

RAY WATSON
CURRICULUM VITAE

Ray Watson is the Managing Director of Government Relations for US Consults, a division of MAXIMUSalliance. He brings a wealth of inside knowledge and experience to the company, having previously led economic incentives for local governments in Texas and Louisiana. Watson's extensive knowledge of incentives, together with his easy going personality, makes him a favorite among clients and governments alike. At US Consults, he leads a team of knowledgeable and experienced professionals known for negotiating record incentives packages and landmark economic development deals. Watson received his Bachelor's degree in Agricultural Development from Texas A&M University and his Master's degree in Agricultural Education with an emphasis in Economics from Texas A&M University. He also received a degree from the Oklahoma University Economic Development Institute, and is recognized as a Certified Economic Developer (CEcD) by the International Economic Development Council (IEDC).

PUBLIC SECTOR ECONOMIC DEVELOPMENT EXPERIENCE

Prior to joining US Consults, Watson served as the Executive Director of the Kerrville Economic Development Corporation where he executed a number of significant and creative incentive projects. His signature project while working for local government, however, was completed while Watson was the Executive Director of the Windcrest Economic Development Corporation where he directed all incentive activities going back to 2006. In this capacity, he was tasked with spearheading redevelopment efforts in the Walzem Road corridor (the business district of Windcrest). The results delivered by Watson are among the largest economic development incentive projects in Texas to date. He was the architect and leader of the collaborative project team that constructed a complex and innovative economic incentives package that facilitated fast-growing technology company Rackspace's relocation of its headquarters (and 6,000 employees) to an abandoned shopping center along Walzem Road. For his accomplishments in this role, Watson was named one of San Antonio Business Journal's "40 Under 40" winners in 2007. Before joining the City of Windcrest, Watson served as Executive Director of the Ruston and Ouachita, Louisiana Economic Development Corporations.

US CONSULTS

US Consults, founded in 1984, is a highly specialized privately held national consulting company that finds unique solutions to its clients' cost or revenue challenges. Comprised of partners with both private and public sector backgrounds, US Consults brings a comprehensive perspective to the issues – enabling it to find solutions through collaborative rather than adversarial approaches. The company provides consulting services to a wide range of clients in both the private and public sectors, and owns several US Treasury certified Community Development Entities. US Consults both advises and represents its private sector clients in negotiations, enabling those clients to attain critical competitive advantage - through significant reductions in operating and investment cost. The firm is truly expert at site selection, maximizing incentives to minimize a client's investment. Most of the company's private sector clients have been manufacturers (non-manufacturers have included the University of Southern California), and several have utilized US Consults for relocation, retention or expansion purposes. For public sector clients, each engagement has been unique and defies generalization. For example, a current client is one of the largest energy-producing counties in the U.S. That client solicited US Consults' assistance in diversifying its economy to avoid reliance on the "boom or bust" cycle energy industry. Another public sector client engaged US Consults to find new sources for fuel and develop new purchasing methodologies for its municipal electric utility. Yet another received US Consults' help in writing and negotiating discretionary federal grants.

Watson is a member of the Texas Economic Development Council, the International Economic Development Council, the College of Agriculture and Life Sciences Leadership Council at Texas A&M University, and Rotary International.