

LOUISVILLE WORKSHOP FORUM

Area Development would like to recognize our Host Sponsors:



OPENING — MONDAY, MARCH 18

- 5:30 pm** **Registration & Badge Collection**
Olmsted Ballroom Foyer (2nd floor)
- 6:00 –** **Sponsor & Speaker Private Reception**
- 7:00 pm** *Olmsted Ballroom Foyer*
- 7:00 –** **Welcome Reception & Dinner**
- 9:00 pm** *Olmsted Foyer + Ballroom (1, 2, & 3)*

DAY ONE — TUESDAY, MARCH 19

All breakout sessions will take place on the 2nd floor in the Olmsted Ballroom (six rooms).

- 7:30 –** **Opening Breakfast**
- 8:30 am** *Olmsted Ballroom (4)*

- 8:30 –** **Introduction & Opening Remarks**
- 8:40 am** *Olmsted Ballroom (4)*

- Dennis Shea
President & Publisher, Area Development

- 8:45 –** **Workshop Session #1**
- 9:30 am** *Breakout Rooms*

- 9:30 am** **Refreshment Break**
- Ballroom Foyer*

- 9:45 –** **Workshop Session #2**
- 10:30 am** *Breakout Rooms*

- 10:30 am** **Refreshment Break**
- Ballroom Foyer*

- 10:45 –** **Workshop Session #3**
- 11:30 am** *Breakout Rooms*

- 11:45 am –** **Networking Lunch**
- 12:45 pm** *Olmsted Ballroom (4)*

- 1:00 –** **Workshop Session #4**
- 1:45 pm** *Breakout Rooms*

- 1:45 pm** **Refreshment Break**
- Ballroom Foyer*

- 2:00 –** **Workshop Session #5**
- 2:45 pm** *Breakout Rooms*

- 2:45 pm** **Refreshment Break**
- Ballroom Foyer*

- 3:00 –** **Workshop Session #6**
- 3:45 pm** *Breakout Rooms*

A NIGHT OUT DOWNTOWN AT THE ICE HOUSE

Drinks + Hors D'oeuvres



SPONSOR AND SPEAKER PRIVATE RECEPTION

5:30 – 6:30 pm

GENERAL NETWORKING RECEPTION

6:30 – 8:00 pm

*Please wear your badge!
Plan for Dinner on the Town*

BREAKOUT SESSIONS

- Kroll**
Leveraging Resilient Infrastructure to Attract Energy Transition Investments
- Maxis Advisors | JLL**
Mastering the Art of Working with Brokers During the Site Selection Process
- Transwestern**
Corporate HQ Consolidations: An Opportunity in the Office Sector
- Burns & McDonnell**
Don't Forget About Us: Accommodating Mid-Sized Industrial Companies
- Cushman & Wakefield**
Specialty Industrial: Cold Storage, Data Center, R&D, and More
- McGuireWoods Consulting**
Election 2024: How Politics Will Shape Economic Development
- Deloitte Consulting LLP**
Recalibrating the Location Calculus: What Companies Care About in 2024
- Cushman & Wakefield**
The Playbook on Activating Your Real Estate for Industrial Projects
- Kupperman Location Solutions**
Ten Ways to Maximize your Website "Curb Appeal"
- KPMG**
Utility Solutions: Powering Strategic Site Development
- Hickey Global**
Living with Site Selectors: Musings From the Inside
- Newmark**
Rethinking Headcount and Traditional Key Performance Indicators
- Cushman & Wakefield**
Projects in 2024: Delayed but Not Dead
- Newmark**
EV Evolution: Where Are We and What's Next?
- KSM Location Advisors**
Successfully Partnering with Site Selectors to Get Projects Over the Goal Line
- Baker Tilly**
Foreign Direct Investment: Manufacturing Site Selection Perspectives
- McGuire Sponsel**
When Things Change: How to Build Flexibility in Incentive Programs

DAY TWO — WEDNESDAY, MARCH 20

- 7:30 – 8:30 am** **Networking Breakfast**
Olmsted Ballroom (5, 6, & 7)
- 8:45 – 9:00 am** **Day-Two Introduction & Remarks**
Olmsted Ballroom (1, 2, 3, & 4)
- Dennis Shea**
President & Publisher, Area Development
- 9:00 – 9:35 am** **Morning Session**
Olmsted Ballroom
- 9:40 – 10:00 am** **Refreshment-Checkout Break**
Ballroom Foyer
- 10:00 – 11:00 am** **Roundtable Discussions (2)**
Olmsted Ballroom
- The two Roundtables are meant for casual discussion and to provide an additional platform for speakers and attendees to connect. Please be ready to introduce yourself and help drive the 30-minute conversations!
- 11:30 am – 12:30 pm** **Closing Lunch**
Olmsted Ballroom