to co-founding Janus Economics, Ms. Tanner held a number of senior positions in the industry:

- Senior Project Manager, Lockwood Greene (an international engineering and consulting company acquired in 2005 by CH2MHill).
- Managing Director, Community Development Institute & Strategic Growth Institute, University of Central Arkansas.
- Executive Director, United Way Organization - El Paso, TX

### Related Consulting & Project Management Experience

Ms. Tanner's consulting projects have included:

- |                            |                                    |
|----------------------------|------------------------------------|
| • Site Selection           | • Economic Development             |
| • Target Industry Analysis | • Market analysis                  |
| • Facilitation             | • Strategic planning               |
| • Community development    | • Organizational strategies        |
| • Labor market analysis    | • Feasibility and Planning studies |
| • Workforce development    | • Marketing strategies             |

The following are only a partial listing of projects that have been won and managed on time and on budget by Ms. Tanner. These projects have been executed successfully because of the excellent team members that have worked together to achieve the client's expectations.

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- State of Louisiana’s Department of Economic & Community Development – Statewide Project - Baton Rouge, Louisiana. A complex community development process to create a certified communities program.
- Southern Oklahoma – Location Study for Placement of Megasite
- Bridgestone Aviation – Location Study – Analyzed US Southeast Region and recommended best site to meet all criteria
- Siouxland Speculative Building & Site Evaluation Project - Sioux City, Iowa. Deliver realistic recommendations on regional sites that will create marketable assets for economic development.
- Grow Greater Burlington, IA – Comprehensive Economic Development and Strategic Planning Project
- Pennsylvania Local Development Districts – Assessment of the Economic Impact and Program Effectiveness on Economic Development in the Commonwealth and A Strategic Plan.
- Georgia Power Community Assessments – Economic Assessment of Seven Communities for Strategy, Leadership and Marketing.
- Siouxland Region Strategic Economic Development Plan – Sioux City, IA
- Ardmore Development Authority, Ardmore, OK – Target Industry Analysis and Marketing Plan
- Elko County Economic Development Diversification Authority, Nevada – Target Industry Analysis of Four Communities
- National Rural Electric Cooperative Association (NRECA), Arlington, VA – National Training on Site Selection, Economic and Community Development
- Des Moines Creek Business Park and Aviation Busienss Development Department, Port of Seattle, WA – Market Assessment, Target Industry Analysis and Land Use Plan
- Great Falls Development Authority, Great Falls, Montana – Agricultural Park Plan including national market assessment, site master plan and prospect leads.
- Purchase Region Industrial Development Authority, Jackson Purchase Region, KY – Industrial Park Marketing Entity Organization and Marketing Plan
- City of Memphis/Shelby County, TN – Assessment of Structure and Operations of Office of Economic Development

## Education

M.B.A., Technology Management, University of Phoenix  
B.S. Biology, University of Texas at El Paso