



Mr. Dale Fowler (CEcD, Victoria Economic Development Corporation, President)

Web Site: <http://victoriaedc.com>
Email: dalefowler@victoriaedc.com
Phone Number: 1.800.765.8198
Fax Number: 361.485.3190

Victoria TX - Trending Up

As the keynote speaker at the Victoria Economic Development Corporation's 2019 Semi Annual Membership meeting, Tony addressed the members and their guests on the dynamics of the competitive economic development and site selection process. He has evaluated the Victoria community while working on a project for a client of Duff and Phelps and is able to share insight into the overall readiness of Victoria for new industrial development.

[View Tony's presentation here](#) .

Tony Schum is a vice president in Duff & Phelps' Site Selection & Incentives Advisory practice in Austin, Texas. Tony specializes in identifying, negotiating, and implementing economic development incentives for companies that are expanding or relocating. He also assists clients in the pursuit of workforce training awards, R&D funding, and other grants expected to generate significant economic impact. Prior to joining Duff & Phelps in 2011, Tony was a director of economic development for the Austin Chamber of Commerce, where his primary role was recruiting new technology companies to Central Texas. Other areas of responsibility included business retention & expansion, marketing, and public policy work. Prior to joining the Austin Chamber in 2004, Tony worked for Texas Governor Perry's Office of Constituent Services.

Since 2004, Tony has worked with hundreds of companies to secure federal, state, and local incentive awards, from high-tech startups to the Fortune 500. Tony's expertise spans the automotive, biotech, creative media, distribution & logistics, energy, manufacturing, and software industries. He attended Texas State University, where he earned a B.A. in Political Science. He has also completed continuing education courses from the Economic Development Institute at the University of Oklahoma.