

TRACEY HYATT BOSMAN

Managing Director, Biggins Lacy Shapiro & Co.



Tracey Hyatt Bosman is Managing Director of the Midwest Practice of Biggins Lacy Shapiro & Co. (BLS & Co.), a specialty site selection and incentives negotiation consulting firm. She is based in Chicago, Illinois (USA) and has over twenty years of professional experience across a wide range of sectors, including manufacturing, headquarters, back office and contact center operations, logistics, and data centers. Recent clients include VF Corporation (The North Face®), Eli Lilly & Co., Carvana, Newell Brands, Gusmer Enterprises, Honeywell, The Fresh Market, and data center site certification for American Electric Power and Florida Power & Light.

Prior to joining BLS & Co., Tracey served as director of strategic consulting with Grubb & Ellis, where she also was co-leader of its national Clean Energy Practice Group and a member of the national Data Center Practice Group. Tracey is an experienced economic developer, having worked as vice president of policy and operations for the Chicago-area Lake County Partners, senior manager of prospect activities for the South Carolina Department of Commerce (SCDOC), and manager, international trade development for the Americas at SCDOC.

Tracey is an active speaker and writer. Recent speaking engagements include the Site Selectors Guild Forum (“*Life Science Site Selection Trends*,” Orlando, FL and “*Workforce Diversity in Site Selection*,” virtual), International Economic Development Council (“*Emerging Site Selector Trends*,” panel, virtual), the Industrial Asset Management Council (“*Site Selection: Building and Leading the Right Internal + External Site Selection Team for Your Project*,” w/ Eli Lilly, Fort Worth, TX), Kentucky Association for Economic Development (“*The Growing Role of Diversity and Inclusion in Site Selection*,” virtual) and the Michigan Economic Development Corporation Stakeholders Session (“*Making it to the Short List*,” panel, Detroit, MI).

She has authored articles on a variety of topics, including “Economic Development Incentives in Mergers and Acquisitions” ([CFO Magazine](#)), “The Importance (or Non-Importance?) of Right-to-Work in Location Decisions” ([Industry Week](#)), and “Retooling the Midwest’s Business Climate” (*Trust Belt*, a publication of [Site Selection Magazine](#)). She is also a frequent on-line contributor through LinkedIn and the BLS blog on topics ranging from trade agreements to minimum wage laws to R&D tax credits and how these issues impact corporate location decision-making.

Tracey earned her Masters in International Business Studies, as well as her B.A. from the University of South Carolina.

Biggins Lacy Shapiro & Company (BLS & Co.) is one of the largest specialty site selection and incentives advisory firms in North America, providing professional expertise and creativity in the field of Location Economics. The firm is headquartered in Princeton, NJ, with offices in New York City, Chicago, San Francisco and Cleveland. BLS & Co. additionally has long-standing collaborative international partnerships through which it delivers global services for its clients in Europe, Asia, and Latin America.