

Cristina R. Benton
Anderson Economic Group, LLC
Curriculum Vitae

Employment History

June 2014 - Present

Anderson Economic Group LLC—East Lansing, Michigan

Director of Market and Industry Analysis (April 2015 - Present)

Director of Strategy and Business Valuation (May 2018 - December 2018)

Senior Analyst (June 2014 - March 2015); Consultant (April 2015 - February 2016); Senior Consultant (February 2016 - Present)

- Manage the firm's Market and Industry Analysis practice area, developing and executing a strategy to provide demographic, economic, industry, geographic, and market analyses as well as expert testimony services to new and existing clients.
- Consult clients concerning market and industry analysis, economic development, economic impacts, sales performance, geographic market area assignments, market opportunity, real estate feasibility, and franchised businesses.
- Provide litigation support for cases involving market and industry analysis, economic development, economic and commercial damages assessments, and franchised business disputes.
- Specialize in the automotive industry, franchise industries, retail, tourism and special events industries, community and economic development, data analytics, geographic analysis, and geographic information systems (GIS).
- Oversee product development, marketing, and staff development.
- Manage projects and client relationships.

Clients include private firms, local and state governments, trade associations, and non-profit organizations such as: State of Michigan, Michigan State University, Central Michigan University, Project Management Institute, Automation Alley, Virginia Automotive Dealer Association, Sentry Insurance, Lansing Regional Chamber of Commerce, Experience Grand Rapids, Greater Lansing Convention and Visitors Bureau, City of Trenton, New Jersey, and City of East Lansing, Michigan.

Clients also include franchises and independent automobile dealers representing numerous brands, including Audi, BMW, Buick, Cadillac, Chevrolet, Chrysler, Dodge, Ford, Genesis, GMC, Honda, Hyundai, Infiniti, Jeep, Kia, Mazda, Mercedes-Benz, MINI, Nissan, Porsche, Ram, Subaru, Toyota, Volvo Trucks, Volkswagen, and Western Star brands.

January 2007 - June 2014

City of East Lansing, Michigan—East Lansing, Michigan

Subcontractor Analyst (July 2013 - June 2014)

Community and Economic Development Assistant, Economic Development Intern (January 2007 - June 2013)

- Assisted in the implementation of the city's economic development strategy, including business attraction, business retention, business development, and real estate development initiatives.
- Provided analytical services to the city's community and economic development division.
- Compiled and analyzed demographic, socioeconomic, economic, business, and market data.
- Maintained business and commercial property-related databases.
- Produced economic development reports and other data analysis.

May 2013 - August 2013

Michigan State University—East Lansing, Michigan
Course Instructor

- Managed the online, undergraduate-level course “Physical Geography” for the Department of Geography.

August 2012 - December 2012

Michigan State University—East Lansing, Michigan
Course Instructor

- Developed and taught the master-level course “Economics of Planning and Development” for the School of Planning, Design, and Construction.

May 2007 - August 2010

Michigan State University—East Lansing, Michigan
Graduate Research Assistant

- Provided research into the evaluation of economic development programs for the Institute for Public Policy and Social Research.

August 2005 - Fall 2007

Michigan State University—East Lansing, Michigan
Graduate Teaching Assistant

- Assisted students, graded assignments, and managed course materials for several courses in the Urban and Regional Planning Program, the School of Planning, Design, and Construction.

February 2003 - May 2004

Babes Bolyai University—Cluj-Napoca, Romania
Teaching Assistant

- Developed and taught sections of several courses for the Department of Public Administration.
- Assisted students, developed and graded assignments.

January 2003 - June 2005

Cluj County—Cluj-Napoca, Romania
FOIA Administrator

- Received and responded to Freedom of Information Act requests.
- Assisted on the county government’s public relations initiatives and projects.

Education

Michigan State University—East Lansing, Michigan

- Doctor of Philosophy (PhD), geography, August 2014.
- Master in Urban and Regional Planning, May 2007.

Babes Bolyai University—Cluj-Napoca, Romania

- Master of Arts, management of public services, June 2004.
- Bachelor of Arts, public administration, June 2002.

Professional Affiliations

- Associate member, National Association of Dealer Counsel, 2014-present (through Anderson Economic Group).
- Member, National Association of Forensic Economics, 2018-present.
- Associate member, Michigan Economic Developers Association, 2014-present.
- Member, National Association for Business Economics, 2016-2017.
- Member, Association of American Geographers, 2007-2012.
- Member, American Planning Association, 2005-2006.

Published Works

Articles and Book Chapters

Cristina Benton and Shay Manawar, Anderson Economic Group LLC. "U.S. Auto Industry and COVID-19. Trends to Keep an Eye on." *Defender. The National Association of Dealer Counsel Newsletter*. April 2021.

Hamlin, Roger E.; Benton, Cristina R.; and Van Ravensway, James; 2012. "Public-Private Partnership in Michigan During the Financial Crisis: The University Role." *Transylvanian Review of Administrative Sciences*, Special Issue, p. 42-67.

Hamlin, Roger E.; Hula, Ric; Cobarzan, Bianca; Jackson-Elmoore, Cynthia; and Leuca, Cristina R.; 2008. "Section 5: Brownfields: Making Programs Work for Michigan Communities." *Urban Policy Research Series*. East Lansing: Center for Community and Economic Development, Michigan State University. Fall 2008.

Neamtu, Bogdana and Leuca, Cristina R., 2007. "Urban Redevelopment Strategies in the U.S.: An Evaluation of the City Center Project, East Lansing, Michigan" in Calin Emilian Hintea (Ed.), *Case Studies in Strategic Planning*. Accent, Cluj-Napoca, Romania.

Neamtu, Bogdana and Leuca, Cristina R. 2007. "From Competing Urban Imaginaries to Cohesive City Brands: New Challenges for Local Governments." *Transylvanian Review of Administrative Sciences*, nr.21E/2007.

Leuca, Cristina and Neamtu, Bogdana, 2006. "Adapting the U.S. Main Street Philosophy and Program to the Romanian Urban Context. Could it Possibly Work?" *Transylvanian Review of Administrative Sciences*. Issue no.18E.

Leuca, Cristina, 2006. "Smart Growth: Applying the U.S. Experience to the Romanian Context." *Transylvanian Review of Administrative Sciences*. Issue no. 16E.

Monographs and Reports

Representative Client Work

Market Gap Analysis, 2022

Anderson Economic Group. Commissioned by Southwest Michigan Coastal Ventures, May 2022. With Sara Bowers and Shay Manawar.

State of the Lansing Region Report, 2020

Anderson Economic Group. Commissioned by Lansing Regional Chamber of Commerce and Lansing Economic Area Partnership, May 2021. With Sara Bowers, Sarah Mixon, and Lisa Booth.

Project Management-Oriented Employment Trends and Costs of a Skills Gap: 2019 to 2030

Anderson Economic Group. Commissioned by The Project Management Institute, Pennsylvania, January 8, 2021. With Sara Bowers, Shay Manawar, and Kenan Cosguner.

Analysis of The Central Michigan University College of Medicine's Educational and Research Vision

Anderson Economic Group. Commissioned by Central Michigan University, October 2020. With Brian Peterson.

2018 Tourism-Related Benefits in Greater Lansing's Economy

Anderson Economic Group. Commissioned by Greater Lansing Convention & Visitors Bureau, Michigan, October 2019. With Sara Bowers.

2018 Tourism-Related Benefits in the Washtenaw County Economy

Anderson Economic Group. Commissioned by Destination Ann Arbor, Michigan, October 2019. With Sara Bowers.

The Economic Impact of Beer Tourism in Kent County

Anderson Economic Group. Commissioned by Experience Grand Rapids, August 2019. With Sara Bowers.

Entrepreneurial Ecosystem Mapping and Needs Assessment

Anderson Economic Group. Commissioned by City of Trenton, NJ, July 2019. With Brian Peterson.

Economic Footprint of 2017 ICC Matches in Nashville and Miami

Anderson Economic Group. Commissioned by Relevent Sports, New York, April 2019. With Sara Bowers.

Economic Impact of International Champions Cup Game on the Miami-Dade County and the Miami Region

Anderson Economic Group. Commissioned by Relevent Sports, New York, June 2018. With Sara Bowers.

Economic Impact of International Champions Cup Game on the City of Nashville and the Nashville Region

Anderson Economic Group. Commissioned by Relevent Sports, New York, February 2018. With Sara Bowers.

Economic Impact of the St. Clair Power Plant

Anderson Economic Group. Commissioned by St. Clair County and Economic Development Alliance of St. Clair County, Michigan, September 2017. With Traci Taylor.

Market Study for Plymouth Arts and Recreation Complex

Anderson Economic Group. Commissioned by Plymouth Arts and Recreation Complex, Michigan, May 2017. With Sara Bowers.

Economic Impact of International Champions Game on Ann Arbor Area

Anderson Economic Group. Commissioned by Ann Arbor Area Convention and Visitors Bureau, Michigan, February 2017. With Sara Bowers.

Project Management-Oriented Employment Trends and Costs of a Skills Gap: 2017 to 2027

Anderson Economic Group. Commissioned by The Project Management Institute, Pennsylvania, December 2016. With Patrick L. Anderson, Sara Bowers, Jonathan Tsarong-Blomker, and Alex Rosaen (editor).

2015 Tourism-Related Benefits in Greater Lansing's Economy

Anderson Economic Group. Commissioned by Greater Lansing Convention & Visitors Bureau, Michigan, September 2016. With Sara Bowers.

Ann Arbor Art Fair: 2015 Economic Impact and Attendee Profile

Anderson Economic Group. Commissioned by Ann Arbor Area Convention and Visitors Bureau, Michigan, January 2016. With Sara Bowers and Zeid El-Kilani.

Analysis for 2016 Automation Alley Technology Report

Anderson Economic Group. Commissioned by Automation Alley, Michigan, December 2015. With Sara Bowers.

Tulip Time 2015: Economic Impact and Attendee Profile

Anderson Economic Group. Commissioned by Holland Tulip Time Festival, Inc., Michigan, July 2015. With Traci Taylor and Scott D. Watkins.

2014 Tourism-Related Benefits in the Washtenaw County Economy

Anderson Economic Group. Commissioned by Ann Arbor Area Convention and Visitors Bureau, Michigan, July 2015. With Scott D. Watkins and Sara Bowers.

Land Use Regulations in Greenwich and Surrounding Towns

Anderson Economic Group. Commissioned by Greenwich Association of Realtors, Connecticut, April 2015. With Traci Taylor and Jason Horwitz.

Canadian Lakes, Michigan Market Study

Anderson Economic Group. Commissioned by Patrick Bollman Enterprises, Michigan, November 2014. With Scott D. Watkins.

Other Published Work

Exploring the Diversity of Gentrification in the Three Chicago Cultural Districts-Differences in the Artist Class as First Wave Gentrifiers

Doctor of Philosophy Dissertation, 2014, Michigan State University.

Makerspaces: Supporting an Entrepreneurial System, Co-Leaning Plan Series

City of East Lansing and East Lansing Public Library. Commissioned by Michigan State University's EDA University Center for Regional Economic Innovation, June 2013. With Lori Mullins, Kristin Shelly, and Tim Dempsey.

City of Lansing: Community Profile and Development Patterns

Michigan State University, Urban and Regional Planning Program, East Lansing, Michigan, Spring 2007. With Cordes, Chris; Cozza, Jason; Hatch, Kenny; Kotval, Zeenat; Leuca, Cristina R., Marsee, Jeff; Smith, Jeff; Wilkes, Kyle; and Yan, Jerry.

Lectures & Presentations

“*Auto Sector Headwinds & Tailwinds for the U.S. Economy and Beyond*,” presented at the Original Equipment Suppliers Association (OESA) 2022 Strategic Insights Executive Series, Southfield, Michigan, December 2022.

“*Unveiling: Release of the Analysis of Road Funding Impacts by Electric Vehicle*,” presented at the 2022 Northern Michigan Association of Road Commissions Annual Conference, Traverse City, Michigan, September 2022. With Tyler Theile.

“*The EV Transition: Current Market & Public Policy*,” presented at the 2022 Highway Conference and Road Show, Lansing, Michigan, March 2022. With Tyler Theile.

“*Market Analysis*,” presented to HB 382 Real Estate Investment Management, Hospitality Business Program, Michigan State University, various dates, 2017-2021.

“*Project Management Job Growth and Talent Gap: 2017-2027*,” presented at the Western Michigan chapter of the Project Management Institute’s 25th anniversary celebration dinner, Hudsonville, Michigan, May 2018.

“*Managing Your Market Territory—Improving Profitability and Reducing Risks*,” presented at the National Association of Dealer Counsel (NADC)’s 14th Annual Member Conference, Naples, Florida, April 2018. With Patrick L. Anderson.

“*Gentrification Processes in Chicago's Arts and Cultural Districts: The Shaping of Gentrification by the First Wave of Gentrifiers*,” presented at the 2018 Urban Affairs Association Annual Conference, Toronto, Canada, April 2018. With Igor Vojnovic.

“*Dealership Market Territories and Sales Effectiveness Metrics: What Dealers Need to Know*,” Michigan Automobile Dealers Association, December 2017. With Patrick L. Anderson.

“*Market Analysis*,” presented to UP 458 Housing and Real Estate Development, Urban and Regional Planning Program, Michigan State University, November 2016.

“*Use of Geographic Analysis in the Estimation of Commercial Damages*,” presented at the National Association of Forensic Economics (NAFE)’s Thirteenth Annual International Conference, Bucharest, Romania, May 2016.

“*Economic Impacts of Festivals and Events*,” presented at the Michigan Festivals and Events Association Annual Convention, November 2015.

“*Market Analysis*,” presented to UP 400 Real Estate Finance class, Urban and Regional Planning Program, Michigan State University, March 2015.

“*Makerspaces: Supporting an Entrepreneurial System*,” webinar for the Michigan State University’s EDA University Center for Regional Economic Innovation, with Lori Mullins, Kristin Shelly, and Tim Dempsey, 2013.

“*Makerspaces: Supporting an Entrepreneurial System*,” presented at the 2013 Innovate Michigan! Summit, Michigan State University, September 2013. With Lori Mullins, Kristin Shelly, and Tim Dempsey.

“*Gentrification and the Public Investment in the Infrastructure of Play in Chicago*,” Cristina Benton and Igor Vojnovic. Poster presented at the 2012 Annual Meeting of the Association of American Geographers, New York City, New York.

“*Social and Physical Upgrading and the Investment in the Infrastructure of Play in Chicago*,” Cristina Benton and Igor Vojnovic. Poster presented at the 2011 Conference of the East Lakes Division of the Association of American Geographers, Youngstown, Ohio.

“*Investment in the Infrastructure of Play and Social and Physical Upgrading in Chicago*,” Cristina Benton and Igor Vojnovic. Poster presented at the 2011 Annual Meeting of the Association of American Geographers, Seattle, Washington

“*Does Public Investment in the Infrastructure of Play Affect Physical and Social Upgrading in Chicago?*” Presented at the Global Urban Studies Workshop, Spring 2009.

“*Brownfield Redevelopment*,” Roger E. Hamlin, Ric Hula, Cynthia Elmoore-Jackson, Bianca Cobarzan, and Cristina Leuca. Presented at the Urban Core Mayors and Bipartisan Urban Caucus Policy Briefing Meeting, 2008, Lansing, Michigan.

“Lansing Community Profile Neighborhood Pattern Book, City of Lansing, Ingham County,” Chris Cordes, Jason Cozza, Kenny Hatch, Zeenat Kotval, Cristina Leuca, Jeff Marsee, Jeff Smith, Kyle Wilkes, and Jerry Yan. Presented at the 2007 Practicum Final Presentation Session, East Lansing, Michigan.

“The Analysis of a Regional Development Project,” Cristina Leuca and Bogdana Neamtu. Paper presented at the 2002 International Student Conference-State and Society: New and Old Threats, Oradea, Romania.

“The Reform of the Public Services,” Paper presented at the 2000 National Conference in Public Administration, Cluj-Napoca, Romania.

Awards and Grants

Graduate Fellowship Award, Department of Geography, Michigan State University, East Lansing, Michigan, 2013, 2012, 2011, 2009, 2008.

Travel Grants, Michigan State University Graduate School and Geography Department, East Lansing, Michigan, 2013, 2012, 2011.

Outstanding Planning Student Project: Lansing Community Profile and Neighborhood Pattern Book Lansing Award, Michigan Association of Planning, Ann Arbor, MI, with Chris Cordes, Jason Cozza, Kenny Hatch, Zeenat Kotval, Cristina Leuca, Jeff Marsee, Jeff Smith, Kyle Wilkes, and Jerry Yan, 2007.

Fellowship, College of Social Science, Graduate Office, Michigan State University, East Lansing, Michigan, 2006.

Study Abroad Grant, the Romanian Government and European Union, 2004.

Associations

- Proaction Institute, Inc. (d/b/a Michigan State Policy Center), member of the Board of Trustees, 2017-2020.
- East Lansing Food Co-Operative, Inc., member of the Board of Directors, 2011-2016; Secretary, 2014-2016.

Contributions to Expert Reports

Tuscaloosa Hyundai, Inc. v. Hyundai Motor America, Inc. and Genesis Motor America LLC
The United States District Court Northern District of Alabama Western Division, September 2022

*Riverside Auto Holdings, Inc.; ACR2, LLC v. General Motors LLC; Argonaut Holdings, LLC, and ROES 1 through 50**

The Superior Court of the State of California, County of Riverside, June 2021.

NOARUS Properties, Inc. vs. Crimson California Pipeline, L.P.; Crimson California Pipeline, L.P. vs. NOARUS Properties, Inc.

Superior Court of the State of California County of Los Angeles, Central District, April 2021.

5051 Property, Inc., d/b/a Serra Mazda v. Mazda Motor of America, Inc.
The United States District Court for the Northern District of Alabama Southern Division, February 2021.

Kirtlund C. Frye and Sunnyside Automotive, Inc. v. American Honda Motor Co., Inc.
Motor Vehicle Dealers Board of Ohio, October 2020.

Coyle Nissan, LLC v. Nissan North America, Inc.
U.S. District Court, Southern District of Indiana, New Albany Division, September 2020.

Whitey's Nissan, Inc. dba Nissan of Mansfield v. Nissan North America, Inc.
Court of Common Pleas, Richmond County, Ohio, January 10, 2020.

Action Nissan, Inc. dba Universal Hyundai and William Nero v. Hyundai Motor America and Genesis Motor America
U.S. District Court, Middle District of Florida (Orlando Division), December 2, 2019.

MacLean & CJIM Automotive, et al., v BMW of North America, MINI Division
Motor Vehicle Board of Ohio, March 4, 2019.

Thornhill v. Boone; Boone Motor Sales v. Thornhill Group and Ford Motor Company
Circuit Court of Kanawha County, Circuit Court of Boone County, Circuit Court of Logan County, West Virginia,
November 2018.

Darling's Bangor Ford, Petitioner v. Ford Motor Company
Maine Dealer Policy Board, October 2018.

Bob Bell Chevrolet/Nissan Inc. vs. Nissan North America, Inc.
Maryland Office of Administrative Hearings, January 2017.

HSF Enterprises, Inc., d/b/a Mercedes-Benz of Cherry Hill v. Mercedes-Benz USA, LLC et al.
New Jersey Motor Vehicle Franchise Committee, August 2016.

Tesla Motors v. State of Virginia
Department of Motor Vehicles for the Commonwealth of Virginia, April 2016.

McPeck's Dodge of Anaheim v. Chrysler Group, LLC
State of California New Motor Vehicle Board, July 2015.

Southern Motors Chevrolet, Inc. v. General Motors, LLC
United States District Court Southern District of Georgia-Savannah Division, June 2015.

Jack Daniels Motors, Inc., d/b/a Jack Daniels Audi Paramus v. Audi of America, Inc.
New Jersey Office of Administrative Law, October 2014.

Expert Reports

Tommie Vaughn Motors, Inc. d/b/a Tommie Vaughn Ford vs. Chastang Enterprises-Houston, LLC d/b/a Chastang Ford
Texas Department of Motor Vehicles, May 2022.

*Doggett Auto Group, LLC d/b/a Doggett Ford vs. Chastang Enterprises-Houston, LLC d/b/a Chastang Ford **
Texas Department of Motor Vehicles, April 2022, supplement report June 2022, updated report November 2022.

Cristina R. Benton, Curriculum Vitae, page 9

*Keweenaw Bay Indian Community v. Khouri (State of Michigan) et al. **
United States District Court for Western District of Michigan, July 2018.

**sworn testimony given in deposition, trial, or hearing.*

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