

GREENVILLE WORKSHOP FORUM

Hyatt Regency, April 17th-19th, 2023

Area Development would like to recognize our Host Forum Sponsor



OPENING — MONDAY, APRIL 17

- 5:30 pm** **Registration-Badge Collection**
Ballroom Foyer (1st floor)
- 6:00 –** **Sponsor-Speaker Private Reception**
- 7:00 pm** *Studio 220 @ Noma B (2nd floor)*
- 7:00 –** **Welcome Reception and Dinner**
- 9:00 pm** *Studio 220 @ Noma A (2nd floor)*

DAY ONE — TUESDAY, APRIL 18

All Workshop Sessions will take place on the 1st floor (off the lobby) in the following six rooms: **Dogwood, Magnolia, Redbud, Regency F, Regency G, and Regency H.**

- 7:30 –** **Opening Breakfast**
- 8:30 am** *Regency D (1st floor)*
- 8:30 –** **Introduction & Opening Remarks**
- 8:40 am** *Regency D*
- Dennis Shea
President & Publisher, Area Development
- 8:45 –** **Workshop Session #1**
- 9:30 am** *Breakout Rooms*
- 9:30 am** **Transition-Refreshment Break**
- Ballroom Foyer*
- 9:45 –** **Workshop Session #2**
- 10:30 am** *Breakout Rooms*
- 10:30 am** **Transition-Refreshment Break**
- Ballroom Foyer*

- 10:45 –** **Workshop Session #3**
- 11:30 am** *Breakout Rooms*
- 11:45 am –** **Networking Lunch**
- 12:45 pm** *Regency D*
- 1:00 –** **Workshop Session #4**
- 1:45 pm** *Breakout Rooms*
- 1:45 pm** **Transition-Refreshment Break**
- Ballroom Foyer*
- 2:00 –** **Workshop Session #5**
- 2:45 pm** *Breakout Rooms*
- 2:45 pm** **Transition-Refreshment Break**
- Ballroom Foyer*
- 3:00 –** **Workshop Session #6**
- 3:45 pm** *Breakout Rooms*
- 4:00 pm** **Day-One Close**

A NIGHT OUT DOWNTOWN AT AVENUE

6:00 – 9:00 pm



110 E Court Street

SPONSOR AND SPEAKER PRIVATE RECEPTION

6:00 – 7:00 pm

GENERAL RECEPTION AND DINNER

7:00 – 9:00 pm

*Please wear your badge! Smart casual attire suggested.
Buses depart from hotel at 5:45 and 6:45.*

WORKSHOP SESSIONS

Maxis Advisors

Batteries & Battery Material Projects: The Next Frontier of Made in America

Burns & McDonnell

Evolution of the Megasite

CBRE

The Logistics Analysis that Drives Industrial Site Selection

Deloitte Consulting

Carbon Reduction and Site Selection: How to Prepare for and Win Projects

McGuireWoods Consulting

Yay or Nay: Do I Want a Data Center?

Bradley

Megaprojects: The Trend and the Projects Themselves

Baker Tilly

How Communities Can Mitigate Risk in the Site Selection Process

JLL

Creative Workforce Solutions

Kupperman Location Solutions

Maintaining Your Region's Reputation

Site Selection Group

The Evolution of Site Selection: Past, Present, and Future

KPMG

Proactive Product Development: Invest Now for a Greater Return Later

Cushman & Wakefield

Office Market Transition and What It Means for Business Districts

KSM Location Advisors

Site Selection Unmasked: Key Factors for Optimal Location Decisions

Atlas Insight | Cushman & Wakefield

A Deep Dive into Incentives: Why They Might Matter More Than Ever

JLL

Grappling with Uncertainty: Retail and E-Commerce Distribution Real Estate

Tochi Advisors

The Challenges of Electric Vehicle Manufacturing

EY

Alphabet Soup: IRA and IIJA – Key Perspectives for EDOs and Companies

EY

The Future of Strategic Planning: Arising Topics and Roles for EDOs

DAY TWO — WEDNESDAY, APRIL 19

7:45 – Networking Breakfast

8:45 am Regency D

9:00 – Day-Two Introduction & Remarks

9:10 am Regency C

Dennis Shea

President & Publisher, Area Development

9:15 – Charging the Future from Florence with Envision AESC

9:50 am In December 2022, Envision AESC, a world-leading Japanese electric vehicle battery technology company, announced plans to build a state-of-the-art battery cell gigafactory in Florence County. The \$810 million investment will create 1,170 new jobs and will support the company's multi-year partnership with the BMW Group. This panel discussion will focus on what it took to bring this company to South Carolina, and specifically Florence County.

Moderator:

Kelly Coakley, Director, Marketing & Communications
South Carolina Department of Commerce

Panelists:

Deepal Eliatamby, President
Alliance Consulting Engineers
Brad Neese, Vice President, Economic Development
SC Technical College System
Greg Robinson, CEO
Florence County Economic Development Partnership
Daniel Young, Coordinating Council Executive Director
South Carolina Department of Commerce

9:55 – Refreshment-Checkout Break

10:10 am Ballroom Foyer

10:15 – Roundtable Discussion #1

10:45 am Regency C

10:50 – Roundtable Discussion #2

11:20 am Regency C

11:30 am – Closing Lunch

12:30 pm Regency D