



INSITE'S SERVICES, CREDENTIALS AND QUALIFICATIONS



Mercedes-Benz



at&t



insite

INSITE – WHO WE ARE!

InSite offers more than four decades of “industry location-based” services experience to leading companies and corporations throughout the world. We execute economic development services to organizations throughout the globe. We offer comprehensive real estate development and investment services.

Our team has performed hundreds of projects for some of the world's most prestigious companies including Horsehead Corporation, Shell Oil, Nanolife Technologies, Caterpillar, and Mercedes-Benz. Our Principals have sited **billions** of dollars' worth of facilities for top, global companies. The InSite team has assisted and consulted for a variety of local, regional, and state economic development organizations throughout the country including: Tennessee Valley Authority; Alabama Power; North Alabama Industrial Development Association; Palmetto Economic Development Corporation, SC; Duke Energy – to name a few.

Our team has unsurpassed experience in executing both site location studies and economic development / marketing services throughout the world. These two complementary services function cohesively because each requires a full understanding of the economic impacts that capital investment projects have for both the community and the company. As economic development experts, we fully realize the needs of countries, states, regions, and local municipalities working daily to procure new and expanding businesses in their areas. As site location professionals with worldwide experience, we know the key variables that enter into location decisions and how the two can best work together. Our company and its owners have also been in the trenches of economic development, which serves to further differentiate us from our competitors.

Our team's combined public and private experience complements our site selection and economic development experience in providing a knowledgeable and resourceful partner for organizations and clients. With our broad-based background of challenging experiences and our solid record of success, InSite offers much more than traditional firms. As our clients will attest, we help them meet their objectives with our "hands-on" services to achieve serious results.

The InSite team has executed projects in over 35 states and multiple countries (some of which are listed below) across the world within the last ten years which gives us unparalleled access to an extensive knowledge base of domestic and international economic activities:

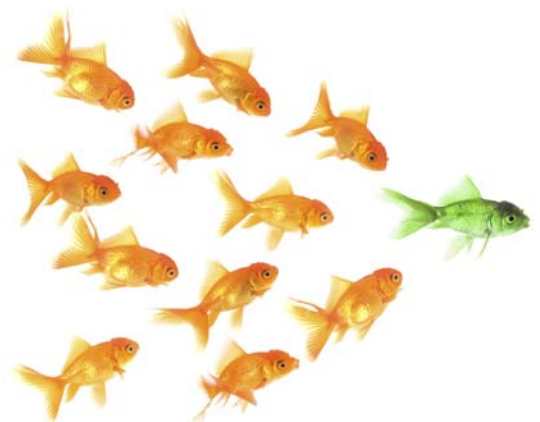
- Alabama
- Arkansas
- California
- China
- Colorado
- Dominican Republic
- Florida
- Georgia
- Germany
- Haiti
- Iceland
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Libya
- Louisiana
- Maryland
- Mexico
- Michigan
- Minnesota
- Mississippi
- Missouri
- Nebraska
- Nevada
- New York
- North Carolina
- Ohio
- Oklahoma
- Russia
- Scotland
- South Africa
- South Carolina
- Tennessee
- Texas
- Utah
- Virginia
- Washington
- Wyoming



THE BEST DESCRIPTION OF OUR COMPANY'S QUALIFICATIONS AND EXPERIENCE – OUR CLIENTS

- Abbeville County, SC
- **AGFA**
- Allen County, KY
- American Electric Power
- **American-Saint Gobain**
- Anderson County, SC
- **AT&T**
- Atlanta, TX
- Barnwell County, SC
- **Bausch and Lomb**
- Berkeley County, SC
- **BIC**
- Birmingham, AL
- **Black & Decker**
- Bledsoe County, TN
- **BorgWarner**
- Bremen, Germany
- Butler County, KY
- Caddo Parish, LA
- Caldwell County, NC
- Camden, AR
- Campbell County, TN
- Carroll County, TN
- Catawba County, NC
- **Caterpillar, Inc.**
- **CertainTeed Products Corp.**
- Cherokee County, SC
- Champaign, IL
- Chesterfield County, SC
- **Chicago Pneumatic Tool Co.**
- Christian County, KY
- City of Greensburg, KY
- Clarendon County, SC
- Clay County, MS
- Cleveland County, NC
- Cocke County, TN
- **Colgate-Palmolive**
- Crockett County, TN
- Davie County, NC
- DeKalb County, AL
- **Delphi Automotive**
- Denton, TX
- Duke Energy
- **DuPont**
- East Kentucky Power
- **Eastman Kodak**
- Economic Development Partnership, SC
- Edmonson County, KY
- El Dorado, AR
- Ellis, TX
- Ennis, TX
- Fairfield, OH
- Fargo, ND
- **Federal Mogul**
- **Fluor Global Location Strategies**
- **Fluor Telecom**
- Floyd County, KY
- Fort Worth, TX
- Franklin County, AL
- **Freightliner**
- **Fuji Heavy Industries**
- **GE Plastics**
- **Genentech**
- **General Dynamics**
- **General Motors**
- Georgetown County, SC
- Georgia Power
- **Gerber Products Co.**
- **Glaxo Holdings PLC**
- Grainger County, TN
- Graves County, KY
- Greensburg, KY
- Greenville-Pitt, NC Chamber of Commerce and Area Partners
- Greenville, TX
- Greenwood County, SC
- Hancock County, TN
- Hawkins County, TN
- **Heartland Quality Foods**
- Henderson, KY
- Hickman County, TN
- **Hitachi**
- **Honda**
- **Horsehead Corporation**
- Humphreys County, TN
- **IAMS Food**
- **IBM**
- Indy Partnership, IN
- **J.P. Stevens & Company**
- **James River Corporation**
- Johnson County, KY
- Kentucky Association for Economic Development
- Kentucky Power
- Kershaw County, SC
- **Krebs Engineering**
- Lancaster County, SC
- Lauderdale County, TN
- Laurinburg / Scotland County COC, NC
- Lawrence County, KY
- Lawrence County, TN

- Lawrenceburg, TN
- **LDK**
- Lee County, VA
- Letcher County, KY
- **Levi Strauss & Company**
- **Lockheed Martin**
- Louisiana Department of Economic Development
- Lowcountry Council of Government, SC
- Lowndes County, MS
- Lyon, NV
- MAPI (Manufacturers Alliance for Productivity and Innovation)
- Marlboro County, SC
- Marshall County, MS
- Maury County, TN
- Memphis, TN
- **Mercedes-Benz**
- **Mercedes-Benz, Germany**
- **Met Life**
- **Michelin**
- Mississippi Manufacturer's Association
- Missouri Partnership
- Moberly, MO
- Monroe County, KY
- Monroe County, MS
- Montgomery, AL
- Myrtle Beach Regional Economic Development Corporation
- **Nanolife Technologies**
- **Navistar**
- Newport, KY
- Newport, TN
- **Nitol**
- North Carolina's Southeast
- Northern Alabama Industrial Development Association
- Northwest Kentucky Forward
- **Oppermann**
- Orangeburg County, SC
- Overton County, TN
- Palmetto Economic Development Corporation, SC
- Pekin, IL
- **Philip Morris**
- **PPG Industries, Inc.**
- Prentiss County, MS
- **Procter & Gamble**
- Quincy, IL
- Randolph County, NC
- **Republic Paperboard**
- **Riverwood International**
- **RJR Nabisco Brands, Inc.**
- Roane, TN
- Rocky Mount, NC
- Rutherford County, NC
- Sacramento, CA
- **Saint-Gobain**
- San Joaquin, CA
- Scott County, VA
- **Sergeant Controls**
- **Shell Oil**
- Sherman, TX
- Shreveport, LA
- Solano, CA
- Southern Carolina Regional Development Alliance
- Stanislaus, CA
- State of South Carolina
- Stokes County, NC
- Storey, NV
- **Sumitomo Sitix**
- Surry County, NC
- Tarrant County, TX
- **Taiwan Semiconductor Manufacturing Corp.**
- Tennessee Valley Authority
- Terra Haute, IN
- Transylvania, NC
- Tucson, AZ
- **Union Carbide**
- Union County, GA
- Union County, SC
- Union County, TN
- **Verizon**
- **Volkswagen**
- Warren County, TN
- Washoe, NV
- Watertown, NY
- Webster Parish, LA
- **Wellman**
- Winston County, MS
- Yolo, CA



THE INSITE TEAM

The InSite team includes internationally recognized professionals with over 40 years of combined experience and in-depth collective knowledge and experience forming economic development plans and strategies. They have been utilized by various communities and regional economic development organizations throughout the country. The proposed project team includes experience in economic development, strategic planning, target market analysis and studies, market analysis, financial analysis, feasibility studies, appointment setting, community development, economics, land use planning, site design, site planning, design guidelines, innovative public/private partnerships and project implementation.

The experience of our team adds a tremendous amount of value to the elements of your proposed scope of work. Some highlights of our team's cumulative experience:

- **Regional and Local:** Executive Director, Clarendon County, SC; Marketing Director, York County, SC; Manager for Greenville Chamber of Commerce, SC; Regional Director, SCANA Corporation Economic Development, Eastern Region (Pee Dee), SC.
- **Site Selection: Fluor Daniel, Skanska USA, M.B. Kahn Corporation:** Mercedes Benz, Black & Decker, Boeing, Union Camp, Navistar, Procter & Gamble, Freightliner, Pirelli, Federal Mogul, Honda, Caterpillar, Michelin, Verizon, Met Life and Charter Communications.

THE OWNERS OF THE COMPANY



TONYA L. CRIST

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Tonya Crist is co-founder of and principal with InSite, LLC, a multifaceted firm that provides site selection, economic development consulting and training, and real estate services to companies and organizations worldwide. Crist possesses over twenty-five 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 Consultant 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, AGFA, 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, aerospace, food and beverage, distribution, advanced manufacturing, and pulp and paper. Her specialized experience and training are in sales, prospect marketing services, economic development training, feasibility studies, site selection analysis, labor market analysis, transportation studies, 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 has assisted many leading economic development organizations throughout the country with their staff and board training initiatives, direct marketing services, comprehensive strategic planning, and target industry studies. Recent clients served include Upstate SC Alliance, Scotland County Chamber of Commerce, Barnwell County Economic Development Commission, and the Lancaster County Economic Development Corporation. Past economic development clients include Fargo, ND; Tucson, AZ; Watertown, NY; and Camden, AR – to name a few. In addition to providing site selection and economic development consulting expertise, Tonya also manages real estate investment activities for a South Carolina based investment firm.

Ms. Crist earned a Masters in City and Regional Planning from Clemson University's Architectural Department and a Bachelor of Arts in Political Science from Mars Hill College, where she also played collegiate volleyball.



ROB CORNWELL

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As co-founder of InSite, LLC, Rob Cornwell's career in both economic development and site selection spans nearly two decades and ranges from rural economic development program implementations to strategic leadership of large regional programs representing both private and public sectors.

With a blue-chip brand list of clients served including Black & Decker, Horsehead Corporation, Honda, Federal Mogul, Caterpillar and Pirelli, Rob has assisted communities across the United States in developing sound economic development strategies and marketing implementation programs. During his career, Rob has assisted over 400 clients in North America with total investments exceeding \$2 billion.

Leading economic development initiatives in both urban and rural communities, he has planned and directed the business development, marketing, and site selection efforts for private and regional organizations, including then named Beers/Skanska Corporation, a U.S.-based building construction arm of Sweden-based Skanska AB, and one of the largest construction firms in the U.S.

His extensive experience with public utilities also includes managing a 12 county regional economic development initiative for SCANA Corporation, a \$9 billion Fortune 500 energy-based holding company, in which Mr. Cornwell was responsible for marketing activities and industrial/commercial siting assistance for the company's subsidiary covering eastern South Carolina.

Specializing in economic development consulting and marketing, training, and real estate services, his extensive experience in existing industry services, building programs, business/industrial park development, and economic development marketing programs also positions him as an expert presenter on economic development topics. Rob's career also includes service as Director of Marketing for York County Economic Development and as Executive Director of Clarendon County Economic Development.

Most recently, he has assisted economic development organizations in such areas as comprehensive economic development planning, direct marketing services, staff and board training, and target industry studies. Recent InSite clients served include Palmetto Economic Development Corporation, Duke Energy, East Kentucky Power Cooperative, Northern Alabama Industrial Development Association, Upstate SC Alliance, The Indy Partnership, El Dorado Chamber of Commerce, Southeast Kentucky Chamber, South Carolina Department of Commerce, Kentucky Power, American Electric Power, Kershaw County Economic Development, Aiken/Edgefield Partnership, and Greenville-Pitt County Chamber. In addition to providing site selection and economic development consulting expertise, Rob also manages real estate investment activities for a South Carolina based investment firm.

Rob is a Certified Economic Developer (CcED) and a licensed real estate professional. He earned a B.S. Degree in Business Administration from Winthrop University in Rock Hill, South Carolina. He has served as a board member of the South Carolina Economic Developers' Association (SCEDA) and a founding board member for the Greenville Area Development Corporation (GADC).

INSITE'S SITE SELECTION SERVICES

We are trained site selection professionals - we analyze locations for companies whether it is a new location, existing locations or a comparison for consolidating locations. We understand from a client's perspective how product is eliminated in the site search – the first step in the process. Site selection and choosing a location for a new facility has a lasting impact on the success of any corporation's venture, making it one of the most important factors in the facility planning process. The most optimized operation in the wrong location can be a disaster! Our foremost objective is to find a location that grants maximum operational flexibility, lowest operating costs, and a favorable overall business climate.

It is important to note that site selection does not begin with a "site / real estate". Rather, the process begins with a location that meets the overall operational needs of the client. True "site location" consultants are not easy to find, especially one's whose methodology was born out of engineering and construction. The InSite team houses individuals with demonstrated experience and capabilities. Our methodology is proven, as we have performed successful site selection services for some of the world's best-known companies including Fluor Corporation, Shell Oil, Procter & Gamble, and Volkswagen. We do not have a geographic or industry focus – our projects take us across industry and international lines. What we do focus on is this: a highly flexible, quantifiable, transparent approach and timeline to identify the most competitive, operationally efficient location for our clients.

After hundreds of successful site selection assignments for clients around the globe, InSite fully maximizes location incentives for clients in the site selection process. Our thorough process saves clients time, money, and stress when considering location alternatives.

The InSite team has performed full-service location analyses for many Fortune 100 companies as well as a broad range of other companies around the world. Our team uses a systematic and orderly site selection process to perform regional and global location studies – with the utmost of confidentiality that such an initiative requires.

Although our commitment to excellence for our client never changes, each project is unique. There is no doubt the experience, leadership, and integrity of our team can make the difference in success and failure.

INSITE'S ECONOMIC DEVELOPMENT AND MARKETING SERVICES

There needs to be radical InSite and revolutionary execution plans to change the fate of economic development efforts! The InSite team is led by nationally recognized principals who have in-depth collective knowledge and experience forming economic development / marketing plans and strategies utilized by various communities and regional economic development organizations throughout the country. We assist organizations in differentiating themselves through target marketing, strategic planning, target industry analysis, site feasibility studies, community development programs, innovative public/private partnerships, and project implementation.

InSite...

We are experienced. We are knowledgeable. We are professional.

We are site selection.

We are economic development.

We are community building.

We are innovators.

