

The Consultants Forum wishes to thank our Host Sponsors:



OPENING — MONDAY, JUNE 3RD

- 5:30 – Registration Opens**
 7:30 pm *Charlotte Ballroom Foyer - Event Edge*
- 6:00 – Speaker/Sponsor Welcome Reception (Private)**
 7:00 pm *Uptown Ballroom - Ballroom Level*
- 7:00 – Welcome Networking Reception**
 7:45 pm *Charlotte Ballroom Foyer - Event Hub*
- 7:45 – Welcome Networking Dinner**
 9:00 pm *Charlotte Ballroom*

DAY ONE — TUESDAY, JUNE 4TH

- 7:30 am Registration**
Charlotte Ballroom Event Edge - Front Foyer
- 7:30 – Networking Breakfast**
 8:30 am *Charlotte Ballroom - Side Foyer*
- 8:30 am Introduction to the Forum & Welcome Remarks**
Charlotte Ballroom
- 8:45 am Trending Economic Conditions: The Forces That May Impact New Investment, Real Estate Demand and Job Growth Through 2020**
- Our lead-off speakers provide an overview of potential actions and elements in the upcoming months that may impact corporate site selection and shape the efforts of economic developers heading into the new decade.
- Speakers (2):*
 Atlas Insight LLC & Cushman & Wakefield

- 9:15 am Labor – The Leading Factor in Global Site Selection:**
- Overview of the labor market including war for talent
 - Fastest-growing occupations
 - Labor shortages by geography
 - Driver in office sector location strategy
 - Focus on educated labor pool
 - Opportunities and risks in selecting a location

Speaker:
 Cushman & Wakefield

- 9:45 am Critical Trends That Could Impact Your Location**
- Impacts of existing and potential tariffs on projects
 - Current industries favoring the U.S. for market entry
 - Advantages and disadvantages for the auto industry
 - Opportunities for rural and small communities
 - How whole areas were transformed by one project

Speaker:
 Evans International

- 10:15 am Networking Refreshment Break**
Charlotte Ballroom - Side Foyer

- 10:30 am Automation: The Pacman of Warehouse Distribution Labor**

In this session we discuss the current labor profile for warehouse distribution operations and how the existing and new labor requirements of same may be impacted by higher levels of automation.

Speaker:
 CBRE

**11:00 am Preparing Your Community:
 Remaining Nimble in an Evolving Economy**

Every community and market is different. It's essential to recognize where your community can best attract users in our evolving economy. Topics to be discussed include retailers evolving distribution network, e-tailers network needs, retail changes and redevelopment options, as well as trends that need to be on your radar, such as last-mile retail, autonomous vehicles, and changing consumer demands.

Speaker:
 JLL

**11:30 am – Creating Spaces that Attract and Retain Talent:
 Good for Communities, Good for Corporations**

Our speaker will provide insights into how corporations like Siemens work with local governments and economic developers on everything from site selection to intelligent space design. Pulling insights from Siemens' robust presence in North America, Krukliniski will discuss technology's role in creating innovative and flexible office spaces that attract today's and tomorrow's workforce.

Speaker:
 Siemens Gas & Power and Siemens USA

12:15 pm Networking Lunch
 Charlotte Ballroom
 Side Foyer

**1:15 pm Trends in Foreign Direct Investment (FDI) –
 Opportunities, Threats, and Updates**

FDI is a critical part of the U.S. economy. However, in today's economic climate, drivers for investment decisions continue to evolve due to changing conditions around the globe – including the changing conditions here in the United States. As EDOs, how can you adjust? In this session, we'll discuss some of the opportunities and roadblocks that international companies are currently facing, including new regulations under the Trump administration that can affect inbound investment.

Speaker:
 Parker Poe Consulting

**1:45 pm Crouching Tiger, Hidden Dragon:
 The Face of Chinese Industrial Investment in
 the U.S. During an Era of Uncertainty**

As China's economic growth continues at a relatively rapid clip, industrial investment by Chinese enterprises into the U.S. is more likely than not to follow suit. How can Chinese FDI projects be unique to work on, and how can you be prepared?

Speaker:
 Deloitte Consulting LLP

2:15 pm Japanese Foreign Direct Investment in the U.S.

Although often overlooked in many geographic areas and business sectors, Japan is quietly 3rd in terms of FDI into the U.S. behind only the U.K. and Canada. This speaker will focus on the current status of Japan's domestic economy, why and how Japanese companies are investing in the U.S., and keys to working with Japanese business executives. Several case studies will be reviewed throughout the presentation showcasing investments in the U.S. by Japanese companies.

Speaker:
 Masuda Funai

2:45 pm Mittelstand Companies Investing in the U.S.

German Mittelstand companies (i.e., mid-sized and mostly family-owned businesses from Germany) are tech-savvy, industrial, niche-market leaders and often go unnoticed as potential investors. Yet, they account for about 25 percent of German investment in the U.S. and represent a market segment with specific cultural and business needs. How can communities attract these investors? What questions are top of mind? A site selector's point of view will be provided to address these and other relevant topics.

Speaker:
 EY LLP

3:15 – Networking Refreshment Break
 Charlotte Ballroom - Side Foyer

3:30 – Roundtable Discussions #1
 Charlotte Ballroom

4:00 – Roundtable Discussions #2
 Charlotte Ballroom

6:00 – Select Sponsor & Speaker Reception
6:45 pm (Private - Gold and Platinum Sponsor Participants)
Sophia Bar

Sponsor:



6:45 – Networking Reception
7:30 pm *The Atrium*

7:30 – Networking Dinner
9:00 pm *5Church*

DAY TWO — WEDNESDAY, JUNE 5TH

7:45 – Networking Breakfast
8:45 am *Charlotte Ballroom - Side Foyer*

8:45 am Welcome to Day Two

9:00 am Trends and Forecasts for Regional Industrial Markets

This session will focus on the current trends and outlooks for industrial real estate by geographic region. There are many drivers that are shared across regions, such as the “Amazon effect.” Insights as to the differences between regions, as well as inside each region, are imperative to clearly understand in every competitive site selection opportunity.

Speaker:
 Colliers International

9:30 am Qualified Opportunity Zones – 21st Century New Deal?
 We will examine the legislative intent and potential benefits of this new federal program, specifically exploring some of the new challenges for the economic developer. We will challenge your playbook and propose bringing new players on to your economic development team.

Speaker:
 KPMG LLP

10:00 am Networking Refreshment Break
Charlotte Ballroom - Side Foyer

10:15 am Moving the Needle – How to Navigate Projects, RFPs and Offer Letters in the Right Direction

During this session, the speakers will leverage over 20 years of economic development and incentives experience to highlight various case studies that illustrate best practices for communicating with consultants and corporations, tailoring RFP responses, and drafting standout incentives letters/proposals. The session will provide a lessons-learned approach to sharing information that will help “move the needle” in your favor as you work toward attracting projects and businesses to your community.

Speakers (2):
 JLL

10:45 am Incentive Compliance Requirements and Challenges

The right incentive package can bring a higher-cost site to a more competitive level. It is important for jurisdictions to be creative when putting together an incentive package that can be utilized by a business, but it’s equally important that the compliance requirements are clear, flexible, and agreed upon as part of the overall incentive negotiations.

Speaker:
 Site Selection Group

11:15 am The Disruption of Autonomous Vehicles is Closer Than You Think – Is Your Community Ready?

Daily there is more news on how autonomous vehicle (AVs) development will affect the way people and commerce carry out daily transportation needs. This will also affect economic development on many levels. This session will address how communities need to ready their locations to accommodate truck delivery from highway to last-mile deliveries; and how to prepare for the dramatic shift in needed job skills and workforce recruitment.

Speaker:
 McGuire Woods Consulting LLC

12:00 pm Closing Lunch

