

# DevelopmentAdvisors

## **DAI Welcomes New Team Members Charlotte-based DAI expands presence in the Southeast**

(Charlotte, NC, February 2019) - Development Advisors (DAI) is proud to announce the addition of two new team members -- Shelly Carmichael, as a Senior Client Services Manager, and Tom Croteau, as a Senior Managing Director, Project Management and Client Services. Both Carmichael and Croteau will be key players in expanding DAI's presence in the southeastern United States.

In Carmichael's new role, she will partner with manufacturing clients in their efforts to improve ROI and reduce costs associated with capital investments, expansion, and relocation. Carmichael comes to DAI from the ADP Tax Credit Services Division where she worked with manufacturers, distributors, fabricators, architects, and engineering firms to help secure business incentives.

After earning her bachelor's degree in communications/public relations from Georgia's Kennesaw State University, Carmichael began her career in business development by creating product marketing campaigns for national manufacturers and conducting product and technology leveraging training to sales teams across the Southeast. This experience provided a foundation to pursue and introduce business incentives and tax credits as resources for increased profitability.

"From our first meeting with Shelly, we knew we needed her on our team. She genuinely cares about her clients and has a real desire to bring them value," said Joshua Elmore, COO and Integrator with DAI. "She brings with her a real passion and excitement for our industry and incredible energy to DAI that's infectious."

In his new role at DAI, Tom Croteau will focus on business development, site selection and incentives negotiation services. Currently, he is establishing DAI's Atlanta office to serve clients throughout the southeastern U.S. region.

Before joining DAI, Tom served as Deputy Commissioner, Global Commerce for the Georgia Department of Economic Development, where he focused on job creation and investment through locating new and expanding businesses, as well as growing small businesses. After assuming the role of Deputy Commissioner in 2013, he led the Global Commerce team to locate nearly 1,700 projects creating more than \$23 billion in investment and almost 127,000 new jobs

for Georgia. Notable recruitment projects during his tenure included Mercedes-Benz, USA, Honeywell, ASOS, and Sentury Tire.

He earned his bachelor's degree in economics from Florida State University and has many years' experience in economic development including MEAG Power (currently Electric Cities of Georgia) and the Metro Atlanta Chamber.

“Making Tom a part of the DAI team was one of the easiest decisions we've ever made,” said Elmore. “Tom is passionate about leadership and has a deep network with decades of industry experience. However, the most important factor in our decision is that Tom embodies the qualities that make up our culture and our values at DAI.”

Based in Charlotte, N.C., Development Advisors is a highly-skilled, specialized company that helps organizations secure and maximize incentives for clients in various industries including manufacturing, distribution, office, and real estate development projects. For more than 20 years, DAI has built a strong reputation in site selection and incentive negotiation serving clients in 42 states and securing incentive packages valuing more than \$10 billion in capital investment and 9,500 jobs.

For more information, please contact us at [hello@dai-locates.com](mailto:hello@dai-locates.com).