

MICHELLE M. COMERFORD

Managing Director - Austin Consulting, Cleveland, Ohio

Education

Bachelor of Science in Business
Administration
Marketing and Logistics
John Carroll University
Cleveland, OH

Commercial Real Estate
Salesperson License
Hondros College
Cleveland, OH

Accountability & Related Experience

As Managing Director of Austin Consulting, Michelle is responsible for managing and directing all operations of Austin Consulting. In addition, she continues to manage and conduct site location studies for corporate clients and other consulting assignments. In her previous role, Michelle was a Senior Location Consultant for Austin Consulting and has been responsible for the development and implementation of corporate location strategies for industrial clients worldwide for over seven years. She has directed clients in evaluating supply chain logistics, location strategy, incentive programs, and community/site selection alternatives. Michelle has also directed due diligence, property acquisition, and other aspects of project implementation.

Drawing on her site selection expertise and experience, Michelle has also advised numerous economic development organizations on their competitiveness and readiness for business attraction. Michelle has been featured as a speaker at recent community and economic development conferences, including Ontario East Municipal Conference in Kingston, Ontario, Canada; Duke Energy Consultant Program in Cincinnati, Ohio; Mid-America Economic Development Council Competitiveness Conference in Chicago, IL; Community Survivors 3 in Union, Washington; Ohio Economic Development Association Annual Meeting in Columbus, Ohio; and Roundtable in the Desert in Tucson, Arizona.

Prior to joining The Austin Company, Michelle was employed as a Logistics Analyst for The Staubach Company Logistics Practice Group where she obtained extensive knowledge in distribution network analysis, site selection projects, land and building evaluation, negotiation of development incentives and real estate contracts, and community evaluation.

Michelle's previous experience includes employment as an Operations Analyst for Manfredi Motor Transit Company and a Supply Chain Management Analyst for M.A. Hanna Company (now known as PolyOne). As an Operations Analyst, her duties included customer service, logistics, and operations management for a national bulk liquid transportation company. At M.A. Hanna Company, she was responsible in project management roles that analyzed company spending in various points of the supply chain.

Michelle is a frequent contributor to location selection journals including Site Selection and Area Development. Selected recent authored articles include:

"Labor Costs: The Number-One Site Selection Factor," Area Development Magazine, Feb/Mar 2010

"Project Fast Tracking – Moving Government at the Speed of Business," Site Selection Magazine, November 2008

"Quality of Life's Locational Importance: It Always...Depends," Site Net Dispatch (an online publication of Site Selection Magazine), August 2008

