



June 12, 2016

Membership Review Committee
Site Selectors Guild
P.O. Box 1958
Little Rock, AR 72203

Dear Sir or Madam,

I would like to express my support for Mr. James Blair, MBA to be included in the Site Selectors Guild. I hold the members of the Guild in the highest standards for our industry and Jim will be another excellent choice.

Jim's and my relationship goes back to 1997 when we both were employed by the Georgia Department of Industry, Trade, & Tourism. My role was in Atlanta, Jim's role was in our Brussels, Belgium office. Jim quickly became a mentor to a young economic development professional providing guidance, advice, and great communication of how we as a department connected the global economy to opportunities for our beloved State of Georgia.

Jim's professional growth continued as did mine. Jim's progression in the industry to multiple roles with Georgia's State organization and the German American Chamber of Commerce continued to give him a broad perspective of opportunities including site selection, economic and community development. Paducah, KY is a proud benefactor of Jim's success today with Navigator Consulting.

Recently, on a large international prospect, Jim's guidance preparing our community for a visit was welcomed by me and our community leadership. Jim takes an approach that economic development should be a partnership, not the company against the community. Our community leadership felt informed, engaged, and appreciated the extra efforts to include the many assets our community has to offer a prospective industry. Though the project did not progress for Paducah, the engagement and leadership by the Navigator team is already making needed improvements to remain competitive on future projects. We never felt we lost, but the feeling by our board was "We were very well prepared and should be proud how we performed". Jim helped make sure we were prepared. It was more than a prospect opportunity; it was an education and exchange of ideas to benefit all parties for an ongoing relationship.

Our industry has many facets and Jim/ Navigator Consulting understand the role each one must play for successful outcomes. When the Site Selectors Guild convenes with the top practitioners in our industry we are looking to hear from leaders how we can improve. Jim Blair has earned the respect, professional conduct and collegiality of the industry to have his message heard.

Sincere regards,

A handwritten signature in black ink, appearing to read "SD", written over a white background.

Scott Darnell, President/ CEO, CEcD
Paducah Economic Development