

ECONSULT CORPORATION

Dan Gundersen

Dan Gundersen is Senior Advisor with Econsult Corporation and serves on the board for the International Economic Development Council, the worldwide association for the economic development profession. He consults on sustainable economic development, organizational change, and competitive growth strategies for businesses, not for profit groups, and governments. Dan Gundersen is nationally recognized for his work as a senior commerce official for three states and also has deep community-based economic development experience.

The economic development projects and deals Dan helped structure involved the creation and retention of over 150,000 jobs. These projects include World, North American and/or Regional headquarters facilities for Allstate, Carestream Health, Corning, Gamesa, GE Wind Energy, Globe, Hero/Beechnut, Ritz-Carlton, Schweizer Aircraft, Sematech, Toyota, and United Healthcare, among others. He successfully assisted Morgan Stanley with its decentralization plans following the terrorist attacks on the World Trade Center, resulting in over 600 new jobs for Baltimore's Inner Harbor. His teams landed or saved several large manufacturing facilities, such as Alcoa (NY), Church & Dwight/Arm & Hammer (PA), Allison Transmission, and Mack Diesel Engine (MD).

Dan Gundersen is a former Commissioner of the New York State Department of Economic Development and Co-Chairman for the Empire State Development Corporation. In these positions, he was responsible for making proactive investments and encouraging employment in targeted growth sectors, as well as managing New York's international trade and investment efforts.

Dan was recruited as New York's first Upstate Chairman and helped restore public confidence by creating comprehensive strategies for achieving economic growth in upstate New York. In 2007, New York rose to #1 from #14 in North America for the number of completed corporate attraction and expansion deals (IBM Global, Brussels, Belgium).

Prior to his tenure with the State of New York, Dan was the Executive Deputy Secretary for the Pennsylvania Department of Community and Economic Development. As the department's COO, he was responsible for directing operations approaching \$1 billion annually, leading the commonwealth's international activities, and initiating and implementing a \$2.8 billion economic stimulus program. Pennsylvania rose to #1 in North America in 2005 for the number of completed corporate attraction and expansion deals (IBM Global, Brussels, Belgium).

Previously, Dan worked for the State of Maryland as Assistant Secretary for Business Development. As the state's chief marketing official he managed international offices, established the life sciences and advanced technologies business development teams and launched the state's first global strategic plan focused on key competitive industry sectors.

Dan's career began in Philadelphia where he worked with corporate and public leaders to develop nationally acclaimed public/private partnerships. As co-author and director of development for the Philadelphia/Camden Federal Empowerment Zone, he created job opportunities and improved economic conditions in impoverished communities. This work built on more than a decade of experiences creating and/or directing significant regional and civic initiatives throughout Southeastern Pennsylvania.

Dan earned a graduate degree from the University of Pennsylvania, and has studied in the executive education program at the Harvard Business School.