



Tonya L. Crist
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To meet the objectives of all projects, InSite has a formidable team of experts. Tonya Crist is dedicated and committed to working diligently and closely with all clients to execute to excellence. Ms. Crist has been in and specializes in the field of site selection and incentive negotiation services for almost 30 years and has a proven track record of success, both professionally representing some of the world's largest companies and assisting such companies with making multi-million and billion-dollar decisions.

Based upon prior demonstrated project capabilities of Crist with the Fluor organization, InSite was chosen to execute all their site selection and incentive negotiations worldwide for their largest and most prestigious clients. Crist has the experience to create an essential balance between intense, yet professional negotiations on behalf of the client, and humble graciousness for the economic development teams' efforts. Crist has spent many years building integrity, honesty and a forthright process with clients, communities, regions and states all over the world. These relationships, this well-known integrity is a true asset not only to the client's project, but to InSite's valued name.

Tonya Crist is co-founder of and a principal with InSite, LLC, a multifaceted firm that provides site selection, incentive negotiations, and economic development consulting and training to companies and government organizations worldwide. **Crist** possesses almost thirty years of experience in the arenas of site selection, economic development consulting, industrial construction sales, and local community-level international and domestic recruiting | project management.

During her career, she has been Vice President of Sales for a major construction company (M.B. Kahn); Site Selection Principal with Fluor Daniel's Global Site Selection Group, leading and managing domestic and international projects in site selection, feasibility studies, and economic development solutions; and Senior Project Manager for the largest county economic development organization in the State of South Carolina (Greenville County), managing and representing over one billion dollars of capital investment. Having managed industrial relocations and expansions from various perspectives (construction arena, site selection and local level), Ms. Crist has had the opportunity to work with a variety of clients such as Mercedes Benz, Borg Warner, Philip Morris, General Electric, Caterpillar, Procter & Gamble, Lockheed Martin, Bremen Germany, BIC and Navistar International – to name a few.

During the course of her career, she has assisted clients in a variety of industries including automotive, bio-tech, pharmaceutical, life sciences, aerospace, food and beverage, distribution, advanced manufacturing, and pulp and paper. Her specialized experience and training are in: site selection, assessment and readiness; location analyses; economic development training; feasibility studies; labor market analysis; transportation | logistic studies; sales; prospect marketing services; and industrial market analysis. Ms. Crist's years of experience in the construction industry leading the sales and marketing direction for M.B. Kahn and providing long-term facility solutions for new and existing clients enables Ms. Crist to provide her clients with turn-key project services.

Ms. Crist has also served on various economic development boards and committees throughout the State of South Carolina. She was a founding board member for the Greenville Area Development Corporation (GADC) in Greenville, SC. Since forming InSite, Crist's focus has been on site selection and incentive negotiation services, although she enjoys working with economic development entities. In addition, she is an internationally sought-after panelist and key-note presenter for corporate, state, local, regional, utility and country-specific organizations regarding best practices in site selection and incentive negotiations services and economic development recruitment activities.

Her experience ranges from being chosen as project manager by Shell Oil company to represent them on their most important research and development facilities, to working with Muammar Gaddafi (معمر القذافي) on infrastructure development in Libya, to working with Nitol of Russia.

Ms. Crist earned a Master's Degree from **Clemson** University's Architectural Department | City and Regional Planning and a Bachelor of Arts in Political Science from Mars Hill College, where she also played **collegiate volleyball**, and was named as an All-American.

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