

Biography: Janet Ady



Janet Ady

President and CEO

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Janet Ady is an experienced business strategy consultant, author, and speaker who focuses on helping both communities and companies meet their growth and diversification goals.

PROFESSIONAL EXPERIENCE

Ady Advantage, President and CEO

With Ady Advantage since: 2003

Years in career prior to Ady Advantage: 17

MEMBERSHIPS/AFFILIATIONS

Faculty Member, Heartland Economic Development Institute and the statewide Basic Economic Development Course for Illinois, Ohio, and Wisconsin

Author, *The Rural Economic Development Toolbox* and *The Economic Development Talent Toolbox*

Member, Northeastern Economic Developers Association; Mid-America Economic Development Council

Speaker, American Public Power Association economic development conference

EDUCATION

J.L. Kellogg Graduate School of Management at Northwestern University, Evanston, IL; Masters in Management (M.B.A.)

University of Illinois at Champaign-Urbana, B.S. in Business Administration

As president of Ady Advantage, Janet has worked with over 500 economic development organizations and utilities throughout North America. She brings expertise in economic development research, branding, and planning to provide integrated solutions for clients.

Having special interest and expertise in utility economic development, economic development talent strategies, and agribusiness development, she has given dozens of presentations on these topics and authors an industry-leading blog with thousands of readers.

Janet conducts a great deal of field work each year for both her economic development and corporate clients. Over her career, she has interviewed more than 3,000 business and technical decision-makers at a wide range of companies. Her knowledge of multiple industries allows her to provide value to individual businesses as well as communities and regions targeting specific sectors.

She brings an in-depth knowledge of the site selection process, especially in terms of understanding what factors are evaluated during each step along the decision-making process and how to optimally position places while developing compelling, differentiating messages.

On the corporate side, Janet consults with companies looking to grow, diversify, expand, and relocate. Services range from site selection to growth planning and business development strategy.