

Susan Harte, Esq., MCR

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Expertise

- Location Economics
- Tax Incentives
- Global Site Selection
- Residential Design & Build

Board Service

- SusGlobal
“SNRG”
- Sullivan County,
NY, Landbank

Employment History

- CBRE
- JLL
- Grant Thornton
- The Witkoff Group
- Reebok
- Office of the
Governor of NYS

Susan Harte is an independent member of the Board of Directors and Audit Committee of SusGlobal (“SNRG”), an industrial, environmental, and agricultural biotechnology company focused on waste to energy and regenerative product applications. She also sits on the Board of the Sullivan County, NY Land Bank, a public/private corporation whose mission is to strengthen neighborhoods through strategic property acquisition and redevelopment of blighted properties that will create vibrant neighborhoods, and stimulate economic growth.

Ms. Harte is a nationally recognized leader in Site Selection, Location Economics and Tax Incentives. As a practice leader for over 25 years at firms such as CBRE (Fortune #128), JLL (Fortune #185) and Grant Thornton, she has combined her expertise in commercial real estate, site selection and location economics, to drive internal stakeholder consensus to better business location decisions by leveraging location as a competitive advantage. Ms. Harte has managed major site selection projects for many Fortune 500 companies involving complex multi-jurisdictional competitive strategies from headquarter relocations to the development of greenfield manufacturing facilities. Pursuant to her work, she has structured and negotiated over one billion dollars in location incentives such as real estate tax abatements, sales tax exemptions, and specialty bond financing, for her clients’ projects. Ms. Harte’s entry into this field began with her tenure as NY State Governor Pataki’s economic development strategist.

Prior to moving to New York, Ms. Harte worked as Counsel for Reebok, Far East, in Hong Kong where she managed the company’s international trade issues and negotiated shipping and manufacturing contracts. Ms. Harte later relocated to Tokyo to fill the foreign associate position at the law firm of Miyake & Yamazaki, where she worked on US/Japan joint ventures, technology transfers and advised Japanese companies with US market access issues.

Ms. Harte is a New York State licensed real estate broker and Notary Public and is admitted to the Virginia and New York State Bars. As the sole principal of White Lake Woods LLC, she has also developed, designed, and built three \$1M+ custom homes, a small multi-family housing project, and manages her real estate investment portfolio in Sullivan County, NY.

Ms. Harte graduated *magna cum laude*, with a Bachelor of Arts from University of Richmond, and then received her Juris Doctorate from the George Mason University School of Law & Economics. She also possesses a Masters certification in Corporate Real Estate.