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Subject: Helpful info for Gov's comments

We have almost 200 people attending this year's Economic Development Review. The audience will consist primarily of state, regional and local economic development execs, as well as a whole variety of public and private allies.

We will be unveiling our Strategic Blueprint this afternoon. It is first public roll out. The plan includes a strategy, funding and staffing to:

CREATE MORE MARKET READY PRODUCT - Sites and buildings that are truly ready to go. This will go well beyond just certifying sites.

CREATE MORE OPPORTUNITIES - Our team will be adding two senior project managers to help Jeff Ruble get out and meet directly with companies, consultants and brokers to sell the State.

HELP COMMUNITIES TELL THEIR STORY WITH DATA - We will be hiring a senior research manager to help communities zero in on companies within their targeted industry sectors, provide research to help articulate their labor asset, and help communities prepare professional RFI responses when needed.

HELP COMMUNITIES PREPARE - We will be developing an initiative that engages leaders, public and private, at the local level to foster buy in and ownership of a community vision and planning for growth.

For 25 years we have been a valuable partner to the State and economic development community. As we start our next chapter we have adopted a strategy, and the board has given us the resources, to be essential at every phase of a project life cycle.

We engaged more than 300 stakeholders, and I conducted 130 one-on-one meetings. It is very safe to say that we can stand before the group today and say, "We heard you and we are taking action!"

One very important thing the Governor can do tomorrow is tee up the session that will follow her. We have a panel that will focus on the success we have seen with the Walmart. We will have a senior exec from WalMart here, the President & CEO of Kent Bicycles, and Jennifer Noel from DOC.

One thing we are trying to stress is how important it is to be prepared. If she can touch on this issue that would be great. But also share why she is laser focused on the opportunity that lies with WalMart suppliers.

Call me on my cell if you need anything.

Sent from my iPad