





WIFI:



Ohio's Economic Development Corporation

Network: JWMarriott_Conference

Password: SSGNOLA23

SOCIAL MEDIA:

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Dear Friends and Guild Partners:

Welcome to the beautiful city of New Orleans and the great state of Louisiana for what promises to be a very exciting Site Selectors Guild Fall Forum! Our original plan was to be here in 2021, but we had to postpone due to the devastation caused by Hurricane Ida. Our many friends here, notably, Louisiana Economic Development, were crucial in getting this event rescheduled. Partnership with their organization was key in planning and executing this event. The Guild is grateful for the warm welcome from the community, region and state. It is because of their commitment and support that we are able to hold our conference here this week.

All of the Guild Members are very appreciative of the collaborative relationship we have with economic development professionals like you from around the world. Successful projects for our clients begin with masterful partners in the EDO community and we are very pleased to have the opportunity to gather together again.

Thankfully, we have emerged from the COVID pandemic and largely returned to normal personal and professional lives. The members of the Guild have experienced a high level of project activity during the past two years, in spite of geopolitical events, economic headwinds caused by high inflation and rising interest rates, and accelerating technology disruption impacting all economic sectors in some manner. Our ability to partner with all of you in a collaborative fashion, no matter the circumstances, leads to positive outcomes for communities and companies alike.

We are thrilled to deliver sophisticated content during our time together this week. On the agenda will be several items that explore cutting edge topics confronting all of us – with a goal of enhancing our partnerships with one another and maintaining our high standards of professionalism and integrity. We would like to personally thank Leslie Wagner and her entire Fall Forum Committee for an outstanding job in planning and executing this event. In addition, we would like to acknowledge the hard work of our new Managing Director, Carrie Kelly, and our partners at the Angela Rogers Group and DCI, for their efforts to deliver an impactful event this week.

As others have said before me, economic development is about more than just the number of jobs created and the amount of capital investment made in a community. It is about providing a hand up to people and communities to transform people's lives. And that is particularly important given the economic uncertainty felt by so many people in the world today.



Thank you again for joining us in New Orleans and Louisiana, and for your continuing support of the Site Selectors Guild. We look forward to sharing with you and learning from you during our time together this week.

Larry Gigerich

Chair, Site Selectors Guild Executive Managing Director, Ginovus



TUESDAY, OCTOBER 17

7:30 AM - 8:30 AM BREAKFAST

sponsored by Xcel Energy lle de France Foyer

8:45 AM - 9:00 AM WELCOME

Larry Gigerich, SSG Chair

Secretary Pierson, Louisiana Economic Development

lle de France Ballroom

9:00 AM - 9:30 AM MEET THE GUILD MEMBERS

Moderator: Julie Curtin

Ile de France Ballroom

9:30 AM - 10:15 AM CLOUD SEEDING - How to Build a Data Center Cluster Case Study Panel

Moderator: Chris Lloyd

Panelists: Vince Barnett (VEDP), Nick Blessing (QTS), Becky Ford (Amazon Web Services), and

Curry Roberts (Fredericksburg Regional Alliance)

Ile de France Foyer

10:30 AM - 11:00 AM BREAK

sponsored by South Carolina Department of Commerce

Ile de France Foyer

11:00 AM - 12:00 PM BREAKOUT SESSIONS - SET 1

RURAL COMPETITIVENESS: Practical Advice for Building Thriving Communities

Experienced Guild Members offer insights on attracting investment in rural America. Topics include competitive advantages, marketing strategies, infrastructure, and workforce considerations.

Panelists: Courtney Dunbar, Jay Garner, Larry Moretti, and Leslie Wagner

St. Claude

RFI EXCHANGE: An Open Discussion Between EDOs and Guild Members

This experienced panel provides examples of standout RFI responses and discusses insights to improve the overall RFI process. Economic developers also share their experiences and perspectives, offering recommendations.

Panelists: Kim Williams Davis, Natalie Lynch, Jim Renzas, and John Rocca

Conde/Frontenac

FDI INSIGHTS: Positioning Your Community for the Next Wave of International Investment

As economic development groups grapple with the complexities of both new investment and reshoring from overseas, panelists share real-world case studies and expert predictions on the factors influencing reshoring decisions and how their clients are navigating the changing landscape of global supply chain.

Panelists: Michelle Comerford, Jason Hickey, Dennis Meseroll, Phil Schneider, and Elias van Herwaarden

Maurepas



TUESDAY, OCTOBER 17

11:00 AM - 12:00 PM

BREAKOUT SESSIONS - SET 1

THE FUTURE IS NOW: Will Artificial Intelligence Revolutionize Site Selection and Economic Development?

This session delves into how AI is currently being utilized within site selection and economic development efforts. Attendees will learn how AI may assist for current and/or future decision-making and potentially further streamline the site selection process.

Panelists: Didi Caldwell, Bob Hess, Seth Martindale, and Gregg Wassmansdorf **Orleans**

THE ELEVATOR PITCH: Guild Members Offer Candid Feedback on EDO Presentations

Can you describe your community's unique story in 90 seconds? Economic developers will communicate their business case before Guild Members and a room of their EDO peers. Guild Members will provide live feedback on the pluses and minuses of each pitch followed by overarching recommendations for all economic developers.

Panelists: Dennis Donovan, Taylor Gravois, Kim Moore, and Gray Swoope **Rosalie**

12:00 PM - 1:30 PM

LUNCH & SSG GUILD Talks

sponsored by BE NKY Growth Partnership

- Rajeev Thakur The New Nuclear and Implications for Site Selection
- John Longshore Decisions That Define Communities
- Dennis Meseroll Reshoring from China: The Reality and the Hype
- Leslie Wagner (Emcee)

lle de France Ballroom

1:30 PM - 2:30 PM

BREAKOUT SESSIONS - SET 2

same panelists and rooms as previous session

RURAL COMPETITIVENESS: Practical Advice for Building Thriving Communities St. Claude

RFI EXCHANGE: An Open Discussion Between EDOs and Guild Members Conde/Frontenac

FDI INSIGHTS: Positioning Your Community for the Next Wave of International Investment Maurepas

THE FUTURE IS NOW: Will Artificial Intelligence Revolutionize Site Selection and Economic Development?

Orleans

THE ELEVATOR PITCH: Guild Members Offer Candid Feedback on EDO Presentations Rosalie



TUESDAY, OCTOBER 17

2:30 PM - 3:00 PM BREAK

sponsored by One Columbus lle de France Foyer

3:00 PM - 4:00 PM TABLE TALK

lle de France Ballroom

4:30 PM - 5:30 PM HAPPY HOUR

sponsored by Louisville Metro Department of Economic Development, Delaware Prosperity Partnership, and

Frankfurt RhienMain

Ile de France Foyer

6:00 PM - 8:00 PM DINNER WITH CONSULTANTS SPONSOR DINNERS

sponsored by Cleco Power, LLC, Virginia Economic Development Partnership, and

Santa Rosa County Economic Development Office

PRIVATE DINNERS FOR DINNER SPONSORS & GUILD MEMBERS ONLY

Off-site

WEDNESDAY, OCTOBER 18

7:30 AM - 8:30 AM BREAKFAST

sponsored by Martinsville-Henry County Economic Development Corporation

Ile de France Foyer

8:00 AM - 9:15 AM \$1.0B BATTERY CELL PRODUCTION FACILITY CASE STUDY

Moderator: Denise Mullis

Panelists: Mike Mullis (J.M. Mullis, Inc.), Jeff Deaton (AESC), Jon Baggett (SC Department of Commerce), Gregg Robinson (Florence County Economic Development Partnership), Joe W. "Rocky" Pearce, Jr. (Florence County Economic Development Partnership), Jason Speake (Duke Energy Carolinas), and Deepal Eliatamby (Alliance

Consulting Engineers, Inc.)

Ile de France Ballroom

9:15 AM - 9:45 AM BREAK

sponsored by Entergy

9:45 AM - 11:30 AM CLOSING & TABLE TALK

lle de France Ballroom

CUILD MEMBERS

scan the QR code to view full bios





DIDI CALDWELLGlobal Location
Strategies



MICHELLE COMERFORD Biggins Lacy Shapiro & Company



KIM WILLIAMS
DAVIS
Quest Site
Solutions



DENNIS DONOVANWadley Donovan
Gutshaw
Consulting



COURTNEY
DUNBAR
Burns & McDonnell



JAY GARNERGarner
Economics, LLC.



LARRY GIGERICH Ginovus



TAYLOR GRAVOIS CSRS, Inc.



BOB HESS Newmark



JASON HICKEY
Hickey &
Associates



CHRIS LLOYDMcGuireWoods
Consulting, LLC



JOHN LONGSHORE Newmark



NATALIE LYNCH
Deloitte
Consulting



SETH MARTINDALECBRE, Inc.



DENNIS MESEROLL Tractus Asia Limited



KIM MOORE Newmark



LFM Corporate Location Solutions



DENISE MULLIS J.M. Mullis, Inc.



MIKE MULLIS J.M. Mullis, Inc.



JIM RENZAS BCI Global



JOHN ROCCA
JLL Consulting



PHIL SCHNEIDER Schneider Strategy Consulting, LLC.



GRAY SWOOPEVisionFirst
Advisors



RAJEEV THAKUR JLL



ELIAS VAN HERWAARDENColliers International
Brussels



LESLIE WAGNER Ginovus



GREGG WASSMANSDORF Newmark

HOST



HAPPY HOUR









BREAKFASTS





DINNER WITH CONSULTANTS







WELCOME RECEPTION







WI-FI



Ohio's Economic Development Corporation

LUNCH



BREAKS







SERVICE PROVIDERS







TTABITIAN ROUND 1 Tuesday, October 17 3:00 PM - 4:00 PM ROUND 2 Wednesday, October 18 10:00 AM - 11:30 AM

TABLE TALK TIPS & ASSIGNMENTS

The 2023 Fall Forum will feature two Table Talk sessions. To improve the quality of your Table Talk discussions and to give you a chance to meet and network with the most Guild Members efficiently, we've developed these Table Talk tips:

- 1. Do your homework ahead of time by referring to the Fall Forum program for Guild Members' contact information so you don't waste time exchanging cards with the member. Of course, you are welcome to present your card to the Guild Member while you are introducing yourself.
- 2. Familiarize yourself with the Guild Members' table assignments (below) in advance so you can quickly find the table where you want to begin the speed networking process. Sit anywhere except in the seat marked "RESERVED", which is reserved for the Guild Member assigned to that table.
- 3. Maintain speed networking etiquette. Don't dominate the conversation, ask and answer questions succinctly, take turns and keep the discussion moving. There is no structure to the Table Talk sessions, which means you can talk about whatever you want with the Guild Members and your peers during this session.
- 4. After 15 minutes, the bell will ring to end that Table Talk round. The Guild Members will then advance to the next table (example: the Guild Member at table 1 will move to table 2 and so on). Remember, only the Guild Member(s) will change tables. Attendees should remain in their seats throughout both Table Talk sessions.
- 5. Don't worry! We'll explain this again before each Table Talk session and help you figure it out.

Guild members will be prepared to discuss each topic in detail. When the bell rings and the Guild Members change tables, you can move to a different topic if you wish. You can cover the topics in any order you wish. It is up to your table to decide.

LD MEMBER	TABLE #	GUILD MEMBER
Caldwell	Table 15	Dennis Meseroll
nelle Comerford	Table 16	Kim Moore
Williams Davis	Table 17	Larry Moretti
nis Donovan	Table 18	Denise Mullis
rtney Dunbar	Table 19	Mike Mullis
Garner	Table 20	Jim Renzas
y Gigerich	Table 21	John Rocca
or Gravois	Table 22	Phil Schneider
Hess	Table 23	Gray Swoope
on Hickey	Table 24	Rajeev Thakur
s Lloy	Table 25	Elias van Herwaarden
n Longshore	Table 26	Leslie Wagner
alie Lynch	Table 27	Gregg Wassmansdorf
n Martindale		
	Caldwell nelle Comerford Williams Davis nis Donovan rtney Dunbar Garner y Gigerich or Gravois Hess on Hickey s Lloy n Longshore alie Lynch	Caldwell Table 15 nelle Comerford Table 16 Williams Davis Table 17 nis Donovan Table 18 rtney Dunbar Table 19 Garner Table 20 y Gigerich Table 21 or Gravois Table 22 Hess Table 23 on Hickey Table 24 s Lloy Table 25 on Longshore Table 26 alie Lynch Table 27



Louisiana's award-winning workforce development model is based on three pillars:

RECRUIT. TRAIN. SUSTAIN.



Scan to learn more





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