



GLOBAL CAROLINA
CONNECTIONS

2018 Global Business Conference
on International Investment in the Carolinas

Wednesday, August 22, 2018 | Harris Conference Center | Charlotte NC

STAYING POWER



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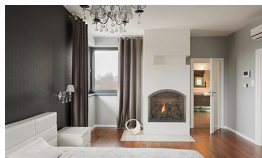
Our story is best told through the success of our customers. Since 1988, SC Power Team has been championing great stories through industry recruitment and by providing highly reliable, affordable power through South Carolina's twenty electric cooperatives. As partners in progress and prosperity, we continue to commit resources and incentives to help businesses thrive in South Carolina, and we play a key role in the creation of job and career opportunities for those we serve.



VOLVO CARS

Volvo Cars' SC factory will be the production home of the S60 Sedan and its flagship SUV the XC90, which will be exported globally through the Port of Charleston.

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Edisto Electric Cooperative



STOLL FIREPLACE INC.

With the heart of a craftsman, Stoll Fireplace has been making fireplace products in South Carolina since 1969.

POWERED BY
Little River Electric Cooperative



SAMSUNG ELECTRONICS

Samsung Electronics selected Newberry County for its \$380 million, cutting-edge manufacturing facility, expanding its US operations.

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Newberry Electric Cooperative



MICHELIN

Michelin North America selected Spartanburg County for its new \$270 million, 3.3 million square foot distribution center.

POWERED BY
Laurens Electric Cooperative

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AGENDA

8:30–9:30AM	REGISTRATION & NETWORKING Registration, Continental Breakfast and Networking
9:30–9:35AM	OPENING REMARKS KEVA WALTON Chief Growth Officer, Economic & Talent Development Charlotte Chamber
9:35–9:45AM	WELCOMING REMARKS MARY VICKERS-KOCH Associate Vice President of Corporate and Economic Development and Dean of the Harris Campus at Central Piedmont Community College, Charlotte, North Carolina
9:45–10:05AM	FEATURED PRESENTATION SPONSORED BY: BANK OF AMERICA MERRILL LYNCH 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: GLOBAL CAROLINA COMMUNICATIONS
10:20–11:20AM	PANEL DISCUSSION SPONSORED BY: ROI RESEARCH ON INVESTMENT/GAZELLE.IA Special Focus: Belgian Investment in the Carolinas MODERATORS: Jean-Louis Vanderstraeten , Honorary Consul of Belgium for South Carolina and Advisor to the Chairman — FN Group Michel Vanesse , Partner, Parker Poe Adams & Bernstein LLP PANELISTS: The Honorable William De Baets , Consul General of Belgium, Atlanta Paul de Sloover , Manager, DeSol Power Tiles Christophe Theunissen , Vice President of Sales, Nomaco Bernard Geenen , Trade Counselor-Embassy of Belgium, AWEX
11:20AM–12:45PM	LUNCH: GENERAL SESSION & LUNCHEON SPEAKERS SPONSORED BY: CLAYCO 11:30AM – 12:00PM SPECIAL BREAK-OUT SESSION STEVEN JAST President and Founder, ROI Research on Investment Gazelle.IA — A One-Stop Investment Attraction & Lead Generation Platform 12:00PM – 12:45PM GENERAL SESSION CHRISTOPHER CHUNG CEO, Economic Development Partnership of North Carolina KARL KONSTANTIN GRASSER Manager, EGGER Wood Products, LLC
12:45–1:30PM	FEATURED PRESENTATION SPONSORED BY: RÖDL & PARTNER STEPHEN MARKWELL Head of Treasury Services Product Investment Strategy for the Commercial Bank, JPMorgan Chase The Future of Corporate Payments

1:30–1:45PM	COFFEE AND NETWORKING BREAK
1:45–2:00PM	FEATURED PRESENTATION STUART SMITH Vice President, Norafin (Americas) Inc.
2:00–3:00PM	PANEL DISCUSSION SPONSORED BY: NAI CAROLANTIC REALTY/NAI EARLE FURMAN Transformative Trends in Supply Chain Logistics: What Should International Companies in the Carolinas Know? MODERATOR: Suzanne Dickerson , Director of Logistics Industry Initiatives, South Carolina Council on Competitiveness PANELISTS: John Grasmeyer , Vice President of Supply Chain West, thyssenkrupp Supply Chain Services Micah Mallace , Director Strategic Projects, South Carolina Ports Authority Kevin Howell , SVP & COO, GSP International Airport
3:00–3:15PM	FEATURED PRESENTATION SPONSORED BY: PARKER POE AMY THOMSON Director, International Strategy and Trade, South Carolina Department of Commerce State of Foreign Investment & International Trade in South Carolina
3:15–3:30PM	COFFEE AND NETWORKING BREAK
3:30–3:45PM	FEATURED PRESENTATION JON EFKEN Director, Global Commodities, Bank of America Merrill Lynch Global Commodities — Financial Risk Management in a Volatile Environment
3:45–4:45PM	PANEL DISCUSSION SPONSORED BY: JP MORGAN CHASE Workforce Landscape & Issues Facing Global Companies in the Carolinas MODERATOR: Dr. Kandi Deitemeyer , President, Central Piedmont Community College PANELISTS: David Linford , Vice President & General Manager, GOM Americas Inc. Chris Paynter , Dean, Science, Information Technology, Engineering & Math, Central Piedmont Community College Sven Schroer , CEO, HUESKER, Inc. Heiner Dornburg , Managing Director, Groninger USA LLC
4:45–5:00PM	CLOSING REMARKS AND NETWORKING SESSION

OPENING REMARKS



KEVA WALTON
Chief Growth Officer
Economic & Talent Development
Charlotte Chamber

Mr. Walton is a native of Raleigh, North Carolina. He holds a Bachelor's Degree in Urban and Regional Planning from East Carolina University and a Master of Public Administration from the University of North Carolina – Charlotte.

His professional experience includes time in Southern Pines, North Carolina, where he served as Town Planner. In Southern Pines, he guided the land development process ensuring development activities were consistent with established local land development policy.

Employed with the City of Charlotte, North Carolina, for over nine years, Mr. Walton held several positions within the city organization including: Senior Strategic Planner with the Charlotte-Mecklenburg Planning Commission, Training Specialist and Neighborhood Matching Grants Coordinator with the City Manager's Office, and Division Manager with the Neighborhood Development Key Business. During his time with Neighborhood Development, he conceptualized, developed and implemented the Community Empowerment Group, focused on strengthening and rebuilding Charlotte's most distressed neighborhoods by actively engaging the skills and talents of their residents.

In 1995, he joined the YMCA of Greater Charlotte as Executive Director of the Johnston Branch, where he led a team that implemented the restoration of the Johnston Branch to its stature as a focal point of community activity and inclusion in North Charlotte.

In 1998, Mr. Walton joined Goodwill Industries of the Southern Piedmont in the role of Vice President - Workforce Development Services. At Goodwill, he led workforce development strategy, encompassing operation of multiple career centers in the region, and a team of professionals committed to preparing a trained, ready-to-work, workforce.

In 2006, he joined the Charlotte Chamber of Commerce in the role of Senior Vice President, Member Engagement and Strategic Partnerships/Diversity. In this role he provided leadership for the Charlotte Chamber's seven chapters, development and execution of program content for over 100 programs and events annually, which serve as catalysts for building business relationships, and dissemination of business relevant information. He was also responsible for development and oversight of the Chamber's diversity and inclusion agenda and partnership development with the region's ethnic/ international and regional chambers. He served as loaned executive to the Charlotte-Mecklenburg Development Corporation (CMDC).

In December 2016, Mr. Walton was appointed Chief Growth Officer for the Charlotte Chamber organization. His focus in this role is developing, promoting and implementing strategies resulting in the economic growth, workforce and business/industry talent expansion in Charlotte Mecklenburg. In this role, he is directly involved in cultivating and advocating for entrepreneurship as an essential component of Charlotte's economy, inclusive of growing and accelerating minority owned enterprises. In 2016, he was identified by Charlotte Agenda as one of the 25 most important people in Charlotte's startup community.

He has served on a number of community and grass roots organization boards. Current board involvement includes: UNC-Charlotte Foundation Board – Chair, Governance Committee; James Ross Scholarship Fund; Venturprise Board of Directors, and BEFCOR Board of Directors and M&F Bank Community Advisory Committee.



MARY VICKERS-KOCH

Associate Vice President of Corporate and Economic Development and Dean of the Harris Campus at Central Piedmont Community College, Charlotte, North Carolina

Career Experience:

Mary Vickers-Koch is the Associate Vice President of Corporate and Economic Development and Dean of the Harris Campus at Central Piedmont Community College in Charlotte, North Carolina. The College serves over 70,000 people each year. She leads the continuing education programs that include leadership, management, professional development, computer, financial services, small business and entrepreneurship, economic development programs, corporate learning solutions and global engagement.

Prior to joining Central Piedmont Community College in 2000, Ms. Vickers-Koch worked for 21 years in the management consulting industry, partnering with executives on strategy development, leadership, service quality and team building. She was the managing partner of Long & Vickers Inc., a firm she co-owned for 11 years.

Educational Background:

Ms. Vickers-Koch is a graduate of the University of South Carolina and holds an MBA from the Babcock School, Wake Forest University.

Community Involvement:

Ms. Vickers-Koch, a native Charlottean, is passionate about serving the community through volunteer leadership. She is serving on the board of Freedom School Partners, a summer literacy program for at-risk children.

Previously, Ms. Vickers-Koch served on the Board of Leadership Charlotte, with the mission of promoting inclusive volunteer community leadership for nine years and served as the President in 2004-2005. She is the past president of Women Executives, a Charlotte based group supporting professional women's personal and career growth.

She served on the board of directors of the Harvey B. Gantt Center for African American Arts and Culture from 2006 – 2012 where she chaired the strategic planning committee.

Ms. Vickers-Koch served on the Women Executives Community Service Board, an organization that provides scholarships for non-traditional women students, for ten years (1995 – 2005), including four years as the President. She has been a WINGS mentor to two of the scholars.

Professional Accomplishments:

Ms. Vickers-Koch has published in *Organizational Dynamics* and *The Journal for Quality and Participation* and has presented at various conferences, including presentations at the League for Innovation in the Community College, the American Association of Community Colleges and the National Conference for Continuing Education and Training. In 2008, She was selected as one of the "Women of Distinction" by Business Leader Media.

FEATURED PRESENTATION

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



STEVEN JAST **President and Founder** **ROI Research on Investment**

As President of ROI, Steven led the growth of ROI Research on Investment from a two-person start-up in 2003, to a Profit Magazine “Hot 50” company, having posted revenue growth over 300% and becoming Canada’s 26th fastest growing company in 2007. Steven was further recognized as a Finalist in the Ernst & Young International Entrepreneur of the Year Competition in 2008.

Steven is recognized as a thought leader in international economic development. Under Steven’s leadership ROI has developed world-class expertise in investment attraction, benchmark assessment and target industry analysis. Since 2003, ROI has worked with over 350 economic development organizations from around the world and has facilitated over \$25 billion of investment, generating over 200,000 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 further written several guidebooks and manuals for enhanced investment attraction efforts on behalf of global investment attraction organizations.

Prior to founding ROI, Steven was Partner and Executive Vice President at 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 investment attraction. Having built a team of PhD level mathematicians, economists and senior software engineers, 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 2017. Since its release, the platform has been adopted by over 100 EDO’s in over a dozen countries, 15 US states and 6 Canadian provinces, among others.

Steven has been a featured speaker at numerous economic gatherings. Over the past two years, Steven has presented at: Select USA, the International Economic Development Council, State International Development Organization, the Florida Economic Development Council Annual Conference, Council for Community and Economic Research, Global Carolina Connections, Ports to Plains Alliance, and the Texas Economic Development Council, among others.

Steven has been published across multiple media platforms on a variety of topics related to trade, FDI and corporate investment/attraction and has served on a number of charitable and business-related boards.

PANEL DISCUSSION

Special Focus: Belgian Investment in the Carolinas



MODERATOR

JEAN-LOUIS VANDERSTRAETEN

Honorary Consul of Belgium for South Carolina Advisor to the Chairman – FN Group

Mr. Jean-Louis Vanderstraeten recently retired from his position of Executive Director of the French-American Chamber of Commerce of the Carolinas to focus on his new appointment as Honorary Consul of Belgium for South Carolina, his consulting business and his position of Advisor to the Chairman of Fabrique Nationale Herstal (FN) and the Browning Group, a Belgian corporation.

Prior to his current position, he served as the President & CEO of FN Manufacturing, LLC from 1998 to 2014 in Columbia, SC, Vice President and CFO of both FNMI and U.S. Repeating Arms Company (USRAC), an affiliate company to the Browning, Inc. organization, which traded as Winchester Rifles and Shotguns in New Haven, Connecticut. FN Manufacturing, LLC is a subsidiary of FN Herstal in Liege, Belgium. FN Manufacturing, LLC is one of the largest small arms producers for the U.S. Military and Law Enforcement providing 70% of Small Arms (M240, M249, M4 and M16) in use by the U.S. military.

In 1996, he moved to Hong Kong for an 18-month assignment as CFO of the Asia Pacific Division of SALT-Radio Holland, SA; a company servicing and trading in navigation and communication systems.

Mr. Vanderstraeten has been associated with the FN Herstal Group for over 38 years. He has an extensive financial background and has held management positions for the corporation in Belgium, Nigeria, Hong Kong and the United States. He holds a Financial Degree from the Chambre Belge des Experts Comptables in Liege, Belgium.

Mr. Vanderstraeten lives in Columbia, South Carolina.



MODERATOR

MICHEL VANESSE

Partner, Parker Poe Adams and Bernstein LLP

Originally from Belgium, J. Michel Vanesse advises clients on all aspects of employee benefits and executive compensation. He also counsels clients on the design, maintenance, and termination of qualified and non-qualified plans, performance-based and equity-based compensation, and all forms of executive compensation arrangements. Those include employment agreements, change-in-control agreements, and termination agreements, including in the private equity context.

Michel has represented public and privately held companies and also not-for-profit and governmental organizations, particularly in the health care industry. In that capacity, he regularly provides advice on the design and operation of 403(b) and 457 plans.

PANEL DISCUSSION

Special Focus: Belgian Investment in the Carolinas

PANELISTS



THE HONORABLE WILLIAM DE BAETS **Consul General of Belgium, Atlanta**

William De Baets was appointed Consul General of Belgium in Atlanta on April 4, 2016. In that position he covers a jurisdiction of 10 States: Alabama, Arkansas, North Carolina, South Carolina, Florida, Georgia, Kentucky, Louisiana, Mississippi and Tennessee.

Mr. De Baets brought to this posting 16 years of diplomatic experience acquired in Ivory Coast, Venezuela, Ethiopia, Brussels and Washington. In Abidjan, Caracas and Addis Ababa he was Deputy Head of Mission. During his assignment in Brussels he headed the Foreign Affairs Crisis Center and the Belgian Government's emergency relief and assistance unit B-FAST. At the embassy of Belgium to the USA in Washington, DC, he focused on political-military affairs.

Before joining the diplomatic service, William De Baets served nine years in the Belgian Navy, both on board and in headquarters. He received naval training at the Belgian Navy, the French Marine Nationale and the Dutch Royal Navy.

Mr. De Baets holds a degree of Civil Engineer in Telecommunications from the Royal Military Academy in Brussels.



PAUL DE SLOOVER **Manager, DeSol Power Tiles**

Paul De Sloover is Manager of DeSol Power Tiles, a Duluth, Ga.-based manufacturer of solar roof systems, and CEO of Solus Engineering, LLC.

Paul's long career includes obtaining patent protection and UL certification for his company's solar panels. He also has been an independent textile trader who connected European Union companies with customers in the United States and Canada, including a joint venture in Turkey with the world's largest rug manufacturer.

Paul managed for 17 years a family business in Belgium that specialized in pre-stressed floor coverings and was a pioneer in design and calculation computer software in Europe for pre-stressed concrete slabs and other floor-covering applications in the 1970s and 1980s.

PANELISTS



CHRISTOPHE THEUNISSEN **Vice President of Sales, Nomaco**

After studying International business and marketing at HEC Liege Belgium, Christophe came to the US to intern for Nomaco on a scholarship awarded by the Prince Albert Foundation of Belgium. He was an exchange student with the Rotary prior to going to College and had such a good experience that he wanted to go back to the US.

Once with Nomaco, Christophe developed a passion for solving challenges with foam. Nearly 30 years later, that passion, combined with his interest in meeting new people and building relationships, plus his desire to learn something new each and every day makes Christophe the perfect sales leader for our business.

At Nomaco, Christophe has been involved with many projects: he was involved with the Fun noodle and grew that business from zero to over 17,000,000 units in less than two years. Christophe was also in charge of launching Nomacorc, our synthetic wine closure, in the market and he set up distribution in the US, Canada, Australia, South Africa, Argentina and Chile. He is currently in charge of sales for our three market segments and spearheads the launch of our game changing joint filler Nomaflex.

The variety of Christophe's market interactions keeps things interesting as he may be learning something new about auto glass, fitness, recreation, or really anything on a given day. For him, he wouldn't have it any other way.

When not at work, Christophe enjoys spending time with his family, waterskiing or sailing when they can. He and his wife, Anne, have three children: Sebastien, Thomas and Claire.

REPRESENTATIVE **Solvay USA Inc.**

Solvay is an advanced materials and specialty chemicals company, committed to developing chemistry that addresses key societal challenges, assisting customers in innovating, developing, and delivering high-value, sustainable products and solutions that consume less energy and reduce CO2 emissions, optimize the use of resources and improve the quality of life. Solvay generates 90% of our net sales in activities where they are among the world's top three players. They serve diversified global end markets including automotive and aerospace, consumer goods and healthcare, energy and environment, electricity and electronics, building and construction, as well as industrial applications.

Solvay has 135 sites globally with a presence in 61 countries. In the United States, Solvay employs 6,400 people in over 44 major industrial sites, eight Formulation Centers, seven Research and Innovation Centers (R&I) and three North American headquarters in Alpharetta, Georgia; Houston, Texas; and Princeton, New Jersey.

LUNCH PROGRAM

General Session & Luncheon Speakers



CHRISTOPHER CHUNG

CEO, Economic Development Partnership of North Carolina

In 2015, Christopher Chung joined the Economic Development Partnership of North Carolina (EDPNC) as Chief Executive Officer. Chris brings more than 20 years of state-level economic development experience to his role.

As a public-private partnership, the EDPNC is responsible for a number of economic development functions on behalf of the State of North Carolina, including new business recruitment, existing business support, international trade and export assistance, small business start-up counseling, and tourism, sports, and film promotion. With a staff of more than 60 professionals and an annual operating budget of more than \$24 million, the EDPNC is focused on advancing the economic interests of North Carolina's 100 counties and more than 10 million residents.

Chris previously held various executive and management responsibilities at the Missouri Partnership (2007-2014) and the Ohio Department of Development, now known as JobsOhio (1997-2007).

Chris attended The Ohio State University (OSU), graduating Phi Beta Kappa with a double-major in Japanese and economics. He also completed significant coursework towards a Master's in Public Policy and Management.

Chris and his wife Emily reside in Raleigh, North Carolina.



KARL KONSTANTIN GRASSER

Manager, EGGER Wood Products, LLC

Karl Grasser led the site selection efforts for EGGER's new particleboard manufacturing plant in the US. Today, Karl is a Manager of EGGER Wood Products LLC and Administrative Project Manager for the companies' greenfield project in North Carolina. The Lexington, NC, facility — a state-of-the-art particleboard manufacturing plant - will be the company's first production facility in the U.S. Construction of the plant is expected to start end of 2018, and production at the future facility is slated to begin in 2020.

The project implementation is taking place in several stages, the first being the construction of a particleboard manufacturing plant with lamination capacities. It involves an investment volume of approximately USD \$300 million and will create 400 direct jobs over the next six years.

The EGGER Group, headquartered in St. Johann in Tyrol, Austria, is a leading international wood-based materials manufacturer. Founded in 1961, the family-owned company has 18 production plants with approximately 9,000 employees worldwide. Customers include those in the furniture, wood distribution, building and do-it-yourself (DIY) industries.

SPECIAL BREAK-OUT SESSION

Gazelle.IA – A One-Stop Investment Attraction & Lead Generation

STEVEN JAST

President and Founder, ROI Research on Investment

(Bio on p6)

FEATURED PRESENTATION

The Future of Corporate Payments



STEPHEN MARKWELL

Head of Treasury Services Product Investment Strategy for the Commercial Bank, JPMorgan Chase

Stephen Markwell is the Head of Treasury Services product investment strategy for the Commercial Bank. He is responsible for creating and executing upon the Commercial Bank's TS product investment strategy.

In his role as FinTech lead for the Commercial Bank, Stephen works across our line of business to evaluate and source FinTech partners that address our strategic priorities.

Stephen has been with the firm for 14 years, in senior roles spanning product management, technology, and program management. Prior to joining the CB, Stephen was a CIB product executive where he led multiple product P&L's and developed several patent pending products such as Corporate Quick Pay. Prior to joining the firm, Stephen held leadership positions at two early stage technology start-up companies and was a management consultant for Cap Gemini Ernst & Young.

He is a frequent speaker and publisher on payments and cash management with leading industry publications and associations such as *Treasury & Risk Magazine* and The Association of Financial Professionals.

Stephen earned Bachelor of Science degrees in Computer Science and Marketing from Indiana University and an M.B.A. with distinction and finance concentration from UNC's Kenan-Flagler Business School.

FEATURED PRESENTATION

Norafin (Americas)



STUART SMITH

Vice President, Norafin (Americas) Inc.

Stuart Smith is the Vice President of Norafin (Americas) Inc., a manufacturer of high performance spunlace nonwoven textiles, and is responsible for their business in North America. He has worked for over 30 years in the nonwovens industry, moved to the US in 1994, and has been with Norafin since 2004.

Norafin started operations in June 2018 at their new facility in Mills River, NC; their first outside of Germany where they are headquartered.

PANEL DISCUSSION

Transformative Trends in Supply Chain Logistics: What Should International Companies in the Carolinas Know?



MODERATOR

SUZANNE DICKERSON

Director of Logistics Industry Initiatives, South Carolina Council on Competitiveness

Suzanne Dickerson is the Director of the Logistics Industry Initiative and joined the SC Council on Competitiveness in 2016 after serving for eight years as the Director for International Business Development at Clemson University's International Center for Automotive Research (CU-ICAR). Suzanne's experience includes 20 years in the automotive industry: 12 years within BMW working in the fields of corporate sustainability, innovation management and long-term strategic and structural planning.

She began her career with BMW in Munich, Germany, at corporate headquarters upon completion of the Bosch Foundation Fellowship Program. Suzanne speaks fluent German and is also a Fellow of the BMW Foundation Young Leaders Forum. Suzanne serves as Vice President of the multi-state Southern Automotive Women's Forum and is a Board Member on the South Carolina Automotive Council. Suzanne lives in Greenville, SC, and locally is a Board Member on the Roper Mountain Science Center Board and a Fellow of the Riley Institute Upstate Diversity Leadership Program. In 2013, Suzanne received the Knowledge Economist Award from the South Carolina Research Authority and in 2015, Suzanne was the recipient of the Clemson Women in Leadership Award. Recently, in 2018, Suzanne joined the South Carolina Manufacturers Extension Partnership Board.

PANEL DISCUSSION

Transformative Trends in Supply Chain Logistics: What Should International Companies in the Carolinas Know?



PANELISTS

BOB DEHENY

Vice President: Marketing, Solutions and New Business Development for thyssenkrupp Supply Chain Services

Bob Deheny is Vice President: Marketing, Solutions and New Business Development for thyssenkrupp Supply Chain Services. A veteran of building relationships for organizations that produce sustainable value, Bob has over 20 years' experience in supply chain. With an MBA in International Business, Bob has driven business initiatives to new markets and elevates partnerships through his professionalism and results-oriented approach. A consummate professional, Bob always delivers beyond expectations.



MICAH MALLACE

**Director Strategic Projects
South Carolina Ports Authority**

Micah Mallace is the Director of Strategic Projects at the South Carolina Ports Authority. He is responsible for long term growth strategy and recruitment of port-dependent companies to locate manufacturing facilities or distribution centers in South Carolina. This involves guiding companies through supply chain optimization studies, site location processes, transportation vendor selection, and incentive negotiations. The Port of Charleston has been the fastest growing port in the US since 2011 and Micah has been fortunate to be involved.

He previously worked in Property Management for Riverstone Residential and Vail Resorts.

Micah graduated from the College of Charleston with a Global Logistics and Supply Chain Management degree and MBA in Finance.



RALF SCHNEIDER

Chief Operating Officer, Senator USA

Ralf Schneider is COO of Senator USA, a Miami-based provider of international freight, shipping and logistics and part of Senator International headquartered in Hamburg, Germany.

Ralf has been in his current position since 2014. He has more than 20 years of experience in North America, Central Europe and Southeast Asia, where he was the Founding and Managing Director of Senator Thailand.

Ralf's specialties include automotive, aerospace, aeronautical systems, logistics and warehousing, e-commerce and domestic distribution.

FEATURED PRESENTATION

State of Foreign Investment & International Trade in 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 the 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.

FEATURED PRESENTATION

Global Commodities — Financial Risk Management in a Volatile Environment



JON EFKEN

Director, Global Commodities, Bank of America Merrill Lynch

Jon Efken currently serves as a Director in Bank of America Merrill Lynch's Global Commodities Group, Merrill Lynch Commodities, Inc. or MLCI. As Global Commercial Banking Head of Commodities Sales, Jon is tasked with growing the commodities franchise by delivering commodities risk management solutions to middle market, E&P, and metals and mining clients.

During his 30 years with Bank of America Merrill Lynch, Jon has been both a trader and marketer. His core responsibility has always been to serve clients by aiding them in the financial risk management of their foreign exchange, interest rates, energy, metals, and other exposures.

Jon joined the Bank in 1988 as one of four select participants in the Professional Development Management Training Program at Centerre Bank. After Boatmen's Bank acquired Centerre in 1988, Jon joined the foreign exchange desk where he spent the next six years as an FX trader managing risk on behalf of the Bank and quoting prices to a broad spectrum of counterparties. In 1995, he moved to the marketing side of the business where he provided FX risk management to a wide range of customers including other banks, Fortune 500 companies, fund managers, global custodians, and the Federal Reserve Bank of New York. In 1996, NationsBank acquired Boatmen's and Jon added interest rate risk management to his repertoire marketing FX and interest rate risk management services to primarily middle market clients of diverse size and levels of sophistication. NationsBank acquired BankAmerica in 1998 forming Bank of America. Shortly thereafter, Jon began marketing energy risk management solutions to consumers, distributors, and producers of various energy forms. In 2006, he added metals capabilities to his skill set. In January of 2009, the global commodities efforts of Bank of America and Merrill Lynch were merged as Merrill Lynch Commodities, Inc. The suite of products offered has continued to grow.

A native of St. Louis, Jon holds a BSBA from St. Louis University and an MBA from Washington University. He lives in Charlotte, NC, with his wife Kathy, their son, and two daughters.

PANEL DISCUSSION
Workforce Landscape & Issues
Facing Global Companies in the Carolinas



MODERATOR

DR. KANDI DEITEMEYER
President, Central Piedmont Community College

Dr. Kandi W. Deitemeyer began her tenure as the fourth president of Central Piedmont Community College (CPCC) in 2017. Dr. Deitemeyer came to CPCC with an extensive and diverse background in community college administration. Her career has spanned 25 years in higher education, with 23 of those serving in community college systems in North Carolina, Kentucky and Florida.

“I believe everything we do at Central Piedmont Community College is life-changing,” Dr. Deitemeyer has said. “When someone asks me what I do, I typically reply, ‘I am in the life-transformation business.’ After 25 years in higher education, I’ve seen the impact our colleges have on individuals, families and communities. CPCC is the hope many of our students are seeking. Hope of a better job, better wage, better life, and better provisions for their family.”

Currently, Dr. Deitemeyer serves on the Southern Association of Colleges and Schools – Commission on Colleges Executive Council of Board of Trustees and is an active member of the North Carolina Association of Community College Presidents. She is a Rotarian and serves on many community and philanthropic boards, including the Charlotte Chamber, Charlotte Regional Collaborative for a Global Economy, Charlotte Regional Partnership, Leading on Opportunity Council, and the League for Innovation.

While her professional work is leading Central Piedmont in its efforts as a national leader in workforce development, Dr. Deitemeyer derives her personal joy from her faith and family.



PANELISTS

DAVID LINFORD
Vice President & General Manager, GOM Americas Inc.

David Linford is the Vice President and General Manager of GOM Americas Inc, a subsidiary of GOM GmbH of Braunschweig, Germany, an established, privately-held business. GOM is the global leader in 3D imaging technology for industrial metrology.

Prior to GOM, David worked for British Petroleum in a number of commercial roles with European, Global and US responsibilities. He was based in London, Hamburg, Brussels, San Jose (CA), Duesseldorf and Chicago, before moving to Charlotte to work as the Vice President, Commercialization for a wind turbine technology business.

David helped establish the GOM Americas organization in 2015 to act as a local support hub for GOM’s distributors and customers throughout the Americas region. The office is located at the UNC Charlotte campus in the Portal building – a Charlotte Research Institute facility housing a number of cooperative ventures between the University and the Industrial community. There is a full range of demonstration equipment, including an automated scanner, which is used for internal and external training events with the educational and business communities. There are eight full-time staff and plans to expand considerably over the next few years.



CHRIS PAYNTER

Dean, Science, Information Technology, Engineering & Math Central Piedmont Community College

Chris Paynter serves as the dean of Science, Information Technology, Engineering, and Mathematics (STEM) at Central Piedmont Community College (CPCC) in Charlotte, NC, where he works to increase student success in workforce development and university transfer programs.

In close coordination with advanced industries in the Charlotte region, Mr. Paynter creates and manages curriculum pathways to provide demand based talent pipelines. A prominent part of this work includes the internationally recognized apprenticeship programs, Apprenticeship Charlotte and Apprenticeship2000, which adopt the best practices of workforce development from global partners.

With dedication to continual improvement, Mr. Paynter has helped lead a data-driven strategy to align STEM educational programs to comprehensive pathways starting in high school, through community college, and on to universities. Under his leadership, the CPCC STEM student success agenda has focused on these four areas of college excellence: learning, completion, access and labor market outcomes.



SVEN SCHROER

CEO, HUESKER, Inc.

Sven Schroer began his career with HUESKER in February 2002 and has held multiple leadership roles within the HUESKER Group including: Area Manager for South East Europe, Middle East and Africa, Export Manager and currently CEO of HUESKER Inc for North and Central America.

He relocated his family from Germany to Charlotte, NC, and took over the CEO role for HUESKER Inc. in January 2014. Sven is responsible for all personnel and business activities for North and Central America for HUESKER Inc.

Sven holds a Dipl.-Ing. Civil Engineering and M. Sc. Construction Management.

HEINER DORNBURG

Managing Director, Groninger USA LLC

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

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- » 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 \$5 billion in capital investment, and the creation of more than 5,000 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 leads the firm's economic development initiatives.

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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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In complex, opportunity-filled environments, you want the best strategies and platform to drive growth, efficiency, control and personal success. That's why Bank of America Merrill Lynch develops a deep understanding of you and your business to deliver comprehensive ideas, solutions and guidance—from financing and treasury to investment banking, risk and wealth management. Helping you achieve the full potential and value of your business. That's the power of a local connection, with you, year by year, wherever you want to grow.



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Clayco is a full-service, turnkey real estate, architecture, engineering, design-build and construction firm that delivers clients around the world the highest quality solutions on time, on budget and above and beyond expectations. Develop. Design. Build. It's not just the steps in the design build process that set us apart. It's how we overlap each step to make every project better. Founded in 1984, every project we've built has been fully integrated and we have revolutionized the design-build process every step of the way. Our building processes deliver solutions of the highest standard, and clients have trusted Clayco to handle their most complex construction projects for over 30 years.

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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 14 million square feet of office, industrial, flex and retail space. Our large and varied inventory of land for sale presently exceeds 10,700 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 office of NAI Global, the largest organization of real estate brokerage firms in the world. To learn more, visit www.naicarolantic.com



NAI Earle Furman

Founded by J. Earle Furman in 1986, NAI Earle Furman is a leading full service commercial real estate brokerage firm in the Upstate of South Carolina specializing in the office, industrial, investment and retail sectors. NAI Earle Furman offers a wide range of services including sales, leasing, development, site selection, consulting and property management.

NAI Earle Furman (SC) and NAI Piedmont Triad (NC) joined forces in 2017 to form a creative commercial real estate collaboration across state lines. This strategic alliance mutually benefits both firms with more manpower, added support, and additional resources. NAI Earle Furman and NAI Piedmont Triad each encourage an environment of collaboration, mentoring and shared success. The agents at both firms have the passion, dedication, and expertise to realize the maximum potential and generate creative solutions for our clients across the Carolinas and worldwide. Through NAI, a managed global network of outstanding brokers, we are uniquely capable of satisfying client requirements by having experts on the ground at virtually every location around the world. Relationships that are formed by outstanding local service are transitioned across the globe. Our collaborative services platform provides an expansive, yet nimble and responsive structure enabling us to efficiently deliver superior results.

NAI Earle Furman strives towards excellence not only as a quality commercial real estate company, but also as a team united to provide the best service to our customers, clients, and community through integrity, dedication, and diligence in every aspect of life.

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SunCap Property Group is a privately held, national commercial real estate development and investment firm, specializing in the delivery of speculative and single-tenant build-to-suit facilities, the creation of retail, multifamily and mixed-use communities, and the acquisition of institutional-grade real estate in key markets. Since its inception in 2009, SunCap has been awarded and successfully delivered more than \$2.75 billion in development projects with geographic concentrations in the Southeast, Northeast, Nevada and Arizona.

In addition to self-funded projects, SunCap has partnered with foreign and domestic institutions, publicly traded REITs and private equity investors and has performed due diligence and entitlement in over 130 cities. SunCap has thirty-nine full time employees, including in-house general counsel and fourteen engineers, in four offices – Charlotte, NC (headquarters); Charleston, SC; Pittsburgh, PA; and Denver, CO. For more information, visit www.suncappg.com.

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GEL Engineering, LLC

GEL has focused on Manufacturing and Industrial clients in the Carolinas for over 37 years. GEL is recognized as an expert in the areas of Air Permitting and Modeling, Industrial Wastewater Design and Permitting, and Wetland Fill Mitigation and Permitting. With a deep understanding of the unique needs that industrial facilities face – GEL can 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 including: Analytical Testing, Environmental Consulting/Monitoring, Civil Engineering/Surveying, Subsurface Utility Engineering and Geophysical Services. Visit www.gel.com for more information.

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The Q Works Group, founded in 2002, is a professional and executive recruiting firm specializing in serving the automotive, building products, chemicals, industrials, machinery, technology 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.

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THS Constructors, Inc. is an open-shop general contractor with offices in Greenville, South Carolina. The company focuses on industrial projects including manufacturing facilities, warehouse and distribution centers, commercial office, biotech projects, and education institutions. 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. THS delivers 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 their experience modifier rate (EMR) of .85. For the past 12 years, their OSHA 300 log has shown a zero-incidence rating. THS is 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 (they 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, the two Carolina's and Tennessee.

Through the years, THS personnel have delivered automotive related facilities valued in the millions of dollars throughout the Southeast. Other 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. In 2017, THS was awarded their 17th 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 Jack Brown at 864-918-0769 or jbrown@thsconstructors.com and they will be happy to respond to any of your design and contractor needs.

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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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South Carolina Power Team is a full-service, non-profit economic development organization representing the state's 20 consumer-owned electric cooperatives and Central Electric Power Cooperative, Inc. 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 \$15.6 billion in capital investment and 79,210 new jobs have been added in the service area of the 20 electric cooperatives.

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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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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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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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