

HOUSTON CONSULTANTS FORUM

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

Area Development would like to recognize our Host Sponsors...



OPENING — SUNDAY, DECEMBER 8TH

5:30 – 8:00 pm **Registration Opens**
Grand Foyer South (1st Floor)

6:15 – 7:15 pm **Speaker & Sponsor Networking Reception (Private)**
Live Oak (3rd Floor)

Sponsor:



7:15 – 8:00 pm **Welcome Networking Reception**
Grand Foyer South (1st Floor)

Sponsor:



8:00 – 9:15 pm **Welcome Networking Dinner**
Grand Foyer South (1st Floor)

Sponsor:



DAY ONE — MONDAY, DECEMBER 9TH

7:30 am **Registration**
Grand Foyer South (1st Floor)

7:30 – 8:25 am **Networking Breakfast**
Grand Ballroom II (1st Floor)

Sponsor:



**SOUTH CAROLINA
I-77 ALLIANCE**

8:30 – 8:50 am **Introduction & Opening Remarks**
Grand Ballroom I (1st Floor)

Dennis Shea
President & Publisher
Area Development | The Consultants Forum

Susan Davenport
Senior Vice President, Economic Development
Greater Houston Partnership

8:50 – 9:20 am **Lions, Tigers, and Sustainability, OH MY!**
Our opening session will discuss how sustainable initiatives are impacting economic development, the increased pressure on communities to react, and the growing companies and sectors focused on sustainability.

Speaker:
Managing Partner
Atlas Insight, LLC

**9:20 – 9:50 am Global Innovation Hubs:
Markets Driving the Future of Business**

To think strategically, business leaders are trying to discover the markets driving innovation globally. Hickey's location strategy experts assessed and benchmarked over 300 markets around the world to identify those markets today, along with highlight those on the cusp of rising through the ranks of real business innovation and transformation. This session reviews the findings of the report and provides an interactive discussion on what it takes to be a "global innovation hub."

Speaker:

Managing Director
Hickey & Associates, LLC

**9:50 – 10:20 am Reinventing Communities to Attract
and Nurture Knowledge Workers**

What drives a company's decision to locate knowledge worker jobs in today's North American economy? Corporate real estate location strategy criteria for information age companies is vastly different than the industrial paradigm. The old rules don't apply to a new generation of workers. How can communities best develop talent and the quality of life factors that both attract new businesses and reinvigorate local ones? Is it possible to reinvent your community? What roles can "local heroes" play?

Speaker:

Executive Vice President, Head of Strategy &
Innovation Consulting, Corporate Solutions | Americas
Colliers International

10:20 – 10:35 am Networking Refreshment Break

Grand Foyer South (1st Floor)

Sponsor:



**10:35 – 11:05 am CBD Opportunities for Your Region?
Let's Clear the Air!**

Demand for CBD products is exploding, despite a lack of clarity over its processing, distribution, and use. We will explore the regulatory environment and other critical needs of companies that are on the forefront of this industry in order to help you determine if your region may be a viable location for a CBD-related facility.

Speaker:

Owner
Kupperman Location Solutions

**11:05 – 11:35 am Autonomous Vehicles: A Year in Review
and How They Will Affect You**

Billions in investment dollars are flooding to companies that have transitioned to testing for complex on-the-fly traffic situations and adverse weather conditions. Does this mean we are ready for roll-out and widespread usage? What should communities understand about the infrastructure needs of this technology and how will the incentive "ask" differ for these projects? Job training and needs will transition. What can you do to upskill your labor force before it's too late? Finally, could AI and AV implementation lead to mass defaults on incentive agreements?

Speaker:

Vice President, Infrastructure & Economic Development
McGuireWoods Consulting LLC

**11:35 am – 12:05 pm Data Centers, Edge Computing, 5G, Hyperscale
Cloud Computing: What Does This All Mean for
My Community?**

This presentation will cover emerging trends in the data center and telecom industries and how this impacts communities. We will cover historical look-back briefly, but then focus on what is happening and how this could emerge across the country and the globe.

Speaker:

Senior Managing Director, Data Center Solutions
CBRE

12:05 – 12:35 pm E-Commerce and the Transformation of Commercial Real Estate: Repurposed Retail and Urban Logistics

The advent of online commerce and the changing consumer expectations and demands have fundamentally changed the way inventory moves through the supply chain. This has led to an explosion in the demand for industrial real estate but an erosion in demand for retail. This session will explore the possible options that exist to repurpose fading retail and address the supply problem in industrial.

Speaker:
Global Head of Industrial & Logistics Research
CBRE

12:35 – 1:30 pm Networking Lunch
Grand Ballroom II (1st Floor)

Sponsor:



1:30 – 2:00 pm How Corporate Users are Evaluating Locations

A fireside chat discussing the decision-making process in large portfolios as corporations plan for real estate of the future.

Speakers:
Senior Managing Director,
Business Incentives Practice
Cushman & Wakefield

Global Real Estate Economic Incentives Program Manager
Hewlett-Packard Enterprise

2:00 – 2:30 pm Getting Over the Goal Line

Our speaker will pull from past experiences and dive into multiple examples of how communities used various best practices to secure projects.

Speaker:
Executive Managing Director,
Business Incentives Practice
Cushman & Wakefield

2:30 – 3:00 pm “After the New NAFTA”

Our speakers will discuss the future of NAFTA and the United States-Canada-Mexico Agreement (CUSMA or USMCA) and the potential impact on sourcing and investment decisions.

Speakers:
Practice Group Chair –
International & Regional Practices
Dickinson Wright PLLC

Global Director
Harper & Associates

3:00 – 3:30 pm Federal Tariffs Affect All Companies – How Are You, Your Prospects, and Current Industries Handling It? How Can You Help?

Pull out your old FTZ program (you all have one!) and dust it off, as the administration’s tariffs are breathing new life into this federal program. Tariffs are real, they are here to stay, and an FTZ strategy could help offer relief and opportunities. The session will discuss:

- The wide-range of industries impacted by the tariffs
- How FTZ program acts as tariff Insurance!
- FTZ benefits and how a potential company gets them
- What you can do and what your zone can offer existing companies and new ones looking to your area
- Taking advantage of the FTZ cost benefit analysis

Speaker:
President
IMS Worldwide, Inc.

3:40 – 4:40 pm Roundtable Discussions #1 and #2

Grand Ballroom II (1st Floor)

4:45 pm Close of Day One

6:30 pm Night Out at Arnaldo Richard’s Picos Restaurant

Please wear your badge! Smart casual attire (no logos)



6:30 – 7:15 pm **Select Sponsor & Speaker Reception (Private)**
(Platinum & Gold Sponsors)
Buses depart for Picos from Grand Foyer Portico at 6:15pm

Sponsor:



7:15 – 8:00 pm **Networking Reception**

Sponsor:



8:00 – 9:15 pm **Networking Dinner**

Sponsor:



DAY TWO — TUESDAY, DECEMBER 10TH

7:30 – 8:25 am **Networking Breakfast**
Grand Ballroom II

Sponsor:



8:30 – 8:45 am **Welcome to Day Two**
Grand Ballroom I

8:45 – 9:15 am **The Thriving North American Energy Clusters**
Once associated with the gushing wells of the Texas scrublands, the North American energy industry footprint has expanded far and wide.

Speaker:

International Director, Office Tenant Representation
JLL

9:15 – 9:45 am **The New Era in Auto: Challenges and Opportunities for Economic Development**
Dennis Cuneo, a former SVP of Toyota and long-time auto industry veteran, will describe the massive changes taking place in the auto industry. He will describe the challenges and opportunities for economic developers who currently host automotive and related supplier plants, and the opportunities presented by the changing automotive landscape.

Speaker:

Partner
Fisher Phillips LLP

9:45 – 10:15 am **Water Water Everywhere, But Not A Drop to Flush: Hard Infrastructure War Stories**
During this session, the speaker will share his personal experiences from the last 25 years about how state and local governments and manufacturing companies identified and successfully addressed hard infrastructure challenges for economic development projects.

Speaker:

Partner & Co-Chair, Manufacturing Industry Group
Burr & Forman LLP

10:15 – Refreshment Break & Checkout

10:35 am *Grand Foyer South*

Sponsor:



10:35 – Foreign Direct Investment (FDI): Attracting, Expanding and Managing FDI in a Disruptive World

11:05 am

Geopolitical trade tensions, U.S. tax reform, and supply-chain reconfiguration are creating new opportunities and challenges for the U.S. to attract/expand FDI. This session will discuss FDI trends, how trade is changing the FDI landscape, and managing issues foreign multinationals are analyzing in making FDI decisions.

Speakers:

Principal
EY

Managing Director, Tax Credits &
Investment Advisory Services
EY

11:05 – Drivers of Recent international Investment in the U.S.

11:35 am

An overview of recent Canadian and international investment projects in the U.S. from a site selection perspective will be presented in this session. We will look at different projects and share which aspects of the project and process drove the final decision.

Speaker:

President & CEO
CAI Global Group

11:35 am – Mexico/Latin American Opportunities for Expansion into the United States

12:05 pm

Companies in Mexico & LATAM are "RED" hot for expansion and placing strategic locations within the United States. Competition is fierce for these companies placing warehousing and distribution centers across the U.S., and understanding how to compete is vital.

Speakers:

Senior Vice President
Cresa

Vice President
Cresa

12:05 – Driving Economic Development with Software Solutions

12:35 pm

This session will outline how software developments in the economic development space can help organizations utilize data gathered from both successful and unsuccessful business recruitment efforts, track project and incentive commitments, and enhance reporting capabilities.

Speaker:

Manager, Multistate Tax Services
Deloitte Tax

12:35 – Final Remarks

12:45 pm

Closing Lunch

Grand Ballroom II

Sponsor:



**IRVING ECONOMIC
DEVELOPMENT**
PARTNERSHIP

SPEAKER & FORUM SPONSORS

The Consultants Forum wishes to thank the following organizations for their support and sponsorship:

Speaker Travel Welcome



Speaker Interviews



Speaker Travel Luggage



Speaker Crystal Mementos



Speaker Refreshments



Speaker Water Bottles



Speaker Charging Stations



Speaker Padfolios



Forum High-Speed WiFi



Forum Lanyards

