

# 2019 OutFront Workshop Forum

The Jefferson Hotel | Richmond | March 31 - April 2

## SESSIONS

### **Selling Your Ecosystem: “As Is” or “To Be” Vision**

A Corporate Perspective: Important Considerations in Location Decisions

### **A Collaborate Approach to Negotiation Your Community’s Next Project**

What Lies Ahead in the Project Pipeline

### **FDI: Build Your Attraction Assets to Get on The Radar**

Entrepreneurial Ecosystems: A Site Selection Case Study

### **Deal Dissection: Lessons Learned from the Middle-Market**

You’ve Got A Great Food Site? Tell a Great Story

### **Real Estate Incentives**

Training & Workforce Development

### **Marching Towards Last Mile: How eCommerce Growth is Changing Expectations**

Closing the Deal: Why Quality of Life Matters

### **2019 Expectations for US Advanced Manufacturing Projects**

FTZ’s and Economic Development in a Trump World!

### **Preparing Your Location as a Data Center Ready Environment**

Consumer Behavior and Changes to Transportation and the Supply Chain

### **GenZ – Not Another Millennial Presentation!**

Site Preparedness as an Economic Development Strategy

### **New Technologies: What will Impact Corporate Site Location Decisions?**

Strategies to Grow (and Market) Your New Economy Workforce

### **A Rapidly Changing Auto Industry**