



Ann Harts

Principal, Site Selection
Dallas

Professional Experience

Ann Harts specializes in assisting companies with their real estate strategy and where to locate headquarters, manufacturing, logistics and back office facilities globally for optimal success. These capital investment projects include and involve new location investments, relocations and real estate portfolio optimization, with a focus on real time labor analytics and incentive negotiations. Ann is a highly skilled and collaborative negotiator, who has successfully secured and facilitated the administration of incentives such as, cash grants, tax abatements, PILOT agreements, sales tax exemption agreements, employer training grants, payroll rebates, sales and use tax refunds and utility benefits, among other economic incentives that have a direct impact on the client's bottom line. She works diligently to improve her clients return on investment, while ensuring any benefits will be fully utilized.

Ann has conducted site location advisory in more than 20 countries, with a goal of matching companies and communities for mutual success. She recently completed projects in the U.S., Brazil, Honduras, Nicaragua, Colombia, Mexico, Panama, India, Philippines and Mauritius. Ann has led the real estate and facilities organization for a publicly traded \$2 billion annual revenue global company with a real estate portfolio of 150+ locations in 35 countries. She is also an advisor to Latin American, Caribbean and African governments regarding foreign direct investment and industry diversification.

Affiliations

Ann is a contributing writer for numerous publications and an award-winning and frequently requested guest speaker on the topic of site selection and economic development for conferences, radio shows and digital broadcasts. She has had recent speeches at foreign investment conferences throughout the US, Latin America and Mauritius. Ann has also been named one of Nearshore America's Top 50 Power Ranking and Most Influential Executives and Outstanding New Developer of the Year by the International Economic Development Council. She has served on the Boards of numerous professional organizations including IAMC Industrial Asset Management Council and Nearshore Executive Alliance, which she co-founded and sits on the board of two privately held technology companies. She is a member of the CoreNet San Francisco and Kansas City chapters and a former Marketing Co-Chair for IAMC.

Education

Kansas State University and The University of Oklahoma's Economic Development Institute.

Contact

785.341.3222 direct
aharts@cresa.com

Expertise

- Site Selection & Incentives
- Global Portfolio Solutions
- Government
- Technology