

DETROIT WORKSHOP FORUM

The Westin Book Cadillac, July 12th-14th, 2021

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



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

PURE MICHIGAN*



Detroit
Regional
Partnership

OPENING — MONDAY, JULY 12

- 5:30 pm** **Registration/Badge Collection**
Pre-Function Area (3rd Floor)
- 6:00 –** **Sponsor & Speaker Private Reception**
- 7:00 pm** *Italian Garden (4th Floor)*
- 7:00 –** **Welcome Networking Reception and Dinner**
- 8:45 pm** *Crystal Ballroom (4th Floor)*

DAY ONE — TUESDAY, JULY 13

All Workshop Sessions will take place in seven boardrooms on the third floor: **Ambassador, Book Boardroom, Esquire, Founders A, Founders B, Jefferson Boardroom, and Washington Boardroom.**

- 7:30 –** **Opening Breakfast**
- 8:30 am** *Crystal Ballroom (4th Floor)*
- 8:30 –** **Introduction & Opening Remarks**
- 8:45 am** *Crystal Ballroom*
- Dennis Shea
 President & Publisher
 Area Development
- 8:45 –** **Workshop Sessions (Track One)**
- 9:30 am** *Boardrooms (3rd Floor)*
- 9:30 am** **Transition-Refreshment Break**
- 9:45 –** **Workshop Sessions (Track Two)**
- 10:30 am** *Boardrooms*

- 10:30 am** **Transition-Refreshment Break**
- 10:45 –** **Workshop Sessions (Track Three)**
- 11:30 am** *Boardrooms*
- 11:45 am –** **Networking Lunch**
- 12:45 pm** *Crystal Ballroom (4th Floor)*
- 1:00 –** **Workshop Sessions (Track Four)**
- 1:45 pm** *Boardrooms (3rd Floor)*
- 1:45 pm** **Transition-Refreshment Break**
- 2:00 –** **Workshop Sessions (Track Five)**
- 2:45 pm** *Boardrooms*
- 2:45 pm** **Transition-Refreshment Break**
- 3:00 –** **Workshop Sessions (Track Six)**
- 3:45 pm** *Boardrooms*
- 4:00 pm** **Day-One Close**
- 6:00 –** **Sponsor & Speaker Private Reception**
- 7:00 pm** *Shinola Hotel - Bixby Hall (buses depart 5:45pm)*
1400 Woodward Avenue
- Guest Speaker:**
 Carolina Pluszczynski
 Michigan Central Mobility Innovation District
 Development Director
 Ford Motor Company
- 7:00 –** **Networking Reception and Dinner**
- 8:30 pm** *Shinola Hotel - Bixby Hall (buses depart 6:45pm)*
1400 Woodward Avenue

DAY TWO — WEDNESDAY, JULY 14

- 7:45 – Networking Breakfast**
8:45 am *Italian Garden (4th Floor)*
- 9:00 – Day-Two Introduction & Remarks**
9:45 am *Venetian Ballroom (4th Floor)*
- Dennis Shea
President & Publisher
Area Development
- Maureen Donohue Krauss
President & CEO
Detroit Regional Partnership
- Kevin Johnson
President & CEO
Detroit Economic Growth Corporation
- 9:45 – Refreshment Break & Roundtable Setup**
10:00 am *Venetian Ballroom/Foyer*
- 10:00 – Roundtable Discussion #1**
10:30 am *Venetian Ballroom*
- 10:30 – Roundtable Discussion #2**
11:00 am *Venetian Ballroom*
- 11:00 – Checkout Break**
11:20 am
- 11:30 am – Closing Networking Lunch**
12:30 pm *Crystal Ballroom (4th Floor)*

WORKSHOP SESSIONS

Vice President, Infrastructure & Economic Development – McGuireWoods Consulting

Distribution, DC's & Big Box: No Matter What You Call It, the Industry Is Booming

Senior Vice President, Site Selection Services – Colliers

Supply Chains Under Siege – Is There a Way Through the Maze?

Senior Director, Consulting Services – Transwestern

Decentralizing the Office: Micro-location Strategies and the Hub & Spoke Model

Managing Partner – Atlas Insight

How C-Suites Are Now Viewing Diversity and Economic Inclusion

Site Selection & Economic Development Leader – Burns & McDonnell

Site Preparation, Pre-Capital Planning, and the Site Selection Decision

Managing Director – Baker Tilly Municipal Advisors

Comprehensive Capital: How to Pay for Challenging Projects in Your Community

Consultant, Site Selection & Incentives – McGuire Sponkel

The Rising Role of Private Equity in the Site Selection Process

Data Scientist – CBRE Labor Analytics

Diverse-City: Identifying Diversity & Inclusion Opportunities in Your Labor Force

Managing Partner – Compass Key Site Solutions

Cost Modeling: Understanding Project Numbers

Senior Manager, Client Services – Maxis Advisors

Leveraging ALL Your Community's Assets When Competing for a Project

Vice President, Incentives & Location Advisors – Bradley Co.

Promoting Your Location to Site Selectors... Even If You Don't Have That Big Shell Building

Senior Managing Director – Cushman & Wakefield

Industrial Real Estate Trends – Who Is Going Where and What Is Being Built?

Executive Vice President, Site Selection & Brokerage – ESRP

Understanding the Site "Elimination" Selection Process

Director – Atlas Insight

How Sustainable Initiatives Are Impacting Site Selection and Economic Development

Director – Austin Consulting

Adapting to Change and the Impact on Incentives Programs and Compliance

Manager, Credit & Incentives Practice – BDO

The Project Pipeline and the Winning Economic Strategies that Came with It

Director, Site Selection & Incentives Advisory – Duff & Phelps

A Heightened Focus on Reshoring and the Federal Initiatives Behind It

General Manager – Tochi Advisors

Large Projects Selecting Rural Communities and How They Transformed the Entire Area

U.S. Economic Incentives Practice Leader – Colliers

Reverse Logistics Growth, Opportunities, and Challenges for Communities