

CONSULTANTS
FORUM
WORKSHOP



JW Marriott Charlotte, North Carolina

MARCH 16-18, 2026

organized by **AREADEVELOPMENT**

HOST SPONSORSHIP

CHARLOTTE REGIONAL BUSINESS ALLIANCE

Alyssa Brown Moseley, Director, Economic Development Strategy

Robert Buddo, Director, Business Recruitment

Solange Tricanowicz, Vice President, Economic Development

CITY OF CHARLOTTE

Matthew Dufore, Assistant Director, Economic Development

Jordan Harris, Business Recruitment Manager

DUKE ENERGY

Danielle Buckins, Senior Economic Development Manager (NC)

Dylan Finch, Senior Economic Development Manager (NC)

Peveeta Samuel, Senior Economic Development Manager (FL)

PLATINUM SPONSORSHIP

I-81 ALLIANCE (VIRGINIA)

Julia Boas, Director, Business Investment, Roanoke Regional Partnership

Katie Boswell, Executive Director, Onward New River Valley

Olivia Wright, Business Development Manager,
Shenandoah Valley Partnership

NORTHERN VIRGINIA ECONOMIC DEVELOPMENT ALLIANCE

Brian Han, Director, International Business Investment,
Fairfax County Economic Development Authority

Rick Morris, Business Development Officer,
Loudoun County Department of Economic Development

Patrick Small, Director, Economic Development, City of Manassas

SOUTH CAROLINA I-77 ALLIANCE

Ann Broadwater, Director, Fairfield County Economic Development

Amy Carnes, Business Retention & Expansion Manager, Lancaster County

Karen Davison, Assistant Director, Chester County Economic Development

Carrie Turner, Marketing Manager, Columbia Area Development Partnership

Eduardo Venegas, Deputy Director, York County Economic Development

GOLD SPONSORSHIP

ALLIANCE CONSULTING ENGINEERS, INC. (SOUTH CAROLINA)

Deepal Eliatamby, PE, President

James W. Frost, II, Senior Vice President

FREDERICK COUNTY OFFICE OF ECONOMIC DEVELOPMENT (MARYLAND)

Jodie Bollinger, Department Director

NORTH CAROLINA RAILROAD COMPANY

Jamar Nixon, Business Development, Research & Analysis Manager

Patrick Pierce, CECD, Director, Economic and Business Development

ROCKINGHAM COUNTY (NORTH CAROLINA)

Leigh Cockram, Director, Economic Development

Morgan McKinney, Assistant Project Manager

SOUTH CAROLINA DEPARTMENT OF COMMERCE

Tony Allen, Business Recruitment Manager

Teresa Powers, Deputy Director, Global Business Development

SOUTH CENTRAL INDIANA (SCIED) REGION

John T. Launius, Member

Tony Steinhardt, III, Member

GOLD SPONSORSHIP

WEST VIRGINIA DIVISION OF ECONOMIC DEVELOPMENT

Meghan Smith, Manager, Business & Industrial Development
Samantha Smith, Manager, Business & Industrial Development

SILVER SPONSORSHIP

CITY OF PEORIA (ARIZONA)

Maria Laughner, Director, Economic Development

CITY OF NORFOLK (VIRGINIA)

Pete Schrider, Business Development Manager, Attraction

INVEST GREENVILLE (NORTH CAROLINA)

Pamela Fisher, Vice President, Business Recruitment

LAFAYETTE ECONOMIC DEVELOPMENT AUTHORITY (LOUISIANA)

Mark Mouton, Director, Business Development

NORTH CAROLINA'S ELECTRIC COOPERATIVES

Anna Walker, Economic Development Manager

ROWEN FOUNDATION (GEORGIA)

Mason Ailstock, President & CEO

TOWN OF HOLLY SPRINGS (NORTH CAROLINA)

Irena Krstanovic, Director, Economic Development

WABASH VALLEY POWER ALLIANCE (INDIANA)

Rachel Huser, Senior Manager, Economic Development

WISCONSIN ECONOMIC DEVELOPMENT CORPORATION

Sarah Bownds, Business Attraction Director



CHARLOTTE WORKSHOP FORUM

Area Development would like to recognize our Host Sponsors:



OPENING — MONDAY, MARCH 16

- 5:30 pm** **Registration & Badge Collection**
JW Ballroom Pre-function (3rd floor)
- 6:00 –** **Sponsor & Speaker Private Reception**
7:00 pm *Room 303 (3rd floor)*
- 7:00 –** **Welcome Reception & Dinner**
9:00 pm *JW Ballroom & Pre-function*

- 12:00 –** **Networking Lunch**
1:00 pm *Carolina Ballroom*
- 1:15 –** **Breakout Session #4**
2:00 pm *3rd floor*
- 2:15 –** **Breakout Session #5**
3:00 pm *3rd floor*

Refreshment Break
Pre-function

- 3:30 –** **Roundtable Discussions (2)**
4:30 pm *Carolina Ballroom (4th floor)*

The two Roundtables are meant for casual discussion and to provide an additional platform for speakers and attendees to connect. Please refer to the back of your badge for your assigned table numbers (top row).

DAY ONE — TUESDAY, MARCH 17

Breakout sessions will take place on the 3rd floor in the following: Ballroom A, Ballroom B, Ballroom C, Room 301, Room 303

- 7:30 –** **Opening Breakfast**
8:30 am *Carolina Ballroom (4th floor)*
- 8:30 –** **Introduction & Opening Remarks**
8:45 am *Carolina Ballroom*
- Dennis Shea
President & Publisher, Area Development
- 9:00 –** **Breakout Session #1**
9:45 am *3rd floor*
- 10:00 –** **Breakout Session #2**
10:45 am *3rd floor*
- Refreshment Break**
JW Ballroom Pre-function
- 11:00 –** **Breakout Session #3**
11:45 am *3rd floor*

DRINKS AND HORS D'OEUVRES

Nuvole Rooftop TwentyTwo

Located on the 22nd floor of the AC Hotel (220 E Trade Street)

SPEAKER AND SPONSOR PRIVATE RECEPTION

5:30 – 6:30 pm

GROUP NETWORKING RECEPTION

6:30 – 8:00 pm



Please wear your badge | Plan for Dinner on the Town

DAY ONE — BREAKOUT SESSION TOPICS

David MacNamara – Womble Bond Dickinson

Brad Migdal – Cushman & Wakefield

Building Credibility in the Site Selection Process

Deb Boucher – Cushman & Wakefield

Reset to Readiness: The 2026 Life Sciences Real Estate Outlook

Beth Buckner – Moore & Van Allen | **Dianne Jones** – JLL

Project Excellence Through Financial Transparency and Infrastructure Foresight

Anthony Burton and Rod Garvin – EY

The Global Trends and Rising Expectations Shaping Economic Development Performance and Impact

Danielle Campolo – Strategic Development Group

Site Selection Trends Shaping Community and Site Readiness

Brian Corde – Atlas Insight

From Boomers to Gen Z: Workforce Realities Shaping Location Decisions

Shannon Curley – JLL

The Infrastructure of Intelligence: Data Centers & Energy

Grant Dimbleby – EY

When the Money Moves: Federal Energy Funding and Location Decisions

Courtney Dunbar – Burns & McDonnell

Attracting Industrial Investment with On-Site Power Solutions

Nick Gatto – Deloitte Consulting | **Kenan Gay** – Deloitte Tax

Best Practices to Prepare for the Next Wave of Projects, or a Slowdown

Amy Gerber – Cushman & Wakefield | **Brooklin Salemi** – Newmark

Emerging Industries and Existing Incentive Policy Implications

Sven Gerzer – Parker Poe Consulting

Working FDI Projects: How to Best Position Yourself from Answering RFIs to Site Visits and Final Offers

Matthew A. Hinshaw – Bradley

What Makes a Site Visit Great and How to Recover When One Goes Poorly

Alicia Janesko Hutchings – Cresa

The Michelin Star Mindset: Raising the Bar in Economic Development

Scott Kupperman – Kupperman Location Solutions

Familiarization Tours that Raise Your Profile

Steven Pearce – McGuireWoods Consulting

How Communities Win by Eliminating Risk

Alan Reeves – Newmark

Rewriting the Global Map: Where Companies and Capital Are Placing Their Bets

J.C. Renshaw – Savills

Supply Chain 2026 and Beyond – Navigating Uncertainty and Volatility

Wes Seaman – Global Location Strategies

Site Readiness under Pressure: Lessons from the Metals Industry

Chris Urchell – Baker Tilly

Best Practices in RFI Responses

DAY TWO — WEDNESDAY, MARCH 18

7:30 – Networking Breakfast

8:45 am *Carolina Ballroom (4th floor)*

8:45 – Introduction & Remarks

9:00 am *Carolina Ballroom*

9:00 – Roundtable Discussions (3)

10:30 am *JW Ballroom (3rd floor)*

Please refer to the back of your badge for your assigned table numbers (bottom row). Be ready to help drive the conversations!

10:45 – Refreshment-Closing Break

11:00 am *Pre-function*



BENTON BLAINE

Managing Director, Americas, Strategic Consulting
Cushman & Wakefield

As a Managing Director and Co-Leader of Cushman's Industrial Site Selection practice, Benton performs site selection for some of the world's largest companies in both the United States and Canada. His expertise with site selection, incentives negotiation, and public-private partnerships provided value added services to a range of internal company stakeholders, including finance, operations, real estate, government relations and tax. Additionally, he offers a depth of experience analyzing locations for companies across 40+ U.S. states with a focus on achieving secured capital savings, mitigating risk, and reducing initial or reoccurring operational costs on behalf of clients. Benton served as a Vice President at a national lobbying firm, Senior Manager at a "Big Four" accounting firm, a licensed real estate broker and a member of a Fortune 500 company's real estate legal team.

CLIENTS (INDUSTRIES) SERVED

Significant experience working with companies in the battery, chemical, manufacturing, food processing, and fintech sectors in matters pertaining HQ, and back-office site selection and incentives negotiations.

Client engagements include advising Fortune 500 utilities on the tax and public relations implications of their generation and HQ / back-office footprint. He also has negotiated incentives for over \$5B in new utility-scale renewables.

MAJOR TRANSACTIONS

Benton has successfully orchestrated inbound projects from countries such as China, Germany, Hungary, Israel, Italy, Switzerland and the UK, among others.

ACCOMPLISHMENTS

Speaker/presenter for Southeast Renewables Summit, SelectUSA Summit and AreaDevelopment's The Consultants Forum

PROFESSIONAL AFFILIATIONS

Bar Admissions – North Carolina

IAMC: Strategic Planning Committee Member

COMMUNITY LEADERSHIP

Volunteer, Sheepdog Impact Assistance (supporting veterans and first responders)

EDUCATION

Bachelor's of Science, University of North Carolina at Charlotte



DEBORAH A. BOUCHER

Vice Chair
Cushman & Wakefield

Deb Boucher is a Vice Chair at Cushman & Wakefield, where she leads and collaborates with specialty practice groups focused on Science and Technology real estate. She advises companies occupying technically complex, highly improved environments as they navigate layered occupancy and exit strategies—often across multiple markets throughout North America and globally.

Her work is grounded in a disciplined, process-driven approach designed to identify, evaluate, and maximize real estate opportunities while managing risk. Deb believes an effective real estate strategy begins with a deep understanding of a client's business, informed by data-driven analysis and supported by extensive transaction experience. The result is empowered decision-making that reduces operational expense, increases efficiency, and supports long-term growth.

Clients rely on Deb for continuity and accountability through direct executive oversight and a single point of contact, particularly as their organizations expand, contract, consolidate, or spin out. Many of these relationships span years, reflecting a trust-based advisory model rather than a transactional mindset.

SELECT LIFE SCIENCE CLIENT LIST

- AstraZeneca
- Catalent Pharma Solutions
- Kriya Therapeutics
- Precision BioSciences
- Aurobindo Pharma
- CRISPR Therapeutics
- Kymanox Corporation
- Recipharm
- AveXis, a Novartis Company
- DuPont & Pioneer Hi-Bred
- Lifestar Pharma
- Seqirus
- Bayer CropScience
- G1 Therapeutics
- Medicago
- Velocity Clinical Research
- BioAgilytix Labs
- Impact Pharma Services
- Medline
- Targan
- Biogen
- INTAS/Accord Healthcare
- Novozymes
- Taysha Gene Therapies
- Braeburn Pharmaceuticals
- KBI BioPharma
- Pfizer
- Tergus Pharma
- Zoetis

PROFESSIONAL AFFILIATIONS

- Cushman & Wakefield Life Sciences Advisory Group, Co-Lead
- Cushman & Wakefield Tenant Advisory Group, Executive Committee, Mentor
- Cushman & Wakefield Industrial Forum
- Council for Entrepreneurial Development
- Triangle Commercial Real Estate Women (TCREW)

EDUCATION

Bachelor of Science, Cornell University • North Carolina Real Estate License



ELIZABETH "BETH" A. BUCKNER

Member, Taxation, Head of Economic Development and Incentives

Moore & Van Allen PLLC

Beth Buckner has over a decade of experience executing and managing economic development tax incentive packages for major corporate relocations and expansions at the state and local levels throughout the country. She is a resource to clients in all stages of the process, whether at the beginning during the site selection phase or after incentives are awarded to negotiate incentive contracts. Clients benefit from her long-standing relationships with key economic development leaders enabling her to secure benefits and contribute to proposed special legislation that positively and effectively impact business operations. In addition to modeling and negotiating potential incentive award packages, Beth manages the ongoing monitoring and reporting associated with incentive packages to support client compliance efforts and has effectively modified incentive awards as needed when client changes in circumstances occur.

As a tax attorney, Beth understands, evaluates and explains the often tax based economic incentives and tax regimes of states and localities and suggests ways to structure the receipt of economic incentives in a tax efficient manner. Her experience covers a range of industries and project types including regional, national and international headquarters, offices, data centers, distribution centers, speculative real estate developments, technology centers, manufacturing facilities of various types and sizes, research and development facilities, and special use professional sports teams and events.

In addition, Beth has experience advising corporations, partnerships, limited liability companies and public service companies on a broad range of state and local taxation matters including assisting these clients with planning, compliance, controversy and policy matters. Beth advises clients on matters involving a broad range of tax types including corporate income, franchise, sales and use, occupancy, license, gross receipts and property taxes.

Beth has been recognized in Best Lawyers in America, Business North Carolina, and North Carolina Super Lawyers. She holds a Masters of Law from the University of Florida, a Juris Doctor from the University of South Carolina and a Bachelor of Arts from the University of Tennessee.



DANIELLE CAMPOLO

Senior Principal
Strategic Development Group

As a Senior Principal at Strategic Development Group, Danielle Campolo works closely with clients to conduct site evaluation, site selection, and incentive negotiation projects for major US and multi-national corporations in automotive, aerospace, chemical, rubber, healthcare, energy, and nutraceutical industries. She enjoys working with corporate decision makers to select the optimal site for their business ventures, while considering operational, logistical, labor, and other business-related costs.

From providing in-depth analysis related to specific business locational cost comparisons, to incentive negotiation strategies facilitating successful site location, Danielle collaborates with decision makers on projects of all sizes to maximize the value of economic benefits and to ensure incentives offered are on time and as stated.

Danielle has been instrumental in the successful completion of numerous site location projects for large global corporations, including JTEKT / Koyo Corporation, Nutramax Laboratories, LKQ Corporation, BP Chemical, and Bridgestone/Firestone. Her most successful projects are due, in large part, to her specialized service and attention at every level. When it comes to public sector work, Danielle continues to offer strategic planning, marketing studies, site evaluation, readiness, and certification, best practices analysis, and organizational evaluations to numerous county, regional, and state economic development programs across the country.

Danielle has a joint degree in Marketing and Small Business Management, as well as a Master's Degree in Business Administration from the University of South Carolina's Moore School of Business. She enjoys traveling and spending time with her husband and two children.

SITE SELECTION EXPERIENCE

- Site Evaluation
- Incentive Negotiation
- Tax and Incentive Modeling
- Demographic and Workforce Analysis
- Site Identification
- Economic Development Consulting

INDUSTRY SECTOR SPECIALTIES

- Site Evaluation
- Incentive Negotiation
- Tax and Incentive Modeling
- Demographic and Workforce Analysis
- Site Identification»
- Economic Development Consulting



BRIAN CORDE

Managing Partner

Atlas Insight, LLC

Brian Corde is the co-founder and managing partner at Atlas Insight LLC based in Freehold, NJ. Atlas assists businesses from all sectors in helping them choose the best strategic locations for their operations, helping to create competitive advantage and achieve overall corporate goals by using location and incentives as ways to reduce operating costs and produce optimum results.

Brian brings 27 years of site selection and incentive consulting experience to the Atlas team. Prior to founding Atlas, he was a regional practice leader within BDO Seidman's Business Location Incentives and Site Selection (BLISS) group and was the point person on the firm's U.S. and European site selection clients. Prior to joining BDO, Brian was a partner with Mintax, where he developed their site location and discretionary incentive practice and held the position of executive director over the Location Advisory and Economic Development Incentive group at ADP.

Throughout his career, Brian has assisted numerous companies such as Wells Fargo, Allstate, Solvay, General Mills, HSBC, Kraft, Altria, Pfizer, Computer Sciences Corporation, and Yahoo with their site selection and incentive needs. He has also assisted government agencies with their business attraction and retention policies and has helped write incentive legislation to keep them competitive within the global marketplace.

Brian has authored numerous articles for various trade publications, including *Area Development* magazine, and has been the featured speaker at conferences including the Industrial Asset Management Council (IAMC), CoreNet Global, Tax Executive Institute, and The World Research Group. He is the former Chair of the Associate Membership Committee for IAMC.

EDUCATION & AWARDS

Brian is a graduate of Rutgers University with a degree in Economics, with concentrations in Accounting and Finance. He received accolades for his work within the Labor Studies Department and was invited back as a teaching assistant.

In 2011, one of Brian's site selection projects won a CiCi award given by *Trade & Industry Development* magazine for major community impact. After Hurricane Katrina, he was an invited guest of the governor of Louisiana in Washington, D.C., to help develop strategy and incentive policy to encourage redevelopment in the states of Florida, Mississippi, and Louisiana.



SHANNON CURLEY

Executive Managing Director, Business Consulting

JLL

Shannon Curley is an Executive Managing Director in the Jones Lang LaSalle Consulting Group. She is based in Washington DC. Ms. Curley is responsible for assisting companies with site selection, location strategy, footprint strategy, occupancy optimization, and incentives negotiations.

EXPERIENCE

Ms. Curley has over 18 years of experience assisting corporations with the optimization of corporate operations to achieve revenue, margin, and innovation objectives. Representative clients include global corporations across all industry segments.

Ms. Curley specializes in direct investment strategy, global labor sourcing, location strategy, site selection, business & economic incentives, footprint optimization, and portfolio and occupancy optimization. In addition, Ms. Curley has extensive global experience, and has assisted clients in the examination of over forty countries, across all regions of the world. Ms. Curley also has conducted in-field due diligence in Argentina, Brazil, Bulgaria, Canada, Chile, China, Czech Republic, El Salvador, Germany, Hungary, Japan, Indonesia, Malaysia, Mexico, Philippines, Poland, Romania, Serbia, Singapore, Slovakia, Switzerland, Thailand, Turkey, United Kingdom, and the United States.

Ms. Curley's key clients include 10X Genomics, Akzo Nobel, Allegis, Allergan, Amazon, Apogee, AstraZeneca, Autoliv, Avanos, AVX, Baxter, Beckton Dickinson, Bristol Myers Squibb, Caterpillar, Convergys, Cooper Surgical, Corning, Covidien, Deloitte, DirecTV, Ericsson, Getinge, GM, Golden Living, Greif, Hellman & Friedman, Hunter Douglas, Ingram Micro, Intuit, Intuitive Surgical, JM Huber, Johnson & Johnson, JohnsonDiversey, JetBlue, Kellogg Brown & Root, LG, Marriott, Materion, MetLife, Minnetronix, Novavax, Novartis, Pepco, PowerCo, Pfizer, Principal Financial, Prudential, Rivian, Scout Motors, Silgan Containers, SomaLogic, Staar Surgical Company, Terex, Thales, ThyssenKrupp, Toyota, Vinfast, Volkswagen Group, Warner Music Group, Xilinx, ZF, Zoetis, and Zimmer.

Ms. Curley has also published articles in industry magazines such as CoreNet, Business Xpansion, Nearshore Americas, Location USA, Pharmaceutical Commerce, Site Selection magazine, and Area Development. Prior to joining Jones Lang LaSalle, Shannon was a Senior Consultant with Cushman & Wakefield's Global Business Consulting Group.

EDUCATION

Ms. Curley graduated from Hollins University in Roanoke, Virginia with a Bachelor of Arts Degree, and the George Washington University with a Master of Arts Degree in International Affairs.



GRANT DIMBLEBY

Senior Manager, Credits & Incentives
EY

Grant is a Senior Manager in Ernst & Young Credits & Incentives practice. Grant serves as EY's Sustainability Credits and Incentives lead for the Northeast and has over 15 years of experience evaluating complex infrastructure projects for corporations, state and local governments, and public authorities. Grant serves as New York and New Jersey incentives lead for EY. Grant's experience includes leading multi-disciplinary project teams to execute on site selection and strategic infrastructure projects throughout the U.S. and around the world. Grant has successfully served clients in government, higher education, advanced manufacturing, life sciences, telecommunications, and service industries through partnering with various state economic development agencies as well as local representatives. Grant currently serves as the primary advisor for multiple Fortune 500 companies.

Based in Rochester, NY, Grant has over fifteen years of professional experience working with various state and local officials on large-scale economic development and infrastructure projects. Prior to joining EY, Grant held positions at Cornell Tech and the NYC Mayor's Office of Management and Budget.

Grant earned a Bachelor of Arts degree from Hamilton College and a Master's of Public Administration from Baruch College. Grant is an IRS Enrolled Agent.



COURTNEY DUNBAR, CECD, EDFP, AICP

Director of Site Selection

Burns & McDonnell

Courtney Dunbar has 27 years of combined career experience in site selection, economic development, community planning, and project funding. In her current role, she serves as the Director of Site Selection for Burns & McDonnell.

Courtney's goal is to align Burns & McDonnell industrial, advanced manufacturing, mission critical, food and consumer products, and aerospace clientele with optimal site and facility options for growth. In addition, her team actively develops site plans for industrial development. She has written many community plans focused on developing vital, innovative communities that entice economic growth. Her career has centered on industrial and allied primary development.

She is a member of the Site Selectors Guild and serves as a contributing writer and speaker for Area Development, with articles centered on site selection and site preparedness for economic development opportunities. She is a sought-after speaker nationally on topics related to site selection and industrial site preparedness.

Courtney serves as the Dean of the University of Oklahoma's Economic Development Institute (OU-EDI) and instructor of real estate and infrastructure development curriculum for both the OU-EDI and the Heartland Basic Economic Development Course. Her comprehensive expertise in site selection, economic planning, development analysis, industrial infrastructure planning, and project finance uniquely positions her as a qualified industrial site selection and site development partner.



ROD GARVIN

Consulting Manager, Economic Development Advisory Services
EY

Rod is a consulting manager at Ernst & Young LLP (EY) in the Economic Development Advisory Services practice and is located in the Charlotte, North Carolina, office. He has more than a decade of experience in economic, workforce and community development, and more than 20 years of professional experience that spans the private and nonprofit sectors.

He has led and managed strategic planning projects for city and county economic development agencies, chambers, regional economic development organizations, higher education institutions, and other public sector and nonprofit clients in Northeast and Central Arkansas; Cleveland and Cincinnati/Hamilton County, OH; Charlotte and Asheville, NC; Atlanta, GA; Richmond and Roanoke, VA; Detroit, MI; Tulsa and Oklahoma City, OK; Orlando and Pensacola, FL; Rhode Island, and many more. Rod also served as the project manager and lead strategist the International Economic Development Council and the Louisiana Economic Alliance for Development's strategic plans. Prior to joining EY, Rod led the Talent Insights and Inclusion team for the Charlotte Regional Business Alliance (formerly the Charlotte Chamber of Commerce and Charlotte Regional Partnership) and served as Executive Director of the CLT Alliance Foundation. He facilitated stakeholder engagement with employers, higher education institutions, workforce development organizations and local government entities to better understand talent supply and demand in collaboration with the Alliance's economic research team. Rod also led strategy, program development and fundraising for the Alliance's philanthropic foundation, focused on expanding prosperity throughout the region.

Rod was born in Philadelphia, Pennsylvania and raised in Kalamazoo, Michigan, but has lived, worked and served as a volunteer and civic leader in the Charlotte area for more than 25 years. He recently served on the board of directors for Carolina's College of Health Sciences, the higher education affiliate of Atrium Health. He is a 2024 and 2025 honoree of "Who's Who in Black Charlotte" and a recipient of the Urban League of Central Carolina's Leadership Award. Rod has also served as an adjunct lecturer for the University of North Carolina at Charlotte's LEAD (Leadership, Entrepreneurship, Application, Development, Skills) program in the College of Humanities & Earth and Social Sciences.

EDUCATION

BA in Communication Studies, University of North Carolina at Charlotte

Master of Human Resource Development, Clemson University



NICK GATTO

Manager, Infrastructure & Real Estate (I&RE)

Deloitte Consulting

Nick is a Manager in Deloitte Consulting's Infrastructure & Real Estate (I&RE) practice, specializing in global location strategy. He supports clients across a range of industries, including Technology, Media & Telecommunications (TMT), Consumer Products, Industrial, and Logistics. Focusing on large-scale site selection, incentives negotiation, and operational footprint optimization, Nick helps his clients navigate complex site selection decisions. With over eight years of experience in credits and incentives, Nick previously served as a Senior Manager in Deloitte's Multistate Tax – Credits and Incentives (C&I) practice. His expertise spans US and global incentives programs, economic impact modeling, and cross-functional project leadership.

Nick holds an M.B.A. from the Stern School of Business at New York University with a focus on Real Estate, Strategy and Global Business, and received a B.A. in Economics from Bucknell University.



KENAN GAY

Senior Manager, National Multistate Tax Practice
Deloitte Tax LLP

Based in Charlotte, N.C., Kenan Gay is a senior manager in Deloitte Tax's National Multistate Tax Practice and has over 15 years of experience in the credits and incentives industry. Kenan has been engaged on numerous expansion and relocation projects throughout the United States, for international and domestic companies both publicly traded and privately held.

Kenan focuses his efforts on the future of corporate site selection, talent recruitment/retention, and economic development programs to support capital investment and job creation. He is leading Deloitte's efforts to further refine technology that assists professionals with tracking, benchmarking, and monetization of incentive programs, while also providing planning, research, and incentive modeling capabilities, which will allow companies to efficiently develop and implement more strategic site selection and incentive negotiation processes. Kenan is also a frequent participant at state and local economic development agency sessions and has presented on the topics of site selection and incentive negotiation throughout the U.S., Europe, and China.

EDUCATION

- Juris Doctor, Charlotte School of Law
- Bachelor of Arts in Economics, University of North Carolina–Chapel Hill

PROFESSIONAL AFFILIATIONS

- North Carolina State Bar – Licensed Attorney



AMY GERBER

Executive Managing Director, Americas, Strategic Consulting
Cushman & Wakefield

Amy Gerber brings over 20 years of industry experience and is an executive managing director in the Business Incentives Practice at Cushman & Wakefield. The practice helps companies negotiate with state and local governments to mitigate both up-front costs and ongoing taxes and expenses. Amy specializes in state incentive and tax negotiation and implementation. She utilizes her state and local tax background when working with economic development teams to interpret and amend tax statutes that generate significant operating and tax savings for her clients.

Amy has led and managed numerous multistate incentive negotiation engagements for both office and industrial projects for clients and has also led the efforts to modify state incentive legislation on behalf of her clients. She came to Cushman & Wakefield from Jones Lang LaSalle. Prior to joining Jones Lang LaSalle, she worked at KPMG, LLP with the State and Local Tax Practice/Strategic Relocation and Expansion Services division.

EDUCATION AND PROFESSIONAL AFFILIATIONS

Amy Gerber holds a Bachelor of Science degree in Accounting from Montana State University. She is a board member with the Georgia Chamber of Commerce and was a member of Leadership Georgia class of 2016. She is also a member of the Georgia Association of Manufacturers.



SVEN GERZER

Principal

Parker Poe Consulting

Sven Gerzer has over 20 years of experience helping international businesses and economic development organizations (EDOs) achieve their goals. He advises companies on site selection and foreign direct investment (FDI) in the United States, including location strategy, labor market analysis, logistics and supply chain analysis, and financial incentives. He also consults with EDOs on their initiatives to recruit international businesses.

In his site selection practice, Sven advises clients on a range of critical points related to U.S. market access. In his previous role at Deloitte, he offered a portfolio of location strategy solutions and site selection services for complex manufacturing projects, headquarter relocations, and global business services — utilizing a combination of qualitative and quantitative approaches. He has a strong background in carbon reduction location strategy projects, machine and machine tool manufacturing, advanced manufacturing technology, and Industry 4.0. His clients have ranged from Fortune 500 to midsize companies.

Earlier in his career, Sven was responsible for the entire cycle of business attraction, consulting services, and existing industry growth for FDI from Europe and India at the Charlotte Chamber of Commerce (now the Charlotte Regional Business Alliance). He played a role in 110 announced projects creating more than 8,500 direct jobs. Prior to that, he led the State of West Virginia's European Office in Munich, Germany for seven years.

Sven grew up and began his economic development career in Munich, Germany. He is bilingual in German and English, proficient in French, and has an extensive network in Europe, with particularly deep ties in Germany, Switzerland, and Austria. He has led an American state's European office, served as vice president of an EDO in one of the United States' fastest-growing cities, and managed a team of location strategy professionals at a Big Four consulting firm.

The Charlotte mayor honored Sven in 2024 with the Global Leader Award for his outstanding service connecting the community to international markets. Additionally, he served on the board of the Deutsche Schule Charlotte (German School Charlotte), the City of Charlotte International Cabinet (advising city council on international business and immigrant integration), and on the leadership board of the German American Chamber of Commerce's North Carolina Chapter.

SERVICE AREAS

- Incentives
- Site Selection
- Economic Development



MATTHEW A. HINSHAW

Partner

Bradley

Matthew Hinshaw focuses on structuring economic development incentive packages and negotiating site selection projects. Matthew also represents a variety of clients in general corporate and tax matters and assists nonprofit entities with tax and governance issues. He helps clients form new companies, negotiate tax incentive packages, close deals, draft legislation, manage and grow operations, and manage their relationships with local and state

government officials.

Matthew has been privileged to represent clients on many of the highest profile economic development deals over the last decade. For example, in 2022, Matthew assisted Panasonic with its first stand-alone battery manufacturing facility outside of Kansas City, Kansas, which is projected to create 4,000 jobs. He also represented the Vietnamese startup Vinfast, which announced an EV and battery manufacturing campus outside of Raleigh, North Carolina, that is projected to create 6,000 jobs.

Prior to law school, Matthew practiced as a CPA with Ernst & Young where he served primarily bank, insurance company and hedge fund clients through tax return preparation, audit of tax provisions, and consulting engagements.



ALICIA JANESKO HUTCHINGS

Director, Site Selection and Incentives

Cresa

In her role as Director of Site Selection and Incentives at Cresa, Alicia partners with clients to navigate complex location and incentive decisions. She brings extensive economic development experience and a collaborative approach to identifying the right sites for headquarters, manufacturing, logistics, and back-office facilities across both domestic and international markets. Known for her strong negotiation skills, Alicia has secured and managed incentive packages that maximize client ROI and ensure full value realization.

Throughout her career, Alicia has driven projects that facilitated multi-billion-dollar investments and generated more than 40,000 jobs through corporate expansions and relocations. Her client portfolio includes global brands such as Amazon, Hostess Brands, Merck Animal Health, The Coleman Company, Honeywell, Dairy Farmers of America, and Garmin International.

Before joining Cresa, Alicia held senior economic development roles in both Kansas and Texas. In Kansas, she directed the state's business recruitment team, guiding it to multiple national recognitions, including back-to-back Area Development Gold Shovel Awards and the state's first Site Selection Magazine Governor's Cup. She also spearheaded the development of project tracking platforms, marketing strategies, and incentive program reforms that improved state competitiveness. Notably, she played a pivotal role in drafting legislation that positioned Kansas to secure Panasonic's \$4 billion, 4,000-job EV battery plant.

A respected leader in her field, Alicia was recognized by Consultant Connect as one of the Top 50 Economic Developers in the U.S. in both 2016 and 2020.

EXPERTISE

- Site Selection & Incentives
- Corporate Expansions & Relocations
- Economic Development
- Incentive Program Development
- Data & Project Management

EDUCATION

- University of Kansas
- The University of Oklahoma's Economic Development Institute



DIANNE JONES

Managing Director, Business Location and Economic Incentives
JLL

Dianne Jones serves as a Managing Director under the Business Location and Economic Incentives practice in the Carolinas. Based in Charlotte, North Carolina, she specializes in assisting clients with full-service site selection and incentives negotiations across the Southeast.

Dianne is responsible for the oversight of site selection and incentives negotiations services to both privately held and publicly traded companies. Her expertise in the site selection industry over the last 10 years has allowed her to assist in several industrial expansions, national site selection projects and corporate relocation projects ranging in size from \$3 million to over \$1 billion in multiple states. These projects resulted in the securing of hundreds of millions of dollars of incentives for her clients. In addition to the negotiations of incentives, she has a heavy focus on operational analysis and labor analytics in the location decision making process. Her continued focus on site selection and incentives negotiations allows her to maintain valuable relationships across the economic development landscape which translate to better outcomes for her clients.

Prior to her career in site selection, Dianne worked as a Senior Paralegal at The Hutchens Law Firm, with a focus in creditor rights and real estate. Dianne received a B.A. in Business Administration from Methodist University.

Dianne is a Charlotte native and an active member of CREW (Commercial Real Estate Women) and serves on their student outreach committee. She also sits on the board of directors for Legal Studies at her alma mater, Methodist University, as well as the board of directors at East Mecklenburg High School where she graduated. In 2020, Dianne won the Member-to-Member Impact award from CREW on both the local and national level. The Mecklenburg Times named Dianne as one of the 50 Most Influential Women in 2021. In that same year, Dianne was a speaker at the SelectUSA Investment Summit on the topic of Site Selection. She has also been a speaker for NAIOP, GACC South, NCEDA, Area Development, IPT and several local EDOs across the United States.



SCOTT KUPPERMAN

Founder

Kupperman Location Solutions (KLS)

Scott Kupperman formed Kupperman Location Solutions ("KLS") in July of 2011 after spending 12 years with A. Epstein and Sons International, Inc., a Chicago based architectural/engineering/construction firm. KLS focuses on providing full-service site location consulting services designed to maximize the long-term

value of a well-informed facility location decision. The firm specializes in working with companies in the food and beverage industry, including manufacturers of consumer facing brands, ingredient and packaging suppliers, products with health and wellness benefits, and distribution facilities for grocery retailers.

Scott's 25 plus years of experience include more than 11 years working for one of Florida's largest community developers. His background includes nationwide experience in identifying & evaluating property solutions, labor availability, utility availability, state and local government support, incentive programs, and other state and local resources that offer value to a requirement.

Over the past 25 years, he has worked with clients to successfully deliver such site selection services as site acquisition support, acquisition/operating cost analysis and comparison, due diligence management, entitlement and permitting acquisition, and incentive identification and negotiation. As a sole practitioner, Scott manages and coordinates all aspects of the site selection process in a highly cost-effective manner.

A SAMPLING OF CLIENT RELATIONSHIPS INCLUDES:

- Albertsons, Inc. Grocery Distribution Centers – Chicago, Illinois
- Almark Foods – Gainesville, GA
- Alpina Foods, Inc. – Miami, Florida
- Capital Area Food Bank – Washington, DC:
- Michael Lewis Companies – Woodridge, Illinois
- Crown Bolt, Inc. – Cerritos, California
- Keurig Dr. Pepper – Waterbury, Vermont
- Hans Kissle – Haverhill, MA
- Frulact – Porto, Portugal
- JBS Foods USA – Greeley, CO
- Johnsonite Corporation – Chagrin Falls, Ohio
- Kettle Brands – Salem, Oregon
- Layn USA – Newport Beach, CA
- Manzana Products – Sebastopol, CA
- Medline Industries, Inc. – Mundelein, Illinois
- Miniati Companies – South Holland, IL
- Nonni's Food Company, Inc – Westchester, Illinois:
- Peet's Coffee & Tea – Emeryville, CA
- Phoenix Packaging Group, LLC – Hollywood, Florida
- PlastiQuimica – Medellin, Colombia
- Premex Inc. – Medellin, Colombia
- Ruiz Food Products, Inc. – Dinuba, California
- Traditional Medicinals - Rohnert Park, CA
- VWR International – West Chester, Pennsylvania:
- Winco Foods – Boise, Idaho
- 99 Cents Only Stores – City of Commerce, California:
- Chobani, LLC – New York, NY
- Sturm, Ruger & Company, Inc. – Southport, CT
- VEETE Foods Ltd. – Kent, UK

EDUCATION

- MBA, University of Miami, 1985 • Bachelor of Science, Management, Tulane University, 1984



DAVID MACNAMARA

Counsel

Womble Bond Dickinson

David MacNamara focuses his legal practice on assisting companies with locating major facilities across the United States, with emphasis on industrial, headquarters, back-office, data center, and distribution development projects.

David has assisted numerous clients with domestic and international location analysis, site selection, cost modelling, and negotiating incentives with multiple states and jurisdictions. In addition, David has assisted countless clients in securing and claiming federal income tax credits as well as a variety of state and local incentives. He also regularly advises on state and local tax matters, concentrating on their impact on site selection considerations. In addition, he is part of an integrated team that regularly counsels and assists clients on issues involving real estate, environmental site assessment, regulatory and permitting, public finance, as well as state and local tax and general corporate matters.

Prior to joining the firm, David spent 12 years with KPMG in their Site Selection & Project Development group providing site selection and economic development consulting services. David is a Certified Public Accountant licensed in Pennsylvania.



BRADLEY MIGDAL

Executive Managing Director, Americas, Strategic Consulting
Cushman & Wakefield

Mr. Migdal has over 20 years of experience managing corporate site selection engagements, business incentives projects, and economic development consulting assignments. Brad's expertise is in the areas of domestic site selection and location analysis, economic incentives research and acquisition, and demonstrating the economic and fiscal impacts of a wide variety of projects to both corporations and governments. He specializes in working with state agencies and local municipalities in connection with negotiating incentive packages and developing corporate attraction strategies. Brad has successfully completed projects for Fortune 1000 Companies in the automotive, consumer products, financial services, telecommunications, energy, pharmaceuticals, food and beverage production, and packaging industries.

Mr. Migdal is a sought-after speaker for economic development events, real estate, and tax conferences. In addition, he has been quoted in the Wall Street Journal, Crain's Chicago and written articles for economic development and real estate journals. He is a frequent participant in economic development conferences, most noted for his expertise in economic development incentives. Brad is on the editorial advisory board for Area Development Magazine, an Advisor for Consultant Connect, and a founding member of the Site Consultant's Advisory Group.

Mr. Migdal was the Executive Managing Director and National Practice Leader for Industrial Site Selection and Business Incentives for Transwestern. Mr. Migdal has also been with Newmark Grubb Knight Frank, PricewaterhouseCoopers, and Deloitte in their national consulting and incentives practice.

CLIENTS SERVED

- | | | | | |
|----------------------------|----------------------|---------------------------|------------------------------|--------------------|
| • CDW | • Stern Pinball | • Johnson & Johnson | • Fortune Brands | • Aon |
| • OFFICEMAX | • Savage Services | • Oterra f/k/a CHR Hansen | • Glanbia, Inc. | • Baxter |
| • Nexus Pharmaceuticals | • Alpla, Inc. | • TOOTSIE ROLL | • Hewlett Packard Enterprise | • Ermco, Inc. |
| • Nouryon f/k/a Azko Nobel | • American News Co. | • Energizer | • Bauer Sports | • Hyundai – Glovis |
| • UPS | • Rexnord Industries | • Chewy | • Magnetti Marelli | • Acco Brands |
| • Lane Bryant | • Ingersoll Rand | • W.W. Grainger | • Klein Tools | • Diebold |

EDUCATION

Mr. Migdal has a BA in International Relations from the University of Wisconsin-Madison, Juris Doctor from the John Marshall School of Law and an LLM in Taxation from The Boston University School of Law..



STEVEN PEARCE

Vice President, Infrastructure and Economic Development
McGuireWoods Consulting

Steven Pearce is a vice president on McGuireWoods Consulting's national Infrastructure and Economic Development team. He has worked closely with dozens of domestic and international firms to locate new facilities across the country, including advanced manufacturers, Fortune 500 HQs, and tech centers.

Prior to joining McGuireWoods Consulting, Steven led proactive business recruitment initiatives in the St. Louis and Charlotte metro areas. He is a native of North Carolina and lives in the Charlotte area with his wife, Lauren, and two sons.

AFFILIATIONS

- International Economic Development Council, 2011–present
- Industrial Asset Management Council, 2011–2023
- NC Economic Development Association, 2011–2021
- SC Economic Development Association, 2015–2022
- Southern Economic Development Council, 2013–2015

EDUCATION

Steven holds a Master of Business Administration and Bachelor of Marketing and Supply Chain Management from East Carolina University.



ALAN REEVES

Senior Managing Director, Global Strategy
Newmark

Alan Reeves joined Newmark in 2018 and is currently a senior managing director in the Global Strategy consulting group. Alan has 10+ years of experience in economic development and real estate consulting and advises clients on location and site selection strategy worldwide.

Alan has worked with a diverse range of industries since joining Newmark, but maintains a specialized focus on the life science, medical device, and enterprise technology sectors. His work has primarily involved advising high-growth companies on cross-functional expansion initiatives in both domestic and international locations, including fieldwork in 12 countries across North America, South America, and Europe. He has successfully managed strategic investment initiatives totaling more than \$8 billion throughout his career.

Prior to joining Newmark, Alan worked at the Birmingham Business Alliance in Birmingham, AL, where he managed a variety of economic development projects and initiatives across multiple disciplines.

A partial client list for Alan includes GRAIL, Solid Biosciences, Dropbox, Bullhorn, iRhythm, Benchmark Electronics, Samsung, BASF, Robinhood, and Tonal.

EDUCATION

Alan graduated from Harvard University with a Bachelor of Arts in Government and a secondary in Sociology. He is also a graduate of the University of Oklahoma Economic Development Academy, University of Alabama Economic Development Academy, and Auburn University Intensive Economic Development Course.



J.C. RENSHAW

Head of Supply Chain Consulting, North America
Savills

Renshaw is the Head of Savills Supply Chain Consulting for North America and is based in the Savills Charleston, South Carolina office. J.C. works with clients across industries to address issues and opportunities within their supply chain ranging from network strategy and optimization to inside-the-box layout, flow, and operational efficiency, as well as capability maturity and performance opportunities. By working with clients to identify the specific needs and aspirations for their supply chain, J.C. can help in the following areas: identifying strategic and tactical solutions for network transformation and optimization, improving costs, service, growth, performance management, technology, systems utilization and optimization, insource/outsource strategy and operational capability enhancements.

Prior to joining Savills, J.C.'s accomplished background spanning over 30 years included consulting with Accenture and with other commercial real estate firms in Distribution Operations. J.C. was previously a Director with Avison Young and a Principal with Honour Consulting. He spent the first part of his career managing distribution centers and networks, as well as building and launching them while with The Home Depot. J.C.'s 'real-world' experience in distribution center and manufacturing operations along with deep consulting expertise delivers a unique perspective that resonates with his clients.

AFFILIATIONS/RECOGNITION

- Council of Supply Chain Management Professionals – SC Board
- Industrial Asset Management Council (IAMC)

INDUSTRY SPECIALTIES

- Supply Chain Consulting
- Network Strategy & Optimization
- Operational Efficiency & Capabilities Improvement
- Systems Utilization & Functional Optimization

EDUCATION

- Clemson University, Bachelor of Arts, Political Science
- Northwestern University, Kellogg School of Management Professional Certificate - Leading with Analytics Powered Strategy



BROOKLIN SALEMI

Senior Managing Director, Economic Incentives Advisory
Newmark

Brooklin Salemi is a Senior Managing Director in Newmark's Economic Incentives Advisory Practice. She has over ten years of experience providing major U.S. and international clients with location advisory and incentive services. Brooklin has served a variety of clients across all industries including life sciences, professional services, manufacturing, data centers, and tech. Collectively, she has provided support on projects resulting in over \$1.7 billion investment, 10,000 jobs, and \$388 million in total benefits for her clients.

Prior to joining Newmark, Brooklin worked at BDO USA, LLP, a public accounting firm, and previously as a consultant with Cushman & Wakefield's Business Incentives Practice.

Brooklin has been published in the Journal of Multistate Taxation and Incentives and participates in IPT and other industry events. Brooklin speaks at economic development conferences and events offering guidance to state and local economic developers on site selection trends, best practices, strategic planning, and the role of credits and incentives.

PROFESSIONAL AFFILIATIONS

- Institute of Professionals in Taxation (2019 – 2022, 2024 - Present)
- Tax Executives Institute (2019–2022)
- Council on State Taxation (2019–2022)

EDUCATION

Bachelor of Business in Economics, Western Illinois University



WES SEAMAN

Senior Consultant

Global Location Strategies

As a consultant at Global Location Strategies, Wes brings extensive experience in economic development, sales, and marketing to support clients in making strategic location decisions that drive growth. He has a proven track record of delivering results, having contributed to more than \$4.1 billion in capital investment and 1,200 jobs announced during his tenure at the Oklahoma Department of Commerce.

Wes has worked across multiple industries, with expertise in energy, chemicals, and critical materials, as well as manufacturing. His earlier career includes leadership roles in the aluminum and plastics sector, where he served as Director of Sales for a fabrication firm and as Product Marketing Manager for a multinational extrusion company with a global supply and sales footprint.



CHRIS URCELL

Senior Manager
Baker Tilly

Chris is a senior manager within the Development Advisory team of Baker Tilly US, a top ten advisory, tax, and assurance firm. He has been with the company for over 12 years and served in multiple roles around large capital project development support and municipal advisory. Prior to joining Baker Tilly, Chris spent 10 years as a civil engineering consultant.

At Baker Tilly, Chris combines traditional project management with specialized expertise in growth strategy, analytics, and site due diligence review to provide clients with valuable guidance through geographic market analysis and the site evaluation process. His team focuses on using large data sets and client specific project criteria to determine geographies best suited for new infrastructure investment. While many of his projects are specific to advisory around new manufacturing locations for the private sector, he has also worked extensively with Native American Tribes and municipalities.

Chris specializes in using analytical tools such as ArcGIS, Alteryx, and Tableau to aggregate, common-size, and analyze relevant data used in making objective decisions often focused on business case inputs such as operating and capital cost differentials. His engineering background has assisted in evaluating operating feasibility, incorporating innovative energy solutions, and coordinating with utilities, regulating agencies and municipalities in pre-development due diligence efforts.

Chris has a Bachelor of Science in Civil Engineering from the University of Illinois at Urbana-Champaign (UIUC) and a Master of Business Administration from the University of Chicago Booth School of Business.

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