



2024 Basic Course Speaker Information Packet

Community Development & Redevelopment



Khalfani Stephens MBA, CEcD, EDFP Deputy Mayor, City of Pontiac

Khalfani Stephens is the Deputy Mayor for the City of Pontiac, which is where he started his career journey at the Downtown Development Authority, Pontiac Growth Group, and the Pontiac School District years prior. In his current position, he operates as the Chief Operating Officer and advisor to the Mayor. Mr. Stephens has assisted in lowering the City's operating deficit, restructuring the City's departments to increase service delivery and introducing new programs to increase employee morale. Between the roles at the City of Pontiac, Khalfani's diverse career has seen him take on roles at City of Flint, Development Authority of Clayton County Georgia in Metropolitan Atlanta, City of Farmington Hills, and the MEDC. Finally, Khalfani is currently on the Board of Directors at MEDA.

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Developing a Healthy Relationship with Your Legislators



Jeff Mayes Executive Director, Sales and Marketing, Consumers Energy

Jeff Mayes is Executive Director of Sales and Marketing with Consumers Energy. He has overall responsibility for retaining, growing, and building positive, mutually beneficial relationships with the energy provider's business and residential customers. He previously served as Director of Economic Development Strategy for Consumers Energy. In that role, he led business attraction and retention in the company's service territory. Before joining Consumers Energy, Jeff served three terms as Michigan's 96th District State Representative. During his tenure, Mayes chaired the House Energy and Technology and House Agriculture committees, and co-authored Michigan's first renewable energy standard in 2008.

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Strategic Planning



Keith A. Gillenwater CEcD, MEDP, MPA **President and CEO, The Enterprise Group of Jackson, Inc.**

Keith is the President & CEO of The Enterprise Group of Jackson, Inc (EG). Established in 1997, the EG led business recruitment and retention in Jackson County, MI. The EG mission continues to evolve, from a public/private partnership designed to promote and coordinate economic development initiatives and create wealth within our community to today's EG. We

accomplish our mission by focusing on not only traditional economic development efforts, but by spearheading initiatives around livability, workforce, foreign direct investment, and brownfield remediation. Keith earned his Certified Economic Developer (CEcD designation) from the IEDC in 2013, and Master Economic Development Practitioner (MEDP) certification in the spring of 2023.

PH: 260-350-3454 | keith@enterprisegroup.org

Marketing & Attraction



Maureen Donohue Krauss, FM **President & CEO, Detroit Regional Partnership**

Maureen Donohue Krauss serves as the President and CEO of the Detroit Regional Partnership (DRP), a leading regional economic development nonprofit serving the Detroit 11-county region. In addition to extensive experience in guiding international companies to successful location decisions and growth in the United States. Krauss served as the President of the

Michigan Economic Developers Association, along with serving three terms on the MEDA board. She also received the Mike Conboy Professional Development Award from the Michigan Economic Developer's Association.

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Economic Development Finance



Jason Kester, EDFP **Regional Director, Agracel, Inc.**

Jason Kester is responsible for all Agracel development activity in Ohio, Indiana, Pennsylvania, and West Virginia. Prior to joining Agracel, Jason served as a Prosecuting Attorney in Columbus, OH and he is currently the Chief of Military Justice for the Ohio Army National Guard. Jason was the Executive Director for the Southern Ohio Port Authority and served as a

Project Manager for JobsOhio. In addition, Jason is a volunteer firefighter, youth sports coach, and an Afghanistan Veteran who worked on Rule of Law and Community Development while serving overseas.

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Small Business & Entrepreneurship Development



Vicky Rowinski, CEcD

Director, Planning and Economic Development, Macomb County

Vicky Rowinski is the planning and economic director for Macomb County, the third largest county in Michigan. In her role, she supports five distinct program areas: Community Planning, Economic Development, GIS and Data Services, Parks and Natural Resources, and Marketing, Communications and Outreach. Prior to joining the county in 2013, Vicky Rowinski worked in economic development at the Detroit Regional Chamber and previously counseled businesses at the Macomb Regional Procurement Technical Assistance Center.

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Business Retention & Expansion



Jim McBryde

President and CEO, Middle Michigan Development Corporation

As the President and CEO of the Middle Michigan Development Corporation, Jim McBryde is responsible for developing the strategic vision and coordinating the economic development efforts in Isabella and Clare counties. Prior to joining the MMDC, McBryde served for twelve years as Vice President, Governmental Affairs for the Michigan Economic Development Corporation. Before joining the MEDC, McBryde also served as the Interim Chair for the Michigan Liquor Control Commission and as a Special Assistant for the Michigan Department of Community Health. He received the Economic Developer of the Year Medalist Award in 2020 by the Michigan Economic Developers Association.

PH: 989-772-2858 | jmcbryde@mmdc.org



Kati Mora

Vice President, Middle Michigan Development Corporation

Kati Mora has been a part of the Middle Michigan Development Corporation team for the last 6 years. Currently serving as the Vice President, Kati is a strong advocate for all businesses located in or looking to launch in Clare, Gladwin, Isabella and Osceola Counties. Her career has allowed her to work with both large and small companies across Michigan including the Kellogg Company and the United Dairy Industry of Michigan. She has also owned and operated her own place-based business in Mt. Pleasant and Grand Rapids. Kati was the 2023 recipient of MEDA's Emerging Star award and the 2021 recipient of the Robert Seighart award. Her contributions to the Back to Michigan campaign in 2020 was also recognized by the IEDC, winning both silver and bronze ranking for Excellence in Economic Development.

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Managing an Economic Development Organization



Justin Horvath, CEcD

President and CEO, Shiawassee Economic Development Partnership

Justin Horvath is the President and Chief Executive Officer of the Shiawassee Economic Development Partnership (SEDP), the economic development organization serving Shiawassee County, Michigan. He has been with the SEDP for over 22 years. Justin has been an active member of the Michigan Economic Developers Association (MEDA) since early in his career, including completing the Practitioners Training Certification Program, 2017 Medalist of the Year recipient, 2019 Robert Sieghart Award recipient, Business Retention & Expansion & Managing an Economic Development Organization instructor for the Basic Course, and service on the MEDA Board (including a leadership role as President in 2019).

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Brent Jones

Vice President, Shiawassee Economic Development Partnership

Brent is the Vice President of SEDP and has been with the organization since 2008. His responsibilities include overseeing marketing activities and managing client projects. Brent was the recipient of the 2012 President's Award from the Michigan Economic Developers Association (MEDA) and has completed several courses through the International Economic Development Council (IEDC) including the Basic Course, Business Retention & Expansion, Marketing & Attraction. He holds a Bachelor of Science in Business Administration from Central Michigan University.

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Workforce Development



Zachary Morris, EDFP

Executive Director, Market One

Zach Morris is the Executive Director of Market One and leads a two-county economic development organization serving Cass and Van Buren counties in Southwest Michigan. Over the past eight years, he and his team have shepherded over 50 projects and have been responsible for an economic impact of \$342 Million, new capital investment of \$275 Million along with supporting the creation of 767 jobs and the retention of 1103 jobs. His team also helped secure over \$31 Million dollars of grants to support community development. To help facilitate this growth they have attracted nearly 60 investors to date. Zach's team is at the forefront of closing the rural high-speed internet divide and helped secure over \$5.1 Million of matching funds to support a \$56 Million project, that will connect over 16,000 addresses in rural Southwest Michigan.

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Economic Development Ethics



Lisa Leedy, M.Ed, CEcD

**Township Supervisor, Fife Lake Township
Executive Director, Builders Exchange of Northwest Michigan**

Lisa has been working in economic development in public, private, and non-profit sectors for over 15 years in northwest Michigan. In 2020, she successfully completed the requirements for the CEcD designation through the International Economic Development Council. Lisa has a BS in Organizational Leadership and a Masters in Education with a concentration on Community Engagement and Government Affairs. Lisa currently serves as the Executive Director for the Builders Exchange of Northwest Michigan, the Township Supervisor for Fife Lake Township and a small business owner.

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Real Estate Development & Reuse



Thomas Wackerman, CHMM, EP, CET **Director Environmental Services, ASTI Environmental a Division of PEA Group**

Thomas Wackerman is President and Founder of ASTI Environmental (ASTI), a national environmental and restoration company with headquarters located in Brighton, Michigan. ASTI has been providing assistance to business and government since 1985, offering investigation, compliance, remediation, restoration, and development incentives services. ASTI has completed over 15,000 projects throughout the United States and in Canada, Mexico and East Europe. Tom works with groups ranging from industry, to developers, to municipalities, to financial institutions, to non-profits, in order to provide economic solutions to environmental and site redevelopment challenges. He has over 47 years of experience in environmental and redevelopment consulting, and has authored over 2,000 papers and reports on environmental issues.

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