



# NEW YORK GRANT COMPANY

## MARSHA PARRIS – PRESIDENT

Marsha Parris joined the New York Grant Company in January 2007 as a Senior Business Analyst. Her deep understanding of the importance of total customer satisfaction and performance management helped make it possible for the firm to leverage its assets and deliver exceptional value to its customers.

In 2010, she was promoted to Chief Operating Officer and Executive Vice President. Presently, Marsha serves as President of New York Grant Company. With a focus on sustainable strategic planning and solutions, she oversees the strategic development and execution of the company's corporate goals to achieve bottom- and top-line success.

Marsha is responsible for the company's day-to-day operations and is key in developing new business and service lines while identifying and fostering relationships with external constituents and government officials that are in the best interest of the company and its clients. In addition to operations, Marsha is responsible for providing direction for employees, evaluating the success of the organization and leading New York Grant Company's Minority Women Business Enterprise and workforce initiatives with outside organizations, as well as, New York Grant Company's diversity and inclusion and corporate social responsibility initiatives.

Marsha has exceptional skills in navigating governmental bureaucracies and successfully obtaining approvals of government incentives for clients, while mitigating risk and exposure, which has helped her earn the confidence of many of New York's most prominent institutions and building owners to be their economic incentives representative. A fierce advocate for clients' interests, she eases the incentives process, saving clients time and money. Over the course of her twelve years with the New York Grant Company, Marsha has helped our clients obtain hundreds of millions in benefits.

Over the course of her career, Marsha has worked for both for-profit and not-for-profit organizations. She was instrumental in turning a struggling company in the service sector into a dynamic growth enterprise while serving as the company's marketing manager.

Marsha earned her AS in Business Administration and her BS in Marketing from Medgar Evers College of the City University of New York, and her MS in Design Management from Pratt Institute, all with the distinction of summa cum laude.



### EDUCATION

MS - Summa Cum Laude  
Design Management - Pratt Institute

BS - Summa Cum Laude  
Marketing - Medgar Evers College, CUNY

### PROFESSIONAL AFFILIATIONS

Harvard Program on Negotiations Club Design  
Management Institute

Professional Pricing Society (PPS)

EO2030 Organization

International Economic Development  
Council (IEDC)

International Women's Entrepreneurial  
Challenge (IWEC)

Economic Development Finance Professional

### AWARD

2017 Diversity in Business Award  
Long Island Business News (LIBN)

2016 COO of the Year  
Acquisition International

MARSHA PARRIS | PRESIDENT

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