



## **Jerry Szatan Biography**

Jerry Szatan has more than thirty years experience in site selection, economic development and real estate investing in the United States and abroad. He formed Szatan & Associates, a location strategy, site selection and economic development consulting firm based in Chicago, in 1998. Site selection projects include headquarters, R&D, manufacturing, distribution centers, call centers, back offices, and other corporate facilities for companies including: Boar's Head Brand, Carlson Wagonlit Travel, Davis Selected Advisors, Equiserve, First Card, GAF, Inc., Hewitt Associates, Korona Candles S.A., Nature's Path, Organics LaGrange, Sun Microsystems, Union Pacific Railroad, Waste Management and Wausau Insurance.

He advises state and local economic development organizations and other organizations nationally on economic development strategy, marketing, real estate development feasibility, labor markets and best practices. Projects have included benchmarking best practices for university-affiliated research parks, and economic and market feasibility and potential multi-jurisdictional public sector support for developing a heavy-industry, rail served industrial park. Clients include: The RACER Trust, Michigan Economic Development Corporation, New Haven (CT) Regional Water Authority, Rockford Area EDC and others. He was a senior manager at The Fantus Company, a regional economist at the Federal Reserve Bank of Chicago and worked in real estate investment and public policy analysis.

Mr. Szatan writes and speaks widely on site selection issues and trends, labor market analysis and regional economic development. He has written about: labor market evaluation, demographic trends, facility consolidation issues, rural site selection, intermodal freight development, green economic development, cultural institution building and community image and other topics. He has spoken before many state, regional, national and international professional groups including the International Economic Development Council, Business Retention and Expansion International, National Association of Foreign Trade Zones, and the Federal Reserve Bank of Chicago and been quoted in *Forbes Magazine*, the *Wall Street Journal*, *Chief Executive* and other business publications.

He is a founding member and past-President of the Site Selectors Guild.

He has a B.A. and M.A. in economics from the University of Illinois and an MBA from the University of Chicago.

## **Szatan & Associates**

Szatan & Associates, based in Chicago, consults in corporate location strategy and site selection and community economic development. Corporate services include site selection, relocation feasibility analysis, labor market evaluation, organizational structure and location strategy analysis, consensus building and incentive negotiation. Clients have addressed site selection issues arising from expansion, relocation feasibility and organizational change such as mergers and acquisitions, reengineering and consolidation. Economic development consulting services include: economic base analysis, target industry identification, development and marketing strategy, real estate development feasibility, best practice benchmarking, conducting seminars, facilitating board retreats and related activities.

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