

STUART LEE LITVIN, CEcD, FM
935 South Chestnut Street
Henderson, NC 27536
P: 252-572-2208 C: 252-425-8811
Stuart.Litvin@att.net

PROFESSIONAL EXPERIENCE

7/11 to Present: **Director**, Henderson-Vance County Economic Development Commission,
Henderson, NC

- Responsible for the economic development activity for Vance County and the City of Henderson. Including the operations of the organization, business attraction and the business retention & expansion programs, the strategic plan, budget and development of the website that received the 2013 Southern Economic Development Council's Promotion Award of Excellent.
- Located several advanced manufacturing companies including a solar power oriented manufacturer, an automotive manufacturer, and a manufacturer for portable modular structures for the military and emergency uses. Also assisted in the location of several retailers, restaurants and a hotel.
- Initiated a pro-active robust Industry Visitation program that resulted in assisting eleven existing businesses in the areas of customized training, financial incentives and expansion. Including a 70,000sf construction of a building for the expansion of a major distribution facility that allowed for the retention of 200 jobs and adding another 50, as well as the construction of a 60,000sf structure for another existing company for a new manufacturing division that will be on a 35 acre state certified industrial park.
- Serve on the Board of the Research Triangle Regional Partnership, and the Loan Review Committee of the local Council of Governments.

5/09 to 7/11: **Associate**, CWS Consulting Group

- Perform as economic development expert for consulting company specializing in providing economic analysis and recommendations for major corporate and governmental clients relating to incentives and location decisions.
- A recent project was for the National Transportation Research Board related to the logistics industry designed to educate governmental officials, economic developers and planners on issues that influence logistics and transportation companies in their location decisions.

10/09 to 3/11: **President & CEO**, Livingston Economic Development Council. Livingston, LA

- Representing one of the fastest growing parishes in Louisiana just east of Baton Rouge and an hour northwest of New Orleans. Responsible for Business Attraction and Business Retention & Expansion program for the Parish.
- Responsible for the operations of the organization, including development of its budget, staff, strategic plan and developed metrics that measure the success of its programs.
- Located four manufacturing facilities and several major retail projects.

- Assisted in the location of two major medical facilities. Initiated an e-Synchronist program as part of our existing business effort.
- Participated in the USEDA and the International Economic Development Council's economic development analysis in response to the Gulf Oil Spill.
- Instructor for the Louisiana Industrial Development Executive Association's Basic Economic Development Course.

7/08 to 7/11 **Associate**, John Dunham & Associates, a/k/a Guerrilla Economics.

- Perform as economic development expert for economic consulting company providing economic analysis and recommendations for Fortune 500 companies and others relating to incentives and location decisions.

8/07 to 7/08: **President & CEO**, Alexandria Economic Development Partnership, Alexandria, VA.

- Perform as the economic development entity for the City of Alexandria as a public/private partnership between the City and the business community.
- Develop and propose policies, strategies and plans for the growth and sustainability of the City's economy.
- Promote the City of Alexandria on a regional, national and international level through direct recruitment, marketing events and missions, business networking and media outreach.
- Work closely with the Virginia Economic Development Partnership and the regional Greater Washington Initiative.
- Responsible for retention and expansion marketing efforts and assist small, minority and women-owned businesses.
- Assist the City in the development and execution of land use and site development plans.
- Assist new and expanding businesses in interpreting government programs, policies and regulatory procedures as well as acting as a facilitator in solving problems between businesses and the City.
- Maintain a database of available commercial real estate and through a relationship with property owners and real estate professionals provides a match between real estate needs and available properties.
- Initiated an Alexandria Higher Education Consortium that responds to the needs of businesses requiring advanced programs and courses for their workforce.

2/05 to 8/07: **Director Business Development**, Select Greater Philadelphia, Philadelphia, PA.

- Responsible for developing and maintaining relationships with the professional economic developers in the eleven-county region that includes five counties in eastern Pennsylvania, five counties in south New Jersey, and one county in northern Delaware.

- Developed a protocol and formats for responding to requests for information that was sent to each of the eleven county economic development entities and established a protocol for prospect handling for responses and visitations.
- Served as primary contact for site selectors, site consultants and end-users. Met with Site consultants on an on-going basis and at special functions such as the Roundtable programs.
- Represented the region at trade shows, marketing missions (domestic and international) and at select professional events such as CoreNet Global and the Industrial Asset Management Council.
- Maintained and enhanced the relationships with commercial/industrial real estate brokers in the tri-state area.

8/97 to 2/05: **President, Hollywood Business Council**, Hollywood, FL.

- Through a contract with the City of Hollywood, performed the economic development function for the City (Pop:146,000) regarding the attraction of new business as well as the existing industry program. A public/private partnership
- Developed with City staff a new Local Alternative Economic Development Incentive program adopted by the City Commission to assist in the attraction of new companies and to provide additional incentives to existing firms seeking to expand. Also initiated several other financial and non-financial incentives. Included are HUD 108, Loan Buy-Down program, streamlined permitting on the local level and expedited permitting on the state level.
- Served as the City's primary contact for the Broward Alliance, Enterprise Florida, Inc. and other economic development partners.
- Participated at trade shows and trade missions with both the Broward Alliance and Enterprise Florida, Inc.
- Received two Florida Economic Development Council's State-Wide Promotional Materials Awards for CD-ROM/DVD marketing presentation and for Advertising/Direct Mail.
- Assisted over 45 company locations, twenty-two significant redevelopment projects and a \$800 Million major hotel development.
- Implemented a "Keep Existing Employers Profitable" business retention program that resulted in several major expansions in the bio-medical and aviation sectors.
- Responsible for the development and implementation of the company's business plan.
- Served as a Board member of the Greater Hollywood Chamber of Commerce and with the Broward Alliance on the Investors Council, National Marketing, International Marketing, Targeted Markets, Film & television and Technology committees.
- Participated on the City-wide Master Plan and the Community Redevelopment Agency's Steering Committee in response to an Urban Land Institute study, as well as the development of the City's Intermodal Station regional transportation facility.

12/96 to 8/97: **Executive Director**, Stanly County Economic Development Commission,
Albemarle, NC.

- Responsible for the economic development activities for the County and six cities and towns.
- Assisted three company locations and four expansion projects.
- Coordinated the development for a 133 acre industrial/business park controlled by a community wide organization. Established the covenants for the park and prepared applications to potential funding sources. Also advised the group on the specifications for a speculative shell building.
- Represented the community on the Carolina Partnership's Economic Development Committee that served a fifteen county region. Attended trade shows and provided input on regional legislative matters as a member of the Partnership.
- Served as primary contact for the North Carolina Department of Commerce, utilities, railroads and other economic development partners.
- Worked closely with the Chamber of Commerce serving as an ex-officio on its Board of Directors.

9/95 to 12/96: **Project Manager**, The Partnership, Meridian, MS.

- Managed and coordinated the Business Attraction program for the City of Meridian and Lauderdale County. A public/private partnership.
- Responsible for prospect development, contact and handling.
- Represented the County and State at national and international trade shows that resulted in a significant number of prospect visitations.
- Developed and maintained a computerized database for tracking prospect activity and site/building inventory.
- Reported directly to the President/CEO and worked closely in the planning and implementation of all economic development activities.

1/85 to 9/95: **Executive Director**, Rockbridge Area Economic Development Commission,
Lexington, VA.

- Coordinated the overall economic development efforts of the County and the Cities of Lexington and Buena Vista.
- Interfaced with two Chambers of Commerce, two downtown development organizations and a regional tourism bureau.
- Assisted twelve industrial and seven service-oriented companies in their site selection and preparation process.
- Acted as primary contact for all community controlled property, and cooperated with private property owners in their marketing efforts.

- Served as primary liaison between the community and the Virginia Department of Economic Development, utilities, railroads and other economic development organizations.
- Produced and developed both print and video marketing materials.
- Initiated a highly successful business retention program including an Industry Recognition Dinner attended by over 300 attendees.

9/79 to 1/85: **Director of Government Affairs**, Association of the Graphic Arts, New York, NY.

- Supervised and directed Industry's programs relating to Federal, State and Local governments and their agencies.
- Maintained personal contact with elected and appointed officials. Also represented and provided testimony on behalf of the industry at governmental hearings.
- Worked closely with both the Association's President and the Director of Industry Activities in directing association sponsored trade shows, exhibitions and other special events.
- Appointed by the Mayor of New York City to represent the manufacturing and commercial sectors on the New York City Loft Board, which regulated the legalization of loft manufacturing buildings that were being converted to residential use.

9/78 to 6/79: **Director of International Relations**, Weft Industries, New York, NY.

- Traveled overseas (Europe, Africa and South America) to personally meet with foreign clients, and functioned as a troubleshooter in the areas of public relations, sales and claims.
- Met with foreign government and banking officials to determine changes in financial regulations.
- Expedited payment and financial transfers reducing process from over nine months to less than nine weeks.

5/75 to 9/78: **Manager of Business/Government Liaison**, Mayor's Office of Economic Development, New York, NY.

- Developed policies and programs promoting relationships between the City and its business community.
- Created strategies, including a One-Stop Business Assistance Center to cut red-tape for commerce, and to promote tourism.
- Initiated a program between the Mayor's Office and major utilities that assisted over 100 businesses by investigating disputes and mediating payment schedules.

EDUCATION

Pace University, MBA (Public Relations) – 1974

Pace University, BBA (Marketing) – 1971

Fashion Institute of Technology, AAS (Administration & Sales) – 1968

PROFESSIONAL ASSOCIATIONS/ACTIVITIES

Certified Economic Community Developer (CEcD) – March 1988

Fellow Member (FM), International Economic Development Council-2013

Member, International Economic Development Council (IEDC)

Member, IEDC's Sustainability Committee

Member, Southern Economic Development Council (SEDC)

Alternate State Director, SEDC

Chair, Southern Economic Development Council's Legislative Task Force

Member, North Carolina Economic Developers Association (NCEDA)

Member NCEDA's Legislative Committee

Board Member, Research Triangle Regional Partnership

Member, Loan Review Committee-Council of Governments Region K (NC)

Member, Council of Governments Transportation Coordinating Committee (NC)

Member, Urban Land Institute (former)

Member, CoreNet Global (former)

Member, National Association of Industrial & Office Properties (former)

Member, Greater Washington Initiative (former)

American Chamber of Commerce Executives (former)

Member, International Council of Shopping Centers

Former Member, Virginia Economic Developers Association, Pennsylvania

Economic Developers Association, New Jersey Economic Developers

Association, Florida Economic Development Council, Southern Economic Development

Council, Mississippi Economic Development Council, Louisiana Industrial

Development Executives Association

President Elect, Virginia Economic Developers Association

Instructor, Economic Development Institute (8 years)-at University of
Oklahoma and at Indiana University/Purdue University at Indianapolis.

Instructor, Virginia Institute for Economic Development (5 years) at
Virginia Polytechnic Institute and State University

Instructor, Basic Economic Development Course in Louisiana

Adjunct faculty, Dabney S. Lancaster Community College-Virginia

Member, Broward Workforce Development Board-Florida

Member, World Trade Center-Fort Lauderdale-Florida

Member, South Florida International Business Council

Appointment, by Governor of Virginia to the Blue Ridge Economic
Development Advisory Council

Appointment, by Mayor of the City of New York to the New York City Loft Board

Selection Committee, Florida Economic Development Council-
“Professional of the Year” & “Deal of the Year” awards.

Selection Committee, International Economic Development Council-
“Annual Promotional Materials” awards.

PROFESSIONAL DEVELOPMENT

University of North Carolina – Basic Economic Development Course -1985

University of Oklahoma – Economic Development Institute – 1985 – 1987

Seminars and Symposiums: Innovative Financing; Exporting; Deal Structuring; Service Industry Development; Economic Development Strategic Planning; Back Office Industry Attraction; Real Estate Re-Development; Managing Economic Development Organizations

Annual Meetings: International Economic Development Council; National Council for Urban Economic Development; Southern Economic Development Council; CEcD Leadership Summits; several state economic development organizations annual meetings and workshops Roundtable in the Rockies; Roundtable in the Desert; Roundtable in the South.

PERSONAL

Married: Icer A. Litvin

Twin Sons: Seth Aaron and Ethan David graduates of Randolph-Macon College (VA)

ADDENDUM - STUART L. LITVIN, CEcD

CIVIC AFFILIATIONS/ACTIVITIES

Member, Henderson-Vance Chamber of Commerce Board
Member, Henderson Downtown Economic Development Commission
Member, Leadership Vance
Member, Alexandria/Arlington School Readiness Council
Member, Greater Hollywood Chamber of Commerce Board of Directors
Member, Sheridan Technical Center Advisory Board
Member, Leadership Hollywood
Member, Leadership Broward
Member, Hollywood City-Wide Master Plan Task Force Committees
Member, several Hollywood City selection committees
Member, Hollywood Medical Center Institutional Review Board
Member, Community Emergency Response Team (CERT) – Hollywood
Member, Broward County Emergency Preparedness Network
Member, Hollywood Project Impact Committee
Advocate of the Year, Sheridan Technical Center
Host Committee, Arts & Cultural Center Gala – Hollywood
Judge, Fiesta Tropical (Mardi Gras) – Hollywood
Member, Sister Cities International Advisory Board – Hollywood
Member, American Cancer Society “Jail & Bail” Parole Board
Member, Stanly County Chamber of Commerce Board of Directors
Chair, Buena Vista Employers Advisory Council (9 State awards)
Chair, Rockbridge County Technical Advisory Board
Member, Western Virginia Tech Prep Board
Member, Dabney S. Lancaster Community College Advisory Board
Member Shenandoah Valley Private Industry Council
Member, Rockbridge Regional Fair Executive Board
Coordinator, Rockbridge Area Leadership Program
Chair, Rockbridge Law Enforcement Committee & Crime Watch
Chair, American Heart Association-Rockbridge Unit
Referee, Virginia High School League
Honorary Life Member, Little Spain Merchants Association (New York)

PROFESSIONAL APPEARANCES & INTERVIEWS

-Appeared on CNN, WPBT-TV (Miami); WOR-TV (New York); WTOK-TV and WGBC-TV (Meridian, MS); WDBJ-TV and WBRA-TV (Roanoke, VA).
-Quoted in the New York Times; Wall Street Journal; New York Daily News; Village Voice; Roanoke Times & World News; Lynchburg Advance; Blue Ridge Business Journal; Charlotte Business Journal; Charlotte Observer; South Florida Business Journal; Miami Herald; Ft. Lauderdale Sun-Sentinel, and local and regional newspapers.
-Panelist/Moderator at professional and business events including International Economic Development Council’s Annual Meetings; South Florida’s Minority Entrepreneurial Annual Forum; National Council for Urban Economic Development’s Annual Meetings; Society of American Business Editors and Writers Workshop.