

# JAMES KOHNSTAMM, CECD

Director of Economic Development, Miami-Dade County

A certified economic development professional with more than 20 years of leadership and management experience, James Kohnstamm serves as Director of Economic Development for Miami-Dade County, where he advances Mayor Daniella Levine Cava's vision for a Future Ready Economy.

In this role, Kohnstamm manages a broad portfolio that includes business retention and growth, while leading strategic initiatives designed to strengthen Miami-Dade's resilience, competitiveness, and long-term economic opportunity. His work focuses on aligning innovation, industry expansion, talent development, and public-private collaboration to position Miami-Dade as a leading global business destination.

Previously, Kohnstamm served as Executive Vice President for Economic Development at Miami-Dade Beacon Council, the county's public-private economic development partnership. There, he led a target industry strategy spanning ecosystem development, local business retention and expansion, and domestic and international business recruitment. Under his leadership, the organization secured record-breaking investments generating approximately $1.5 billion in annual recurring economic impact.

Recognized among the Top 50 Economic Developers in the United States in 2023, Kohnstamm maintains strong national and international relationships across the economic development field. He holds the Certified Economic Developer (CEcD) designation through International Economic Development Council, where he also served two terms as Chair of the Sustainability Committee. He served as a Board Member and Regional Director for Florida Economic Development Council and is Vice Chair of the City of Coral Gables Economic Advisory Committee.

Over the course of his career, Kohnstamm has developed deep expertise in the drivers of regional competitiveness and industry growth. His experience includes negotiating state and local incentive packages, implementing workforce development initiatives, leading economic analyses and strategic planning efforts, directing domestic and international business recruitment missions, and designing small business continuity and finance programs.

In 2018, he led the strategy for Greater Miami's bid for Amazon HQ2, resulting in finalist placement. Across more than 200 economic development projects, he has helped secure over 20,000 new jobs and billions in direct investment through work with major global companies including Boeing, Airbus, Kaseya, Univision, NBCUniversal / Telemundo, JPMorgan Chase, Blackstone, Millennium Management, MSC Cruises, Carnival Corporation, Spotify, Microsoft, Bombardier, and Amazon.