

Jay Biggins
Executive Managing Director
Biggins Lacy Shapiro & Co.

Biggins Lacy & Shapiro & Co. is a highly-focused global advisory firm that assists corporate and institutional clients in maximizing the value of location decisions – i.e., the choice of locations for their employees and investments in facilities and operations. BLS also assists corporate and institutional owners of surplus properties with redevelopment strategies that meet both financial and economic development objectives. The firm also assists state, regional and municipal economic development officials with business attraction and retention strategies.

BLS brings a rigorous inter-disciplinary approach to optimizing the location decisions, including expertise in real estate, labor market demographics, state/local taxation, incentives structuring, economic impact analysis and other variables that influence both corporate location decisions and economic development strategies.

Corporate clients tend to engage BLS to assist with large-scale relocations initiatives involving multiple jurisdictions on a global basis, initially screening and ranking locations and ultimately managing a competitive process among short-listed locations. Recent engagements have included multiple projects for Bloomberg, Bristol-Myers Squibb, Credit Suisse, Depository Trust & Clearing Corp, Diageo, Eli Lilly/ImClone, Honeywell, JP Morgan Chase, Morgan Stanley, MetLife, PSEG, Royal Bank of Scotland and Verizon.

BLS also assists companies and developers with large-scale economic development projects requiring an integrated approach to zoning issues and related regulatory approvals; traffic and other infrastructure issues; tax increment financing; public sector cost/benefit analyses; and the community-relations dimensions of development approvals. Recent engagements have included projects for Bloomberg, Hercules, Honeywell, Somerset Business Partnership, Chubb and RBH Capital. BLS also assists public sector entities, such as the Commonwealth of Pennsylvania; North Carolina Biotech Council; Newark, NJ; Jacksonville Chamber of Commerce; and Hillsborough County, FL – with economic development strategies, incentives design and legislation, labor market evaluations and other business attraction/retention matters.

Jay Biggins, Executive Managing Director, is responsible for the firm's overall management and strategic direction, and its national account corporate client relationships. He advises senior-level clients on overall location strategies, manages major projects involving complex multi-jurisdictional competitions, and develops innovative incentives structures to facilitate client objectives. He also serves as an advisor to senior public sector economic development officials on business attraction, retention and incentives strategies.

Mr. Biggins also manages the firm's participation in Global Location Partners, LLC, a partnership of specialty location consultancies in Europe and Asia formed in alliance with Buck Consultants (Netherlands) and Tractus Asia (Bangkok/Hong Kong).

He has served on the editorial advisory boards of the corporate real estate industry's primary publications – the *CoreNet Leader* magazine and *Site Selection* magazine – and has authored articles on a wide range of subjects.

Prior to forming BLS, he served as Senior Vice President and CFO of DKM Properties, the real estate subsidiary of the Dyson-Kissner-Moran Corp., a diversified developer concentrating on corporate build-to-suit projects and large-scale public/private redevelopment projects.

His public sector experience includes service as Executive Director of New York City's Office of Economic Development, and later as Commissioner of Ports, International Trade & Commerce. In these capacities, he was responsible for incentivizing private investment in NYC, managing the financing of large-scale development projects (totaling more than \$1 billion), and leading trade/investment missions targeting European and Asian markets.

He is a graduate of Rutgers University and received a J.D. from Rutgers Law School, and is a member of the District of Columbia Bar.

