

Corey Alan Leon, CEcD/EDFP

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CERTIFICATIONS:

- Certified Economic Developer (CEcD)
- Economic Development Finance Professional (EDFP)

EXPERIENCE:

Development Incentives and Consulting, LLC. *Principal.* November 2003 –

Providing consulting and economic development services to non-profit community development corporations, municipalities and private sector developers and businesses. Recent projects include: 1) preparing Brownfield Redevelopment plans for a variety of projects including residential loft development; 2) grant writing (EPA Site Assessment, Community Development Block Grant); 3) preparing and presenting trainings related to economic redevelopment tools (brownfield redevelopment, tax increment finance, tax abatement, tax credits) to economic development organizations, associations and developers; 4) strategic planning and management consulting for Detroit's Eastern Market district; and 5) working with the Jefferson East Business Association on a number of challenging real estate projects.

Detroit Economic Growth Corp. *Senior Business Development Executive.* July 2001 - October 2003

Provided assistance, such as site location and incentives, to companies interested in starting in or relocating to Detroit. Coordinated over 40 brownfield redevelopment plans from initiation through approval and administered the City of Detroit's Brownfield Redevelopment Authority. Developed a pool of prospective companies interested in locating in City of Detroit. Revised and created new fact sheets and Detroit marketing materials. Participated in regional marketing and business attraction efforts. Trained junior staff in economic development programs.

Michigan Economic Development Corporation. *Account Manager.* June 1996- June 2001

Provided retention and expansion assistance, such as site location assistance and financial packaging, to companies located in, or interested in, Wayne County. Consistently ranked in the top quartile of account managers in number of company visits, number of projects and size of projects. Developed a close working relationship, through personal visits, with company executives in my territory. Managed state incentive programs related to projects such as brownfield redevelopment, job creation incentives, property tax abatement and training. Successfully managed very challenging projects including ArvinMeritor's new Detroit manufacturing facility (first MEGA in a Ren Zone, brownfield, tax abatement and EDJT) and Johnson Control's new Rockwood manufacturing facility (using CDBG, an interlocal agreement, MEGA, EDJT). Developed close rapport with the prospect for the final closing of the project and the successful location of the expansion. Problem-solved to overcome barriers to expansion and acted as liaison between the prospect and state/county/local resources.

Facilities Management Division, Dpt. of Social Services. *Project Management.* June 1995 - June 1996.

Developed strategic facilities plan for all DSS leased real estate. Led facility readiness coordination of statewide automation project. Coordinated site searches based on demographic trends. Assisted with building permits for City of Detroit projects.

Mayor's Office, City of Detroit. *Fellow.* May 1994 – June 1995.

Under a Ford Foundation Fellowship, worked primarily on economic development projects in Mayor Dennis Archer's office. Coordinated City of Detroit departments to ensure the retention of American Axle & Manufacturing's headquarters and manufacturing facilities. Assisted small businesses with permit issues, in obtaining city-owned land, and other City issues. Provided staff support to Mayor's "blue ribbon committees" such as land use and permits.

EDUCATION:

Master's of Public Policy Studies. *University of Michigan.*

An interdisciplinary program emphasizing economic, political and quantitative analysis of public policy issues. Course work included domestic policy seminars, applied micro economics, accounting and financial analysis, benefit-cost analysis, economic development planning, real estate feasibility analysis.

Bachelors of Science. *Western Michigan University, Cum Laude.* Lee Honors College Graduate
Majors: Physics and Political Science Minor: Mathematics

Post-Master's Education.

Int'l Economic Development Council: Real Estate Development (2004).

National Development Council: Certificate for Economic Development Finance; NDC Academy 2005.

Michigan Manufacturing Technology Center: Fundamentals of Manufacturing; Red Flags in Manufacturing.

Lansing Community College: Property Management; Introduction to Geographic Information Systems.

LEADERSHIP:

- Eastside Land Assembly and Neighborhood Development (LAND), Inc., Chair 2005-
- Indian Village Association Board, Treasurer 2000-2001, Member, 1999-2003.
- Western Michigan University, Southeast Michigan Alumni Chapter, President 1998-2001.

AWARDS:

- 2002 C.R.E.W.-Detroit Excellence in Real Estate Award for ArvinMeritor project
- 1993 Presidential (top of class in major) scholar in political science
- 1993 Presidential (top of class in major) scholar in physics
- Awarded full, four-year academic scholarship to Western Michigan University

MEMBERSHIPS:

- SEMCOG Community Economic Development Advisory Committee (1998-2004)
- Detroit Regional Economic Partnership
- Michigan Economic Developers Association
- International Economic Development Council
- Urban Land Institute
- ULI/U of M Real Estate Forum (2002 Tour Guide and 2005- Forum Committee member)
- Michigan Land Use Institute
- CityScape Detroit
- Jefferson East Business Association, Real Estate Committee
- Western Michigan University Alumni Association, Southeast Michigan Chapter

SPEAKING ENGAGEMENTS/EVENTS:

- Local Initiatives Support Corporation, Statewide employee training, Brownfield Redevelopment
- Michigan Municipal Treasurers Assoc. 2004 Conference, Economic Development Tools Presenter
- Commercial Real Estate Women (CREW) Luncheon 2002, Keynote Speaker
- Empowerment Zone Financial Institution Consortium Forum, Panel Speaker 1999 and 2003
- Detroit Community Reinvestment Strategy Review Team, Clusters 9 and 10
- 2005 University of Michigan Design Charette Presentation Speaker
- 2003-2005 University of Michigan Design Charette "Implementation Team"
- 2003-2004 University of Michigan Studio on Detroit, guest commentator
- 2003 Lawrence Technological University Studio on southwest Detroit, guest commentator