



TONYA L. CRIST



As co-founder of and Principal with InSite Consulting, LLC, Tonya Crist has more than sixteen years of experience in the site selection, economic development, real estate, sales/marketing and construction arenas.

Among her career highlights, Tonya served as Vice President of Business Development with M.B. Kahn Construction Company, directing all sales and marketing for the company's Argo Division. Prior to M.B. Kahn, she was senior project manager for the Greater Greenville Chamber of Commerce, responsible for stimulating economic development for the Greenville area through international and domestic industrial recruitment.

Tonya has previously been a site selection consultant for Fluor Daniel's Global Site Selection Group, where she led and managed domestic and international site selection projects and feasibility studies, and authored economic development solutions. Her broad experience includes sales and marketing, location/site selection analysis, financial analysis, site evaluation, real estate and incentive negotiations, logistical and transportation studies, and industrial market analysis.

Tonya's work on projects has spanned dozens of industries including automotive, biotech, pharmaceutical, aerospace, warehouse and distribution, general manufacturing and pulp and paper. She has served clients around the globe, including such brands as **Mercedes Benz, Caterpillar, Procter & Gamble, Michelin, BMW** and **Navistar International**. She has assisted numerous communities across the United States, ranging from Watertown, NY and Tucson, AZ to Union, SC, in developing sound economic development strategies and marketing implementation plans.

Tonya earned her B.A. degree from Mars Hill College and her Masters of City and Regional Planning from Clemson University.

She has been active in the Greenville Area Development Corporation since its inception, and is an active alumna of both Clemson University and Mars Hill College. She speaks and writes regularly on site selection and economic development topics.

Tonya Crist, Principal

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