

### **Kenneth Adams**

#### **President & CEO and Commissioner of New York State Department of Economic Development**

Kenneth Adams was confirmed by the Legislature as Empire State Development (ESD) President & CEO and Commissioner of the New York State Department of Economic Development on April 5, 2011. In these positions, Mr. Adams works to promote economic practices that attract business and create jobs throughout New York State. He also works closely with Lieutenant Governor Robert J. Duffy to implement the Regional Economic Development Councils across the state. Mr. Adams came to ESD from The Business Council of New York State, the state's leading business association, where he served as President and CEO since 2006. He led the organization in its mission of creating "economic growth, good jobs and strong communities across New York State." The Business Council represents nearly 2,500 member businesses, chambers of commerce and professional and trade associations, employing a total of more than one million New Yorkers. Prior to leading the Business Council, Mr. Adams was President of the Brooklyn Chamber of Commerce and Director of the MetroTech Business Improvement District in Downtown Brooklyn. He was also the founding Executive Director of New York Cares, New York City's leading volunteer organization, from 1988 to 1994. Mr. Adams is a resident of Brooklyn, New York, where he lives with his wife and two children.

### **Thomas P. Brennan**

#### **Senior Vice President and Audit Director**

Thomas P. Brennan is Senior Vice President and Audit Director at Empire State Development (ESD). Mr. Brennan is a CPA with more than 30 years of audit experience, the last nine years in the public sector as ESD's Audit Director. Prior to joining the ESD, Mr. Brennan spent five years with Pannell Kerr Forster, CPA's, a mid-size CPA firm in NYC, eleven years at JPMorgan Chase, with seven of those years as Audit Vice President and 4 of those years as Audit Director of one of its new subsidiaries, five years at CrossLand Bank, as its Assistant Audit Director and three years at EAB as an Audit Manager. Mr. Brennan has an MBA in Finance from Hofstra University.

### **Joe Chan**

#### **Executive Vice President, Business Development**

Joe Chan joined Empire State Development in October 2011 as Executive Vice President for Business Development where he is charged with business attraction, real estate development and several public/private projects in New York City. Prior to joining ESD, Joe served as the inaugural President of the Downtown Brooklyn Partnership, a local development corporation charged with growing Downtown Brooklyn as a 24/7 mixed-use community. He also served as a Senior Advisor to the New York City Deputy Mayor for Economic Development and Rebuilding, Director of Real Estate and Business Services at the Brooklyn Chamber of Commerce and Director of Economic Development for the

Local Development Corporation of East New York. He also taught public school in the South Bronx as part of the Teach for America Program. Currently, Joe chairs the Board of Directors for the student enrichment program, Horizons at Brooklyn Friends School, and serves on the Board of Horizons National. He was a recipient of Crain's New York Business' "40 Under 40" award in 2008 and the 2009 Distinguished Alumni award from the NYU Wagner School of Public Service.

Joe is a Magna Cum Laude graduate of New York University's Metropolitan Studies Program and holds a Master's Degree in Urban Planning from NYU's Wagner School of Public Service.

He lives in the Prospect Heights neighborhood of Brooklyn and has two daughters, Liv and Isela.

### **Harvey Cohen**

#### **Vice President of Marketing**

Harvey Cohen has had a multi-faceted career in marketing, advertising and public affairs in government, non-profits and private industry. He formerly headed the I Love New York marketing campaign under Governor Mario Cuomo and he won numerous awards for creativity and effectiveness while he was a creative director at some of New York's top advertising agency. He also ran his own public affairs/marketing company representing many of New York's leading public figures and institutions.

### **Sam Hoyt**

#### **Regional President**

Sam Hoyt oversees efforts to recruit new business, as well as support existing business, for the Western region of New York State. Prior to joining Empire State Development, Mr. Hoyt served for almost 20 years as the Assembly representative for the 144th Assembly District located in Western New York. Mr. Hoyt's career in public service is marked by a commitment to community-centric change centering on four guiding goals: making state and local governments more efficient and accountable to taxpayers, revitalizing neighborhoods, increasing economic opportunity and developing waterfront. During his two decades in the Assembly, he served as Majority Whip and was a member of the Puerto Rican/Hispanic Task Force. He also was a member of the following committees: Ways and Means; Transportation; Energy; Tourism, Arts and Sports Development; and Cities. Mr. Hoyt has also served as Western New York regional director for U.S. Senator Daniel Patrick Moynihan and was marketing and promotions director for Buffalo Bisons Baseball. He currently serves as vice chair of the Buffalo and Fort Erie Peace Bridge Authority. Mr. Hoyt is a lifelong resident of Western New York and a graduate of the Park School and Buffalo State College. He lives in Buffalo with his wife of 22 years and their two sons.

### **Lawrence A. Jacobs**

#### **Executive Vice President, Legal & General Counsel**

Lon Jacobs is Executive Vice President, Legal & General Counsel. Prior to joining ESD, Lon was Group General Counsel of News Corporation and a member of its Office of the Chairman, where he handled all legal matters, including M&A, securities, governance and compliance, as well as diversity and charitable giving, and supervised an international team of 300 lawyers. He is a member of a number of professional and charitable organizations, including the New York State Bar Association and the Council on Foreign Relations, he is a Trustee of the New-York Historical Society, and is admitted to practice before the Supreme Court of the United States. Lon graduated from Temple University, *summa cum laude*, and Brooklyn Law School, *cum laude*, where he was a member of the Law Review, and where he currently serves as an Adjunct Professor of Mass Media Law. Lon lives on the Upper West Side with his wife, Hannah, and his two daughters, Emily and Molly.

### **Jen McCormick**

#### **Vice President of Policy & Research & Deputy Commissioner of Business Advocacy**

Jen McCormick is Vice President of Policy & Research and Deputy Commissioner of Business Advocacy at Empire State Development (ESD). She works on finding ways to increase economic prosperity for New Yorkers, by focusing on identifying and building on regional assets that lead to sustainable growth. Her division at ESD produces the demographic and economic analysis that contributes to the development and implementation of the State's economic development agenda. She has worked at the Office of the State Comptroller, the Senate Finance Committee, the NYS Department of Taxation and Finance, and the Fiscal Policy Institute. She has a BA in Social Justice from SUNY Empire State College and an MPA in Public Finance from the Rockefeller College of Public Affairs and Policy.

### **Mehul J. Patel**

#### **Chief of Staff**

Mehul J. Patel is the Chief of Staff of Empire State Development. Previously, as a Vice President of the Moynihan Station Development Corporation, Mehul worked with various public and private sector stakeholders to expand New York's Penn Station into the historic James A. Farley Post Office Building. Prior to that, he was a Senior Project Manager at The Hudson Companies where he oversaw the development of J Condominium in DUMBO and was responsible for managing all aspects of the 33-story, 267-unit new construction project. Prior to joining Hudson, Mehul was a Senior Analyst at HR&A Advisors, which specializes in real estate, economic development, and public policy consulting. Mr. Patel received a Bachelor's Degree in Architecture and Urban Studies from Yale University and a Master's Degree in Real Estate Development from Columbia University. Previously, Mehul was President of the Columbia Real Estate Development Alumni Association, co-chair of the Yale Alumni Real Estate Association,

and co-chair of the ULI New York Young Leaders Group. Mehul was a participant in Coro Leadership New York and was appointed to the New York City Water Board by Mayor Bloomberg in November 2008.

### **Frances A. Walton**

#### **Chief Financial and Administrative Officer**

Frances A. Walton is the Chief Financial and Administrative Officer of Empire State Development (ESD). She is responsible for Treasury, Budgeting, Accounting, Portfolio Management, Contract Administration/Subsidiary Finance, Loans & Grants, Project Finance, Administration, Management Information System and Human Resources. Prior to joining ESD, she served as Senior Vice President and Director of Mortgage Insurance Fund at the State of New York Mortgage Agency wherein she directed the operation of the Mortgage Insurance Fund. Previous to that, Ms. Walton managed new business development and municipal banking activities covering the State of New York and other key markets for Chemical Securities; which followed her service as Director of Public Finance for Lebenthal & Co., Inc. From 1982 to 1992, Ms. Walton served in various management positions with the Port Authority of New York & New Jersey, subsequent to holding the position of Associate with Faulhaber & Company, a Boston-based management consulting and financial advisory firm. Ms. Walton received a Bachelor of Arts from Bard College and Masters in Public Administration from Maxwell School of Citizenship and Public Affairs at Syracuse University.

### **Kevin Younis**

#### **Senior Vice President Government Affairs**

Kevin Younis currently serves as the Deputy Commissioner & Senior Vice President of Governmental Affairs for Empire State Development and is the Regional President of the Capital, Mohawk Valley, and North Country regional offices. In these roles, Kevin works to promote the State's long-term economic development goals and objectives. Prior to joining ESD, Kevin was Director of Public Policy for the Civil Service Employees Association (CSEA) and also worked in the New York State Assembly from 1997 to 2002. Previous to his work in government, Kevin taught English in Taiwan and worked with a youth public service program in Syracuse.

He has a BA in History from SUNY Cortland, as well as a MPA from Nelson A. Rockefeller College of Public Affairs and Policy.

Kevin is originally from Syracuse and is a lifelong resident of New York State.