

# SOUTHERN BUSINESS & DEVELOPMENT

## **Mark Williams Named “Top 10 Site Consultant” by *Southern Business & Development* magazine**

**BIRMINGHAM, Ala., May 9, 2007**--Mark Williams, president of Strategic Development Group, has been honored as one of the “Top 10 Site Consultants Who Know the South Best” by *Southern Business & Development (SB&D)* magazine. An article profiling Williams ran in the publication’s latest issue. SB&D is the leading publication on corporate investment and job creation in the American South, the world’s third largest economy.

According to the magazine’s publisher Mike Randle, Williams was chosen for his in-depth knowledge of communities all across the southern region and his keen ability to negotiate optimum public incentives for his clients.

“To determine the top 10, we identified consultants who have consistently helped companies find outstanding locations in the South--the nation’s hottest region for business growth,” Randle said. “Clearly Mark Williams has a great track record for helping companies choose the right site in the right community. His in-depth knowledge of the region has saved his clients time and money.”

Much of Williams’ recent work has resulted in numerous companies locating in the South including Bridgestone in four southern states, ASMO in North Carolina and Texas, Koyo in Tennessee, Nakatetsu in Tennessee, Sertapak in Tennessee, and Wellman in South Carolina. One of Williams’ strengths is assisting automotive companies, but he has also worked with firms across a wide variety of industry sectors, the *SB&D* article explains. During his extensive 20-year career, Williams has worked with hundreds of US-based and global corporation executives to find facility locations and negotiate location incentives for over \$5 billion in US investments.

In addition to his work with corporate site selection, Williams also assists communities and states with economic development assessments, strategic planning, and implementation. He has earned professional designations of Certified Economic Developer (CED) and Certified Economic Development Finance Professional (EDFP) and has chaired the American Economic Development Council’s Certification Board. Before launching Strategic Development Group, he served as Chief Development Officer for a state industry-recruiting agency.

### **About Strategic Development Group**

Strategic Development Group, located in Columbia, SC, offers expert site location and negotiation services. In addition, Strategic Development Group provides a variety of economic development services such as marketing, personnel and compensation planning, conference and retreat speaking, and website design. These services are designed to help economic development organizations enhance their ability to attract investment and create quality jobs. The company’s website is [www.strategicdev.com](http://www.strategicdev.com)