

SPRING CONSULTANTS FORUM

Area Development would like to acknowledge our Host Sponsors:



Economic
Development



OPENING — MONDAY, JUNE 2

- 5:30 – 9:00 pm** **Registration**
Salzburg Ballroom Foyer (Atlantic Building)
- 6:00 – 7:00 pm** **Sponsor and Speaker Private Reception**
Beethoven's Terrace (2nd Floor, Power Plant Building)

Sponsor:



- 7:00 – 9:00 pm** **Welcome Reception and Dinner**
Salzburg Ballroom & Terrace (Atlantic Building)

Reception Sponsor:



Dinner Sponsor:



DAY ONE — TUESDAY, JUNE 3

- 7:15 – 8:15 am** **Opening Breakfast**
District Live (Atlantic Building)

Sponsor:



**MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION**

- 8:30 – 8:45 am** **Opening Remarks**
Salzburg Ballroom

Dennis Shea
President & Publisher
Area Development

Bob Kosek
Division Director, Global Commerce
Georgia Department of Economic Development

- 8:50 – 9:20 am** **Key Factors Impacting Modern Supply Chains**
This presentation examines the most pressing risk factors impacting global and domestic supply chains, with a focus on how they are reshaping corporate strategies around resilience and continuity. Whether it's mitigating single-source vulnerabilities or managing exposure to high-risk geographies, understanding the interplay between supply chain risks and location planning is vital.

Speakers:

Gregg Healy
Head of Industrial Services, North America
Savills

J.C. Renshaw
Head of Supply Chain Consulting, North America
Savills

9:25 –
9:55 am

Economic Development in a Changing Landscape: Navigating New Realities and Building Partnerships

This panel discussion will explore the current state of the economic development market, examining real projects, speculative ventures, and future trends. We will delve into the evolving role of economic development, focusing on the essential services required to attract and retain businesses. Additionally, the session will highlight the crucial importance of strong regional collaborations, utility partnerships, and public-private relationships.

Panelists:

Annie Baxter

Executive Vice President, Advisory & Transaction Services
CBRE

Ann Harts

Senior Vice President, Site Selection
Cresa

Charlie Moseley (moderator)

Director, Statewide Economic Development
Georgia Power

10:00 –
10:20 am

Networking Refreshment Break

Foyer & Terrace

Sponsor:



Conference Wi-Fi Sponsor:



Speaker Memento Sponsor:



10:25 –
11:00 am

Mid-Year Pulse Check

As we reach the midpoint of the year, where and how are companies placing their bets—and why? The panel will unpack the current landscape of corporate location decisions and explore what's driving decisions in 2025. Come away with actionable intelligence to better position your community in the second half of the year.

Panelists:

Amy Gerber

Executive Managing Director, Business Incentives Practice
Cushman & Wakefield

Brandon Talbert

Managing Director
Austin Consulting

Blair Westmoreland

Director, Credits & Incentives
DMA Inc.

11:05 –
11:40 am

A Federal Policy Update

This forward-looking session will examine how evolving geopolitical dynamics—from China-U.S. relations to the energy transition and security-driven supply chain decisions—are shaping corporate site selection for the short and long term. The panelists will provide timely insights on federal funding, regulatory changes, international dynamics, and more.

Panelists:

Benton Blaine

Managing Director, Total Workplace
Cushman & Wakefield

Brian Corde

Managing Partner
Atlas Insight

Alan Reeves

Senior Managing Director, Global Strategy
Newmark

11:45 –
1:00 pm

Networking Lunch

District Live

Sponsor:



AFTERNOON — BREAKOUT SESSIONS

Please refer to the emails that were sent to you or the monitor screens in the Ballroom Foyer for your room assignments.

1:15 – Breakout Sessions

2:00 pm Salzburg Ballrooms I, II, and III

I **Scott Kupperman** – Kupperman Location Solutions
From Farm to Your Community's Table!

II **Jennifer Fletcher | Liesel Schmader** – Deloitte Consulting
Kenan Gay – Deloitte Tax
Innovative Strategies and Ideas for Thriving in a Volatile, Competitive Environment

III **Michael McDermott** – Cushman & Wakefield
How the Push for In-Office Work is Driving a New Wave of Site Selection Projects

2:15 – Breakout Sessions

3:00 pm Salzburg Ballrooms I, II, and III

I **Courtney Dunbar** – Burns & McDonnell
The Economic Developers Bill of Rights

II **Rod Garvin** – EY
Driving Economic Growth and Opportunity for All in the Age of Artificial Intelligence

III **Alexandra Segers** – Tochi Advisors
Michael H. Johnson – Baker Donelson
U.S. Tariffs Shake Up the Global Automotive Industry

3:00 – Networking Refreshment Break

3:15 pm Foyer & Terrace

Sponsor:



ROUNDTABLE DISCUSSIONS

Salzburg Ballroom and District Live

3:15 – 4:30 pm

The four (4) Roundtables are meant for casual discussion and to provide an additional platform for speakers and attendees to connect. Please refer to the back of your badge for your assigned table numbers (left to right). Be ready to introduce yourself and help drive the conversations!

SPONSOR AND SPEAKER PRIVATE RECEPTION

Salzburg Ballroom Terrace

5:30 – 6:30 pm

Sponsor



GROUP NETWORKING RECEPTION

Salzburg Ballroom Terrace

6:30 – 7:30 pm

Sponsor



Please wear your badge to the evening Reception(s)

DAY TWO — WEDNESDAY, JUNE 4

NETWORKING BREAKFAST 7:15 AM | CLOSING BREAK 10:45 AM

Breakfast Sponsor



Break Sponsor



BREAKOUT SESSIONS: 8:30-9:05 AM

SALZBURG BALLROOM I

Shifting Sands: The Federal Policy Impact on Site Selection and Incentives for Manufacturers

This session explores how recent actions and policy changes at the federal level are reshaping the landscape for manufacturers and economic developers. From tax reforms to trade policies, we'll examine the ripple effects on site selection criteria and the evolving role of economic development incentives. Gain insights into navigating these shifts and positioning your community for success in a transformed economic environment.

Speaker: Brad Elmer

Managing Director, Site Selection & Incentives
Baker Tilly

SALZBURG BALLROOM II

Hot Topics and Trends in Site Selection

The session will cover the latest developments and key criteria in site selection. The speaker will address emerging trends in various industries and highlight the evolving priorities of corporate leadership in a constantly changing landscape.

Speaker: Azad Kahn

Principal
Parker Poe Consulting

BREAKOUT SESSIONS: 9:15-9:50 AM

SALZBURG BALLROOM I

Automation-Ready Industrial Real Estate: Preparing Sites and Communities for the Future of Supply Chain

As e-commerce, omnichannel fulfillment, and robotics adoption accelerate across logistics and manufacturing, industrial real estate requirements are undergoing a structural shift. This session is designed for economic development professionals who want to better align site offerings and incentive packages with the evolving demands of industrial automation and robotics-intensive users.

Speaker:

Joe Dunlap

Managing Director, Supply Chain Advisory
Legacy Investing

SALZBURG BALLROOM II

Stories from Foreign Direct Investment Projects

With changing policies at the federal, state, and local levels, companies new to the U.S. can find the process confusing and frustrating. This session reviews the good, the bad, and the unique experiences of foreign companies seeking to locate in the United States and what economic development professionals can do to prepare for investment.

Speaker:

Ben Worrell

Principal, Location Advisory Services
McGuire Sponsel

DAY TWO — WEDNESDAY, JUNE 4

NETWORKING BREAKFAST 7:15 AM | CLOSING BREAK 10:45 AM

Speaker Water Glass Sponsor



Speaker Refreshment Sponsor



BREAKOUT SESSIONS: 10:00-10:35 AM

SALZBURG BALLROOM I

Turning Your Industrial Real Estate into a Business Advantage

This session will explore the critical role industrial real estate plays in driving job creation, logistics efficiency, and regional competitiveness. The speaker will unpack how site readiness, infrastructure, zoning, and developer partnerships influence site selection decisions, attract private investment, and foster long-term resilience. Learn best practices for positioning your community to meet the rising demand for industrial space in an evolving global supply chain.

Speaker:

Devin Hillsdon-Smith
Director, Integrated Site Selection – Industrial
Cushman & Wakefield

SALZBURG BALLROOM II

How to Successfully Attract FDI During Tariff Uncertainty

The speaker will explore how economic development organizations can proactively adapt and position their communities for long-term FDI success despite global trade volatility. From setting up recruitment missions to working with RFIs and understanding the long term benefits of relationship building, the session will equip participants with the tools and foresight to thrive in a constantly evolving trade environment.

Speaker:

Sven Gerzer
Principal
Parker Poe Consulting

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Speaker Travel Bag Sponsor



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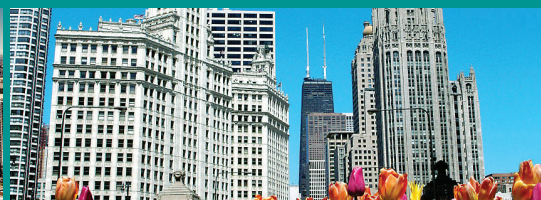
15th Annual

WOMEN IN ECONOMIC DEVELOPMENT FORUM



WOMEN *in*
ECONOMIC
DEVELOPMENT
FORUM

Sofitel Chicago Magnificent Mile
October 8-10, 2025



FALL CONSULTANTS FORUM

Fort Lauderdale



Marriott Harbor Beach Resort
December 15-17, 2025

