



2012 UEDA Winter Forum

Marching Ahead in
Challenging Times

February 21-23, 2012
Williamsburg Lodge
Colonial Williamsburg, Virginia

Session 1

Sustainable Economic Development Financial Strategies

4:00 p.m. - Tuesday, February 21, 2012

Andrew Shapiro - Managing Director

Biggins Lacy Shapiro & Company

Andy heads the firm's location advisory practice, helping clients translate their business objectives and strategic vision into rational, balanced location decisions. His primary responsibilities include site selection (*in partnership with Wadley Donovan Gutshaw Consulting*), feasibility analysis and labor market analysis. Andy manages the firm's alliance with Wadley-Donovan-Gutshaw Consulting.

He has also written and spoken extensively on location strategies; articles can be found on our "Knowledge Center".

Prior to Biggins Lacy Shapiro, he spent a decade with the Fantus Company, Moran Stahl & Boyer and Deloitte & Touche. In his public sector roles, he managed the permitting and public approval activities of Public Storage in New England and Florida. He was also a planner with Fairfax County, Virginia.