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FOR IMMEDIATE RELEASE

## **Jay Garner of Garner Economics Voted Top Site Consultant by *Southern Business & Development* Magazine**

**BIRMINGHAM, Ala.** – Jay Garner, president and founder of Garner Economics, has been chosen as one of the nation's top site consultants by *Southern Business & Development* magazine. Garner has a 30-year career that includes highly successful and award-winning work in the economic development field as well as performing key leadership roles in this industry. His dramatic achievements with the Chambers of Commerce in Mobile, AL and Asheville, NC have broadened his economic impact.

SB&D extensively surveyed local and state economic developers located in the South to identify site consultants providing exemplary services to companies searching for a location. The resulting list was published in SB&D's latest issue, released earlier this month. SB&D is the leading publication promoting corporate investment and job creation in the American South, the world's fourth largest economy.

"We wanted to create a directory of top service providers so when companies are looking for the right location, they can turn to trusted sources for legal advice, accounting work, or site consulting," explains SB&D's Publisher Mike Randle.

As Randle notes, it's significant that this particular list was developed based on input from economic developers. "This group works with site consultants day-in and day-out, so they know which ones are hard-working, capable and knowledgeable," Randle says. "The people included in our directory have set the standard for professional excellence."

So what was it that drove Jay Garner's name to the top of the list? "We try to help our clients avoid chasing fads in economic development," said Garner. "Our unique approach to analytical, detailed research in economics, led by economist Tom Tveidt, differentiates us from other companies because we approach situations with solid research, knowledge about accessing incentives, a grasp on future market forces, and an understanding of current market landscapes on the local, regional, national and global levels."

Garner's clients confirm that his philosophy works. Mary Ann Newton, president of the West Monroe - West Ouachita Chamber of Commerce in Louisiana says: "Jay is the consummate professional. He is progressive, ethical and innovative. He combines his Economic and Community Development expertise with the ability to organize, collect and evaluate data - all in an effort to provide the best of product development programming to municipalities and businesses. And he does so with graciousness and a terrific personality. He truly wants to see his clients succeed."

And his corporate clients echo this sentiment: "As Regional President – Americas of Future Pipe Industries, I called on Jay and his staff to conduct a site search for a possible expansion we were analyzing for our North American manufacturing operations," said Mike Olivier, former president of FPI. "The work of Jay and his team was meticulous with great follow-up on both sides of the project. They were extremely detailed, analytical and objective, yet offered a number of subjective views that only someone like Jay who has been on both sides of the fence would understand. In my experience of working for 30 years as a practitioner and then in the private sector, I really appreciated how he was able to relate to both the economic development professional, and to me, the corporate client."

Garner Economics, an economic development consulting firm headquartered in Atlanta, has worked with a variety of clients throughout the US, Asia and Europe, such as Anchor Glass, Academy Sports, Hatfield Quality Meats, Stork, Future Pipe Industries and others. They are the exclusive provider of site location services for the Facility Group - a global leader in architecture, engineering and construction management, based in Atlanta-and their worldwide clients.

During his career, Garner has led over 25 trade and business development missions on four continents leading to the creation of thousands of jobs and several billion dollars in capital investment. Now, he is teaching those prospecting and relationship management skills at the Economic Development Institute at the University of Oklahoma, where he is an instructor in international prospecting. He is a Certified Economic Developer (CEcD), a Fellow Member and an Honorary Life Member, the three highest professional designations awarded to those in the economic development profession by the International Economic Development Council.

Garner is a past chairman for the International Economic Development Council, the largest economic development professional trade organization in the world. He is also a past chairman of the American Economic Development Council.

**About SB&D:** SB&D magazine reports on corporate relocation and expansion in the nation's number one region in economic development, the South. The magazine's websites are [www.sb-d.com](http://www.sb-d.com), [www.southernautocorridor.com](http://www.southernautocorridor.com), and [www.smalltownsouth.com](http://www.smalltownsouth.com).

**About Garner Economics:** Garner Economics offers site selection, analytical research, industry targeting, strategic planning and organizational development with a wealth of expertise to companies, communities, and organizations globally. Garner Economics is based in Atlanta, GA and has representative offices in both Europe and Asia. [www.garnereconomics.com](http://www.garnereconomics.com)