

The Consultants Forum wishes to thank our Host Sponsors:



OPENING — MONDAY, JUNE 3RD

5:30 pm Registration Opens

6:00 pm Speaker/Sponsor Welcome Reception (Private)

7:00 pm Welcome Networking Reception & Dinner

DAY ONE — TUESDAY, JUNE 4TH

7:30 am Networking Breakfast

8:30 am Introduction to the Forum & Welcome Remarks

Dennis Shea
 President and Publisher
 Area Development | The Consultants Forum

Janet LaBar
 President and CEO
 Charlotte Regional Business Alliance

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:
 Managing Partner
 Atlas Insight LLC

Senior Managing Director, Business Incentives Practice
 Cushman & Wakefield

9:15 am Labor – The Leading Factor in Global Site Selection: Maximizing Employee Attraction, Retention and Engagement

- 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
- Using workplace design in talent attraction/retention

Speaker:
 Director, Strategic Consulting Group
 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:
 Senior Vice President
 Evans International

10:15 am Networking Refreshment Break

10:30 am Automation: The Pacman of Warehouse 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:
 Senior Vice President, Location Incentives
 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:

Executive Vice President, Retail/E-commerce Distribution
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, Kruklinksi will discuss technology's role in creating innovative and flexible office spaces that attract today's and tomorrow's workforce.

Speaker:

Head of Real Estate
Siemens Gas & Power and Siemens USA

12:15 pm Networking Lunch

**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:

Consultant
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**

After a spike in Chinese FDI into the U.S. in 2016, new investment activity from China has cooled significantly; but even amidst trade disputes and the uncertainty of tariffs, Chinese industrials are out there, often with ambitions of global leadership, continuing to position for competitive advantage in the critical North American market. 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:

Specialist Leader, Enterprise Operations
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:

Principal
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? A site selector's point of view will be provided to address these and other relevant topics.

Speaker:

Manager, Indirect Tax – Global Location Investment,
 Credits & Incentives
EY LLP

3:15 pm Networking Refreshment Break

3:30 pm Roundtable Discussions #1

4:00 pm Roundtable Discussions #2

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

6:45 pm Networking Reception & Dinner

DAY TWO — WEDNESDAY, JUNE 5TH

7:45 am Networking Breakfast

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:
 Senior Vice President,
 Site Selection & Economic Incentives Practice Leader
 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. This session will also explore deal competitiveness and share market insights to put you in the best position to utilize or compete with this new program.

Speaker:
 Managing Director, Global Location & Expansion
 KPMG LLP

10:00 am Networking Refreshment Break

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.

Speakers:
 Senior Vice President, Location Economics &
 Vice President, Location Economics
 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. Effective compliance practices result in successful projects, increased economic development, and positive publicity for the business and jurisdictions.

Speaker:
 Senior Vice President
 Site Selection Group

11:15 am The Disruption of Autonomous Vehicles

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

Speaker:
 Vice President, Infrastructure & Economic Development
 McGuire Woods Consulting LLC

11:45 am Closing Remarks

WOMEN IN ECONOMIC DEVELOPMENT FORUM



WOMEN *in*
ECONOMIC
DEVELOPMENT
FORUM

Sofitel Chicago Magificent Mile

October 6-8, 2019

#consultantsforum

Contact mshea@areadevelopment.com

THE CONSULTANTS FORUM

Houston



The Post Oak Hotel at Uptown Houston
December 8-10, 2019

[#consultantsforum](https://twitter.com/consultantsforum)

Contact mshea@areadevelopment.com