

NACo International Economic Development Task Force: Fall Conference Call Agenda

Tuesday, November 14, 2017: 4:00PM – 5:00PM EST

Phone Number: 1-888-757-2790

Passcode: 476059#

Task Force Leadership

- Chair:** The Hon. Kathryn Starkey, Commissioner, Pasco County, Fla.
Vice Chair: The Hon. Mary Lou Berger, Commissioner, Palm Beach County, Fla.
Vice Chair: The Hon. Suzanne Hart, Board Member, Will County, Ill.
Vice Chair: The Hon. Randy Maluchnik, Commissioner, Carver County, Minn.
Vice Chair: The Hon. Stephanie Wright, Councilmember, Snohomish County, Wash.

Meeting Agenda

- Call to Order and Welcome – The Hon. Kathryn Starkey, Commissioner, Pasco County, Fla.
- Roll Call
- Introduction of Speakers
- Presentation from Ms. Anne McKinney, Director of Investment Services, [SelectUSA](#)
 - Topic of Presentation: An overview of SelectUSA and the services they can offer counties to facilitate job-creating business investment.
- Best Practice Highlight
 - Mr. Bill Cronin, President/CEO, [Pasco Economic Development Council](#), Pasco County, Fla.
 - Mr. Brent Barkway, Business Development Manager, [Pinellas County Economic Development](#), Pinellas County, Fla.
 - Mr. Ajay Sujanani, Vice President of International Business, [Tampa Hillsborough Economic Development Corporation](#), Hillsborough County, Fla.
- Q & A
- Closing and Announcements

NACo Staff Contact for IED Task Force: Jonathan Harris, Research Associate, 202.942.4247 or jharris@naco.org

Speaker Information



Ms. Anne McKinney is the Director of Investment Services for SelectUSA. She has more than 20 years of diverse experience working on international trade, investment and economic development issues. Previously, she served as Deputy Executive Director of the Colombian American Chamber of Commerce (AmCham Colombia) in Bogotá, and as a consultant for Cisco Systems' Strategic Funding and Government Advocacy team in Latin America. Ms. McKinney also spent more than 12 years working for the U.S. Trade and Development Agency. She holds an M.A. in International Relations from the Johns Hopkins University School of Advanced International Studies (SAIS), and a B.A. in International Studies from American University

Mr. Bill Cronin is the President/CEO of the Pasco Economic Development Council (EDC), a non-profit organization funded by public and private investors. Pasco EDC works to attract companies to Pasco County, Fla., in an effort to create jobs, and it assists existing companies and small businesses grow. Mr. Cronin has a long career in economic development spanning 25 years in Florida, Georgia, North Carolina and South Carolina. His extensive knowledge and experience includes ten years with Enterprise Florida, specializing in international trade and business development. Mr. Cronin holds a Bachelor's Degree in International Affairs and Political Science as well as a certificate in Asian Studies from Michigan State University.



Mr. Brent Barkway joined the staff of Pinellas County Economic Development in August 2014, as a Business Development Manager specializing in Export Development, Foreign Trade Zone management, business expansion and relocation projects. Mr. Barkway honed his economic development skills in Lee County, where he managed the relocation of Hertz Corporate Headquarters which resulted in the creation of hundreds of jobs and millions of dollars in economic impact in Southwest Florida. He holds a Bachelor of Science degree in Advertising from Ferris State University in Michigan and earned his Certified Global Business Professional designation in 2015.

Mr. Ajay Sujanani is the Vice President of International Business Development at the Tampa Hillsborough Economic Development Corporation. He leads international business development efforts for the EDC, including trade and Foreign Direct Investment (FDI) missions to various markets around the world. Previously, Mr. Sujanani served as the Managing Director of International Investment at Virginia Economic Development Partnership, where he implemented lead generation strategies in several international markets across South America, Asia, Middle East, Central America, Australia, New Zealand and Canada. He holds a master's degree from the London Business School.

