

Patrick J. Coughlin, CCE, CCEC, IOM Project Director

With 20 years of chief executive experience in economic and community development and chamber of commerce leadership, Patrick has led initiatives generating over \$260 million of private sector investment and the creation of 4,000 jobs. He has worked with thousands of entrepreneurs, small businesses, and Fortune 500 businesses in the East Coast, drawing on his highly effective visioning and strategic planning skills.

In working with communities, companies, and organizations, Patrick's success comes from creating stakeholder buy-in to a shared vision deeply rooted in mission-centered initiatives. As a leader and facilitator, he fosters an environment where innovative thinking flourishes and he then builds consensus around creative solutions.

Patrick twice led organizations to earn a finalist position as "Chamber of the Year," making them among the top three chambers of commerce in the nation. Recognized regionally and nationally, Patrick believes that leaders, communities, and organizations do not develop in a day, but instead develop daily. As a certified Franklin Covey and John Maxwell Team trainer, he possesses a proven ability to inspire staff and volunteers while measuring progress through clear accountability systems.

Summary of Experience

- Developed and implemented simultaneous strategic planning processes for Cabarrus Regional Chamber of Commerce and Cabarrus Economic Development.
- Doubled private investment in Cabarrus Economic Development within one year.
- Developed intentional relationships in state government to assist in economic and workforce development projects.
- President/CEO of the Cabarrus Regional Chamber of Commerce (NC) and Cabarrus Economic Development, with a combined \$1.5 million budget and answering to two boards of directors. (2014-2015).
- President/CEO of the Moore County Chamber of Commerce (NC), with 800 members and a 24-member Board (2006-2014).
- Served on boards of North Carolina Chamber of Commerce, the U.S. Chamber of Commerce Southeast Institute Board of Regents, the Carolinas Association of Chamber of Commerce Executives, and numerous Rotary Clubs, United Ways, and other non-profits. Served as Honorary Commander Pope Air Force Base and Honorary Commander Emeritus Pope Field, Fort Bragg.