

Drewery I. (Drew) Page, CEcD

110 Regent Court
Bogart, Georgia 30622

Telephone 706/208-8494

Electronic mail: drewwpage@bellsouth.net

An experienced professional in organizational and non-profit management with a documented record of success in the establishment and sustained management of volunteer based organizations, and

- the financial management of community based development groups, and
- the creation of membership services to offer a return on investment to the membership, and
- the crafting of ideas by the organization's leadership into work plans of value to the membership, and
- the ability to gently close the sale of a project concept, idea, financial package or business plan.
- One of the 1,200 certified economic developers in this hemisphere and a graduate of the American Chamber of Commerce Executives Institute for Organizational Management.

Professional Experience

02/11 to now: Contract Consultant, Tax Credit Management, an economic development practice specializing in the design of financial packaging and incentive negotiation for the location of commercial and hospitality projects. Practice maintains relationships with national retail and hospitality firms along with major commercial developers. I have completed incentive projects in Georgia, Alabama, Florida, Pennsylvania, Illinois and New York.

10/02 to 04/10: President and CEO, Athens-Clarke County Economic Development Foundation, a partnership of local government, business and the University of Georgia, created to attract value added jobs and new capital investment. Original employment contract has enjoyed five extensions.

As the first employee of a new startup organization, activities included establishment of an office, design of an operating budget, policy, procedures, marketing materials, catalog of resources and site inventory. Also, established short and long term marketing plans, integrated Foundation and Development Authority activities, and created a communication program. From this humble beginning, the Foundation has completed twenty-one investment projects totaling 1,486 new value added jobs and attracted \$195.2 million in new capital investment with over \$300 million in the project pipeline. Athens was awarded Georgia's Entrepreneur Friendly Community designation and added a small business coordinator to the Foundation staff. A significant task nearing completion is the creation of a joint development authority to create and manage a university based health science research park on a 980-acre tract spanning two counties. This project requires input from three local governments, a private land owner, the State of Georgia and the University of Georgia.

The return on investment in 2009 to the Foundation's participating partners is \$7 in new tax income for each dollar invested in the Foundation. The annual goal of \$4 in tax income to \$1 invested.

9/94 to 10/01: President and CEO, Enterprise Volusia, Inc.; a private / public economic development partnership headquartered in Daytona Beach, Florida tasked to create new value added jobs and secure additional taxable investment in seventeen Volusia County communities as well as unincorporated areas of this geographically, very large County. EV, I. was dissolved October 1, 2001 with assets transitioned to become a department of the Volusia County Government.

Significant Accomplishments in Daytona Beach include leading an international marketing program that attracted forty-nine additional companies creating 2,817 new value added jobs and \$110,151,700 in new taxable capital investment. Simultaneously, expanded sixty-one local companies creating 3,072 new value added jobs and \$234,097,670 in new taxable capital investment. Completed projects created an additional 4,668 service and support jobs. Inaugurated new investment structure and additional private investor partners to increase total income 36% while reducing public investment by 28%. Calculation of the cost effectiveness of incentive offerings to assure positive return on community investment became standard procedure. Transformed the organization

from Volusia County Business Development Corp. (a perceived governmental agency) to Enterprise Volusia, Inc., a private sector based development organization.

Coordinated economic development efforts by working in tandem with nine chambers of commerce, seventeen municipalities and three tourism bureaus. . EV,I created a certification program for cities to teach basic economic development and assure a trained cadre of effective volunteers from each community. All marketing activities were measured for cost effectiveness annually and altered as needed. E.V,I won several marketing and promotional awards including IEDC's Best Mid-Market video and named *Southern Business Magazine's* Mid-Market of the South in '98 for projects completed. . Return on investment for local government was \$5 in new tax income for each dollar invested in economic development.

1985 to 1994: President and CEO, Duncan Area Economic Development Corporation; a private / public economic development partnership headquartered in Duncan, Oklahoma.

1983 to 1985: President and CEO, East St. Mary Parish Chamber of Commerce; a business development corporation working in partnership with the East St. Mary Parish Port Authority headquartered in Morgan City, Louisiana.

1980 to 1983: Vice President, Marketing, A. Baker Corporation; a commercial development and construction company headquartered in Montgomery, Alabama.

1979 to 1980: President and CEO, Dothan Area Chamber of Commerce; a business and economic development organization headquartered in Dothan, Alabama.

1972 to 1979: President and CEO, Owensboro Area Chamber of Commerce; a business and economic development partnership with the Houston County Industrial Foundation headquartered in Owensboro, Kentucky.

1970 to 1972: Vice President, Anderson Area Chamber of Commerce; a business development organization headquartered in Anderson, South Carolina.

Education

Georgia Southern College, B.A.

University of Georgia, Institute for Organizational Management, Certificate Program

University of Georgia, Development Authority Skills Institute, Certificate Program

University of Oklahoma, Economic Development Institute, Certificate Program

Certified Economic Developer, International Economic Development Council

Personal

Married: Faye Anne Miller, Lancaster, SC, two adult children

Military Service: United States Marine Corps

Affiliations and Activities

Participating Memberships:

International Economic Development Council

Southern Economic Development Council

Georgia Economic Development Association

Georgia Association of Development Authorities, Board Member

Athens Rotary Club

Speaker, Lecturer:

Regular speaker at civic, service and leadership organizations

Regular speaker at the University of Georgia International and Career services programs,

Former guest panelist, University of Central Florida Graduate Business Roundtable,