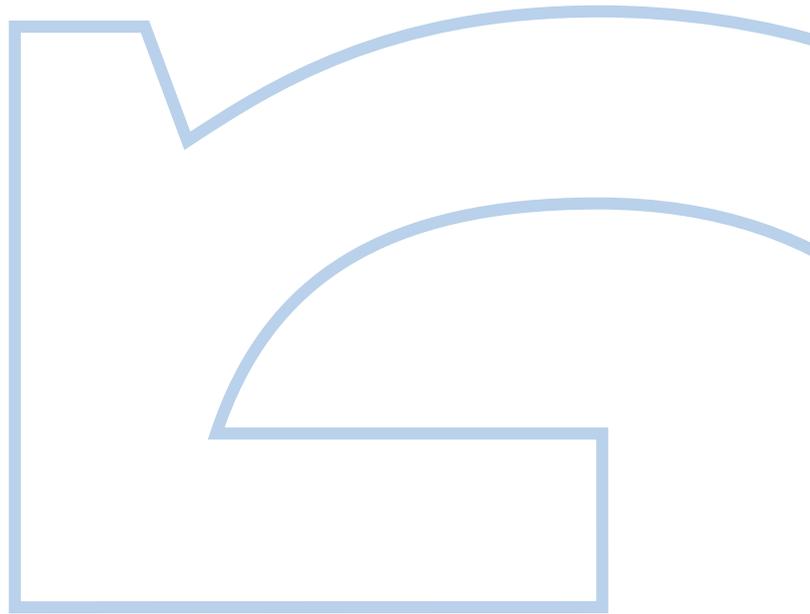




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on International Investment in the Carolinas

AUGUST 18, 2016 | THE STATE CLUB | RALEIGH, NC



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TRIANGLE PARK
WAKE COUNTY ECONOMIC
DEVELOPMENT**

AGENDA

9:00–10:00AM	GET CONNECTED Registration, Continental Breakfast and Networking
10:00–10:05AM	OPENING REMARKS Robert T. Geolas President & CEO, The Research Triangle Park
10:05–10:20AM	WELCOME AND GENERAL SESSION The Honorable Dr. Randy Woodson, Chancellor, North Carolina State University
10:20–10:45AM	FEATURED SPEAKER Steven Jast, President, ROI Research on Investment <i>The State of Foreign Investment in the Carolinas: Challenges and Opportunities</i>
10:45–11:00AM	COFFEE AND NETWORKING BREAK
11:00AM –12:00PM	PANEL DISCUSSION SPONSORED BY MARSH & McLENNAN AGENCY Public-Private Partnerships with Universities: Opportunities for Foreign-Owned Companies in the Carolinas to Innovate in the USA MODERATOR: Dennis H. Kekas, PE , Associate Vice Chancellor, Centennial Campus Partnerships, North Carolina State University PANELISTS: Lothar Burger , Managing Director, groninger USA, LLC Dr. Jörg Schulte , Manager Liaison Office, Research and Innovation, BMW Manufacturing Co. LLC Charles Vaillant , Global Vice President of Technology, MANN+HUMMEL Group
12:00–1:00PM	LUNCH AND KEYNOTE SPEAKER The Honorable John E. Skvarla, III North Carolina Secretary of Commerce

1:00–2:00PM

PANEL DISCUSSION SPONSORED BY HOFMANN SERVICES

Intercompany Transferees from Abroad: Immigration and Tax Issues and the Impact of US Policy and Political Rhetoric on Foreign-Owned Subsidiaries

MODERATORS:

Oliver Hecking, Partner, Rödl & Partner USA

Albert E. Guarnieri, Partner, Parker Poe Adams & Bernstein LLP

PANELISTS:

Dave Berry, CEO, SPF North America, Inc.

Elisa Fay, Partner, Rödl & Partner USA

Markus Gosse, CEO, EuWe Eugen Wexler US Plastics, Inc.

Kevin Smith, Senior Director of Finance, Stryker Corporation

2:00–2:15PM

COFFEE AND NETWORKING BREAK

2:15–2:30PM

FEATURED SPEAKER

Michael Heuberger, President and CEO, Freudenberg IT LP
Freudenberg IT's Experience in the US Market

2:30–3:00PM

SPECIAL PRESENTATION

Resources and Strategies for Foreign-Owned Companies Exporting from the Carolinas

PRESENTERS:

John Loyack, Vice-President, Global Business Services,
Economic Development Partnership of North Carolina

Clarke Thompson, International Trade Director, South Carolina Department of Commerce

3:00–4:00PM

PANEL DISCUSSION

Locating to and Expanding in the Carolinas: Site Selection from the Perspective of Foreign-Owned Companies in the Carolinas

MODERATORS:

Sam Moses, Partner, Parker Poe Adams & Bernstein LLP

Mark Simmons, Principal, Parker Poe Consulting LLC

PANELISTS:

Nick Adams, Vice President, Global Sales & Business Development, Linamar Corporation

Joerg Klisch, Director of Operations, MTU America, Inc.

Jan-Christoph Schwarck, President, KSM Castings USA Inc.

4:00–4:30PM

CLOSING REMARKS AND EXTENDED NETWORKING SESSION

OPENING SESSIONS SPEAKERS

(IN ORDER OF PRESENTATION)



ROBERT T. GEOLAS

President & CEO, The Research Triangle Park

Robert T. “Bob” Geolas serves as President and CEO of the Research Triangle Foundation of North Carolina, the organization entrusted with keeping Research Triangle Park (RTP) at the top of North Carolina’s innovation economy. For nearly 60 years, RTP has led the world in life altering discoveries across technology and science. As the President and CEO, Bob works to continue growing RTP’s historic legacy for future generations of North Carolinians.

To achieve this, Bob is responsible for maintaining and expanding relationships between North Carolina’s educational institutions and RTP industry. He also leads the first redevelopment in RTP’s history – Park Center. The Park Center project signals a new beginning for RTP, and will include inspiring areas of density meant to encourage creative thought. Through a focused effort of creative collaborations, and his ability to dream big, Bob has ignited a new era in RTP’s history.

As part of the Park Center project, Bob initiated the launch of a new space in RTP called The Frontier. Imagined as an open innovation area, The Frontier is a tangible example of what Park Center one day will be: a place where anyone can come to access resources, feel connected to a community, and be inspired by the work that’s occurring. Bob’s vision and implementation of The Frontier is only the beginning of what’s to come in RTP’s future.

With more than 20 years of experience uplifting research Parks, Bob has a proven track record of success. Prior to his current role, Bob was the Executive Director of the Clemson University International Center for Automotive Research (CU-ICAR) where he took a vision for the campus from dream to reality. In his earlier career, Bob led North Carolina State University’s Centennial Campus and Centennial Biomedical Campus. During his tenure, more than 1.48 million square feet of space was developed.



THE HONORABLE DR. RANDY WOODSON

Chancellor, North Carolina State University

Dr. Randy Woodson, the 14th Chancellor of North Carolina State University, is a nationally recognized scholar and academic leader, and oversees the largest university in North Carolina with more than 34,000 students and a budget of \$1.4 billion. Under his leadership, NC State has built upon its reputation as a preeminent research institution and has witnessed many transformative changes – the opening of the James B. Hunt Jr. Library on Centennial Campus, the launch of the College of Sciences and the completion of the Lonnie Poole Golf Course.

Even in the face of unprecedented financial challenges, these advances were made possible thanks to Woodson’s Strategic Plan, which aligned the university for greater effectiveness, efficiency and most importantly, greater student success.

As the landscape of funding for public universities continues to change, NC State consistently ranks in the Top 5 best values among public universities in the U.S., according to publications like *The Wall Street Journal* and the *Princeton Review*.

Chancellor Woodson has extensive experience as a member of university faculty and administration with a reputation for consensus building throughout his 30 year career in higher education. He came to NC State from Purdue University, where he most recently served as Executive Vice President for Academic Affairs.

Dr. Woodson is an internationally renowned plant molecular biologist specializing in reproductive processes in agricultural crops. He earned his undergraduate degree in Horticulture from the University of Arkansas and his M.S. and Ph.D. degrees in Plant Physiology from Cornell University. Randy and Susan Woodson have three adult children.

FEATURED SPEAKER

THE STATE OF FOREIGN INVESTMENT IN THE CAROLINAS: CHALLENGES AND OPPORTUNITIES



STEVEN JAST President, ROI Research on Investment

Steven Jast is President and Founder of ROI Research on Investment, an award winning, international lead generation and investment attraction firm.

As President of ROI, Steven led the growth of the company from a two-person start-up to a *Profit* magazine “Hot 50” company, having posted revenue growth over 300% and becoming Canada’s 26th fastest growing company. Steven was further recognized as a Finalist in the Ernst & Young International Entrepreneur of the Year Competition.

Since 2002, ROI has worked with over 350 economic development organizations from around the world and has facilitated over \$15 billion of investment, generating over 150,000 new jobs.

Steven has trained international economic development organizations on the fundamentals and best practices related to investment prospecting, business retention and attraction, as well as advanced nurturing and engagement techniques. Steven has also written a number of guidebooks and manuals for enhanced investment attraction efforts.

Prior to founding ROI, Steven was Partner and Executive Vice President of CAI Corporate Affairs International, a boutique site selection practice. During his 10 years with CAI, Steven led the site selection and incentive negotiation efforts for large multinational organizations including Bridgestone/Firestone, Electrolux, Ericsson, ABB and SC Johnson, among others. While with CAI, Steven was part of the management team awarded the Gold level Achievement Award in the Private developers Economic Development category by *Business Facilities* magazine.

More recently, Steven has been leading an ambitious R&D effort to harness the power of big data and artificial intelligence in the world of economic development. Having built a team of PhD level mathematicians and economists, Steven is exploring the capabilities of learning algorithms to detect companies in their earliest stages of expansion planning. Entitled “Gazelle,” Steven is planning a private beta release of the data platform towards the end of Q3, 2016.

Since 2002, Steven has spoken at numerous business gatherings and has been published across multiple media platforms on a variety of topics related to trade and corporate investment/attraction. Steven has also served on a number of charitable and business related boards. Steven has a 15-year old son and a 12-year old daughter and lives in Montreal, Canada.

PANEL DISCUSSION: Public-Private Partnerships with Universities: Opportunities for Foreign-Owned Companies in the Carolinas to Innovate in the USA

MODERATOR



DENNIS H. KEKAS, PE
Associate Vice Chancellor
Centennial Campus Partnerships,
North Carolina State University

Dennis is an Associate Vice Chancellor at North Carolina State University responsible for industry alliances, partnerships and economic development, including the Centennial Campus Partnership office. He also directs NC State's Institute for Next Generation IT Systems.

In addition, Dennis is currently serving as the Interim Executive Director of the U.S. Department of Energy funded and NC State led, PowerAmerica – The Next Generation Power Electronics Manufacturing Innovation Institute (NGPEMMI). PowerAmerica will work to make WBG semiconductor technologies cost-competitive with silicon-based power electronics, and bring together many of the world's leading WBG semiconductor manufacturers, material providers and end-users with experts from top research universities and government agencies not only to reduce the cost, but also improve the performance and reliability of WBG devices and systems.

As a former IBM executive, Dennis developed many disruptive products including optical scanners, point-of-sale systems, access products, servers and other systems. He is a co-founder of ImagineOptix, a start-up commercializing optical technologies from NC State, and serves on several advisory boards.

He received his BSEE from Clemson University with graduate studies at Syracuse and NC State, and UCLA's Modem Engineering program. A professional engineer in New York and North Carolina, he has been awarded eight (8) patents, as well as IBM awards for outstanding inventions, technical achievements and management excellence.

Previously, he was president of the Clemson Alumni Association and, in 1999, received the Association's Distinguished Service Award. He currently serves on the board of the Clemson University Research Foundation.

Dennis and his wife, Joyce, reside in Raleigh, NC.

PANELISTS

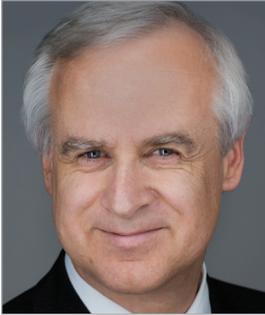


LOTHAR BURGER
Managing Director
groninger USA, LLC

Lothar Burger is the Managing Director for groninger USA, LLC, the North American subsidiary of groninger & OIC, one of the largest manufacturers of liquid filling equipment in the world.

Lothar came to Charlotte, North Carolina, in June 1996 as a Project Coordinator for Chiron America Inc. He brought with him extensive knowledge in machine tools with his main focus being in the automotive industry. Afterwards, he joined Bahmueller USA Inc., another German company, where he was asked to set up their US based subsidiary in which he was able to accomplish in seven years. It grew into a profitable company providing state of the art internal, external and combined high precision grinding machines mainly used for grinding fuel injection components. After Bahmueller USA, Inc., he went on to TeamTechnik USA where he was an Executive VP. TeamTechnik provides automation and assembly systems for different industries such as the medical, solar and automotive industries. Mr. Burger reorganized and optimized all processes, enlarged their customer base and added local parts sourcing and warehousing to provide fast and effective support.

In 2006, he joined groninger USA, LLC which was based in Basking Ridge, NJ, at the time. With his extensive machine tool and automation knowledge as well as the cultural sensitivity he learned in his previous positions, Lothar has been able to grow groninger USA, LLC into the bustling company that it is today. In 2008, he led the company's relocation to Charlotte, North Carolina. Since then, the company's sales have climbed steadily and so has its staff. In 2010, the Groninger's decided to make Charlotte their permanent home. They entrusted Lothar to lead the construction of groninger USA, LLC's brand new facility completed in May 2012. Lothar has spearheaded the initiative to bring quality customer service and quality parts to the company's North American customers and the success of his efforts have been evident with the company's growth in our current economy. In addition, he has played a key role in bringing attention to the Apprenticeship Charlotte program, in which groninger USA currently participates through recruitment events at local schools with the help of its partnership with Central Piedmont Community College.



DR. JÖRG SCHULTE
Manager Liaison Office, Research and Innovation
BMW Manufacturing Co. LLC

Jörg has been the Manager of the BMW Liaison Office for Research and Innovation since May 2013. Located at BMW's Spartanburg facility, the office is driving numerous R&D projects at the plant, most of them carried out in collaboration with academic institutions in the area. BMW-internal customers for such innovation projects are located in the South Carolina plant, BMW's corporate headquarters in Germany and other plants around the world. In addition, Jörg is an Adjunct Professor in the Automotive Engineering Department at Clemson University, teaching a graduate class on Automotive Manufacturing.

Since joining BMW in 1996, Jörg has held various leadership positions in capacity and investment planning, supply chain management and research and innovation with BMW in Germany and at the BMW Technology Office in Palo Alto, CA.

Prior to BMW, Jörg worked at the Fraunhofer Institute for Manufacturing Engineering and Automation (FhG-IPA) in Stuttgart, Germany. In the course of numerous R&D projects, he provided advanced solutions on manufacturing systems design, order to delivery optimization and scheduling for industrial companies across Germany and Europe.

Jörg studied mechanical/industrial engineering at the University of Braunschweig in Germany and the University of Waterloo in Canada. He earned his PhD in engineering at the University of Stuttgart in Germany.



CHARLES VAILLANT
Global Vice President of Technology
MANN+HUMMEL Group

Charles Vaillant is the Global Vice President of Technology for the MANN+HUMMEL Group. He joined MANN+HUMMEL in 1997 and is currently responsible for innovation, new technology research and corporate strategy. Charles has held a variety of positions in the areas of program management, design and development, product engineering and corporate development. He is based out of the company's North Carolina Innovation Center located on the campus of North Carolina State University.

Charles recently created an IoT Lab in Singapore, at the Heart of Singapore's start-up ecosystem, to accelerate the digitalization of MANN+HUMMEL products. In 2015, he established in Raleigh, North Carolina, i-2-m LLC, a startup company to accelerate commercialization of new technologies in the fields of clean air, clean water, energy and life science.

Charles earned an Automotive Engineering degree from LTR Eiffel (France), a Masters in Industrial Marketing from ESIDEC (France) and an M.B.A. from the University of Michigan Ross Business School (USA). He lives with his wife and two daughters in Raleigh, NC.

KEYNOTE SPEAKER



THE HONORABLE JOHN E. SKVARLA, III **North Carolina Secretary of Commerce**

Governor Pat McCrory named John E. Skvarla, III Secretary of the North Carolina Department of Commerce in December 2014, and he assumed those responsibilities on January 5, 2015.

Mr. Skvarla comes to Commerce after serving as Governor McCrory's Secretary of the North Carolina Department of Environment and Natural Resources for the two previous years.

Prior to his government service, Mr. Skvarla enjoyed a successful business career, most recently serving as chief executive officer for Restoration Systems, an environmental mitigation firm based in Raleigh that helps improve and restore wetlands and waterways. He also led Wilkinson Hi-Rise, a manufacturer of waste management and automated recycling systems. Mr. Skvarla previously served as chief executive officer for Proactive Therapy, one of the largest physical therapy providers in the Southeastern United States. He also was chief operating officer of The Aviation Group, Inc., a company that emerged as the world's largest all-cargo airline during his tenure.

An attorney, Skvarla in 1978 founded and served as senior partner to the Raleigh-based Wyrick Robbins Yates & Ponton law firm, where he specialized in corporate and tax matters, as well as public and private capital formations.

PANEL DISCUSSION: Intercompany Transferees from Abroad: Immigration and Tax Issues and the Impact of US Policy and Political Rhetoric on Foreign-Owned Subsidiaries

MODERATORS



OLIVER HECKING Partner, Rödl & Partner USA

Oliver Hecking is a Partner at Langford de Kock LLP, Charlotte, North Carolina, and Rödl Langford de Kock LLP Greenville, South Carolina (both “Rödl & Partner USA”), where he specializes in international taxation and auditing for European, primarily German, speaking companies in the U.S. Oliver assists foreign companies with their first U.S. market entry and is also a frequent speaker on various international tax and accounting topics.

Oliver has more than 19 years public accounting experience in the U.S. Before joining the Carolina Practice of Rödl & Partner USA in 2009, Oliver worked in several offices around the world, including Atlanta, Georgia; Nuremberg, Germany; and Moscow, Russia.

Areas of Expertise

- » Attest services (audits, reviews and agreed-upon procedures) in accordance with US-GAAP, IFRS and German GAAP
- » US-GAAP/IFRS/German GAAP conversions
- » International taxation and planning
- » Corporate and individual taxation planning
- » Specialized in consulting with European companies that conduct business in the U.S.
- » Assistance with market entry which includes site selection
- » Frequent speaker on accounting, tax and general business aspects of establishing subsidiaries in the U.S. market



ALBERT E. GUARNIERI Partner, Parker Poe Adams & Bernstein LLP

Albert Guarnieri is a Partner at Parker Poe Adams & Bernstein LLP, based in the law firm’s Charlotte, North Carolina office. Parker Poe has approximately 200 lawyers in North Carolina, South Carolina and Georgia. Albert joined Parker Poe’s International Practice Group in 1986 and is a member of the International Practice Group for the Firm.

Albert has nearly 30 years’ experience in international business transactions and has represented a wide variety of US and foreign corporations. In particular, Albert and Parker Poe serve as counsel for a significant number of German companies and their US subsidiaries, assisting with facility location projects, structuring investments, joint ventures and acquisitions, and corporate and commercial matters. He lived in Frankfurt in 1991.

Albert is the Charlotte Chapter Director of The American Council on Germany. He serves on the Leadership Team of the North Carolina Chapter of The German-American Chamber of Commerce. He is a Member of the Charlotte Global Vision Leaders Group. He is past Chair of the International Law Section of the North Carolina Bar Association.

PANELISTS



DAVE BERRY
Chief Executive Officer
SPF North America, Inc.

Dave Berry is the head of SPF North America/Diana Pet Food, the worldwide leader in pet food flavoring and innovative solutions for the well-being of cats and dogs. SPF counts as customers nearly all the leading pet food companies. Diana Pet Food is globally based in Brittany, France and is part of the German flavor and fragrance house, Symrise AG. SPF has four locations in North America with its largest production facility and headquarters in Hodges, South Carolina.

Dave has been with SPF for seven years and has previously held leadership positions with other flavor and food ingredient companies. He has lived and worked outside the U.S. for seven years. Dave holds a BS degree in Civil Engineering from Stanford University and an MBA from Dartmouth's Tuck School of Business. Dave is married with four children and counts among the family members their dog, Georgia, and cat, Ceci.



ELISA FAY
Partner, Rödl & Partner USA

Having more than 21 years of public accounting experience, Elisa Fay is National Partner in charge of the U.S. tax practice at the Atlanta, GA office of Rödl & Partner. German-based mid-size companies are primarily counted among her clients, whom she assists in all matters in relation to the U.S. tax system. Her ranges of services include state and local as well as international and U.S. taxation and planning. In addition, she assists clients in compliance matters with regards to U.S. tax filing requirements and in resolving disputes with various taxing authorities.

After obtaining a Bachelor's degree in Business Administration and Accounting in 1993 and a Master's degree in Taxation in 1997 at Georgia State University, Elisa was licensed as a Certified Public Accountant (CPA). Born in Atlanta, she now lives in Peachtree City, GA.

Prior to joining Rödl & Partner in January 2008, Elisa had spent over 11 years as a tax consultant and business advisory consultant for KPMG LLP. She spent two years in KPMG's Washington National Tax office in Washington D.C. and another year in KPMG's National Advisory Center in New York. Her diverse client base included companies such as Sony, AT&T and Saks Fifth Avenue.



MARKUS GOSSE
Chief Executive Officer
EuWe Eugen Wexler US Plastics Inc.

Markus Gosse is the CEO of EuWe Eugen Wexler US Plastics Inc., a supplier to the automotive industry, specialized in injection molded interior parts, with operations in Germany, Mexico, the Czech Republic and very recently, in the USA.

Markus deploys general management and LEAN expertise he gained internationally during more than 20 years in various roles such as President, Plant Manager, Manager Engineering, or Project Manager, where he had worked with several multinational manufacturing companies and been exposed to very diverse production processes. His experiences include the implementation of programs for operations excellence and continuous improvement, the establishment of standardized production systems, leadership through performance measurement and goal management, the assessment and restructuring of complex organizations, the facilitation of effective, inter-cultural collaboration as well as the relocation of facilities.

Markus holds a Masters Degree in Mechanical Engineering from the University of Stuttgart in Germany.



J. KEVIN SMITH, PHD
Senior Director of Finance
Stryker Corporation

Kevin has been CFO for the Berchtold Corp., Charleston, SC. In 2014, the company was acquired by the Stryker Corporation, a \$13 billion market leader in the medical device and healthcare industry. As Senior Director of Finance, his main role is to manage the restructuring and integration of the Berchtold finance organization and lead the work stream for migrating data between the ERP systems necessary for the transfer of production facilities.

Prior to joining the medical device industry, Kevin was CFO and General Manager for over 10 years for Tier 1 and Tier 2 German automotive suppliers, providing financial and operational management support. When time allows, Kevin enjoys teaching business and German classes at local universities and technical colleges.

Kevin received his undergraduate degrees in Economics, Political Science and German from Southern Methodist University and was awarded "Academic Scholar" before obtaining his Masters and PhD in Business at the University of Mannheim in Germany. While in Germany, he published his dissertation and co-authored several articles in international business journals and gained valuable experience working as Financial Controller for Robert Bosch GmbH and Ernst & Young.

FEATURED SPEAKER: Freudenberg IT's Experience in the US Market



MICHAEL HEUBERGER
CEO
Freudenberg IT, LP

Michael's more than a CEO – he's a master of onomatopoeia. Thanks to his enthusiastic leadership style, FIT America achieved double-digit growth for 10 consecutive years (“Ka-pow!”).

Michael launched his career at IMA Automation, where he rose to the rank of CIO for all organizational activities. Before joining FIT, he held several management positions at Infor including General Manager Software Development and Product Manager for core ERP systems.

Over the last 20 years, he's gained valuable experience in IT, ERP, SCM, finance, development and consulting. His relentless focus on customer satisfaction, combined with creating resilient products and services for business-critical technology, drives the company's success.

Though his mind never seems to rest, Michael does take time to chill with family and friends. He also enjoys reading, learning new ideas and thinking about the next big thing.

SPECIAL PRESENTATION:

Resources and Strategies for Foreign-Owned Companies Exporting from the Carolinas

PRESENTERS



JOHN LOYACK
Vice President of Global Business Services
Economic Development Partnership of North Carolina

John Loyack is the Vice President of Global Business Services for the Economic Development Partnership of North Carolina (EDPNC). In this role, John leads the department composed of the EDPNC regional offices, the International Trade Division and the small business counseling team known as Business Link North Carolina. This team supports North Carolina businesses in everything from starting up a new enterprise to expanding an existing business to the development of export strategies aimed at increasing international sales.

Previous to this, John served as the Director of International Trade for the North Carolina Department of Commerce, the state's lead export assistance agency. On the private sector side, John has more than 20 years' experience in the area of new product development for companies like MercuryMD, Thomson Reuters, United States Surgical and Esteve Laboratories.

John earned a Bachelor of Arts degree in Economics and Spanish from Gettysburg College and holds an MBA in International Business Management from the Thunderbird School of Global Management. He is fluent in Spanish, is a patent holder and a Certified Global Business Professional (CGBP®).



CLARKE THOMPSON
International Trade Director
South Carolina Department of Commerce

Clarke Thompson, International Trade Director at the South Carolina Department of Commerce, advises and facilitates overseas export opportunities for South Carolina companies.

Additionally, in this role, he many times serves as the first line of diplomacy for government leaders and organizations around the world who want to create commercial relationships between their countries and South Carolina. Clarke and his team regularly organize trade missions abroad involving companies and South Carolina governmental leaders. Commerce's export program has been recognized by two national organizations as one of the leading state trade programs in the country. The coveted President's E-Award for Export Service was awarded to the program by the U.S. Department of Commerce, while the Council for Urban Economic Development (CUED) chose the program as the recipient of their State Export Trade Program Gold Award.

Clarke received his bachelor's degree from the University of South Carolina in 1986 and later completed a special program of study on international marketing at the American Graduate (Thunderbird) School of International Management in Glendale, Arizona. He has served the South Carolina international trade community in this role for twenty-five years.

Clarke served as the 2005 General Chairman of the 32nd Annual South Carolina International Trade Conference, which is held each year in Charleston, SC, and has served on the boards of the South Carolina International Trade Conference, the South Carolina World Trade Center, ECI – Find New Markets, and the Executive Committee of the Midlands International Trade Association. Clarke is a member of the South Carolina District Export Council, and recently served a second term as chairman of the South Carolina International Trade Coalition of which he helped organize over ten years ago. Clarke is also the South Carolina coordinator for both the Southeast U.S.-Japan Association and the Southeast U.S.-Canadian Provinces Alliance. In 2004, he was appointed to the newly created South Carolina Commission on International Cooperation & Agreements, designed to support the state's international business and governmental relationships. Additionally, he remains involved with the State International Development Organizations (SIDO), the South Carolina Economic Developers Association, and several other state, national and regional international trade organizations.

PANEL DISCUSSION: Locating to and Expanding in the Carolinas: Site Selection from the Perspective of Foreign-Owned Companies in the Carolinas

MODERATORS



SAM C. MOSES

Partner, Parker Poe Adams and Bernstein LLP

Sam Moses represents domestic and international companies, including manufacturing firms, on a variety of inbound and outbound business transactions and coordinates client business investment and incentives projects throughout the United States.

Sam served as managing director of a U.S. state's European Office in Munich, Germany, assisting non-U.S. investors to find new locations for their new North American footprint. He was appointed by the state's Secretary of Commerce and served under three U.S. governors advising on inbound and outbound foreign investment and trade issues. He also managed the state's export development program for Europe, Africa and the Middle East, advising companies on international trade and market entry strategies. In 2002, Sam served as a Robert Bosch Foundation Fellow in Germany, during which he worked for Credit Suisse First Boston and Gleiss Lutz, a leading German-based law firm. Sam currently serves on the Board of Directors of the German-American Chamber of Commerce of the Southern United States and is fluent in German. He is also co-founder of the Global Carolina Connections — Global Business Conference on International Investment in the Carolinas.

Since 2010, Sam has been involved in business investment and incentives projects totaling over \$1 billion in capital investment, and the creation of more than 3,000 jobs in various industries, including food processing, automotive, powertrain, aerospace, advanced textiles, electronics, chemicals and metalworking. He has counseled clients from all over Europe on their business matters in the United States. His international clients come from many countries including Germany, Austria, the United Kingdom, Italy, Turkey, Slovenia, China, Spain, Portugal, Sweden and Canada. Sam regularly travels to Europe and coordinates a regional public-private partnership initiative to develop inbound capital investment opportunities from Europe into the Southeast United States.

Sam serves as Co-Chair of Parker Poe's Business Investment and Incentives Group, and also chairs the firm's Manufacturing Team.



MARK G. SIMMONS, CEcD
Principal, Parker Poe Consulting LLC

Mark G. Simmons, a native South Carolinian, was born in Columbia and grew up in the upstate town of Anderson, SC. Mark received a Bachelor of Arts in Political Science from Clemson University in 1983. Graduating summa cum laude, he continued his academic studies and received a Masters of City and Regional Planning from Clemson University in 1985. Mark has continued post-graduate studies at the University of North Carolina-Chapel Hill, the University of South Carolina and is a 1990 graduate of the Economic Development Institute at the University of Oklahoma. He has also been a guest lecturer at Clemson University and the Tate Center for Entrepreneurship at the College of Charleston.

Mark maintains membership and is active in numerous professional organizations. Some of these include the International Economic Development Council (IEDC), the Southern Economic Development Council (SEDC), the Industrial Asset Management Council (IAMC), and the SC Economic Developer's Association. He is a past member of the Board of Directors of the Southern Economic Development Council and is a past president of the SC Economic Developer's Association. Mark is also recognized in Who's Who in Economic Development and Who's Who in the South and Southwest.

Mark currently serves as the Principal of the Economic Development Division of Parker Poe Consulting, LLC (PPC). Parker Poe Consulting offers a full complement of services, including lobbying, legislative monitoring, economic development and site selection consulting, crisis management and image counseling, to support some of the Southeast's most prestigious companies as well as providing valuable state-level counsel to global companies. Clients include healthcare companies, public utilities, manufacturing companies, higher education institutions, and counties and municipalities.

Through its Economic Development Division, Parker Poe Consulting offers professional, specialized site location services to businesses and industries considering the expansion and/or relocation of physical operations in North America. In addition, the company also provides strategic and tactical economic development consulting services to those state, regional and local economic development organizations (EDOs) that wish to attract new capital investment and job opportunities to their respective service areas.

Prior to joining PPC, Mark served as the Executive Vice President for the Central South Carolina Alliance for over 15 years. The Alliance is a non-profit, public/private partnership charged with the economic development and industrial recruitment duties and responsibilities for a nine-county area within the Midlands of South Carolina. Mark has served in various other positions over the last 25+ years within the field of economic development in both North Carolina and South Carolina. During his career, Mark has been directly involved in assisting in the recruitment and expansion of industries which have accounted for over \$11 billion in new capital investment and the creation of over 75,000 new jobs.

PANELISTS



NICK ADAMS **Global Vice President, Business Development** **Linamar Corporation**

Nick has been Global Vice President of Business Development at Linamar Corporation in the Detroit suburb of Livonia, Michigan, since 2013. He has more than 35 years of experience in international sales, marketing and business development in the automotive OEM, commercial and aftermarket sectors.

Nick's current responsibilities include leading his team's incentive discussions for Ontario-based Linamar, a diversified global manufacturer of engineered products that power vehicles, motion, work and lives.

In that capacity, he was involved with Linamar's decision to select a site in Henderson County, N.C., for a \$200 million aluminum die casting plant for automotive components, a joint venture with Georg Fischer AG expected to create 350 jobs and go into production in mid-2017.

Nick joined Linamar in 2005 as Global Vice President of Sales. Prior to that, he was Vice President of Global Sales and Marketing for Motorola Automotive Group from 1999 to 2005 and was with TRW Engine Components from 1977 to 1999, rising to Vice President of Global Sales and Marketing there.

Nick is a member of the Society of Automotive Engineers and Original Equipment Suppliers Association, and is on the board at Linamar/Montupet in Paris, France, and Bleistahl in Cologne, Germany.

Nick holds a bachelor's degree in communications from Ohio University in Athens, Ohio, and an MBA from Baldwin Wallace University in the Cleveland suburb of Berea, Ohio. He also has completed the Strategic Thinking and Management for Competitive Advantage program at the Wharton School of Business at the University of Pennsylvania in Philadelphia, Pennsylvania, and Six Sigma Executive Training.



JOERG KLISCH
Director of Operations
MTU America Inc.

In his role as Director of Operations of the Aiken Plant at MTU America Inc., Joerg oversees management and production activities at the company's manufacturing facilities in Graniteville, South Carolina.

Throughout his tenure at MTU, Joerg has led many projects that have been significant milestones for the company, including the relocation of MTU America's manufacturing operations from Detroit to Graniteville in 2010, the implementation of LEAN Manufacturing processes in Graniteville and the creation of a new apprenticeship program in Graniteville that has gained national attention.

Joerg's background consists of exceptional intercultural work experience in Germany and the United States. Previous employers include the German Navy, Daimler Benz AG and MTU Friedrichshafen GmbH, where he held positions in product assembly, purchasing, logistics, quality and manufacturing engineering. He is an expert in manufacturing efficiency and critical chain project management.

Joerg holds a Masters of Business Administration from the University of the Armed Forces in Munich, Germany with a major in fluid dynamics and a minor in aero dynamics.



JAN-CHRISTOPH SCHWARCK
President and Plant Manager
KSM Castings USA Inc.

Jan-Christoph is President and Plant Manager for KSM Castings HPDC Plant, where he led the construction and opening of the company's 120,000-square-foot transmission parts facility in Shelby, N.C. Currently, KSM Castings is expanding with an additional 55,000 sq. ft. building to industrialize an additional casting process called CPC with a SOP in 2018.

Based in Hildesheim, Germany, KSM manufactures components and systems made of aluminum and magnesium for all automotive sectors using the most advanced casting and production processes, while adhering to the most stringent environmental protection standards.

Jan-Christoph joined the company in 2012 as its Project Manager USA and came to America in 2014 to lead the Shelby project. The \$55 million facility was opened in 2014 with a goal of employing 187 people by the end of 2018 and already has created more than 130 jobs that pay well above the area average. With the recently announced expansion plans, KSM has committed to an additional \$80 million in capital investments and adding 80 employees to its Shelby site, which will total an aggregate of 267 employees and an investment of \$135 million once the projects are completed.

KSM primarily produces parts for the ZF Transmissions Gray Court plant in Laurens County, South Carolina. The Shelby plant operates six casting machines seven days a week, 24 hours a day, and earned ISO9001 certification for its quality management system a year after its opening. The registration for TS 16949 certificate is planned for October 2016.

Prior to joining KSM, Jan-Christoph was Production Manager for KS ATAG Trimet Guss in Germany from 2010 to 2012, beginning with that firm as a trainee in aluminum technologies in 2008. He has a degree in material engineering from the University of Applied Sciences (Fachhochschule) Luebeck and spent a year working in metallography and engine component damage analysis at the Porsche development center in Weissach, Germany.

CONFERENCE ORGANIZING COMMITTEE



SCOTT BURGESS
Founder and Owner
Global Carolina Communications

Scott Evan Burgess is the founder and owner of Global Carolina Communications, a PR and marketing firm dedicated to providing value collateral to foreign-owned and -affiliated companies and organizations in the Carolinas.

Scott studied communications at the University of South Carolina and also spent a number of years on exchange at the University of Bamberg, Germany. In 1995, he received a Fulbright stipend to work and do research at the University of Erfurt, Germany. Scott has worked in the Carolinas and abroad for a range of companies including the global software giant SAP, as well as a number of smaller local suppliers and service providers.



OLIVER HECKING
Partner, Rödl & Partner USA

Oliver Hecking is a Partner at Langford de Kock LLP, Charlotte, North Carolina, and Rödl Langford de Kock LLP Greenville, South Carolina (both “Rödl & Partner USA”), where he specializes in international taxation and auditing for European, primarily German, speaking companies in the U.S. Oliver assists foreign companies with their first U.S. market entry and is also a frequent speaker on various international tax and accounting topics.

Oliver has more than 19 years public accounting experience in the U.S. Before joining the Carolina Practice of Rödl & Partner USA in 2009, Oliver worked in several offices around the world, including Atlanta, Georgia; Nuremberg, Germany; and Moscow, Russia.

Areas of Expertise

- » Attest services (audits, reviews and agreed-upon procedures) in accordance with US-GAAP, IFRS and German GAAP
- » US-GAAP/IFRS/German GAAP conversions
- » International taxation and planning
- » Corporate and individual taxation planning
- » Specialized in consulting with European companies that conduct business in the U.S.
- » Assistance with market entry which includes site selection
- » Frequent speaker on accounting, tax and general business aspects of establishing subsidiaries in the U.S. market



SAM C. MOSES

Partner, Parker Poe Adams and Bernstein LLP

Sam Moses represents domestic and international companies, including manufacturing firms, on a variety of inbound and outbound business transactions and coordinates client business investment and incentives projects throughout the United States.

Sam served as managing director of a U.S. state's European Office in Munich, Germany, assisting non-U.S. investors to find new locations for their new North American footprint. He was appointed by the state's Secretary of Commerce and served under three U.S. governors advising on inbound and outbound foreign investment and trade issues. He also managed the state's export development program for Europe, Africa and the Middle East, advising companies on international trade and market entry strategies. In 2002, Sam served as a Robert Bosch Foundation Fellow in Germany, during which he worked for Credit Suisse First Boston and Gleiss Lutz, a leading German-based law firm. Sam currently serves on the Board of Directors of the German-American Chamber of Commerce of the Southern United States and is fluent in German. He is also co-founder of the Global Carolina Connections — Global Business Conference on International Investment in the Carolinas.

Since 2010, Sam has been involved in business investment and incentives projects totaling over \$1 billion in capital investment, and the creation of more than 3,000 jobs in various industries, including food processing, automotive, powertrain, aerospace, advanced textiles, electronics, chemicals and metalworking. He has counseled clients from all over Europe on their business matters in the United States. His international clients come from many countries including Germany, Austria, the United Kingdom, Italy, Turkey, Slovenia, China, Spain, Portugal, Sweden and Canada. Sam regularly travels to Europe and coordinates a regional public-private partnership initiative to develop inbound capital investment opportunities from Europe into the Southeast United States.

Sam serves as Co-Chair of Parker Poe's Business Investment and Incentives Group, and also chairs the firm's Manufacturing Team.

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ROI Research on Investment has established itself as an award winning global authority on investment attraction and lead generation for economic development organizations and B2B companies. To put it simply, if a company is expanding, we know about it. We believe that modern economic development requires intelligent leads. We pair powerful data analytics and technology with highly skilled minds to connect our clients with high growth companies primed for expansion. For more information, please visit www.researchoninvestment.com

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Hofmann Services

Hofmann Services is a leading international provider of professional employment services that offer our clients the flexibility they need to run their businesses. The company was founded in 1985 by Mrs. Ingrid Hofmann in Nuremberg, Germany. We have over 22,000 employees working in over 100 locations across six countries in fields ranging from Industrial to Accounting and Finance, Sales to Engineering, IT and more. Our locations in the USA are as follows:

- » Atlanta, GA (Headquarters)
- » Greenville, SC
- » Chattanooga, TN
- » Houston, TX
- » Culpeper, VA
- » Queens, NY



NAI Carolantic Realty

Established in 1972, NAI Carolantic Realty is the Raleigh/Research Triangle area's leading commercial property brokerage company. NAI Carolantic is responsible for the sale and leasing of 7.4 million square feet of office, industrial, flex and retail space. Our large and varied inventory of land for sale presently exceeds 12,000 acres. The local expertise and commitment of NAI Carolantic to deliver results is bolstered by our status as the Triangle and Eastern NC's exclusive member of NAI Global, the largest network of real estate brokerage firms in the world. To learn more, visit www.naicarolantic.com



NAI Earle Furman

Based in Upstate South Carolina, NAI Earle Furman is a leading full-service commercial real estate firm specializing in the office, industrial, investment, retail, multifamily, healthcare and land sectors. They offer a wide range of services including sales, leasing, development, site selection, consulting and property management. A partnership with NAI Global allows NAI Earle Furman to access a network of worldwide real estate connections and offer international commercial real estate services to Upstate clients, while retaining local personality and knowledge. 2016 marks NAI Earle Furman's 30th Anniversary. For more information, visit www.naiearlefurman.com

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Marsh & McLennan Agency LLC, a subsidiary of Marsh, was established in 2008 to meet the needs of midsize businesses in the United States. MMA operates autonomously from Marsh to offer employee benefits, executive benefits, retirement, commercial property & casualty, and personal lines to clients across the United States. Mid-size companies need a partner they can trust and that can provide additional tools for opportunity and growth.

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Duke Energy

Duke Energy is one of the largest electric power holding companies in the United States. Its regulated utility operations serve approximately 7.4 million electric customers located in six states in the Southeast and Midwest, representing a population of approximately 24 million people. Its Commercial Portfolio and International business segments own and operate diverse power generation assets in North America and Latin America, including a growing portfolio of renewable energy assets in the United States.

Headquartered in Charlotte, N.C., Duke Energy is a S&P 100 Stock Index company traded on the New York Stock Exchange under the symbol DUK. More information about the company is available at duke-energy.com.



Electricities of North Carolina, Inc.

Electricities provides customer service and safety training, emergency and technical assistance, communications, government affairs and legal services. Through consolidation of these services, members save their customers the expense of administering these functions locally.

Electricities also provides management services to the state's two municipal Power Agencies: North Carolina Municipal Power Agency Number 1 (NCMPA1) and North Carolina Eastern Municipal Power Agency (NCEMPA). Most member cities have been in the electric business for 100 years or more.



GEL Engineering, LLC

GEL has been focused on Manufacturing and Industrial clients in the Carolinas for over 30-years. GEL's staff members are recognized as experts in the areas of Air Permitting and Modeling, Industrial Wastewater Design and Permitting, and Wetland Fill Mitigation and Permitting. GEL has a deep understanding of the unique needs that industrial facilities have – allowing GEL to better manage, control and expedite project schedules for new plant construction and plant expansion. GEL's focus on the regulatory and operational requirements of industrial facilities helps ensure that projects meet each client's unique requirements while satisfying aggressive budget and schedule constraints. This expertise and our regulatory relationships have assisted our clients to be successful when negotiating with Federal, State and Local regulatory agencies.

GEL Engineering, LLC is a member of The GEL Group, Inc., a women-owned, privately held firm with deep roots in the Carolinas. Established in Charleston in 1981, The GEL Group, Inc. employs over 300 people today and provides professional services to clients worldwide in three primary lines of business: Analytical Testing, Environmental Consulting/Monitoring and Civil Engineering/Surveying, and Subsurface Utility Engineering and Geophysical Services.

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O'Neal, Inc.

O'Neal is an integrated design and construction firm that specializes in delivering complex capital projects for Fortune 500-sized clients in the chemical, industrial manufacturing and pharmaceutical markets throughout North America. O'Neal is focused on the Business of Project Delivery – integrating overall project planning, design, procurement and construction to create safe, cost-effective capital solutions for our clients. We take a flexible approach to project delivery based on our client's needs. We regularly partner with companies to successfully deliver a wide range of complex project types and sizes, on time and on budget.



THS Constructors, Inc.

THS Constructors, Inc. is an open-shop general contractor with offices in Atlanta, Georgia, and Greenville, South Carolina. The company focuses on industrial projects including manufacturing facilities, concrete foundation work, warehouse and distribution centers, commercial office and biotech projects. The Company's principals are former Suitt Construction veterans who have worked together for years in delivering quality industrial projects throughout the Southeastern United States. We deliver projects on both a design-build and a design-bid basis.

THS places a specific emphasis on safety and is very proud of its current recordable insurance rate (RIR) of 4.5 and our experience modifier rate (EMR) of .84. For the past nine years, our OSHA 300 log has shown a zero incidence rating. We are a full service general contractor providing a full range of services from estimating and scheduling to permitting and procurement. The Company's operational concept is to be a company run by professionals (we are employee owned) that know how to build projects that "generate value for our clients." The Company is licensed throughout the southeastern United States including, Georgia, Alabama, the two Carolina's and Virginia.

Through the years, THS personnel have delivered automotive related facilities valued in the millions of dollars throughout the Southeast. Our clients include American Honda, Bentler Automotive, BMW, Bosch, Bridgestone Firestone, Carmet, Delphi, Durr Industries, Eaton Corporation, Firestone, Goodyear, INA Bearings, KTH Parts, Kelly Springfield Tire, Michigan Precision Industries, R.E. Phelon, Rockwell Intl. (truck axles), SAAB, SEW-Eurodrive, Timken and Volvo. Among the types of projects completed for these and other clients include office, manufacturing, assembly, paint booth, and warehouse/distribution facilities. These facilities include the following operations: aluminum casting, assembly, ball and roller bearing operations, heat treating, stamping, and surface treatment operations, welding, painting, and manufacturing operations. This includes designing and building heavy concrete foundations and equipment pits. Last quarter, we were awarded our 12th contract with BMW for the construction of expanded assembly operations.

We believe the THS Constructors team offers significant advantages. We understand the importance of delivering quality work, with efficient designs that meet your budget and your project schedule. Call Tom Suitt at 678-488-5645 or Mac Johnson at 864-908-8881 and we will be happy to respond to any of your design and contractor needs.

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Global Carolina Communications (GCC) provides a full range of custom collateral, marketing, and PR services to global enterprises throughout the Carolinas and beyond. GCC helps companies like yours reduce marketing spend, increase leads, and boost revenues. GCC's success stories, case studies, and white papers provide your business development team with powerful third-party endorsements of your company's products, strategies, and services. These highly effective sales tools give customers and prospects rapid, persuasive insight into how your company addresses or solves a particular industry issue or business challenge. GCC's team of experts produces collateral for global OEMs including Daimler, Porsche, and T-Systems; multiple small to midsize suppliers in the automotive, aeronautics, and life sciences industries; as well as for internationally affiliated service providers such as the SC Department of Commerce and the Charleston Regional Development Alliance.

To learn more, visit gcbusinessjournal.com, or contact Scott Burgess, Founder and CEO, Global Carolina Communications; e-mail: scott@gcbusinessjournal.com; tel: +1 (803) 338-1599.



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Columbia, Greenville, Spartanburg and Charleston, South Carolina; Charlotte and Raleigh, North Carolina; and, Atlanta, Georgia | www.parkerpoe.com

Experienced legal counsel is critical to placing your North American project on the right course – and keeping it there. For more than two decades, the Business Investment & Incentives Group at Parker Poe has helped domestic and foreign businesses seize opportunities in an increasingly complex, global context. In the last five years alone, Parker Poe has been involved with expansion projects that have exceeded approximately \$3 billion in investment and created more than 15,000 jobs throughout the USA. Parker Poe was recently named by *Southern Business & Development* magazine as one of the “Top Ten” law firms in the southeastern United States for economic development, and by *U.S. News & World Reports* as among the best law firms for Economic Development.

Parker Poe attorneys are skilled, yet practical, at assisting management and company advisors with planning for and meeting the many challenges that expanding or relocating companies must address; and, regularly represent domestic and multinational clients in a broad range of interlocking expansion and site selection projects. With seven offices located in major markets across the Southeast, Parker Poe has more than 200 lawyers and provides legal counsel to large commercial and public organizations on business, regulatory and litigation matters.

To learn more, visit www.parkerpoe.com, or contact Sam Moses, Partner, Parker Poe; e-mail: sammoses@parkerpoe.com; tel: +1 (803) 253-6842.

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Since our 1977 formation in Nuremberg, Germany, we have grown to more than 4,200 entrepreneurial professionals worldwide working with your success in mind. Our U.S. offices are in Atlanta (GA), Charlotte (NC), Greenville (SC), Chicago (IL), Birmingham (AL), Manhattan (NY), and Houston (TX).

We have specifically tailored our accounting, auditing, tax, and business consulting services to the unique needs of your foreign owned business in the United States. For the past 40 years, our core practice has been serving the accounting and tax needs of primarily German speaking and other foreign owned Mittelstand companies operating in the United States. As the preferred accounting, auditing, tax, and business consulting professional services firm of German speaking entities, our clients benefit from the extensive experience of our U.S.-certified public accountants as well as our bilingual (German, Italian, Japanese, and other languages) staff of professionals, many whom also carry international certifications.

To learn more, visit www.roedl.com/us, or contact Oliver Hecking, CPA, StB, Partner, Rödl & Partner; e-mail: oliver.hecking@roedlusa.com; tel: +1 (704) 376-2145.

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