CECILIA HARRY, CECD

719-888-0919
cecilia.a.harry@gmail.com

Energetic, engaging, and results-oriented economic development professional with a track record of economic impact across four communities in four states, now building a software company that is transforming outcomes for small businesses, entrepreneurs, and the economic development industry. Nationally recognized as a futuristic leader among peers in both chamber and economic development industries.

EXPERIENCE

VICE PRESIDENT OF ECONOMIC DEVELOPMENT — Oct. 2023 – Present

SizeUp, Inc., Austin, TX (remote)

Lead growth and strategy to bring business intelligence software tools to small businesses and entrepreneurs through economic development organizations, chambers of commerce, entrepreneurial ecosystems, and libraries.

DIRECTOR OF ECONOMIC DEVELOPMENT — Mar. 2023 – Oct. 2023

Thomas P. Miller & Associates, Indianapolis, IN (remote)

Provided leadership, team management, business development, and subject-matter expertise for the economic development service line. Served as senior advisor and project lead on various consulting projects, including Comprehensive Economic Development Strategies (CEDS), economic development strategic plans, and housing strategies for communities and regions across the country.

CHIEF ECONOMIC DEVELOPMENT OFFICER — 2019 – Jan. 2023

Colorado Springs Chamber & EDC, Colorado Springs, CO

Led the region's economic development efforts through a relationship-centric, data-driven approach to enhancing the competitiveness of the business climate for existing and new companies. Assembled and coordinated internal and external teams for effective program execution and exceptional customer service.

- 26 landed attraction and expansion projects with impact of 4,074 new jobs, $1.36+ billion in capital investment, including startups and growing international brands.
- Launched the *Hello Colorado Springs* summer intern program with housing and social and professional engagement components to increase likelihood of interns accepting offers for employment. 2022 pilot program engaged 6 companies and 36 interns.
- Directed refresh of the organization's multi-year strategic plan for economic development, engaging 300+ individuals, producing a superior product, and saving the organization $40K+ in consulting fees.

PRESIDENT & CEO — 2017 – 2019

Envision Greater Fond du Lac, Fond du Lac, WI

Community Profile: County population: 102,000; rural and suburban opportunities and challenges.

Managed post-merger efforts to position organization as strategic, collaborative, and fiscally responsible. Masterfully balanced economic development expertise with member relations (650+ members), board and volunteer development, and long-term strategic planning to prepare the community for transformative economic growth and success.

- Prioritized role as face of the organization with commitment to building and repairing relationships and organizational overhaul: 90 stakeholder visits in first 90 days, marketing and communications strategy, governance and resource alignment, operational/financial restructuring, and long-term strategic planning.
- Launched membership restructure that resulted in $50K+ in new revenue (10% increase) in Year 1.
- 15 landed economic development projects with impact of 350 jobs, $71.4 million in capital investment.

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ADDITIONAL EXPERIENCE

EXECUTIVE DIRECTOR — 2013 – 2017

Greater Fremont Development Council, Fremont, NE

Community Profile: County population: 36,000; Omaha CSA; rural and suburban opportunities and challenges.

- Coordinated and executed 5-year capital investment campaign to fund multi-year strategic plan that resulted in over $1 million in support from the private sector, increasing annual budget by 86%.
- Led strong, ambitious targeted attraction and business retention/expansion programming, ensuring all projects received customized attention and service of the highest quality.
  - Successful leadership of largest attraction project ever in the community: Costco Wholesale and Lincoln Premium Poultry's chicken processing facility. 800+ jobs, 100+ farmers, $400 million capital investment, $1.2 billion annual economic impact to Eastern Central Nebraska.
  - Provided technical expertise for the expansion of a Fremont-based firm, resulting in $10.6 million in capital investment, 25 new jobs, and 349 retained jobs.
- Led successful public policy advocacy efforts to ensure the community had the infrastructure and tools necessary to increase community competitiveness for current and future projects.
  - Secured prioritization of the Fremont Southeast Beltway Project by the Nebraska Dept. of Roads.
  - Led successful campaign to renew economic development local option sales tax in 2014.

ECONOMIC DEVELOPMENT COORDINATOR — 2011 – 2013

Leavenworth County Development Corporation, Leavenworth, KS

Community Profile: Population: 77,000; Kansas City MSA; rural, suburban, defense opportunities and challenges.

- Expanded BRE program outreach by 92% and doubled the count of businesses receiving technical assistance in 2 years. Supported the creation and retention of over 300 jobs with 7 projects related to accessing grants and addressing talent attraction and retention concerns.
- Designed and coordinated internet marketing strategy: 2 websites, social media, blogging, and e-mail marketing to site selectors to ensure communication of a strong, consistent brand.

FAMILY CASE MANAGER — 2006 – 2009

State of Indiana, Dept. of Child Services, St. Joseph County, IN

PROJECT MANAGER — 2004 – 2006

University of Notre Dame, Dept. of Psychology, Notre Dame, IN

EDUCATION

MASTER OF SOCIAL WORK, SOCIAL & ECONOMIC DEVELOPMENT

Washington University in St. Louis, St. Louis, MO

GPA: 3.96 out of 4.0, Academic Scholarship Recipient

BACHELOR OF ARTS, PSYCHOLOGY

University of Notre Dame, Notre Dame, IN

Cum Laude, Psi Chi Honor Society

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AFFILIATIONS

Colorado Springs Urban Renewal Authority, Commissioner **Apr. 2023 – Present**

Association of Chamber of Commerce Executives, Member **2017 – Present**
Foundation Board Member, 2021 – Present
Vice Chair of the Board, July 2022 – Present
Board Member, 2019 – 2020

International Economic Development Council, Member **2010 – Present**
Certified Economic Developer Designation, 2015 – Present
Board Member, 2013 – 2020
Vice Chair, External and Member Relations Committee, 2015
Chair, Young Professional & Student Engagement Taskforce, 2014

- 12-time conference presenter, facilitator, and moderator with topics including: talent attraction, competitive defense communities, winning contentious projects, and leadership development.

AWARDS & RECOGNITION

Colorado Springs Leadership Institute
Participant, 2023

City of Colorado Springs: Mayor's Young Leader Awards
Finalist, Community & Economic Impact, 2022

40 Under 40

- *Chamber of Commerce Professionals:* Association of Chamber of Commerce Executives, 2020
- *Economic Development Professionals:* Development Counsellors International, 2017

Featured Case Study: RestoreYourEconomy.org
International Economic Development Council, 2020

- *Accelerating Recovery and Building Resiliency Through Collaboration in Pikes Peak Region of Colorado*| Link

Featured Professional: Leading in a Time of Crisis Video Series
International Economic Development Council, 2020

- *Convening Partners for Recovery* | Video
- *Bringing Out the Best in a Team* | Video

Featured Professional: 52 Weeks of Economic Developers Video Series
International Economic Development Council, 2016 | Video Profile

Economic Development Leadership & Innovation Award
GIS Planning, Inc. & fDi Intelligence, 2015

Top 50 Economic Developers
Consultant Connect, 2015