

2016 Governor's Summit on Economic Development Speakers



Julie Curtin
Executive Vice President/Partner
Development Counsellors International

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Julie is an Executive Vice President and Partner at Development Counsellors International (DCI), an economic development marketing firm based in New York City. Since joining DCI in 1994, Julie has worked with dozens of economic development organizations around the globe to help them position their communities for investment through integrated and creative marketing programs. With clients ranging from Dothan, Alabama to San Diego, California and everywhere in between, Julie's passion for "place marketing" has resulted in award-winning campaigns.

Additional Information:

Articles about her client communities have appeared in media such as *The Wall Street Journal*, *The New York Times*, *Newsweek* and *CNN*.

Julie has counseled communities across the country on their talent attraction efforts including Houston, the Research Triangle, Denver, North Dakota, and Sioux Falls, to name just a few.

Her approach to building integrated marketing campaigns starts with a strategic mind and a strong understanding of how to advance the reputation, generate results, and build relationships in each community in which she serves. This approach has positioned Julie as a well-respected place marketing thought leader across both the U.S. and Canada.

Julie is a frequent speaker and facilitator for economic development marketing and media workshops around North America, with an expertise in topics ranging from marketing your community for investment, talent attraction, branding, and harnessing the power of social & digital media for communities.

While DCI is headquartered in New York City, Julie opened "DCI West" in Denver, CO in 1998. Julie is a 1987 graduate from Lincoln Southeast High School, and currently resides in Denver with her husband and four children.

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Louis Benscoter
Owner
Benscoter, Inc.

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Louis Benscoter has resided in Northeast Nebraska his entire life. He started farming at the age of 17 and continues to farm today. Throughout the years, he has also worked construction. In 1998 he started a Plumbing company with his two sons, which installed underground municipal utilities. In 2009, they expanded the company into construction. Louis and his son Louis Jr. have developed three housing developments in Wayne, Ne., totaling 60 new lots. Two of the developments were built on areas of Wayne that were blighted and substandard, so they were eligible for TIF funds. The TIF funds were used to put in the needed infrastructure.

Additional Information:

Although the homes that have been built have been in all price ranges, Lou has always focused on the need for affordable workforce housing, building spec homes that sell for \$130 to \$140 thousand dollars." There is a large population, I call them the workforce, that make too much to qualify for any of the government programs for housing, but don't quite make enough to get the down payment for a home. These are people with good jobs, usually two incomes, but by the time they make a house payment, insurance and taxes, and daycare it eats up one check. They have the other to pay all of their other expenses. It's hard to scrape together 10% to get a conventional loan. It has been my quest to figure out some way to assist them buy affordable, decent safe housing. They deserve better than to have to rent and live as a family in a 500 square foot house with a dirt basement and leaky roof." This is an example of a current customer.

Lou will share his experiences, successes, ideas and frustrations and plans as he continues to pursue providing affordable workforce housing in the developments in the city of Wayne.

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Sarah Moylan
Senior Director of Talent and Workforce
Greater Omaha Chamber

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As the Chamber's senior director of talent and workforce, Sarah is responsible for studying talent and workforce needs in the Omaha metro, and developing a comprehensive strategy to grow, recruit and retain a workforce that enables companies to grow and prosper. Her efforts play a critical role, enhancing Chamber efforts to create a strong business climate, pursue investment and jobs for the region, and strengthen leaders and the community.

Additional Information:

Sarah has been with the Chamber since 2010. Prior to serving as director of talent and workforce initiatives, she oversaw the Greater Omaha Young Professionals program.

Sarah also serves on the selection committee for Youth Leadership Omaha, is a member of the University of Nebraska President's Advisory Council, and member of the nominating committee for the Omaha Women's Fund.

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Jennifer Ozawa
Director , Center for Innovation and Strategy
SRI International

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Ms. Ozawa brings 15 years of research and managerial experience on projects related to innovation and competitiveness; technology-based economic development strategy; university-industry research collaboration; technology commercialization programs; and program evaluation. She leads regional innovation system strategies aimed at catalyzing more technology commercialization and startup activity--most recently on behalf of the the Utah Science Technology and Research Agency and the New York State Energy Research and Development Agency. She has also worked with industry helping companies to improve the impact of their sponsored research and university engagement strategies. Ms. Ozawa holds an M.Sc. in Development Economics from the University of London and a Bachelor of Arts in International Relations and minor in Economics from the College of William & Mary in Virginia.

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Doug Stark
President and Chief Executive Officer
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Dr. Stephen has more than 15 years of leadership experience in policy analysis, strategic planning, program design, and program evaluation. Recent projects have focused on assessing the impact of technology and economic development initiatives at the federal and state levels. He recently finished an assessment of the Jobs and Innovation Accelerator Challenge and the i6 Challenge for the Economic Development Administration, Department of Commerce. Overall his work focuses on the frontier between economic development, innovation and entrepreneurship. Prior to joining SRI, Dr. Stephen lead several programs at the Institute for Emerging Issues, at North Carolina State University, where he was an associate professor in the School of Public and International Affairs. Programs included aligning higher education institutions around state economic development goals, and accelerating the growth of technology-intensive businesses through innovative policies and practices in workforce, infrastructure, and public finance. Stephen holds a Ph.D. in international and comparative political economy from the University of California, Los Angeles, and a B.A. in history and economics from Cambridge University in the United Kingdom.

Additional Information:

At FCSAmerica, Doug served as the association's chief credit officer before being named president and CEO in March 2005. Under his leadership, FCSAmerica has grown from \$8.5 billion in assets to nearly \$25 billion while net income has increased from \$114 million to more than \$510 million. The association has been named among the top places to work in the state of Iowa and in the headquarters city of Omaha.

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Dr. Roland Stephen
Director, Center for Innovation Strategy and Policy
SRI International

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