

InSite Consulting Expands Leadership Team, Adds Jerry Howard as President

Greenville, S.C., May 26, 2020 – South Carolina economic development professional **Jerry Howard** has been named President of Greenville-based InSite Consulting, a leading provider of comprehensive site assessment/site selection and economic development services to clients around the world. This significant addition to InSite’s leadership team was announced today by company founders and owners, Tonya Crist and Rob Cornwell.

“Bringing Jerry on board aligns with and greatly enhances our strategic plan for growing our company,” said Owner, Tonya Crist. “With his depth of experience in both economic and workforce development, combined with his knowledge of site selection and his regional and national contacts, we are confident that Jerry will take InSite to a whole new level.”



Howard is best known locally for the record-setting economic development initiatives he facilitated as the inaugural President and CEO of Greenville Area Development Corporation (GADC) from 2001 to 2013. Howard is widely credited with paving the way for GADC’s current position as one of the nation’s most capable and respected economic development organizations – helping to create thousands of good-paying jobs and a brighter future for the community.

Most recently, Howard was Manager of Employee Relations for Greenville Technical College’s Division of Economic Development and Corporate Training. One of the largest public two-year colleges in South Carolina, Greenville Technical College is recognized as a world-class learning institution where students from all backgrounds and life stages find flexible career and educational opportunities of the highest quality and value. Creating strong relationships with community and business leaders, Howard and The Division of Economic and Corporate Development made significant contributions to Greenville County’s economic growth. In this liaison role, he partnered directly with key decision makers in manufacturing, warehouse/distribution and service-based companies to identify their training needs and collaborated with Greenville Tech instructors and Department Heads to design customized training protocols for onsite or classroom delivery. He also coordinated training grants through local and state agencies such as Apprenticeship Carolina, SC Works, the South Carolina Department of Commerce, the Appalachian Regional Council of Governments, and the Workforce Investment Board.

Howard is a graduate of Clemson University (B.S. degree in Economics) as well as the Economic Development Institute at the University of Oklahoma. Howard began his professional career with the Greenville County Planning Commission before joining the Greenville Chamber of Commerce, first as Industrial Manager and later as its Vice President for Economic Development. He joined Anderson County Development Office as Director in 1997, returning to Greenville County to help launch the GADC in 2001.

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Howard is a member of the South Carolina Economic Developers' Association (SCEDA) and will be pursuing involvement with the: National Rural Economic Development Association (NREDA); North Carolina Economic Development Association (NCEDA); International Economic Development Council (IEDC); and Industrial Asset Management Council (IAMC). Past affiliations include serving on Greenville County's Workforce Investment Board and on the Greenville Chamber's Board of Governors.

About InSite Consulting – Headquartered in Greenville, S.C., InSite Consulting is a multifaceted firm that provides site evaluation/site selection services, incentive negotiations, economic development consulting, and training to companies and government organizations worldwide. InSite Consulting was founded in 2004 by Tonya Crist and Rob Cornwell, who together have 50-plus years of combined experience in this field. Representative clients include Shell Oil, JobsOhio, Nanolife Technologies (Proton Therapy Cancer R&D facility), Oklahoma Department of Commerce, Caterpillar, American Electric Power, General Electric, North Alabama Industrial Development Association and Mercedes-Benz. For more information, visit www.insitelocation.com.

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