



GLOBAL CAROLINA
CONNECTIONS

2017 Global Business Conference
on International Investment in the Carolinas

WEDNESDAY, AUGUST 9, 2017 | STERN CENTER, COLLEGE OF CHARLESTON | CHARLESTON SC

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AGENDA

8:30–9:30AM	REGISTRATION & NETWORKING Registration, Continental Breakfast and Networking
9:30–9:35AM	OPENING REMARKS MORGAN KOERNER, PH. D. Chair, Department of German and Russian Studies Associate Professor of German College of Charleston
9:35–9:45AM	WELCOMING REMARKS THE HONORABLE GLENN MCCONNELL President, College of Charleston DAVID T. GINN President and CEO Charleston Regional Development Alliance
9:45–10:05AM	FEATURED SPEAKER STEVEN JAST President and Founder, ROI Research on Investment The State of Foreign Investment in the Carolinas: Challenges and Opportunities
10:05–10:20AM	COFFEE AND NETWORKING BREAK SPONSORED BY JPMORGAN CHASE & CO.
10:20–11:20AM	PANEL DISCUSSION SPONSORED BY CHARLESTON REGIONAL DEVELOPMENT ALLIANCE Financial Challenges and Opportunities Facing Global Companies in the Carolinas MODERATOR: J. Tyler Rollins , Executive Director and European Coverage Banker JPMorgan Chase & Co., Commercial Bank PANELISTS: Beth Wolfe , CFO, Mogul South Carolina Nonwovens Corporation Mike Bryant , CFO, WeylChem US Inc.
11:20AM–1:00PM	LUNCH: KEYNOTE ADDRESS & AWARDS CEREMONY JONATHAN HEUSER Managing Director Commercial Banking International Banking Head, Global Trade J. P. Morgan SPONSORED BY ROI AND GAZELLE.AI
	SPECIAL PRESENTATION 1st South Carolina Gateway Award PRESENTED BY THE SOUTH CAROLINA CHAPTER OF THE GERMAN AMERICAN CHAMBER OF COMMERCE OF THE SOUTHERN U.S. VINCENC PEARSON, Esq. Director, South Carolina Chapter GACC South & Corporate Counsel, DAA Draexlmaier Automotive of America, LLC

1:00–2:00PM	<p>PANEL DISCUSSION SPONSORED BY COLLEGE OF CHARLESTON</p> <p>Preparing and Recruiting Management for Global Business in the Carolinas</p> <p>MODERATOR: Morgan Koerner, Ph. D., Chair, Department of German and Russian Studies Associate Professor of German, College of Charleston</p> <p>PANELISTS: Bryan Stefani, Director of Business Operations, Aerotek, Charleston/Savannah Joachim R. Woerner, Managing Director, The Q Works Group Debra Martin, Manager, Human Resources, Fomas Group, Inc.</p>
2:00–2:15PM	<p>COFFEE AND NETWORKING BREAK SPONSORED BY TD BANK</p>
2:15–2:35PM	<p>SPECIAL PRESENTATION</p> <p>SPONSORED BY BANK OF AMERICA MERRILL LYNCH</p> <p>International Investment and Trade Strategy in the Carolinas: Perspectives from South Carolina</p> <p>AMY THOMSON Director, International Strategy and Trade South Carolina Department of Commerce</p>
2:35–3:05PM	<p>SPECIAL PRESENTATION</p> <p>SPONSORED BY JPMORGAN CHASE & CO.</p> <p>State of Chinese Investment in the Carolinas</p> <p>WALLY WANG Senior Project Manager, Chinese Investment South Carolina Department of Commerce</p>
3:05–3:20PM	<p>COFFEE AND NETWORKING BREAK</p> <p>SPONSORED BY MARSH</p>
3:20–3:50PM	<p>SPECIAL PRESENTATION</p> <p>SPONSORED BY PARKER POE AND RÖDL & PARTNER</p> <p>The Trump Administration: The US Paradigm Shift and Impacts on the Transatlantic Business Partnership in the Carolinas</p> <p>JACKSON JANES, PH. D. President, American Institute for Contemporary German Studies Johns Hopkins University</p>
3:50–4:50PM	<p>PANEL DISCUSSION</p> <p>SPONSORED BY NAI CAROLANTIC REALTY/NAI EARLE FURMAN</p> <p>State of International Automotive Investment in the Carolinas: Where do we go from here?</p> <p>MODERATOR: Catherine Hayes, Executive Director, South Carolina Automotive Council</p> <p>PANELISTS: Scott Craig, Senior GM Corporate Strategy and Planning, JTEKT North America Corporation Paul Lunny, President and CEO, ZELTWANGER CNC Manufacturing LP Representative, Giti Tire</p>
4:50–5:00PM	<p>CLOSING REMARKS AND NETWORKING SESSION</p>

OPENING REMARKS



MORGAN KOERNER, Ph. D.
Chair, Department of German and Russian Studies
Associate Professor of German
College of Charleston

Dr. Morgan Koerner, an Associate Professor of German at the College of Charleston, is the Chair of the Department of German and Russian Studies. Under his leadership, the number of German majors at the College of Charleston has more than doubled and the program now has more majors and minors than the Universities of South Carolina and Clemson combined.

Morgan came to the College of Charleston in 2007 as a newly minted Ph.D. in Germanics from the University of Washington (Seattle), and has since taught German courses at all levels at the College, including German theater courses that culminate in student performances in German in front of a live audience. His research focuses on contemporary German drama and theater as well as foreign language pedagogy. In 2010, he received a DAAD summer fellowship to conduct research on theater and foreign language pedagogy at the University of the Arts in Berlin.

Since becoming department chair in 2015, Morgan has focused on creating stronger ties between higher education and German industry in the state and facilitating professional opportunities for the large number of German majors and minors who combine German with a degree in Business or STEM fields. He founded the College of Charleston's annual German-American Business Summit, which brings together leaders from German companies in the region for a job and internship expo for students and a conference on pressing issues in German-American industry. In his additional role as the Vice President of the South Carolina chapter of the American Association of Teachers of German, Morgan is a tireless advocate for support for high school teachers of German and the connections between foreign language and STEM education in K-12 in South Carolina.

Morgan received a B.A. in German and Communications from the University of Alabama and has studied as an exchange student at the University of Mannheim, the University of Münster, and the Humboldt University of Berlin.

Morgan and his spouse have a 3-year-old daughter and two 12-year-old orange tabbies and live in Charleston, SC.



THE HONORABLE GLENN MCCONNELL **President, College of Charleston**

Glenn McConnell is the 22nd president of the College of Charleston. He became president on July 1, 2014.

A native of Charleston, S.C., and a distinguished alumnus of the College of Charleston, McConnell served more than 30 years in the South Carolina Senate. He is regarded as one of the most respected, influential, and effective leaders in state government.

He was first elected to the South Carolina Senate in 1980 and went on to serve in several key leadership posts, including Chairman of the Rules Committee and Chairman of the Senate Judiciary Committee. In 2001, he was elected the first Republican President Pro Tempore of the South Carolina Senate by a bipartisan vote. During his legislative career, McConnell earned a reputation as a skilled parliamentarian and mediator able to forge political compromises between opposing sides and bring people together. As the incumbent Senate President Pro Tempore, he ascended to the office of Lieutenant Governor on March 13, 2012, upon the resignation of former Lieutenant Governor Ard and vacancy of the office.

Honoring his oath of office and upholding the State Constitution, he took over the part-time position of Lieutenant Governor and head of the Lieutenant Governor's Office on Aging. As chief advocate for seniors and adults with disabilities, his work with aging programs has received recognition and awards, both statewide and nationally.

Throughout his years of service in the South Carolina General Assembly, McConnell was selected by his colleagues to spearhead efforts recognizing the state's diversity, history, and culture. To that end, he served as chairman of the African-American History Monument Commission. Unveiled in 2001 on the grounds of the South Carolina Statehouse, the monument depicts African-Americans' struggle for freedom and civil rights and their many contributions to the state and nation. As chairman of the South Carolina Hunley Commission, McConnell has been instrumental in the recovery and ongoing restoration of the H. L. Hunley, the first submarine in history to engage and sink a warship.

McConnell also has long been a driving force behind economic development initiatives in South Carolina. On behalf of the State of South Carolina, he played a leading role in negotiations that resulted in the Boeing Company's decision in 2010 to build a 787 Dreamliner assembly plant in North Charleston, S.C.

As an undergraduate student at the College of Charleston, McConnell served as Student Body President and as a member of the Pi Kappa Phi fraternity. He earned a bachelor's degree in political science in 1969. He went on to earn a Juris Doctorate from the University of South Carolina School of Law in 1972 and was admitted to the South Carolina Bar that same year. He holds honorary degrees from the College of Charleston, the University of Charleston, the Citadel Military College of South Carolina, Francis Marion University, and the Medical University of South Carolina. The McConnell Residence Hall on the College of Charleston campus is named in his honor. McConnell was also a recipient of The Founders Medal, the highest award bestowed by the College.

WELCOMING REMARKS



DAVID T. GINN

President and CEO

Charleston Regional Development Alliance

David has been with the Charleston Regional Development Alliance since its inception in 1995, and currently serves as the organization's President & CEO, a position he has held since early 2000.

David relocated to the Charleston region of South Carolina in 1993, when he joined the Charleston Metro Chamber of Commerce as Executive Director of the Trident Economic Development Authority, the predecessor of the Alliance. He has also held positions with the Savannah Economic Development Authority, and the Atlanta Gas Light Company.

A native of Atlanta, Georgia, David holds a degree in Economics and International Business from the University of Southern Mississippi, and studied abroad at the London School of Economics. He is also a Certified Economic Developer (CEcD).

He and his wife, Jean, live in Mt. Pleasant with their two children, Catherine and Davis.

FEATURED SPEAKER

The State of Foreign Investment in the Carolinas: Challenges and Opportunities



STEVEN JAST
President and Founder
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.ai,” the platform was released as a prototype in January of this year.

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 16-year old son and a 13-year old daughter and lives in Montreal, Canada.

PANEL DISCUSSION

Financial Challenges and Opportunities Facing Global Companies in the Carolinas

MODERATOR



J. TYLER ROLLINS
Executive Director and European Coverage Banker
JPMorgan Chase & Co., Commercial Bank

J. Tyler Rollins is Executive Director and European Coverage Banker in JPMorgan Chase's Commercial Bank, working with European parent companies on the credit and non-credit banking requirements of their subsidiaries in the Americas.

Mr. Rollins' work in international corporate banking began in 1991 with Wachovia Bank, where he was eventually named Managing Director. He spent four years in London developing business with some of the most prominent companies in Europe. He has also worked with a wide variety of firms located across Latin America.

Beyond his experience in financial services, Mr. Rollins worked as a senior facilitator for Richardson Company, delivering consultative selling, negotiations, and coaching programs to Fortune 1000 companies.

Mr. Rollins has lived for personal and professional reasons in Germany, Mexico, and the United Kingdom. He is fluent in Spanish and German, and conversational in Portuguese and French. He received a B.A. cum laude from Brigham Young University and an International MBA (MIBS) from the University of South Carolina. He has also completed an Executive Leadership Program at UNC Chapel Hill's Kenan-Flagler School of Business.

Mr. Rollins and his family reside in Atlanta, Georgia.

PANELISTS



BETH WOLFE
Chief Financial Officer
Mogul South Carolina Nonwovens Corporation

Beth Wolfe, Chief Financial Officer, was one of the first employees of Mogul South Carolina Nonwovens Corporation. Mogul South Carolina is the first North American venture of Mogul Tekstil Sanayi ve Ticaret A.S., a Turkey-based company. Other than the USA operation, Mogul Tekstil Sanayi ve Ticaret A.S., has three operations located in Turkey, and in 2015, were in the top 40 nonwoven companies in the world. Since 2015, two additional plants have been put into operation, with one being in the Istanbul area and the other in South Carolina. The North American plant is located in Gray Court, SC, and will be producing its nonwovens for personal care/wipes, hygiene and other products. With these two new operations, the company expects to be in the top 25 nonwovens companies.

Beth is a CPA, CGMA, with a B.S. in Business Administration from West Virginia University and an MBA from Winthrop College, and has more than 26 years of financial experience as a senior professional in the manufacturing and public accounting arena. She has three children and has volunteered as a Girl Scout leader for 19 years. Beth grew up in West Virginia and currently resides in the Greenville, SC, area where she has lived for over 28 years.

Prior to her current position, Beth spent 16 years with United Tool & Mold, Inc. Her other experience came while working at Fluor Daniel (Fluor Corporation) and the public accounting firm of Elliott Davis.



MIKE BRYANT
Chief Financial Officer
WeylChem US, Inc., WeylChem International US, Inc.,
WeylChem Specialties US, Inc.

Mike Bryant, who serves his primary roles as the CFO of WeylChem U.S. and the CFO of WeylChem Specialties U.S., Inc., also serves as an officer and board member for seven of the companies owned by International Chemical Investors Group (ICIG). These entities owned by ICIG in Elgin, SC, primarily function as a customer manufacturing and tolling (CM&T) site for chemicals belonging to markets such as agrochemicals, lubricants, polymers, and specialty chemicals. WeylChem sells and ships products across North America and Europe, and has the ability to fulfill large orders for a wide array of industrial accounts, as well as, some of the largest chemical suppliers in the world, including Dow, DuPont, and BASF.

In addition to his previously mentioned roles, Mike also serves as CFO for WeylChem International U.S., a marketing and logistics company which imports products manufactured in Europe by other sites in the WeylChem Group.

In his role, Mike's focus is on developing financing sources for the businesses, tax reporting and risk management activities. He also manages the day-to-day accounting activities of the U.S. companies. Currently, his focus is on financing continued capital expansion at the Elgin site as the company anticipates an annual growth rate of 20% over the next five years. During his tenure, ICIG has made two large investments at the Elgin site, including \$13 million investment for a project that began construction in May 2017.

Prior to joining WeylChem in 2014, Mike spent eight years as the Financial Reporting Manager for Allied Air Enterprises, a division of Lennox International. His other professional experience includes a similar role for The HON Company and several private equity engagements focused on turnaround strategies and value creation in manufacturing companies.

Mike is a Certified Management Accountant and a twenty-five-year member of the Institute of Management Accountants, where he served on the organization's national finance committee on member benefits and insurance. He served as the IMA Columbia Chapter President in 1999 and 2010, and partnered with the University of South Carolina School of Business to start an IMA student chapter in 2011.

KEYNOTE ADDRESS & AWARDS CEREMONY

Luncheon Keynote Speaker



JONATHAN HEUSER
Managing Director
Commercial Banking International Banking Head, Global Trade
J.P. Morgan

As Head of Global Trade for Commercial Banking, Jonathan Heuser is responsible for delivering Traditional Trade, Supply Chain Finance and Export Finance solutions to domestic and international clients. Heuser has been with the firm for nearly 15 years. In his prior role, he managed the Corporate and Investment Bank's Supply Chain Advisory practice, leading the team's efforts to provide corporate clients with powerful, sustainable working capital solutions.

He was previously based in Singapore, where he was responsible for the following Asia-Pacific teams: Global Trade Advisory, Trade Solutions Delivery and Vendor Sales. His teams structured and delivered complex trade solutions for both corporate and financial institution clients.

During past assignments with J.P. Morgan, Heuser managed Global Trade Strategic Marketing and was responsible for Supply Chain Finance, Trade Sales and Advisory for the retail, apparel and consumer goods sectors; he also managed the trade business for Latin America. Prior to joining J.P. Morgan, Heuser held operational, managerial and consultative roles with Fritz Companies, Inc., now part of UPS Supply Chain Solutions.

Heuser holds a Bachelor of Arts in History from Trinity College and a Master of Business Administration from the Olin School of Management at Babson College, where he was selected as an Olin Fellow.

SPECIAL PRESENTATION

1st South Carolina Gateway Award

PRESENTER



VINCENC PEARSON, Esq.
Chapter Director, South Carolina Chapter,
GACC South
Corporate Counsel,
DAA Draexlmaier Automotive of America, LLC

Vince Pearson currently serves as the South Carolina Chapter Leadership Committee Director, a position he has held since 2014. He is Corporate Counsel for Draexlmaier Automotive of America in the North American region.

Mr. Pearson has been involved in the private and governmental legal sectors throughout the U.S. and Germany over the past 20 years. He has also taught on the collegiate level as a German Instructor at two institutions in the Carolinas. He is a native of Berlin, Germany, and has lived in Greenville since 2011.

PANEL DISCUSSION

Preparing and Recruiting Management for Global Business in the Carolinas



MODERATOR

MORGAN KOERNER, Ph. D.
(please reference biography on page 4)

PANELISTS



BRYAN STEFANI
Director of Business Operations
Aerotek, Charleston/Savannah

Bryan Stefani is a Director of Business Operations for Aerotek, a privately held recruiting firm with more than 230 offices across the United States, Canada and Europe. He is responsible for managing the sales, operations and strategies for the Charleston, SC, and Savannah, GA, markets. Currently, Aerotek supports more than 150 customers between the two operations, and employs more than 800 contract employees every week. Aerotek focuses on the engineering, construction, manufacturing, professional services, and scientific industries. They support companies of all sizes, including Fortune 500's.

Bryan received his bachelor's degree from State University of New York at Cortland with a focus in Sports Management. He is a resident of Mount Pleasant with his wife and two children.



JOACHIM R. WOERNER
Managing Director
The Q Works Group

In 2001, Joe started The Q Works Group, an executive search firm focusing on industrial manufacturing and automation industries. He and his staff have successfully filled hundreds of mid-level to senior management positions in sales, marketing, engineering, operations and finance. Q Works is committed to placing equal emphasis on both technical competency and high-level fit with their clients' business culture.

Joe has hired and managed dozens of recruiters over the years and is proud that despite rampant industry turnover, many of his employees have been with him for as many as 11 years.

Born and raised in Germany, Joe attended college in the US and later received his MBA from Boston University. His corporate background prior to Q Works includes product management experience with SmithKline Beecham and executive leadership positions with German companies Beiersdorf and GARDENA, both in the US and in Germany.

His international upbringing and work experience have prepared him for working effectively with international clients, many based in the Charlotte area.

PANEL DISCUSSION

Preparing and Recruiting Management for Global Business in the Carolinas



DEBRA MARTIN
Manager, Human Resources
Fomas Group, Inc.

Debra Martin, Manager of Human Resources at Fomas Group, Inc., is an accomplished HR professional in the manufacturing environment with over 15 years of experience in the private sectors. Debra is responsible for implementing human resource management strategies that enable Fomas to recruit, train, and retain a high performing and motivated workforce. Debra specializes in talent management, staffing (U.S. and globally), benefits administration, training and development, safety, and developing policies and procedures.

Debra has had the opportunity to work with four companies expanding into the U.S. markets: two German companies, one Canadian and one Italian company. She understands clearly the challenges in incorporating different cultures and processes of foreign companies.

Debra is very active in her County, participating in the York County HR roundtable, working closely with local colleges and State entities, sits on council for York County Business Leaders, and the York County Safety Council.

SPECIAL PRESENTATION

International Investment and Trade Strategy in the Carolinas: Perspectives from South Carolina



AMY THOMSON
Director, International Strategy and Trade
South Carolina Department of Commerce

Amy Gabriel Thomson leads the International Strategy and Trade (IST) Division at the South Carolina Department of Commerce, which serves as the global outreach arm for the agency. The IST team interacts with both prospective investors and purchasers of S.C. products, by way of outbound FDI and trade missions. Prior to leading IST, Thomson was the director of the Existing Industry program at S.C. Commerce, the agency's retention and expansion program for manufacturers throughout the state, and in the international trade division, leading trade missions throughout Canada, Mexico, Central and South America.

Thomson has served as the senior international trade specialist with the U.S. Department of Commerce's Commercial Service. In this capacity, she assisted S.C. firms in selling their products overseas. She was also an editor of a Spanish-language trade publication for the apparel industry, which fueled her interest in the region.

A native of Columbia, S.C., Thomson earned her degree from University of South Carolina. She is the former chair of the S.C. International Trade Coalition and recently served on the board of the S.C. Manufacturing Extension Partnership. Thomson resides in Columbia with her family and is proud to be a lunchtime mentor at Bradley Elementary.

SPECIAL PRESENTATION

State of Chinese Investment in the Carolinas



WALLY WANG
Senior Project Manager
Chinese Investment
South Carolina Department of Commerce

Wally Wang rejoined the South Carolina Department of Commerce in September 2015 as Senior Project Manager to promote economic development and business development, focusing specifically on Chinese investment.

Before he rejoined the agency, he served as General Manager at Taiji Group USA and Deputy General Manager at Keer America Corporation. He spearheaded the two companies to start up their US operations.

After he graduated from the IMBA program in Darla Moore Business School in 2006, Wally Wang served as a Senior Research Analyst with the S.C. Department of Commerce until 2012.

He holds a Bachelor's Degree in Engineering from China Pharmaceutical University, as well as a Master of Science in Business Administration and an International Master of Business Administration from the University of South Carolina.

SPECIAL PRESENTATION

The Trump Administration: The US Paradigm Shift and Impacts on the Transatlantic Business Partnership in the Carolinas



JACKSON JANES, Ph. D.

President

American Institute for Contemporary German Studies

Johns Hopkins University

Dr. Jackson Janes is the President of the American Institute for Contemporary German Studies at the Johns Hopkins University in Washington, DC, where he has been affiliated since 1989.

Dr. Janes has been engaged in German-American affairs in numerous capacities over many years. He has studied and taught in German universities in Freiburg, Giessen and Tübingen. He was the Director of the German-American Institute in Tübingen (1977-1980) and then directed the European office of The German Marshall Fund of the United States in Bonn (1980-1985). Before joining AICGS, he served as Director of Program Development at the University Center for International Studies at the University of Pittsburgh (1986-1988). He was also Chair of the German Speaking Areas in Europe Program at the Foreign Service Institute in Washington, DC, from 1999-2000 and President of the International Association for the Study of German Politics from 2005-2010.

Dr. Janes is a member of the Council on Foreign Relations, the International Institute for Strategic Studies, and the Atlantic Council of the United States. He serves on the advisory boards of the Berlin office of the American Jewish Committee, Beirat der Zeitschrift für Außen- und Sicherheitspolitik (ZfAS), the Robert Bosch Foundation Alumni Association, and the American Bundestag Intern Network (ABIN) in Washington, DC. He is a member of the Board of the German American Fulbright Commission and serves on the Selection Committee for the Bundeskanzler Fellowships for the Alexander von Humboldt Foundation. He is a member of the Cosmos Club in Washington, DC.

Dr. Janes has lectured throughout Europe and the United States and has published extensively on issues dealing with Germany, German-American relations, and transatlantic affairs. In addition to regular commentary given to European and American news radio, he has appeared on CBS, CNN, C-SPAN, PBS, CBC, and is a frequent commentator on German television. Dr. Janes is listed in Who's Who in America and Who's Who in Education.

In 2005, Dr. Janes was awarded the Officer's Cross of the Order of Merit of the Federal Republic of Germany, Germany's highest civilian award.

PANEL DISCUSSION

State of International Automotive Investment in the Carolinas: Where do we go from here?

MODERATOR



CATHERINE HAYES
Executive Director
South Carolina Automotive Council
(a division of the SC Manufacturers Alliance)

Catherine has more than 15 years of industrial experience and worked in manufacturing with Square D Company, NCR and Robert Bosch, a Tier 1 automotive supplier. With a BS in Engineering Management and Mechanical Engineering and a MS in Industrial Technology, she worked in multiple functional areas of manufacturing including Manufacturing Engineering and Operations, Quality Engineering, Production Management and Industrial Engineering.

After working with Bosch in Germany and South Carolina, she and her family moved to Italy for six years for her husband's work. When Catherine returned to SC, she started her own consulting business working with corporate, commercial and private clients.

Currently, Catherine Hayes is the Executive Director of the SC Automotive Council, a division of the SC Manufacturers Alliance. Catherine works with automotive manufacturers to address issues and opportunities in innovation, manufacturing operations, supply chain, workforce development and financial strategy. She collaborates with state and regional alliances to support existing manufacturers and to facilitate new investment in South Carolina.

As a volunteer, Catherine works with the Southern Automotive Women's Forum to target STEM/STEAM education and scholarships for young women pursuing technical fields, with the Greenville Professional Women's Forum Board, with the Greenville visual arts community and is an active Rotarian.

Catherine Hayes' office is located on the CU-ICAR campus in Greenville, SC, and she can be contacted at (864) 353-6151 or catherine@myscma.com.

PANEL DISCUSSION

State of International Automotive Investment in the Carolinas: Where do we go from here?

PANELISTS



SCOTT CRAIG
Senior GM of Corporate Strategy and Planning
JTEKT North America Corporation

Scott Craig is the Senior General Manager of Corporate Strategy and Planning for JTEKT North America. JTEKT is a Top 20 global automotive supplier headquartered in Nagoya, Japan.

Scott earned his MBA from Tusculum College and has spent 23 years working throughout the ranks in the automotive industry. His experiences include assignments in Engineering, Manufacturing Operations, Finance, General Affairs, and Strategic Planning.

Scott has worked extensively across global networks, pursuing business developments in Europe, Asia, as well as the Americas. He has most recently led efforts to grow JTEKT North America's Corporate HQ footprint in South Carolina with expanded operations and capital investment in the company's Greenville location.



PAUL LUNNY
President and CEO
ZELTWANGER CNC Manufacturing LP

Paul is President and CEO of ZELTWANGER CNC Manufacturing LP in North Charleston. He joined ZELTWANGER in March of this year to take on the responsibility of growing the organization, standardizing and improving internal procedures, and expanding the customer base. Having been a former customer of ZELTWANGER, he was intimately familiar with the High Quality, High Precision and Passion for Technology that stands ZELTWANGER CNC Mfg. apart.

Paul has over 30 years of industry experience, with a concentration in high precision manufacturing and automated assembly and test systems. He has held senior positions throughout his career, including Director of Operations for Menziken Automation in Charlotte, NC; Director & General Manager of the internal machine build group for Robert Bosch LLC in Charleston, SC, and General Manager of Mayer Industries in Orangeburg, SC. He began his career in the aviation and military area, working as a design engineer for Textron Lycoming after graduating from school.

Much of Paul's experience has been with multinational companies that have both US and German offices and heritage. This gives him insight into the cultural diversity and communication issues encountered in daily operations. His expertise in operations management, engineering, project management, customer support and business leadership give him an edge while driving for continued growth and expansion of ZELTWANGER CNC Manufacturing. He gets the most enjoyment in a small to midsized manufacturer where the daily activities include manufacturing, operations, and finance and customer support topics.

Paul holds a B.S. degree in Mechanical Engineering from the University of Rhode Island. He resides in Mount Pleasant, SC.



REPRESENTATIVE Giti Tire

Headquartered in Singapore, Giti Tire (pronounced “G-T” tire) has been in the tire business since 1951 and is now one of the largest tire companies in the world.

The company constantly pushes the boundaries of technology to offer best-in-class products, supported by fully integrated systems. As a result, Giti Tire continuously improves in areas such as research and development, manufacturing and distribution.

Giti Tire produces a broad range of consumer and commercial tire products that are sold in more than 130 countries worldwide. It has more than 32,000 employees from 20 different countries.

In North America, Giti Tire (USA) Ltd. markets and sells a family of brands – GT Radial, Primewell and Dextero – for high performance vehicles, passenger cars, SUVs, light trucks and medium trucks.

Giti Tire operates 8 technologically advanced manufacturing plants and will bring a 9th plant on line in late 2017 in Chester County, SC. The South Carolina plant, the first for Giti outside of Asia, will produce passenger and light truck tires for the North American original equipment and replacement tire markets. It represents an initial investment of \$560 million and will employ approximately 1,700 when at full capacity.

For more information, visit www.us.giti.com.

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 20 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 \$2 billion in capital investment, and the creation of more than 4,000 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 Manufacturing & Distribution Industry Team and also chairs the firm's Business Investment & Incentives Group.

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ROI Research on Investment | Gazelle.ai

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After two years of development, ROI recently released Gazelle.ai, a first-of-its-kind business intelligence platform that combines big data, artificial intelligence and human-curated data to identify fast-growing and expanding companies.

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Charleston Regional Development Alliance (CRDA)

The Charleston Regional Development Alliance (CRDA) is a public/private, not-for-profit economic development organization supported and led by the three-county Charleston region's most influential business leaders, three county governments, five largest municipalities, and top academic institutions. The CRDA serves as a catalyst for long-term, sustainable economic growth in the Charleston metro region.



College of Charleston-School of Languages, Cultures and World Affairs (LCWA)

The College of Charleston's School of Languages, Cultures and World Affairs (LCWA) prepares students to become knowledgeable, engaged citizens in an increasingly interconnected global society. Through rigorous language education, a broad range of interdisciplinary programs, and numerous study abroad and co-curricular activities, students develop foreign language expertise, an understanding of ancient and modern cultures, and in-depth appreciation of the global issues that confront humankind in the 21st century. The School offers 13 different foreign languages and has hundreds of majors--the Hispanic Studies department alone teaches nearly 6,000 College of Charleston students per year.

Many of LCWA's students combine a major or minor in a foreign language with a second major in a Business or STEM field in preparation for careers in global business and industry. The Spanish and French programs boast rapidly growing Business for Spanish/French minors; together with the German and Russian programs they offer multiple courses that emphasize foreign language proficiency in the context of global business. The Spanish, French and German programs offer a multitude of internship abroad opportunities for their students and are proud to produce a sizeable yearly cohort of students who combine business acumen and professional experience with a high level of foreign language proficiency and intercultural competence.

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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. 2017 marked NAI Earle Furman's 31st Anniversary. For more information, visit www.naiearlefurman.com

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Marsh & McLennan Agency LLC is a subsidiary of Marsh established in 2008 to serve as a platform for the middle market. In 2015, it expanded its national footprint into Canada. MMA offers commercial property, casualty, personal lines, and employee benefits to midsize businesses and individuals across North America.



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TD Bank, America's Most Convenient Bank, is one of the 10 largest banks in the U.S., with over 26,000 employees and deep roots in the community dating back more than 150 years. TD Bank offers a broad array of retail, small business and commercial banking products and services to more than 9 million customers through our extensive network of more than 1,257 retail stores throughout the Northeast, Mid-Atlantic, Metro D.C., the Carolinas and Florida. In addition to banking products, TD Bank and its subsidiaries provide clients with customized private banking and wealth management services through TD Wealth® and vehicle financing and dealer commercial services through TD Auto Finance.

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GEL Engineering, LLC

GEL has focused on Manufacturing and Industrial clients in the Carolinas for over 35 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 350 people and provides professional services to clients worldwide in three primary lines of business: Analytical Testing, Environmental Consulting/Monitoring, Civil Engineering/Surveying, Subsurface Utility Engineering and Geophysical Services.

Visit www.gel.com for more information.



The Hengst Group

The Hengst Group is a global leader in design, development and production of multifunctional filtration and fluid management modules for the commercial vehicle, passenger car, and industrial markets. We embrace the challenge of developing advanced filtration solutions to enable clean and efficient engines, machines, and systems to make a sustainable improvement to the world we live in. Founded in Münster, Germany, in 1958, Hengst is a 3rd generation family business with a network of more than 3,000 employees on 16 sites in nine countries.

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IPI — Industrial Project Innovation, LLC

IPI is a program and project management company providing services to support our clients throughout the entire program life cycle. Our company leaders and employees have extensive backgrounds in the strategic planning, detailed planning, execution, start-up, and maintenance of complex projects and facilities both domestically and internationally. Our team, including a resource base in excess of 150 people, has comprehensive experience in providing full service project delivery based on industry leading practices developed for clients globally.

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McMillan Pazdan Smith

McMillan Pazdan Smith is a regional, studio-based architecture, planning and interior design firm whose mission is to help clients create environments that embody their personalities, enrich their lives and enhance the quality of their community.

At McMillan Pazdan Smith, good design is integral to all of our services, creating functional, beautiful, cost-effective, and well-designed buildings that are long lasting and contribute to the success of our clients and the quality of life for our community. Good design is client focused, service oriented, value driven, and award winning.

Through our collaborative culture, creativity and innovative design solutions, McMillan Pazdan Smith enjoys a premier clientele and diverse portfolio of complex, sophisticated projects that have received local, regional and national recognition.

Practicing since 1955, McMillan Pazdan Smith currently has offices throughout the Southeast in Charleston, Greenville and Spartanburg, SC; Asheville and Charlotte, NC; and Atlanta, GA.



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. For over 40 years, O'Neal has been successfully delivering complex capital projects for international companies. 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. For more information, visit: www.onealinc.com.



Paramount Transportation Systems, Inc.

Founded in 1996, Paramount Transportation Systems is a leading provider of global and domestic moving services headquartered in San Diego, with strategically located operational facilities and customer service centers throughout the United States, Canada, Asia, and Europe. Paramount specializes in the international and domestic movement of household goods, personal effects, vehicles and pets for employees and their families of any size corporations. As a licensed global freight forwarder, Paramount manages over 45,000 international shipments annually, touching more than 130 countries, plus over 8,000 domestically. We have moved tens of thousands of families worldwide and many corporations have made us their partner of choice for managing this critical function.

Driven by a desire to exceed customer expectations, we continuously focus our efforts on reducing costs, enhancing value, building lasting relationships and minimizing the challenges and stresses associated with one of life's biggest changes.

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The Q Works Group

The Q Works Group, founded in 2002, is a professional and executive recruiting firm specializing in serving the automotive, building products, chemicals, industrials, machinery and lighting industries. Our mission is to provide our clients with market intelligence and our best hiring practices to recruit people with technical fit and cultural compatibility.

- Over 15 years of international recruiting experience
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Santee Cooper

Santee Cooper powers South Carolina, providing low-cost, reliable and environmentally protective electricity to approximately 2 million people in all 46 counties of the state — directly and through the state's electric cooperatives and other wholesale customers. We are a public power provider, the state's largest electricity provider and the leader in renewable generation, with more than 100 megawatts online or under contract. We are helping our customers use less electricity through our Reduce The Use energy-efficiency programs. We also provide wholesale water through the Santee Cooper Regional Water System and the Lake Marion Regional Water System. Learn more at www.santeecooper.com.

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THS Constructors, Inc.

THS Constructors, Inc. is an open-shop general contractor with offices in Charleston 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 .82. For the past ten 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 Alfmeier Fredericks & Rath, Inc., American Honda, Bentler Automotive, BMW, Bosch, Bridgestone Firestone, Carmet, Delphi, Durr Industries, Eaton Corporation, Firestone, Gestamp, Goodyear, INA Bearings, KTH Parts, Kelly Springfield Tire, Kloeckner Metals, Linde+Wiemann, Michigan Precision Industries, Muhr Metalltechnik, R.E. Phelon, Rockwell Intl. (truck axles), SAAB, SEW-Eurodrive, Timken, Volvo and ZF Transmissions. 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. Earlier this year, we were awarded our 16th 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. Contact Tom Suitt at 678-488-5645 or tsuitt@thsconstructors.com, Ralph Bouton 864-420-4656 or rbouton@thsconstructors.com or John Mack at 843-708-0685 or jmack@thsconstructors.com and we will be happy to respond to any of your design and contractor needs.

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Duke Energy, one of the largest electric power holding companies in the United States, supplies and delivers electricity to approximately 7.4 million customers in the Southeast and Midwest, representing a population of approximately 24 million people. The company also distributes natural gas to more than 1.5 million customers in the Carolinas, Ohio, Kentucky and Tennessee. Its commercial business operates a growing renewable energy portfolio and transmission infrastructure across the United States.

Headquartered in Charlotte, N.C., Duke Energy is an 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.

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South Carolina Power Team

South Carolina Power Team is a full-service, non-profit economic development organization representing the state's 20 consumer-owned electric cooperatives and Santee Cooper, the state-owned electric and water utility. Together, our system provides power to more than 2 million South Carolinians and to some of the state's largest industries. The mission of the SC Power Team is to facilitate the growth of jobs, investment and electric load through the attraction of new industrial and commercial activity, as well as, the expansion and retention of existing businesses and facilities in the service areas of the electric cooperatives and Santee Cooper. Since our inception in 1988, more than \$14 billion in capital investment and 73,800 new jobs have been added in the service area of the 20 electric cooperatives and Santee Cooper.

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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.



Parker Poe Adams & Bernstein LLP

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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 \$5 billion in investment and created more than 17,000 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 4,500 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 more than 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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