



## **Shannon Selby**

*Vice President of Real Estate*

Shannon Selby is Vice President of Real Estate for the Detroit Regional Partnership (DRP), a leading economic development nonprofit serving the 11-county Detroit Region. She leads the strategy, operations, and execution of the industrial site readiness program: Verified Industrial Properties (VIP by DRP). The program simplifies the site selection process and provides corporate decision makers with an easily accessible online inventory of vacant industrial properties vetted by third-party civil engineers. It maintains the necessary inventory to compete for and win new projects that bring jobs and investment to the Detroit Region.

Selby was hired at the inception of VIP by DRP and has advanced the site readiness program from nine pilot sites and a \$500,000 budget to a \$17-million program with nearly 60 sites — and plans to scale to over 200. In this role, Selby

negotiates multi-million-dollar contracts and leads the DRP's real estate team as well as 10 consulting teams that provide civil and environmental engineering, strategy and site identification, and marketing services to the program. She collaborates with the Michigan Economic Development Corporation on industrial site readiness and corporate attraction. Selby also leads the VIP by DRP Advisory Council consisting of 13 CRE professionals, including national and international site consultants, real estate developers, utility partners, and brokers.

A licensed real estate broker in Michigan and Arizona, Selby is an accomplished real estate, economic and community development leader with a proven track record with experience that spans city, county, and regional levels in both private and public sectors. Selby spearheaded multimillion dollar signature real estate developments in both a real estate broker capacity and as an economic developer. Selby's 18-year tenure has resulted in over 300 company relocations, 18,000 jobs, and \$5 billion in capital investment.

### **PAST EXPERIENCE AND CERTIFICATIONS**

- Director of Real Estate, Detroit Regional Partnership
- Director of Economic Development, Wayne County, MI
- Senior Vice President, JLL
- Economic Development Manager, City of Phoenix
- Business Development Officer, City of Tempe, AZ
- Vice President Mixed-Use Development, Colliers International
- Commercial Real Estate Broker, Phoenix Commercial Advisors
- State of Michigan Broker's Real Estate License
- State of Arizona Broker's Real Estate License

### **COMMUNITY INVOLVEMENT**



## Detroit Regional Partnership

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- Impact Awards Committee Member, 2023 Judge's Liaison – CREW Detroit
- NAIOP Detroit Chapter Stakeholders Committee
- Member of Planning Committee and Mobile Workshop Subcommittee - Brownfields Conference 2023
- Advocacy Committee Member, Michigan Economic Developers Association
- Member, Urban Land Institute
- Member, Real Professionals Network, Detroit Masterminds