



David R. Kolzow, Ph.D

Principal

Education:

- PH.D. IN GEOGRAPHY, SOUTHERN ILLINOIS UNIVERSITY
- M.S. IN GEOGRAPHY, NORTHERN ILLINOIS UNIVERSITY
- B.S. IN EDUCATION AND GEOGRAPHY, CONCORDIA TEACHERS COLLEGE

Specialized Skills:

- ORGANIZATIONAL CONSULTING
- STRATEGIC PLANNING
- CORPORATE SITE SELECTION
- ECONOMIC DEVELOPMENT TRAINING
- TARGET INDUSTRY IDENTIFICATION
- INDUSTRIAL MARKETING PROGRAMS
- REAL ESTATE MARKET ANALYSIS
- LAND USE PLANNING

Professional Experience:

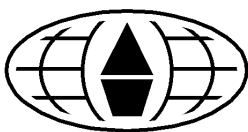
- EXECUTIVE DIRECTOR OF THE TENNESSEE LEADERSHIP CENTER, 2005-2007.
- PRESIDENT OF TEAM KOLZOW, INC., 2003-2005.
- PRESIDENT OF KOLZOW & ASSOCIATES, 1985-1995.
- CHAIR, DEPT. OF ECONOMIC DEVELOPMENT AT THE UNIVERSITY OF SOUTHERN MISSISSIPPI, 1999-2003
- PRINCIPAL WITH LOCKWOOD GREENE CONSULTING, 1997-1999
- MANAGER OF ECONOMIC DEVELOPMENT FOR FLUOR DANIEL, 1995-1997
- VICE PRESIDENT, GREATER TUCSON ECONOMIC COUNCIL, 1990-1991
- MANAGER IN THE REAL ESTATE GROUP OF LAVENTHOL & HORWATH, 1984.
- VICE PRESIDENT OF DEVELOPMENT ADVISORY SERVICES AT THE FANTUS COMPANY, 1974-1980/1981-1984.
- ASSISTANT VICE PRESIDENT AT THE REAL ESTATE RESEARCH CORP., 1980-1981
- ASSISTANT PROFESSOR OF GEOGRAPHY, NORTHEASTERN ILLINOIS UNIVERSITY, 1971-1974
- INSTRUCTOR OF GEOGRAPHY, DEPAUL UNIVERSITY, 1973-1974.
- FACULTY MEMBER, ECONOMIC DEVELOPMENT INSTITUTES, NORMAN OK AND INDIANAPOLIS IN, 1985-2000.
- FACULTY MEMBER, BASIC ECONOMIC DEVELOPMENT COURSES IN MISSISSIPPI, ALABAMA, NEW MEXICO, ARIZONA, NORTH CAROLINA, AND ILLINOIS.
- INSTRUCTOR, IEDC ECONOMIC DEVELOPMENT MANAGEMENT SEMINARS SINCE 1995.

Dr. Kolzow has been involved in economic development consulting for over 30 years. He has managed the economic development practices of consulting firms, the research and marketing efforts of a regional economic development organization, a university department, and, most recently, the Tennessee Leadership Center. In addition, he has conducted training in organizational management for the International Economic Development Council (IEDC), where he has been the primary instructor of their two-day management course for the past ten years. He also teaches the management module for the Basic Economic Development Courses in several states, and the Community Development Institute, and he conducted the first web seminar for IEDC on outcome-based performance for economic development organizations.

Dr. Kolzow's strategic planning experience is unequalled. Besides being involved in strategic planning for states, regions, and communities, he has assisted economic development organizations in their strategic plans. Dr. Kolzow set up a statewide strategic planning program for North Dakota and trained over 60 facilitators to implement the process, and more recently worked closely with the Tennessee Department of Economic and Community Development on their state-wide Three-Star strategic planning program.

Publications:

- *Leadership: An Essential for Dynamic Economic Development*, a monograph published by the Southern Economic Development Council in November 1990 and substantially revised in 2002.
- "The Internet Economy and Its Impact on Local Economic Development," *Economic Development Review*, Summer 2001.
- "The Emerging Economic Development Profession," *Economic Development Review*, October 2000.
- "A Perspective on Strategic Planning: What's Your Vision?" *Economic Development Review*, Volume 16 Issue 2, Summer 2000.
- "Manufacturers and Higher Education: Partners for Success," *Business Xpansion Journal*, April 2001.
- "Research Universities and the Local High-Tech Economy," *Business Xpansion Journal*, February 2001.
- "Partner with Higher Education to Build the Workforce for the Digital Economy," *Business Xpansion Journal*, December 2000.
- *Strategic Planning for Economic Development*, a book first published by the American Economic Development Council, July 1988. A complete revision was published in 1991 and again in 1999, and is currently available through IEDC.
- "The Digital Economy on the Move," *U.S. Sites & Development*, May 1999.
- "Size, Structure, Strategy, Specialization, and Selection: What Impact Will this Decade's Corporate Trends Have on Site Selection?" *U.S. Sites & Development*, November 1998.
- "What Are the Pros and Cons of Moving Your Corporation to Rural America," *Business Facilities*, June 1998.
- "Smooth Sailing with Your Board of Directors," *Economic Development Review*, Summer 1995.
- "Public/Private Partnerships: The Economic Development Organization of the 90s," *Economic Development Review*, Winter 1994.
- "Communication & Leadership: the Key to Successful Economic Development," *Economic Development Review*, Winter 1990.



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