

CONSULTANTS
FORUM
WORKSHOP



The Westin Riverwalk, San Antonio, Texas

MARCH 19-21, 2025

organized by **AREADEVELOPMENT**

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SAN ANTONIO WORKSHOP FORUM

Area Development would like to recognize our Host Sponsor:



OPENING — WEDNESDAY, MARCH 19

- 5:30 pm** **Registration & Badge Collection**
Navarro Ballroom Pre-function
- 6:00 –** **Sponsor & Speaker Private Reception**
7:00 pm *Olivares (River Level)*
- 7:00 –** **Welcome Reception & Dinner**
9:00 pm *Navarro Ballroom & Pre-function*

- 11:00 –** **Breakout Session #3**
11:45 am *Breakout Rooms*
- 12:00 –** **Networking Lunch**
1:00 pm *Navarro Ballroom A&B*
- 1:15 –** **Breakout Session #4**
2:00 pm *Breakout Rooms*
- Networking Break**
Pre-function

DAY ONE — THURSDAY, MARCH 20

Breakout sessions will take place in the following six rooms:

Villa, Zapata (Ballroom Level)
Encino, Lantana, Sabino (Lobby Level)
Goraz (River Level)

- 7:30 –** **Opening Breakfast**
8:30 am *Navarro Ballroom A&B*
- 8:30 –** **Introduction & Opening Remarks**
8:45 am *Navarro Ballroom A&B*
- Dennis Shea
President & Publisher, Area Development
- 9:00 –** **Breakout Session #1**
9:45 am *Breakout Rooms*
- Networking Break**
Navarro Ballroom Pre-function
- 10:00 –** **Breakout Session #2**
10:45 am *Breakout Rooms*
- Networking Break**
Pre-function

- 2:15 –** **Breakout Session #5**
3:00 pm *Breakout Rooms*
- Networking Break**
Pre-function
- 3:15 –** **Breakout Session #6**
4:00 pm *Breakout Rooms*

SPEAKER AND SPONSOR PRIVATE RECEPTION

5:30 – 6:30 pm
Olivares & Patio (River Level)

NETWORKING RECEPTION & WHISKEY TASTING

6:30 – 8:00 pm



401 E Houston Street (shuttle bus provided to and from)

Drinks + Hors D'oeuvres

Please wear your badge | Plan for Dinner on the Town

BREAKOUT SESSION TOPICS:

Jose Beceiro – Kroll

Leveraging Strategic Local & State Incentives to Attract AI Data Centers

Lauren Berry – Maxis Advisors | Dianne Jones – JLL

The Domino Effect: Understanding the Chain Reactions Leading to Project Delays

Olivia Byrne – K&L Gates LLP

Converting Distribution to Manufacturing: Expanding Real Estate Options for Your Prospects

Tony Delisi – EY

Effectively Engaging Utilities to Capture Data Center Opportunities

Amy Gerber and Tyler Hales – Cushman & Wakefield

Are Office-Based Deals Making a Comeback?

Sven Gerzer – Parker Poe Consulting

How to Successfully Attract FDI Beyond Regular Project Management

Joe Gioino and Brooklin Salemi – Newmark

Incentive Trends and Strategic Considerations

Jenna Hassam – JLL

Navigating the North American Manufacturing Landscape: Investing in the U.S. vs. Mexico

Devin Hillsdon-Smith – Cushman & Wakefield

Communicating Effectively with Community Data

Thane Hutcheson – Five Points Strategic Advisors

Unlocking New Markets Tax Credits for Economic Development

Scott Kupperman – Kupperman Location Solutions

Labor Interview Confidential

John Lenio – CBRE Advisory - Location Strategy & Incentives

How to Win Deals in 2025

David MacNamara – Womble Bond Dickinson

Where Did All the Mega Projects Go? An Evaluation of Current Market Trends

Brad Migdal – Cushman & Wakefield

Industrial Real Estate: A New Horizon

Alan Reeves – Newmark

Life Sciences in View: Tactical Considerations and Opportunities

Chris Urchell – Baker Tilly

Key Manufacturer Needs and Effective Community Strategies

DAY TWO — FRIDAY, MARCH 21

7:30 – Networking Breakfast

8:45 am *Navarro Ballroom A*

8:45 – Introduction & Remarks

9:00 am *Navarro Ballroom A*

9:00 – Roundtable Discussions (3)

10:30 am *Navarro Ballroom B and Pre Function*

The three 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 25-minute conversations!

10:45 – Refreshment-Closing Break

11:15 am *Pre-function*

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