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CONNECTIONS

2022 Global Business Conference
on International Investment in the Carolinas

Wednesday, August 24, 2022 | Harris Conference Center | Charlotte, NC

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AGENDA

8:00–9:00AM	REGISTRATION, CONTINENTAL BREAKFAST & NETWORKING SPONSORED BY: JOB IMPULSE
9:00–9:10AM	OPENING REMARKS DANNY CHAVEZ Chief Business Recruitment Officer, Charlotte Regional Business Alliance
9:10–9:25AM	WELCOMING REMARKS THE HONORABLE VI ALEXANDER LYLES Mayor, City of Charlotte
9:25–9:50AM	FEATURED PRESENTATION The State of Foreign Direct Investment in the United States: Challenges and Opportunities CARRIE COLE Vice President of Sales, ROI Research on Investment Gazelle.ai
9:50–10:00AM	COFFEE AND NETWORKING BREAK SPONSORED BY: EDIFICE GENERAL CONTRACTORS
10:00–10:05AM	FEATURED REMARKS DR. KANDI DEITEMEYER President, Central Piedmont Community College
10:05–10:30AM	FEATURED PRESENTATION The State of Foreign Investment in North Carolina CHRISTOPHER CHUNG Chief Executive Officer Economic Development Partnership of North Carolina
10:30–11:30AM	PANEL DISCUSSION Cybersecurity & Data Privacy: Risks and Solutions for Carolinas' Based Global Businesses SPONSORED BY: J.P. MORGAN MODERATOR: COLIN KISER Director of Business Development, Spotit PANELISTS: Henk De Jonghe , Strategic Consultant, Automation COE Lead Pieterjan Donck , Group IT Infrastructure Manager, BekaertDeslee Holding Sarah Hutchins , Partner, Cybersecurity & Data Privacy Team, Parker Poe Steven Vynckier , Founding Partner, Spotit
11:30AM–12:55PM	LUNCH: BREAK-OUT SESSION & KEYNOTE ADDRESS SPONSORED BY: ROI RESEARCH ON INVESTMENT & GAZELLE.AI 11:40AM – 12:10PM SPECIAL BREAK-OUT SESSION — ASH ROOM Gazelle.ai — A One-Stop Investment Attraction & Lead Generation Platform CARRIE COLE Vice President of Sales, ROI Research on Investment Gazelle.ai 12:20 – 12:55PM KEYNOTE ADDRESS Volvo Car's Corporate Sustainability Initiatives: Where Rubber Meets the Road KATARINA FJORDING Head of Volvo Car University & Sustainability Americas, Volvo Car USA LLC

12:55–1:25PM

FEATURED PRESENTATION

The State of Foreign Investment in South Carolina

HARRY M. LIGHTSEY, III

Secretary of Commerce, South Carolina Department of Commerce

1:25–2:25PM

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas' Food & Beverage Sector:
Challenges & Opportunities

SPONSORED BY: GRESHAM SMITH

MODERATOR:

RICHARD KUGELMANN, CEC®, CCA®, AAC®

Dean of Skilled Trades and Public Services

Central Piedmont Community College

PANELISTS:

Jeff Kellar, Chief Executive Officer, VPET USA LLC

Hal Teegarden, Chief Operating Officer, HS Growers LLC

Karsten Uhlmann, Chief Executive Officer, BCA Brewing Corporation of the Americas (Gilde USA)

2:25–2:55PM

FEATURED PRESENTATION

A Fireside Chat: Global Manufacturing and the Renewable Energy Sector in the Carolinas —
Charging Forward towards a Sustainable Future

SPONSORED BY: PARKER POE

FEATURING:

KATHERINE ROSS

Partner,

Energy & Environment Practice Group

Parker Poe Adams & Bernstein LLP

ANDREW TATE

Director,

North Carolina Economic Development

Duke Energy

2:55–3:10PM

COFFEE AND NETWORKING BREAK

SPONSORED BY: WELLS FARGO

3:10–3:45PM

FEATURED PRESENTATION

The Challenging Road Returning to Normal

SPONSORED BY: RÖDL & PARTNER USA

JAMES E. (JIM) GLASSMAN

Managing Director, JPMorgan Chase & Co.

Head Economist, Chase Commercial Banking

3:45–4:45PM

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas' E-Mobility Sector:
Challenges & Opportunities

SPONSORED BY: MYERS & CHAPMAN, INC.

MODERATOR:

DAVID VERNER

Executive Vice President, Industrial, Gresham Smith

PANELISTS:

Steve Christian, Senior Director, Americas Sales, STAR EV Corporation

Morgan Crapps, Principal, Site Selection Consultant, Parker Poe Consulting, LLC

Ravindra (Ravi) Nagarkar, Chief Executive Officer, Bharat Forge Aluminum USA

Leighton Yates, Senior Manager, Government Affairs, VinFast US

4:45–5:00PM

CLOSING REMARKS AND NETWORKING SESSION

OPENING REMARKS



DANNY CHAVEZ

Chief Business Recruitment Officer Charlotte Regional Business Alliance

Danny Chavez joined the Charlotte Regional Business Alliance (CLTA) in November 2021 as the Chief Business Recruitment Officer. He serves as the executive lead for the business development team at CLTA. He formerly represented the Dallas-Fort Worth (McKinney) and San Antonio regions in executive roles.

As an economic development executive, Danny has worked domestically and internationally with corporate executives, site selectors, capital partners and real estate developers to close projects and investments of all sizes. He has served in multiple capacities where he has focused on commercial and mixed-use developments and working with startups, mostly in the cybersecurity and SaaS sectors. Danny's innovative approach to economic development and related business interests have created new means to close corporate investments and identifying growth opportunities. He is the creator and chief architect of a first-of-a-kind, web-based incentive fund called the Innovation Fund. In 2021, he was named a Finalist for D CEO Magazine's Innovation Advocate of the Year award for his work on the Innovation Fund. Danny was also featured in D CEO Magazine's 2022 edition of The Dallas 500, the publication's premier feature of the most powerful executives in North Texas.

Danny has managed teams and individually worked on and closed many economic development projects ranging from Fortune 500 and headquarter operations to startup relocations. The teams he has managed have yielded over \$1.2B in capital investment and created over 7,200 jobs. His individual efforts have yielded over \$845M in capital investment and created over 5,700 jobs for the regions he's represented. He has spent much of his career focusing on innovating incentives and fundraising for startups. Teams he has managed have garnered more than \$56M in funds for their projects. Danny was the Co-Founder of a mobile software company, Epux, and is the Founder of a management consulting firm, Iconimi. He continues to serve in consultancy or advisory roles for several startups.

Danny holds a bachelor's degree in Political Science from Angelo State University. In 2017, he was selected to the Forbes Young Entrepreneur Council (YEC) and, in 2021, he was named by Consultant Connect as one of North America's Top 50 Economic Developers.

His approach to leadership is authenticity above all else.



THE HONORABLE VI ALEXANDER LYLES

Mayor

City of Charlotte

On Dec. 2, 2019, Vi Lyles was sworn in as the 60th Mayor of Charlotte, North Carolina. As a Democratic leader, she is known for her strong commitment toward creating jobs, expanding affordable housing options and supporting safe, livable neighborhoods.

Mayor Lyles received a bachelor's degree in political science from Queens University and a master's degree in public administration from the University of North Carolina at Chapel Hill.

Under her leadership, the City of Charlotte continues to grow as a center for commerce, culture and diversity.

FEATURED PRESENTATION

The State of Foreign Direct Investment in the United States: Challenges and Opportunities



CARRIE COLE

Vice President of Sales

Gazelle.ai

Carrie joined Gazelle.ai in 2018 shortly after its launch. In her time there, she has helped lead the sales process in the economic development space and, in 2021, she was promoted as Vice President of Sales to scale Gazelle.ai in the B2B market.

As Vice President of Sales of Gazelle.ai, Carrie has contributed towards the growth of Gazelle.ai to a Financial Times' Fastest Growing Company in North America and a Deloitte Technology Fast 50 Company-to-Watch in 2022.

Gazelle.ai is the first business intelligence platform that deploys artificial intelligence to prognosticate corporate expansion. Gazelle.ai's custom-built machine-learning algorithms, coupled with human curated intelligence, provide insights to firm-level expansion around the world. This unique platform includes profiles for over 9 million corporate establishments, features over 900 industry profiles and 20,000 proprietary industry heat maps. The solution is now used by over 750 subscribers in over 20 countries making it the fastest growing AI powered business intelligence platform.

Carrie has been a featured speaker at numerous economic gatherings. Over the past year, Carrie has presented at: Select USA, the International Economic Development Council, and Council for Community and Economic Research.



DR. KANDI W. DEITEMEYER

President

Central Piedmont Community College

Dr. Kandi Deitemeyer and her family came to Charlotte in 2017, when she began leading Central Piedmont Community College as its fourth president. Dr. Deitemeyer came to Central Piedmont with an extensive and diverse background in community college administration. Her career has spanned 31 years in higher education, serving in community college systems in North Carolina, Kentucky and Florida.

Dr. Deitemeyer's leadership style is best described as engaging, collaborative, and energetic. She has an unmatched passion for the student experience and has strategically focused Central Piedmont on ensuring student success is at the heart of all that it undertakes.

As a community college graduate, she also knows the journey of many of Central Piedmont's students and believes that the impact of Central Piedmont on an individual's life and our community can be transformational.

Through her career, she has experienced first-hand the challenges women face as they work to have a lasting impact on their organizations and advance into leadership positions. She understands well the importance of women leaders having mentors and serving as mentors.

Kandi Deitemeyer brings her high-impact energy and engagement to many local, statewide, and national efforts. Locally, she serves on the Charlotte Executive Leadership Council, Leading on Opportunity Council, and the Novant Health Greater Charlotte Market Board of Trustees. She is an active member of the North Carolina Association of Community College Presidents. As a commitment to future community college leadership, she serves as an advisory board member for the Belk Center for Community College Leadership and Research at North Carolina State University. Nationally, she has served as an executive board member of the American Association of Community Colleges.

Dr. Deitemeyer and her husband, Gary, and their daughter, Zoe, are proud to make their home in Charlotte.

FEATURED PRESENTATION

The State of Foreign Investment in North Carolina



CHRISTOPHER CHUNG
Chief Executive Officer
Economic Development Partnership of North Carolina

In 2015, Christopher Chung joined the Economic Development Partnership of North Carolina (EDPNC) as Chief Executive Officer and brings more than 23 years of state-level economic development experience to the 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 70 professionals and an annual operating budget of more than \$25 million, the EDPNC is focused on improving the economic well-being and quality of life for North Carolina's more than 10 million residents.

Since 2015, the EDPNC has helped North Carolina win more than 1,000 corporate expansion projects, resulting in nearly 151,000 announced new jobs and \$43 billion in announced new investment across the state.

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 resides in Raleigh, North Carolina, with his wife, Emily, and daughter, Elizabeth.

PANEL DISCUSSION

Cybersecurity & Data Privacy: Risks and Solutions for Carolinas' Based Global Businesses



MODERATOR

COLIN KISER

Director of Business Development

Spotit

Colin Kiser is the Director of Business Development for Spotit, a Belgian network and security specialist with global HQ in Ghent, Belgium and North American HQ in Raleigh, NC. He comes from the corporate site selection and economic development recruiting world, working with decision makers to sift through the manifold business factors driving a new investment or expansion.

After six (6) years at the Economic Development Partnership of North Carolina, he now focuses on bringing solutions to companies' network and security needs. Colin resides in Raleigh, NC, with his family, and is constantly daydreaming of the mountains.



PANELIST

HENK DE JONGHE

Strategic Consultant

Automation COE Lead

Henk is an experienced polyvalent and driven IT digital leader who loves to achieve success by showing real leadership in challenging environments and blow energy into projects and people. Thinking outside the box, a “make it happen culture,” and focus on solutions rather than problems.

This mindset helped him a lot in supporting organizations that are in front of significant business changes and have to (re)create their processes and system implementations.

Keep the balance between business demands and IT capabilities, invest in meaningful interactions with the customers and manage the portfolio in a pragmatic manner. Henk sees change as an opportunity and there is always a way forward.

Henk has over 25 years of experience in biotech and pharma. He has transformed early startup organizations into full pharmaceutical companies and helped companies with business transformations across the value chain, re-designing of teams and general change management.

PANELIST

PIETERJAN DONCK

Group IT Infrastructure Manager

BekaertDeslee Holding

PANEL DISCUSSION

Cybersecurity & Data Privacy: Risks and Solutions for Carolinas' Based Global Businesses



PANELIST

SARAH HUTCHINS

**Partner, Cybersecurity and Data Privacy Team
Parker Poe Adams & Bernstein LLP**

Sarah Hutchins leads the firm's Cybersecurity and Data Privacy team and is certified as a legal specialist in Privacy and Information Security Law by the North Carolina State Bar.

Sarah helps clients navigate business litigation, government investigations, and data privacy and cybersecurity matters. She has significant experience representing clients in business disputes, including over noncompetition and non-solicitation agreements, trade secret misappropriation, and unfair and deceptive trade practices. Her deep understanding of the digital aspects of business litigation allows her to assist clients in quickly identifying a digital trail and isolating key material.

Sarah's experience with business litigation and government investigations strengthens her cybersecurity and data privacy practice. She is recognized by the IAPP as a Certified Information Privacy Professional/United States (CIPP/US), which is the gold standard for privacy professionals in America. Sarah counsels multi-national corporations on compliance with federal and state data privacy and security regulations, advises on the cross-border transfer of personal data, and coordinates data breach responses with governmental and quasi-governmental entities. Sarah's extensive litigation experience includes federal and state civil lawsuits related to data privacy, security, and information technology.

Sarah also has extensive experience in large-scale government investigations featuring the U.S. Department of Justice, the Securities and Exchange Commission, the Federal Trade Commission, and the Consumer Financial Protection Bureau, among other regulators. A seasoned litigator, she is admitted to practice before state and federal courts in North Carolina and Virginia, the Fourth Circuit Court of Appeals, the U.S. District Court for the District of Columbia, and the District of Columbia Court of Appeals.

Sarah is ranked by her peers in Chambers USA; Best Lawyers in America; and Benchmark Litigation. Over the last few years, she has received multiple accolades and awards in recognition of her commitment to her profession as well as her community. Sarah received her BA from Vanderbilt University and JD from William & Mary. She is licensed to practice law in North Carolina, Washington D.C. and Virginia.



PANELIST

STEVEN VYNCKIER

**Founding Partner
Spotit**

With 20+ years of experience in the IT sector, Steven Vynckier, co-founder of Spotit, brings experience and insight to his clients and their networking and security needs to create a comprehensive vision to protect and add core business value to any firm. Based in Ghent, Belgium, you'll find him running and cycling on the weekend with his wife and 2 kids.

LUNCH
Keynote Address
Volvo Car's Corporate Sustainability Initiatives:
Where Rubber Meets the Road



KATARINA FJORDING

Head of Volvo Car University and Sustainability Americas

Volvo Car USA LLC

Katarina is a senior executive and an automotive veteran with over 30 years of global experience from Europe, Asia and America. A mechanical engineer, Katarina has held several senior positions with Volvo Cars including Vice President Manufacturing Asia while stationed in China. In her most recent assignment, as Vice President Purchasing & Manufacturing Americas, she led the establishing of Volvo Car's first industrial footprint in America including overseeing the build of the production facility in South Carolina.

Katarina served on the board of Sunfleet Car Sharing, on the Swedish Chamber of Commerce in China and as an Executive Board Member of the South Carolina Chamber of Commerce. Katarina is the Chair of the Red Cross SC Lowcountry Board and she currently serves on Clemson University President's Advisory Board, College of Charleston School of Business Board of Governors, Cradle to Career Board, Gibbes museum Board and she is a former Honorary Commander and now a Palmetto Leader at the Joint Military Base Charleston.

Katarina is an Honorary Doctor of Science with Claflin University, a Manufacturing Institute STEP Ahead Award Honoree and a Founder's Award Honoree with the Trident Literacy Association. Katarina loves the outdoors and mainly enjoys it through sail racing and hunting and she has visited Antarctica and the Arctic.

LUNCH

Special Break-out Session

Gazelle.ai — A One-Stop Investment Attraction & Lead Generation Platform



CARRIE COLE

Vice President of Sales

Gazelle.ai

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Gazelle.ai is the first business intelligence platform that deploys artificial intelligence to prognosticate corporate expansion. Gazelle.ai's custom-built machine-learning algorithms, coupled with human curated intelligence, provide insights to firm-level expansion around the world. This unique platform includes profiles for over 9 million corporate establishments, features over 900 industry profiles and 20,000 proprietary industry heat maps. The solution is now used by over 750 subscribers in over 20 countries making it the fastest growing AI powered business intelligence platform.

Carrie has been a featured speaker at numerous economic gatherings. Over the past year, Carrie has presented at: Select USA, the International Economic Development Council, and Council for Community and Economic Research.

FEATURED PRESENTATION

The State of Foreign Investment in South Carolina



HARRY M. LIGHTSEY III

Secretary of Commerce

South Carolina Department of Commerce

Harry M. Lightsey III was appointed by Governor Henry McMaster to serve as Secretary of Commerce in June 2021. A fixture in South Carolina's business community for decades, Lightsey served in top executive leadership roles for major corporations in South Carolina and across the nation. Notably, he served as the president of BellSouth Telecommunications for South Carolina prior to the company's merger with AT&T, afterward becoming president for AT&T's Southeast region.

Following his 26 years in the telecommunications industry, Lightsey joined the General Motors Corporation where he directed the legacy automaker's federal government affairs operation, as well as the emerging technologies, OnStar and infotainment divisions. Lightsey most recently served as a principal with Hawksbill Advisors – a subsidiary of Hawksbill Group. He has also served as a member of the board of directors of the Federal Reserve Bank in Richmond, Virginia.

Mr. Lightsey is a 1978 graduate of Princeton University, and a 1981 graduate of the University of South Carolina School of Law.

Lightsey, a native of Columbia, S.C., is married with two adult children.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas’ Food & Beverage Sector: Challenges & Opportunities



MODERATOR

RICHARD KUGELMANN, CEC®, CCA®, AAC®
Dean of Skilled Trades and Public Services
Central Piedmont Community College

Richard graduated from Methodist in 1982 with a degree in Business and from Central Piedmont Community College in 1996 with a degree in Culinary Technology. Richard is a native of Germany and came to America when he was five (5) years old.

After several years in banking and finance, Richard entered the foodservice industry and spent 10 years working for hotels and restaurants as both a chef and a general manager. He was a proprietor with Outback Steakhouse. He owned several restaurants in Fayetteville, NC, before entering culinary education at Fayetteville Technical Community College, where he served as a faculty member and Department Chair for the Culinary Program. In 2017, Richard went to Central Piedmont Community College as the Division Director for the Hospitality Education Programs featuring Culinary Arts, Baking & Pastry Arts, and Hospitality Management.

Richard is the past president of the North Carolina Chapter of the American Culinary Federation, was the Competition Committee Co-Chair, and served on the Certification Committee for the Chefs of Charlotte chapter. Richard has his Certified Executive Chef CEC®, Certified Culinary Administrator CCA®, and is a candidate for the Certified Culinary Educator CCE® certifications with the American Culinary Federation. He was inducted into the American Academy of Chefs AAC® in 2019.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas' Food & Beverage Sector: Challenges & Opportunities



PANELIST

JEFF KELLAR

Chief Executive Officer

VPET USA LLC

Jeff has spent the last 15 years as President/CEO in private equity packaging companies driving step change improvements in EBITDA with a focus on strategic growth levers, operational improvement and organizational process change management. His experience is both domestic and international.

Prior to Jeff's work experience in private equity, he was with notable public and private corporations, Miller Brewing, Tetra Pak and Alcoa, building his foundation of experience that would enable him to successfully lead in private equity.

Today, Jeff is CEO at VPET USA LLC, a portfolio company of Graham Partners. VPET is a national supplier of rigid plastic packaging for the food, beverage, and nutritional markets. He joined VPET in 2019. Jeff also serves on the board of Altor Solutions, a portfolio Company of Compass Equity and on the board of Soteria, a portfolio company of Ardian Partners. All the board roles are in packaging companies that reflect his experience in flexible and protective packaging. He also serves as an investor and advisor for Spring Ventures, Spring Island, SC.

Prior to VPET, Jeff was CEO at Alpha Packaging rigid plastics, a portfolio company of Irving Place Capital; Pregis Hexacomb protective packaging, a portfolio company of AEA Investors; and, Alcoa's Flexible packaging business that was later sold to the Rank Group.

Jeff earned a BS in Food Science from the Pennsylvania State University and an MBA from the University of North Carolina.



PANELIST

HAL TEEGARDEN

Chief Operating Officer

HS Growers LLC

Hal Teegarden has extensive experiences in agribusiness, which range from running a small family farm to directing agriculture operations for multinational agribusiness in a large corporate setting as well as in a startup setting.

He has worked globally, managing research activities, developing, and implementing production programs, developing supply chains, building teams, and sharing best practices. His journey in the Stevia Industry began in 2010 following a 20 plus year career in the tobacco industry, and today, he finds himself in the role of Chief Operating Officer for HS Growers LLC.

Hal received his undergraduate degree in Agriculture from the University of Kentucky. He attended Xavier University studying behavioral sciences and further developed his leadership skills in The Executive Program (TEP) at the University of Virginia, Darden School of Business.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas’ Food & Beverage Sector: Challenges & Opportunities



PANELIST

KARSTEN UHLMANN

Chief Executive Officer

BCA Brewing Corporation of the Americas (Gilde USA)

Karsten Uhlmann has been CEO of BCA Brewing Corporation of the Americas (Gilde USA) since 2019. The prominent German beermaker recently opened Gilde 1546 in Charlotte’s popular Lower South End neighborhood. Uhlmann assembled a team of accomplished brewmasters and chefs to open the 350-seat brewpub that is his company’s first brewery outside of Germany.

Gilde began brewing beer in 1546 and is also using Charlotte as its headquarters for its new U.S. operations. Uhlmann is leading the company’s strategy to consider creating similar craft breweries in other Southeast cities as well as to build a facility capable of producing about 500,000 barrels of beer a year for national distribution. Gilde 1546 in Charlotte, by comparison, has an annual capacity of 5,000 barrels.

Uhlmann has been a Managing Partner with Gilde’s parent company, TCB Beteiligungsgesellschaft mbH – or TCB Beverages – since 2002. He’s a married father of three daughters who studied chemical engineering at Humboldt University and the Technical University of Berlin.

FEATURED PRESENTATION

A Fireside Chat: Global Manufacturing and the Renewable Energy Sector in the Carolinas — Charging Forward towards a Sustainable Future



KATHERINE ROSS

Partner, Energy & Environment Practice Group

Parker Poe Adams & Bernstein LLP

Katherine Ross leads Parker Poe's Energy & Environment Practice Group. She provides legal counsel on the acquisition, sale, financing, and permitting of renewable energy facilities across the Southeast, coordinating transaction documents and due diligence for portfolios ranging in size from five megawatts to hundreds of megawatts.

Her clients include developers of renewable energy facilities, investors in those developments, and entities providing loans and credit vehicles to them. She also represents commercial and industrial businesses seeking renewable energy resources. Katherine routinely advises energy clients on power purchase agreements, interconnection agreements, and agreements for the sale of renewable energy certificates.

She also represents clients seeking utility commission and other development-related permits at the local, state, and federal levels. She helps clients navigate regulatory changes and advises on regulatory compliance matters. Katherine works with clients to navigate complex issues and evaluate the most cost-efficient path forward, including through negotiations with local and state agencies when necessary. Katherine and her team have significant experience addressing issues unique to renewable energy developments in the southeast.

Katherine serves as Vice Chair of the Southeastern Wind Coalition, is active with the North Carolina Bar Association Energy Environment & Natural Resources Law Section Council, serves on the Board of Directors for StepUp Ministry (Raleigh) and StepUp North Carolina, and is on Parker Poe's Pro Bono Committee and Social Justice and Racial Equity Taskforce.

FEATURED PRESENTATION

A Fireside Chat: Global Manufacturing and the Renewable Energy Sector in the Carolinas — Charging Forward towards a Sustainable Future



ANDREW TATE

Director, North Carolina Economic Development

Duke Energy

Andrew Tate serves as director of North Carolina Economic Development. Prior to joining the Duke Energy Economic Development team, he served as vice president of real estate for the North Carolina Railroad Company, driving utilization, revenue and partnership with over 9,300 acres of railroad and non-operating real estate assets.

Andrew has over 15 years of experience in the economic development realm in North Carolina, including real estate and industrial site development, public policy and leveraging resources to drive partnership, job creation and revenue.

He served as president & CEO of the Henderson County Partnership for Economic Development in Hendersonville from 2007-2017. Andrew served on the North Carolina Economic Development Association Board of Directors as Legislative Committee co-chair for three years and a term as president, in addition to appointed service on the Greater Asheville Regional Airport Authority and the Blue Ridge Community College Board of Trustees.

He is a graduate of the University of North Carolina at Chapel Hill and Leadership North Carolina Class XIV. He is a recipient of the 2016 Site Selectors Guild Excellence in Economic Development Award, and Development Counsellors International 40 Under 40 Class of 2017.

Andrew grew up in Fuquay-Varina, N.C. He and wife, Brooke, are raising three boys (Everett, Winston and Fielding) in Raleigh.

FEATURED PRESENTATION

The Challenging Road Returning to Normal



JAMES E. (JIM) GLASSMAN

Managing Director, JPMorgan Chase & Co.

Head Economist, Chase Commercial Banking

As managing director with JPMorgan Chase and head economist for Chase Commercial Banking, James Glassman provides market insights to help clients better understand the changing economy and its impact on their business. Mr. Glassman also works closely with the firm's Corporate Sector, including the Chief Investment Office and Investor Relations, as well as the Investment Bank and Government Relations groups, providing financial analysis and research.

A publisher of independent research on the principal forces shaping the economy and financial markets, Mr. Glassman is regularly cited in the financial media, where he is also a frequent commentator on economic policy issues. Additionally, he is a long-standing participant in the widely followed Federal Reserve Bank of Philadelphia Survey of Professional Forecasters and the National Association of Business Economists' panel of macro-economic forecasters.

From 1979 through 1988, Mr. Glassman served as a senior economist in the Research & Statistics and Monetary Affairs departments at the Federal Reserve Board in Washington, D.C. His responsibilities ranged from analysis and forecasting of inflation and labor market developments, to analysis of the Federal Reserve's operating strategies and interest rate markets, to the development of monetary and reserves projections. He joined Morgan Guaranty in 1988 and then Chemical Bank in 1993, which, through a combination of mergers, became JPMorgan Chase & Co. Mr. Glassman earned a bachelor's degree from the University of Illinois, Champaign-Urbana and a master's degree in Economics from the University of Illinois, Chicago. He was awarded a Ph.D. in Economics from Northwestern University.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas’ E-Mobility Sector: Challenges & Opportunities



MODERATOR

DAVID VERNER

**Executive Vice President, Industrial
Gresham Smith**

David Verner is a registered architect and executive vice president of Gresham Smith’s Industrial market. He has more than three decades of experience working with national and international clients on major investments in diverse markets including advanced manufacturing, automotive, energy storage and FDA-regulated facilities. Most recently, he has provided executive oversight for multiple lithium-ion battery plants, including Ultium Cells, a joint venture with General Motors and LG Energy Solution that’s developing batteries to power GM’s electric vehicle fleet. The first \$2.3 billion, 2.8 million square-foot plant in Lordstown, Ohio, is expected to open later this year, while a second in Spring Hill, Tennessee, will open in 2023.

Verner has spoken and written extensively about his expertise in battery plant design, lean design and construction, site selection and other topics. He has been published in outlets such as Battery Technology, Industry Week, Area Development and New Equipment Digest.



PANELIST

STEVE CHRISTIAN

**Senior Director, Americas Sales
STAR Electric Vehicles Corporation**

Steve Christian is a professional sales and marketing executive with over 25 years of successful business development at large, successful companies including MCI Telecommunication, Sprint Corporation, and Meredith Corporation. He also founded two successful Internet companies, InterLan Technologies, an early adapter of fault-tolerant Web hosting (cloud networking), and the award-winning website HowStuffWorks.com which was later acquired by The Discovery Channel.

Since joining the STAR EV Team in 2011, Steve has assisted STAR in launching and marketing numerous electric vehicle models, significantly growing the dealer base, and increasing overall vehicle sales. He manages a professional sales force that services over 350 authorized electric vehicle dealers in North and South America. Steve is an instrumental member of STAR’s senior management team where he actively advises and consults on business strategy, product development, driving vehicle sales, and increasing revenue.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas' E-Mobility Sector: Challenges & Opportunities



PANELIST

MORGAN CRAPPS

Principal, Site Selection Consultant

Parker Poe Consulting, LLC

Morgan Crapps is a Principal with Parker Poe Consulting. Parker Poe Consulting is a boutique location advisory firm that works with corporate clients to find optimal locations for their entry, expansion, or relocation in North America. Parker Poe Consulting is a wholly-owned subsidiary of Parker Poe Adams & Bernstein, a full-service business law firm with 230+ attorneys. Morgan frequently advises companies on manufacturing, distribution, office, and development projects and has significant experience working with global businesses to facilitate foreign direct investment (FDI) in the United States. She also negotiates and structures incentive agreements with state and local governments.

Morgan previously worked for a mid-sized law firm as an attorney in the economic development and international arenas, where her practice focused on tax and incentives. Prior to that, Morgan worked for a U.S. State's Department of Commerce, both as a Project Manager in Global Business Development and as Senior Manager of International Strategy and Trade. In these roles, she was responsible for recruiting companies from around the world and streamlining their investment projects to create jobs and bring investment to the state. She also helped to manage the State's international offices in Europe, Japan, China and India.

Morgan obtained her undergraduate degree from Clemson University and her law degree from the University of South Carolina School of Law. She is also a graduate of the Economic Development Institute at the University of Oklahoma. She is a native of Morgantown, West Virginia, and now resides in Columbia, South Carolina, with her husband, daughter and two dogs.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas’ E-Mobility Sector: Challenges & Opportunities



PANELIST
RAVINDRA (RAVI) NAGARKAR
Chief Executive Officer
Bharat Forge Aluminum USA

Ravindra “Ravi” Nagarkar is an experienced professional with 28 years of experience in the Automotive, Forging & Heat Treatment industries. He has a Bachelors’ Degree in Metallurgy from the Government College of Engineering of Pune, India & a M.S in Manufacturing Systems Engineering from the University of Warwick, UK.

Ravi began his journey with Kalyani Technoforge in 2011 and now stands as the company’s Managing Director. He is responsible for several manufacturing companies in the Kalyani group such as Kalyani Transmission Technologies Pvt. Ltd and INMET. He additionally serves as CEO for the group’s most recent green field manufacturing facility located in Sanford, NC, Bharat Forge Aluminum USA. This endeavor is Bharat Forge’s Center for Light Weighting Technologies and E-mobility businesses, including aluminum die cast components and aluminum forging components for chassis. Bharat Forge originally invested in green manufacturing in Germany and Ravi has been at the helm of establishing the American site, the Kalyani group’s most diverse location yet.

Ravi is a highly motivated pioneer for improvement with a proven track record of leading organizations to achieve substantial growth in revenue, profitability, and advanced technology, allowing for an enhanced product portfolio. While bringing smart technology and TPM practices into the workplace are important, Ravi also considers four morale pillars to set the framework for success: hard work, team building, people development, and system development.

PANEL DISCUSSION

Foreign Direct Investment in the Carolinas' E-Mobility Sector: Challenges & Opportunities



PANELIST

LEIGHTON YATES

Senior Manager, Government Affairs VinFast US

With more than 10 years of policy and government affairs experience, Leighton Yates serves as the Senior Manager of Government Affairs at VinFast. The company is a rapidly growing global manufacturer of premium affordable electric SUVs and Leighton is the lead representative on 50-state political, legislative, and regulatory affairs, as well as many federal and local matters. VinFast has also recently announced plans to build its first U.S. manufacturing facility in Chatham County, NC, where the \$4 billion site will begin production by the end of 2024. This project is the largest economic development project in North Carolina history. Most recently, Leighton helped secure the largest corporate incentive awarded by the state.

Prior to joining VinFast, Leighton was Director of State Affairs operations for several regions of the United States at the Alliance for Automotive Innovation— a trade association representing nearly all automobile manufacturers, suppliers, and tech companies. Leighton was responsible for working with state and local government officials on legislative, policy, public affairs, and regulatory matters impacting the auto industry. Before joining the Alliance, he worked in legislative advocacy roles for the American Society of Landscape Architects, Stateside Associates - a 50-state government affairs firm, and a member of the Texas House of Representatives.

Leighton has an expertise in transportation policy, all three levels of government, automated and electric vehicles, and automotive industry issues. He is a Jacksonville, FL, native and a graduate of Florida State University with a B.S. in International Affairs. Currently, his wife, Rachel, and 8-month-old son, Otto, call Charlotte, NC, home.

CONFERENCE ORGANIZING COMMITTEE



OLIVER HECKING, CPA

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 25 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 and Co-Chair, Manufacturing & Distribution Industry Team Parker Poe Adams and Bernstein LLP

Sam Moses is a corporate and economic development attorney who represents U.S. and international companies, including manufacturers, distributors, industrial developers and renewable energy businesses. He advises on a variety of transactions and coordinates business expansion and incentives projects for companies throughout the United States.

Prior to joining Parker Poe, he served as managing director of the State of South Carolina's European Office in Germany, advising European investors on U.S. site location projects. He also managed South Carolina's export development program for Europe, Africa, and the Middle East, advising U.S. companies on international trade and market entry strategies. In 2002, he was selected to serve as a Robert Bosch Foundation Fellow in Frankfurt, Germany, during which he worked for Credit Suisse First Boston and Gleiss Lutz, a leading German law firm.

Since 2010, Sam has been involved in business expansion and incentives projects resulting in more than \$10 billion in capital investment, as well as the creation of more than 10,000 jobs in various industries, including food processing, automotive, powertrain, metalworking, advanced materials, electronics, renewable energy, chemicals, agribusiness and aerospace.

Sam has received multiple accolades from the legal and business communities over the years for his advising in the area of international business and economic development. Most recently he was ranked in The Best Lawyers in America,[®] whose rankings are among the highest standard in the legal industry. He is one of the Co-founders of the Global Carolina Connections conference. Sam stays active in multiple professional organizations including the German American Chamber of Commerce, the South Carolina Economic Developers Association and the South Carolina I-77 Alliance. Sam is fluent in German.

DIAMOND SPONSORS



ROI Research on Investment | Gazelle.ai

ROI Research on Investment is an award-winning global authority on lead generation and investment attraction for economic development organizations. Since 2003, ROI has worked with over 400 clients worldwide to attract job-creating, capital intensive, expansion projects. ROI's core areas of expertise include benchmarking/target industry analysis, lead generation, BR&E strategies, representation services, and customized training covering best practices in modern BR&E and investment attraction.

In September 2017, ROI launched Gazelle.ai; the first business intelligence platform that deploys artificial intelligence to prognosticate corporate expansion. Gazelle.ai's custom-built machine-learning algorithms, coupled with human curated intelligence, provide insights to firm-level expansion around the world. This unique platform includes profiles for over 9 million corporate establishments, features over 900 industry profiles and 20,000 proprietary industry heat maps. In 2022, Gazelle.ai was named as one of the Financial Times' Fastest Growing Companies in North America, one of Canada's top growing companies by The Globe and Mail's Report on Business, and further named on Deloitte's Technology Fast 50 Companies-to-Watch list. The solution is now used by over 750 subscribers in over 20 countries making it the fastest growing AI powered business intelligence platform.

TITANIUM SPONSORS



Gresham Smith

Gresham Smith

Gresham Smith is a top-ranked architecture, engineering and design firm with more than \$230 million in annual gross revenue and 25 offices across the United States. In Charlotte, we have a team of more than 50 professionals who have worked with over 130 local clients to improve the city and region we call home. The firm provides full-service solutions for the built environment, including the industrial and manufacturing market sector.

We are the leading design firm for battery plants in North America, and we have experience across a number of other sectors, including advanced technology, automotive, consumer products and tire manufacturing. We specialize in new facility and process design, expansions and system modifications necessary to support adaptive use, and offer a comprehensive suite of services from commissioning and program management to master planning and site selection. Learn more at greshamsmith.com/charlotte.

J.P.Morgan

J.P. Morgan

J.P. Morgan is one of the world's oldest, largest and best-known financial institutions. Since our founding in New York in 1799, we have succeeded and grown by listening to our customers and meeting their needs. Today, J.P. Morgan is a leading global financial services firm with operations in more than 60 countries and assets of \$3.7 trillion.

At J.P. Morgan, we have been serving the US subsidiaries of both publicly traded and private, foreign multinational corporations for more than 50 years. From maximizing revenues and reducing operating costs to expanding operations in the United States, our banking experts understand the unique challenges and opportunities facing your business. With our firm's expansive global network, we can bring international market knowledge and expertise to you here in the United States, providing seamless client coverage and industry-leading banking solutions.

PLATINUM SPONSORS



EDIFICE General Contractors

EDIFICE is a leading commercial contractor that has proudly contributed to building the Carolinas for more than 44 years. We have a diverse portfolio, including manufacturing, distribution, office, corporate interiors, education, civic, faith-based, medical, senior living, entertainment, and others. EDIFICE has over 140 employees and offices in Charlotte, NC, (headquarters) and Charleston, SC. We're passionate about creating buildings, building communities, and cultivating relationships. Our work allows us to create lifelong partnerships and attract companies from all over the world to the Carolinas. In fact, almost 20% of our revenue comes from construction projects with multi-national companies building a new facility or renovating an existing building.

At EDIFICE, construction is as much about art as science. It's about a strong vision and the creating of structure with enduring qualities.... It's about creative problem solving and the willingness to deliver above and beyond the expected... It's about passionate teams and long-standing partnerships built on trust, performance, and lasting value.

For more information, visit www.edificeinc.com

PLATINUM SPONSORS



Job Impulse, Inc.

Job Impulse is an experienced international personnel services provider that demonstrates a history of exceptional success since its founding in 2006. Today, we maintain over 56 sites in 13 countries with more than 11,000 employees worldwide. Our philosophy from day one has been to put people first and, as the global economy continues to evolve, this remains the core of our company mission. It has always been and will always remain our central concern to create additional value for the people who work with Job Impulse. This focus permeates all levels of our activities. Beginning with our applicants, extending to employees, colleagues and, of course, to our clients. In everything we do, we focus on the person. With this approach we remain dedicated to continuing to learn while improving and are never satisfied with our current quality of service. In a constantly developing world we must stay diligent in our mission to provide the utmost value and respect to those we are fortunate enough to work with, in any capacity. This means keeping an open mind to problem solving in the course of reaching our objectives.

Besides our central focus on targeted personnel development, we also make use of technological possibilities that are increasingly important in daily professional life. We invest in modern technologies to achieve maximum efficiencies for our employees and clients. Using our worldwide network, we think globally while acting locally to ensure we have the flexibility to meet the ever-changing needs of our partners. However, none of this comes before our principle of always being a responsible and fair employer while not elevating profit over our mission! Employees at Job Impulse face the challenges of their profession every day and, despite the goals set for them, they never fail to be “human” as well. This is a great point of pride for each and every member of our team. Over the years Job Impulse has evolved to meet the needs of our partners and in such we have created many divisions to facilitate those needs. Tech Impulse focuses on Aerospace, Defense, Engineering, Robotics, Automation, Consulting, and high-level Executive Recruitment. Through Job Impulse, we have divisions focused on Automotive, Clerical, Skilled Trades, Temp to Hire, IT, Outsourcing, and Direct Placement. Over the years, we have been able to grow and expand our business by creating purpose-built partnerships focused on reaching the goals of those we are lucky enough to work with. We hope to have a chance to speak with you and discuss a bit about why we are so proud of what we do!

PLATINUM SPONSORS



M. B. Kahn
Construction

M. B. Kahn Construction Co., Inc.

Since its founding in 1927, this family-owned business has grown to become South Carolina's largest privately held general construction company. M. B. Kahn's long history features a list of well-known projects as diverse as the clients we serve, including industrial, healthcare, education, institutional, commercial, retail, and public waterworks.

Headquartered in Columbia, SC, M. B. Kahn has eight other strategically placed offices across the southeast, including Greenville, Charleston, Myrtle Beach, and Beaufort in South Carolina, Richmond and Roanoke in Virginia, and Charlotte, North Carolina. From each of these locations, we offer a varied range of construction services, and we do it with a commitment to safety and sustainability that goes beyond the bare minimum.

M. B. Kahn continues to grow by relying on its core values of integrity, honesty, hard work, and quality. With a never-ending quest to produce a quality project, on schedule and within budget, the company's focus is to understand clients' needs and to meet or exceed their expectations. In a few short years, clients, employees, and communities will help M. B. Kahn celebrate its incredible centennial anniversary, while the company looks forward to another 100 years of giving our clients the individualized attention and superior service they deserve.

CONSTRUCTION SERVICES SINCE 1953

Myers & Chapman

Your Building Partner®

Myers & Chapman

Founded in 1953, Myers & Chapman offers preconstruction, construction management, design build and green & sustainable building services. Working primarily in the office, industrial, manufacturing and healthcare sectors, the company operates throughout the Carolinas and Southeast with unlimited licenses in North Carolina, South Carolina, Virginia, Tennessee, and Georgia.

In the Charlotte region, the company's manufacturing portfolio includes Daumar's produce packaging facility in Huntersville, consumer healthcare company Bestco's campus in Mooresville, and world leader in battery separator technology Celgard's production facilities in Charlotte and Concord. To learn more, visit myers-chapman.com or follow us on LinkedIn, Instagram, and Twitter.

PLATINUM SPONSORS



Spotit

Spotit is a network and cybersecurity specialist provider with headquarters in Ghent, Belgium, and Raleigh, NC. Spotit goes beyond merely providing best-in-class technical solutions, focusing on driving core business advantage through innovative network and security architectures, producing positive business outcomes in a fast-paced international market. The past few years have transformed how almost every business operates their digital footprint, where they work, and the nature of their IT and OT infrastructure. Whether migrating to cloud infrastructure hosting or staying on top of governmental and supply chain requirements surrounding security measures, networking and security have quickly become issues of top importance for the entire C-Suite and Board of International firms.

Your security posture and vision affect every corner of your business, from supply chain to intellectual property, operations, internal people-to-people collaboration, contracts, and legal and regulatory compliance. Spotit prides itself on our technology-agnostic approach, focusing solely on the business goals, risk tolerance, and budget of our clients. We focus on managed services (24/7 NOC and SOC), in-depth assessments, and governance consulting. Anything related to your network or security, we do it.

For internationally-headquartered firms with critical manufacturing and operational hubs in the U.S., having a global network and security partner is paramount to keeping your operations running, staying in compliance with various local and national regulatory landscapes, and having in-person, native-language support for your investments in the market where they sit. With global clients operating on six (6) continents, Spotit has the expertise, capability, and partner-centric mentality to keep your firm secure and gain advantage in a competitive market.

To learn about more about our services, discuss your unique challenges, or to have an objective health check on your network or security environment, contact Colin Kiser at ckiser@spotitsecurity.com or +1 984.215.0308



Wells Fargo & Company

Wells Fargo & Company (NYSE: WFC) is a leading financial services company that has approximately \$1.9 trillion in assets.

Founded in 1852 and headquartered in San Francisco, Wells Fargo provides a diversified set of banking, investment, commercial and consumer finance, and mortgage products and services.

Wells Fargo is ranked 3rd in total deposits and 6th overall in total assets and is the 19th largest public company in the world, with a global footprint across 20 countries to support customers who conduct business in the global economy.

We serve one in three households in the United States with a customer base of 69 million, which includes 26.8 million active mobile users and 32.6 active digital users (online and mobile).

GOLD SPONSORS



Bannockburn Global Forex

Bannockburn Global Forex is a capital markets trading firm specializing in foreign currency advisory, hedge analytics, and transaction processing for closely held enterprises. We create distinctive value by combining the personal attention and flexibility of a boutique, with scalable efficiencies and expert counsel.



ARCHITECTURE
ENGINEERING

Carlisle Associates Inc.

Carlisle Associates Inc. was established in 1977 in Columbia, SC. Since then, our firm has been providing comprehensive services in Architecture, Civil, Structural, Mechanical and Electrical Engineering, Energy Conservation, and Construction Contract Administration Services to the industrial sector. With all disciplines in-house, principals who are active in the firm on a daily basis and an experienced technical support staff, Carlisle brings adaptability, responsiveness, economy and excellence to every project we undertake. We craft the solution that works best for our clients. Depending on their goals, the optimum solution might mean a smaller footprint, a streamlined workflow, or more economical long-term operations. It could mean implementing sophisticated new technologies to gain competitive advantage or upgrading existing capabilities to improve performance. We don't prejudice projects by business category or limit ideas by professional discipline. We are full service and interdisciplinary, with overlapping skills and broad experience. A principal's hands-on involvement in each project provides seamless interaction and personal attention; a collaborative team approach promotes creativity and innovation. Our singular goal is to provide practical solutions that address the unique challenges our clients face. We believe that's why so many of them choose to work with Carlisle again and again.



FUSE FuseCFO
— CFO —

Igniting Business Performance

Foreign-owned companies count on FuseCFO to provide turnkey finance and accounting functions, including CFO and Controller level reporting, plus daily accounting and bookkeeping services. Make our multilingual staff your one source for a reliable, responsive and proactive management accounting team. We love working with international managers and boards. Assign us all aspects of the back office for your USA subsidiaries. Pair us with your international tax advisor for a robust, no-conflict team. Challenge us with complicated workflows. And count on us to bring the highest level of personalized service to your USA office -- and your global team.

FuseCFO is celebrating its 10th year in the Carolinas and was recently named both a "Fast 50" high-growth company and a "Best Place to Work" in Charlotte. Come grow with us!

GOLD SPONSORS



GEL Engineering, LLC

GEL Engineering, LLC (GEL) has served Manufacturing and Industrial clients in the Carolinas for more than 40 years. GEL is recognized as an Environmental Consulting and Engineering expert including 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 concentration 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 proven successful when negotiating with federal, state and local regulatory agencies.

GEL Engineering, LLC is a member of The GEL Group, Inc. - a privately held firm with deep roots in the Carolinas. Established in Charleston in 1981, The GEL Group, Inc. employs more than 320 people and provides professional services to clients worldwide including: Analytical Testing, Environmental Consulting/Monitoring, Civil Engineering, Structural Engineering, Surveying, Subsurface Utility Engineering and Geophysical Services. Visit www.gel.com for more information.

Employee Owned



Scott Insurance

With 158 years of experience, Scott Insurance is a full-service risk and insurance firm. We are a leader in developing smart strategies and innovative programs for global manufacturers and distributors' property & casualty, employee benefits, and surety bonds needs. As an employee-owned company, we are one of the largest independent agencies in the Southeast, committed to investing in the resources most important to serving our clients globally. We have earned the distinction of a Best Practices Agency 29 years consecutively and have consistently been ranked among the top 30 agencies in the country by Reagan & Associates.



THS Constructors

THS Constructors is an open-shop general contractor that focuses on industrial projects including manufacturing facilities, warehouse and distribution centers, commercial office, biotech projects, and education institutions.

The company was founded in 2005 by well known, construction businessman, T. Howard Suitt. Today, THS is wholly owned by our employees and led by former Suitt Construction veterans who, for decades, have worked together to deliver quality industrial projects throughout the Southeastern United States.

THS delivers projects on both a design-build and a design-bid basis and offers a full range of services from estimating and scheduling to permitting and procurement. We understand the importance of delivering quality work with efficient designs that meet your budget and project schedule.

The company has offices in Charleston, Columbia, and Greenville, SC.

CONFERENCE BAG SPONSOR



Context Design Group, PLLC

Context Design Group, PLLC (CDG) is a full-service Professional Architecture Firm set-up to provide clients with integrated design services to align facility and business objectives. CDG understands that our client's building environment must respond to operational objectives; we call it, "user-focused design." CDG's responsive and flexible way of doing business allows for analysis, understanding and prioritization of "big picture" objectives.

CDG and their team members have collaborated with International Clients on Foreign Direct Investment Projects in the Southeast US Market for over 30 years. Our team is well versed when it comes to needed steps required to deliver and implement projects.

CDG understands no detail is insignificant as we develop targeted solutions to fit our client's business objectives. Using proven programming techniques, analysis methodology and design processes, we help our clients visualize and understand how their facility should respond to changing needs of their business.

CDG provides architecture, programming, master planning, 3D modeling/visualization, interior design, process integration, program management and consulting services to our clients. Our primary market sectors are:

- Automotive
- Advanced Manufacturing & Industrial
- General Commercial/Retail/Office/Special Use
- Educational/Governmental
- Residential
- Medical Office/Healthcare
- Religious

In addition to our in-house services, we have assembled a team of like-minded companies who have special expertise in complimentary fields. Together with these partners, CDG can offer the following fully integrated services:

- Site Selection and Incentive Negotiations
- Logistics & Supply Chain Strategy & Implementation
- Process Design/Integration, Flow Analysis & Equipment Layout
- Materials Handling Design
- Process Equipment Installation & Hook-up
- Design/Build Services or Construction Management

LANYARD SPONSOR



Clayco

Clayco is a full-service, turnkey real estate development, master planning, architecture, engineering, and construction firm that safely delivers clients across North America the highest quality solutions on time, on budget, and above and beyond expectations. With \$4.9 billion in revenue for 2021, Clayco specializes in the “art and science of building,” providing fast track, efficient solutions for industrial, commercial, institutional and residential related building projects. For more information, visit www.claycorp.com.

AGENDA BACK COVER SPONSOR



Management inSites

Management inSites (MI) provides consulting, management, and operational services to foreign companies looking to expand in the U.S. market. Since 2003, MI has specialized in assisting small to mid-sized companies from Europe establish and run their U.S. subsidiaries through our International Business Incubator (IBI) program and related services.

Our experienced managers can consult on market entry strategy and business plans, provide interim management or board services, if needed, and develop and execute on marketing strategies. Our staff becomes fractional employees of the newly formed U.S. entities and provides all back-office services and support such as admin, order processing, bookkeeping and accounting, marketing and sales support, training, and more. Our warehouse can provide storage and pick-and-pack services if the company has goods in the U.S., or our team can ensure shipments from the parent company or a 3PL managed property. Also, if the company wishes to build or retrofit a facility, our sister company, MI Construction inSites (MICI), can offer owners representative construction services to ensure projects run smoothly, on time, and on budget. This all allows the company's managers to focus on sales and technical service in order to enter the U.S. market quicker, with fewer risks and lower costs.

MI is headquartered in Charlotte, NC, with a satellite office and warehouse in Spartanburg, SC. We assist companies no matter where in the U.S. they choose to locate.

To learn more, visit: www.mi-ibi.com

AGENDA INSIDE BACK COVER SPONSOR



Landmark Construction Company

Landmark Construction Company is located in North Charleston, SC, and is one of the largest and most respected heavy civil contractors in South Carolina. For 58 years, Landmark Construction has provided site work and concrete construction services throughout the Carolinas and Georgia. Our team of more than 300 employees has completed hundreds of complex projects in the industrial manufacturing, logistics warehouse and distribution center, life sciences, and commercial markets. For more information, please visit www.landmark-sc.com or contact Sam Hayes at shayes@landmark-sc.com.

AGENDA INSIDE FRONT COVER SPONSOR



**mcmillan
pazdan
smith**
ARCHITECTURE

McMillan Pazdan Smith

McMillan Pazdan Smith's Industrial Studio has supported international and domestic clients across the Southeast for over 28 years--creating millions of square feet of light manufacturing, assembly, flex industrial, spec, logistics and product distribution facilities. Many of our clients are sophisticated international brands establishing North American headquarter facilities, often within the automotive, aviation, medical, pharmaceutical, shipping and food service industries. With a diverse employee base, our in-house resources include fluency in multiple languages, a wide range of cultural knowledge, and deep experience in a variety of design and delivery methodologies. Practicing as a regional architecture, planning and interior design firm since 1955, McMillan Pazdan Smith has offices in Charleston, Columbia, Greenville, and Spartanburg, SC; Asheville and Charlotte, NC; and Atlanta, GA.

PEN SPONSOR



Electricities of North Carolina

Electricities believes in energizing North Carolina's public power communities to be their best. Our talented staff can help your business grow in North Carolina whether it be in one of our certified industrial parks strategically located in every region of the state, or, by helping to structure a site location package that will serve your needs. Connect with us to learn how North Carolina's public power communities are meeting the demands of global business. Visit <https://www.electricities.com/economic-development-staff/> to learn more.

PARTNERS



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Columbia, Greenville, Spartanburg and Charleston, South Carolina; Charlotte and Raleigh, North Carolina; Atlanta, Georgia; and Washington, D.C.
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Experienced legal counsel is critical to placing your North American project on the right course – and keeping it there. For decades, the Economic Development Team at Parker Poe has helped domestic and foreign businesses seize opportunities in an increasingly complex, global context. Parker Poe has been 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 eight offices located in major markets across the Southeast and Washington, D.C., Parker Poe has more than 275 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.

PRESENTING SPONSORS

Rödl & Partner **RÖDL & PARTNER**

Rödl & Partner, a leading global professional services firm, provides you integrated audit, legal, tax and business consulting solutions from its 107 wholly owned subsidiaries in 50 countries.

Our clients benefit from a single point of contact approach that is designed to meet and exceed the needs of your domestic and globally operating businesses. Since our 1977 formation in Nuremberg, Germany, we have grown to more than 5,260 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), Houston (TX), Detroit (MI) and Cincinnati (OH).

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.us, or contact Oliver Hecking, CPA, StB, Partner, Rödl & Partner; e-mail: oliver.hecking@roedlusa.com; tel: +1 (704) 831 3565.

NOTES

NOTES

A series of horizontal dotted lines for writing notes, starting below the 'NOTES' header and extending to the bottom of the page.

WE BUILD STRONG FOUNDATIONS

At Landmark Construction, we love what we do. We provide quality construction services across South Carolina, North Carolina, and Georgia. From land clearing, site grading, earthwork, and road construction to utilities, concrete, storm water control and so much more, our in-house experts do it all!



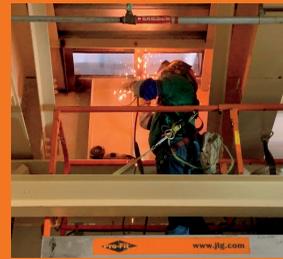
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INDUSTRIAL MAINTENANCE

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LANDMARK
CONSTRUCTION

Realize Your U.S. Expansion Dreams

MI assists foreign companies through our
International Business Incubator and related services



International Business Incubator

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- Order Processing & Vendor Relations
- Bookkeeping & Accounting

Consulting

- Setup & Organizational Structure
- Industry Studies
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- Fractional CEO/COO
- Board of Directors Positions
- Strategic Planning

Marketing

- In-house Strategy & Execution
- Branding
- Social Media Management

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