PROGRAM

Manufacturing and the Age of Connectivity

IAMC SPRING FORUM

MAY 5–9, 2018

SAVANNAH, GEORGIA

Manufacturing and the Age of Connectivity

Westin Savannah Harbor Golf Resort & Spa

Savannah, Georgia
Welcome From the Executive Director

On behalf of IAMC leadership, staff, the Savannah Host Committee and our sponsors, it is my pleasure to welcome you to the IAMC Spring 2018 Professional Forum!

IAMC is a relationship builder, and there is no better place to experience that than at a Forum. Our networking events are fantastic opportunities to forge connections and make friends with fellow leaders in industrial real estate.

While you are here, I encourage you to make the most of your time by fully engaging in the knowledge sharing and friendship making. In addition, now is the perfect opportunity to explore how you might get further involved with IAMC year-round.

As with most things, the more you put into IAMC, the more you will get out of it. There are many ways to get further involved, from committee work to Leadership Development and from Flash Calls to Interest Groups. If you have not yet taken advantage of these offerings, I strongly encourage you to do so. Please seek out any board or staff member here or after the Forum. We would be happy to assist you in any possible way.

Finally, I’d like to thank you in advance for your participation and for sharing your expertise. IAMC’s strength and success are directly attributable to its members’ vision, knowledge and engagement.

Sincerely,

Tate Godfrey
J. Tate Godfrey, CEcD
Executive Director
IAMC

www.iamc.org

The Program

Meeting Room Key:  WR = Westin Resort   CC = Convention Center
See venue layouts on pages 16-19.

SATURDAY   May 5
8:30 am – 12:45 pm VOLUNTEER SERVICE PROJECT:
Second Harvest of Coastal GA
WR Lobby

1:00 pm – 6:00 pm REGISTRATION
WR Conference Foyer

2:00 pm – 5:00 pm BOARD OF DIRECTORS MEETING
MBA Properties
WR Grand Ballroom DEF

5:30 pm – 6:30 pm EARLY ARRIVALS RECEPTION
Sponsor: State of Oklahoma
WR River Lawn

SUNDAY   May 6
8:30 am – 6:00 pm REGISTRATION
WR Conference Foyer
Sponsor: Cresa

9:30 am – 12:00 pm RESEARCH ROUNDTABLE
BREAKFAST & MEETING *
Sponsors: BNSF Railway Co. and Wilson Econ. Dev. Council

Attendees: This program is open only to Corporate Members (end-users).

Master Service Agreements —
Identifying CRE Best Practices
Moderator:
Russell Burton, Director Global Real Estate, PepsiCo
Speakers:
Sherri Parman, Partner, Capstan Advisors; Ken Hagaman, Director Real Estate, Anixter Inc.; Bill Stark, VP Engineering/Real Estate, Essendant; Greg Saylor, Senior Manager – Global Real Estate, Kimberly-Clark Corp.
This program will examine master service agreements (MSAs) used for CRE brokerage services and employ the CRE end-users present to identify best practices for their use.

12:15 pm – 1:45 pm INTEREST GROUP MEETINGS &
WORKING LUNCH *
Sponsor: BNSF Railway Co. and Wilson Econ. Dev. Council

Manufacturing Interest Group*
Building Better: Construction Delivery and Technology in Today’s Environment
Moderator:
David Hocker, Enterprise Property Group Executive, Adient
Speakers:
Jason Hickam, Design Phase Services Director, JE Dunn; Jon Dandurand, Business Dev. Director, JE Dunn

Topics like Big Data and Virtual Reality dominate discussions in today’s economy. But, with the emergence of all this innovation, has how we build a building really changed? Equipped with more data than ever before, real estate
executives can analyze and mitigate risk for their corporations related to building a new facility.

12:15 pm – 1:45 pm Distribution Interest Group* WR Grand Ballroom E

**INDUSTRIAL ASSET MANAGEMENT — THE RISK FACTOR**

Moderators:
- Michael Landsburg, VP of Real Estate, NFI Industries;
- Wayne Dishman, Dir., Corp. Real Estate, Owens & Minor

Speaker:
- Bill Luttrell, Dir., Corp. Real Estate, Werner Logistics

This session will focus on controlling risk in the strategic planning, site selection, acquisition, management and disposition of industrial real estate. Corporate Real Estate (CRE) plays a strategic role in this, including improving the supply chain footprint, minimizing costs, and maximizing the efficiencies and flexibility of real estate assets.

12:15 pm – 1:45 pm Business Impacts Interest Group* WR Grand Ballroom F

**PARTNERING WITH SERVICE PROVIDERS ON PORTFOLIO STRATEGY, PLANNING AND IMPLEMENTATION**

Speaker:
- Greg Schementi, Cushman & Wakefield

This session will describe how corporations can work closely with service providers to unlock value in their portfolios through proactive analysis and consistent reporting practices. Examples and cases will be used along with a representation of performance reporting dashboards.

2:00 pm – 4:00 pm LEADERSHIP DEVELOPMENT PROGRAM (Concurrent) WR Grand Ballroom A

**Emotional Intelligence for Exceptional Performance and Leadership**

Speaker:
- Steve Gutzler, Author of Emotional Intelligence for Personal Leadership

**Takeaways:** How to create leadership standards of inspired greatness and game-changing emotional connections.

In today’s fast-paced competitive work environment, how effective are you as a leader? Emotional Intelligence (EI), our ability to manage ourselves and others around us, is the single greatest contributor to personal excellence and high performance in leadership. In this dynamic presentation, you will discover:

- The power of moods, attitudes and emotions and their contagious ability.
- How effective leaders self-manage emotions rather than allowing them to sabotage personal success.
- The science of the human brain and how it influences our behaviors.

2:00 pm – 4:00 pm COLLEGE OF FELLOWS LEADERSHIP MASTERCLASS (Concurrent) WR Grand Ballroom C

Sign-in begins at 1:45 pm.

Sponsors: JobsOhio; SIOR Foundation

This session is open to IAMC Fellows only and requires separate, advanced registration.

**TEAM ACTIVATION: Ideas Are the Answer**

Speaker:
- Bodine Balasco, CEO, Historian, Futurist, War Correspondent, Author

**Takeaways:** Breakthrough idea generation for work teams.

Productively change the way your people & teams operate. In this hands-on workshop, you will learn how to practice and implement Bodine’s branded method for quickly generating and vetting ideas. Companies who implement this kind of high-speed idea generation process with their work teams commonly improve their profit-per-employee metric by more than 600%.

4:30 pm – 5:15 pm NEW MEMBER & FIRST-TIME ATTENDEE INFO MEETING AND RECEPTION ** WR Grand Ballroom EF

Sponsors: State of Maryland; State of Tennessee

6:30 pm – 7:30 pm WELCOME RECEPTION WR Harbor River Lawns

Sponsored by the Georgia Host Committee:
- Georgia Community Hosts: Savannah Econ. Dev. Authority, Albany-Dougherty Econ. Dev. Commission, Valdosta-Lowndes County Dev. Authority, Cherokee County Office of Econ. Dev. and Dev. Authority of Bulloch County
**MONDAY**  May 7

7:00 am – 7:45 am **FORUM FUN RUN**  
WR Lobby
Sponsor: American Electric Power

7:30 am – 6:00 pm **REGISTRATION**  
CC Georgia Int’l Gallery
Sponsor: Cresa

7:30 am – 6:00 pm **MEMBER CENTRAL**  
CC Georgia Int’l Gallery

8:00 am – 9:00 am **BREAKFAST**  
CC Chatham Ballroom A
Sponsors: City of Ontario, CA; Kansas Dept. of Commerce
Host:  
J. Tate Godfrey, CEcD, Executive Director, IAMC

9:00 am – 4:00 pm **REFRESHMENTS**  
Sponsor: South Carolina Dept. of Commerce

9:15 am – 10:30 am **GENERAL SESSION 1**  
CC Grand Ballroom  BC
Sponsors: Colliers International; Cushman & Wakefield; JLL; San Bernardino Econ. Dev. Agency; SIOR
The Leading Edge: Lessons in Partnership
Host:  
Mark Eichkorn, IAMC Chair and  
Vice President of Facilities, Penske
Keynote Speaker:  
Carey Lohrenz, The U.S. Navy’s First Female F-14 Tomcat Fighter Pilot

**Takeaways:** Be inspired while gleaning bottom-line takeaways on relevancy, strategic alliances and leadership.

Just like in aviation, in a rapidly changing global environment speed is life. Collaboration is critical to business success and managing successful strategic partnerships is crucial. Competitive advantage is gained when your organization can optimize partnerships and strategic alliances. Deeper relationships with partners can be the key to long-term success and growth.

In this inspiring and engaging keynote, Carey Lohrenz shares what it takes to be on the Leading Edge. Those things that helped her succeed as an F-14 fighter pilot in one of the most extreme environments on earth can help elevate your team, gain advantage and uncover opportunities.

10:30 am – 11:00 am **NETWORKING BREAK**

11:00 am – 12:15 pm **M1 WORKSHOP**  
CC Chatham Ballroom A
Sponsors: Enterprise Florida; Missouri Partnership
IAMC Info Exchange
Moderators:  
Patricia Loveall, SIOR, Senior Vice President,  
Partner, Kidder Mathews
Shelley Burcham, CEcD, Economic Development  
Manager, City of Tracy
**MONDAY May 7 (cont.)**

**Takeaways:** Open discussion among corporate real estate end users (CREs), economic developers and service providers; Insights into the current issues and challenges being faced by CREs.

This popular session has proven to be an effective forum for fostering business relationships and teamwork among corporate end-users, economic developers and service providers. During this table discussion-based session professionals share information and learn how to better meet the challenges associated with the industrial and manufacturing sectors.

12:30 pm – 1:30 pm  **LUNCH**  WR Grand Ballroom ABC
Sponsors: Virginia Economic Development Partnership; Wisconsin Economic Development Corp.
Host:
Kevin Dollhopf, Vice President of Worldwide Real Estate, Hanesbrands Inc.

1:45 pm – 2:45 pm  **GENERAL SESSION 2**  CC Grand Ballroom BC
**Authenticity: Unlocking the Power of Differences in Organizations**
Host:
Jennifer Roth, Director of Real Estate, Bimbo Bakeries USA, Inc.
Keynote Speaker:
Ritu Bhasin, Author of The Authenticity Principle

**Takeaways:** Practical tools for how to build a more engaged, empowered and inclusive workforce.

Today’s leaders find themselves on the hot seat. Top talent is more diverse than ever, across many identities — gender, race, age, religion, sexual orientation, personality type and more — and there is a growing demand for leaders who can attract and retain professionals across this dramatically shifting pool. But in a society where sameness and conformity is overwhelmingly favored in work cultures, how can leaders do this effectively?

For leadership and inclusion expert Ritu Bhasin, it comes down to one thing: authentic leadership. How can we bring more of our authentic selves to how we lead in order to create an environment where others can do the same? In this dynamic keynote, Bhasin boldly declares authentic leadership to be the antidote to exclusionary work cultures, and shares practical tools for how to build more engaged, empowered, and inclusive environments.

3:00 pm – 4:30 pm  **M2 WORKSHOP – PEER-TO-PEER CORPORATES**  (Concurrent)  CC 105-106
Sponsors: Cedar Hill Econ. Dev. Corp.; Missouri Partnership
Corporate Real Estate Professionals
Talking Business

**MONDAY May 7 (cont.)**

This session is open only to Corporate Members and other end-users.

Moderator:
Russell Burton, Director of Global Real Estate, PepsiCo, Inc.

**Takeaways:** Insights and best practices from fellow corporate real estate end users.

This recurring program is a long-time favorite among the corporate members. It organizes the attendees into small discussion groups, each focused on an important CRE topic of their choosing to share ideas and best practices.

3:00 pm – 4:30 pm  **M3 WORKSHOP – PEER-TO-PEER ASSOCIATES**  (Concurrent)  CC 100-101
Sponsor: Missouri Partnership
**Trends and Forecasts: Peer-to-Peer Knowledge Share**
Moderators:
Jim Hazard, SIOR, Exec. Vice Pres., E Smith Realty Partners
Brandon Marshall, Business Development Manager, Wyoming Business Council

**Takeaways:** Current trends as well as opportunities and challenges on the horizon from fellow economic developers and service providers.

Join fellow economic developers and service providers for an open discussion where you pick the topics. After a brief group brainstorm to select most the relevant issues, participants will divide into groups based on topics of interest for an open discussion. Keep your trade secrets in your pocket, but share your insights on current trends.

5:30 pm – 6:30 pm  **CONNECTION RECEPTION**  WR Harbor & River Lawns
Sponsors: Service Providers listed on page 34 and see the Connection Reception Sponsors Brochure in the registration bag

7:00 pm – 9:00 pm  **NEW FRIENDS DINNER**  45 Bistro

9:30 pm – 11:00 pm  **HOSPITALITY LOUNGE**  WR Midnight Sun Pavilion
Sponsor: Clayco, Inc.

**TUESDAY May 8**

7:00 am – 8:00 am  **IAMC BOOK CLUB**  WR Riverscape B

8:00 am – 6:00 pm  **REGISTRATION**  CC Georgia Int’l Gallery
Sponsor: Cresa

8:00 am – 6:00 pm  **MEMBER CENTRAL**  CC Georgia Int’l Gallery

8:00 am – 8:45 am  **BREAKFAST**  CC Chatham Ballroom A
Sponsors: Arkansas Econ. Dev. Com.; Biggins Lacy Shapiro & Co., LLC; City of Leander, TX; Opus Dev. Co., LLC
TUESDAY May 8 (cont.)

Host: J. Tate Godfrey, CEcD, Executive Director, IAMC

9:00 am – 4:00 pm REFRESHMENTS
Sponsor: Randolph County, NC Econ. Dev. Corp.

9:00 am – 10:30 am GENERAL SESSION 3 CC Grand Ballroom BC
Sponsor: Cushman & Wakefield
Powers of Yesterday, Powers of Tomorrow
Host: Peter W. Quinn, IV, SIOR, National Director of Industrial Services, Colliers International
Keynote Speaker: Peter Zeihan, Founder, Zeihan on Geopolitics

Takeaways: A geopolitical update and forecast from an IAMC favorite.

Americans believe that their greatest days are behind them and that a series of new powers is rising up to displace them. On the contrary, America’s best days — militarily, economically, financially and culturally — are still ahead of them. In fact, many of the states that the Americans feel are up-and-comers — most notably China, Russia and India — are merely experiencing an historical moment in the sun courtesy of factors utterly beyond their control. Most of the powers of tomorrow are countries that the Americans have very little knowledge of. The major powers of 2030 will not be based in Beijing or Moscow, but in Jakarta, Buenos Aires, Warsaw, Istanbul and Mexico City.

Join IAMC favorite Peter Zeihan for an update on the current state of geopolitics and what you need to know to thrive.

10:40 am – 11:25 am T3 WORKSHOP (Concurrent) CC 105-106
Facilities Management Shifts Into Hyperdrive at Kodak
Moderator: Tim Palmer, VP, Eastman Kodak
Speaker: Dolores Kruchten, VP Kodak Real Estate, Eastman Kodak
Kodak built a massive, integrated manufacturing infrastructure to support its global film business. Now, that infrastructure supports over 100 companies, including Kodak itself. Managing a 1,200-acre complex with 16 million square feet of building space provides a wide range of challenges and opportunities, but president of Kodak Corporate Real Estate Dolores Kruchten is driving revenue increases and cost reductions through creative combinations of lease management, cost reduction and workforce programs.

10:40 am – 11:25 am T4 WORKSHOP (Concurrent) CC 104
How Collaborative Network Technology Is Transforming Site Development and Construction
Speakers: Kati Marwitz, Dir., Strategic Market Development, Kahua; Grant Stevens, Managing Dir., Global Construction, Prologis
Cost and performance data in the collaborative world of site development and construction has long been a critical issue in our industry. Multi-company workflows and data ownership concerns across a diverse project team are among the many challenges facing project and program managers. We will explore how new technology based on a network model for collaboration is enabling business processes and information to be shared across organizations to drive higher efficiencies and improve capital project ROI.

11:35 am – 12:20 pm T5 WORKSHOP (Concurrent) CC 100
Making Life Easier with Technology
Moderator: Jim Hazard, SIOR, Executive Vice President, E Smith Realty Partners
Speakers: CJ Kuehl, CEO, DMI; Thane Hutcheson, Negotiated Incentives Senior Associate, Baker Tilly
The line between business and personal lives has never been more blurred. Smartphones, tablets and a multitude of apps are an integral part of our daily norm. With so much out there, are you maximizing all the features, functions and efficiencies? Explore some of the latest technologies from real estate...
applications to apps that streamline personal responsibilities, giving you back some balance and brain space in the process.

11:35 am – 12:20 pm  
**T6 WORKSHOP (Concurrent)**  
CC 104  
**How to Conduct a Facilities Condition Assessment**

**Speakers:**
Ray Congdon, Sr. Dir., Engineering, Americas, CBRE;  
David Ireland, Dir. of Maintenance and Engineering, CBRE

This session will show the attendees two different paths to conduct asset condition assessments to drive better financial planning around asset management and show how to use this data to support educated financial decisions for the repair, refurbishment and/or replacement of assets.

11:35 am – 12:20 pm  
**T7 WORKSHOP (Concurrent)**  
CC Grand Ballroom BC  
**Toyota/Mazda Automobile Manufacturing**  
**Facility Site Selection Case Study**

**Speakers:**
Tim Ingle, VP Strategic Planning, Toyota North America;  
Trevor Ragsdale, Senior Managing Director, JLL;  
Meredith O’Connor, Executive Managing Director, JLL;  
Christian Beaudoin, Senior Director of Research, JLL

This program will detail the site selection for the recently announced Toyota/Mazda Huntsville, AL, manufacturing facility estimated to cost $1.6 bil. and employ 4,000 workers.

11:35 am – 12:20 pm  
**T8 WORKSHOP (Concurrent)**  
CC 105-106  
**Sponsor: JLL**  
**Roadmap for Change: The Flexible Distribution Network of the Future**

**Moderator:**
Joel Parker, Director of Education & Research, IAMC

**Speakers:**
Andy Cannon, Ghafari Associates  
Karl Heitman, Heitman Architects

This session will unpack the SIOR-IAMC white paper “Roadmap for Change: the Flexible Distribution Facilities Network of the Future,” which details the work of a team of industrial architects and engineers to understand the massive changes in the distribution industry already underway. Potential CRE implications will be addressed.

11:35 am – 12:20 pm  
**T9 WORKSHOP (Concurrent)**  
CC 101-102  
**Sponsor: JLL**  
**The Blockchain Database Technology – Applications for Corporate Real Estate**

Blockchain is an emerging database technology best known to most for its use to support Bitcoin. Blockchain is described as a distributed ledger technology, which means the data is stored in many independent global locations so that if one is compromised, good data will remain in the rest. Further, every change to the database is permanently recorded and time stamped. CRE applications include lease databases, facility maintenance logs, property tax and other financial data, and potential real estate securitizations, among others.

12:30 pm – 1:45 pm  
**AWARDS LUNCH & FELLOWS GRADUATION**  
CC Chatham Ballroom A  
**Sponsor: Greater Oklahoma City Partnership**

**Host:**  
Colleen Caravati, Dir. of Corporate Real Estate, Corning Inc.

2:00 pm – 3:15 pm  
**T10 WORKSHOP:**  
**GET SOME HELP!**  
WR Harbor Ballroom A  
**Sponsor: Prologis**

**Moderators:**
Mark Eichkorn, Vice Pres. of Facilities, Penske Corp.  
Ashley Snyder, Senior Vice President, Cresa

**Takeaways:** Get answers to your pressing questions; hear what issues others are facing; share your expertise and experience with your fellow members.

In this moderated Q&A session, corporate real estate, economic development and service provider professionals draw from professional experience to offer solutions to a variety of corporate real estate management or support challenges. Come prepared to ask questions and share information.

3:30 pm – 4:15 pm  
**COMMITTEE MEETINGS (Concurrent)**

**Content Development**  
CC 103

**Content Delivery**  
CC 203

**Membership Recruitment**  
CC 204

**Member Retention**  
CC 205

5:45 pm – 6:30 pm  
**SHUTTLES DEPART HOTEL**  
Lobby

6:00 pm – 7:30 pm  
**NETWORKING RECEPTION**  
Ships of the Sea Museum  
**Sponsor: Georgia Allies, IAMC Premier Sponsor**

7:30 pm – 10:00 pm  
**DINNER ON YOUR OWN**  
WR Pool Patio  
**Sponsor: Mississippi Development Authority**

**WEDNESDAY May 9**

8:00 am – 10:00 am  
**MEMBER CENTRAL**  
CC Georgia Int’l Gallery

8:00 am – 9:00 am  
**BREAKFAST**  
CC Chatham Ballroom BC  
**Sponsor: Tri-City Development Council; Washington State Dept. of Commerce**

**Host:**  
Charles Waltz, Sites Manager, BASF Corporation
Win Free Registration!

Don’t miss your chance to attend the next IAMC Forum free of charge!* Join us for **General Session 4**, Wednesday, May 9, from 9:00 am – 10:00 am, and be entered in a drawing to win a complimentary registration for the **Fall 2018 Professional Forum** in Philadelphia, Pennsylvania.

* Must be present to win. Does not include travel or accommodations.

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**General Session 4**

**CC Chatham Ballroom BC**

**Sponsors:** Tri-City Development Council, Washington State Dept. of Commerce

**How to Exploit Democracy**

Host:

**Charles Waltz**, Sites Manager, BASF Corporation

Keynote Speaker:

**Laura Galante**, Former Director of Global Intelligence, FireEye

**Takeaways:** An analysis of how states use cyberspace: a domain where militaries, intelligence services, criminal groups and individuals pursue their interests with far fewer restraints than in the physical world.

Hacking, fake news, information bubbles . . . all these and more have become part of the vernacular in recent years. But as cyberspace analyst Laura Galante describes in this alarming talk, the real target of anyone looking to influence geopolitics is dastardly simple: it’s you.
Color of text indicates day of event:
Saturday
Sunday
Monday
Tuesday
Wednesday
Multiple Days

First Floor
- Board of Directors’ Meeting
- New Member & 1st-Time Attendee Info Meeting and Reception
- Early Arrivals Reception
- Sunday Welcome Reception
- Monday Connection Reception
- Monday Hospitality Lounge
- Fun Run
- Sunday Hospitality Lounge
- Sponsor Appreciation Reception

Second Floor
- Sunday Welcome Dinner
- College of Fellows Leadership Masterclass
- Leadership Development Seminar
- Monday Lunch
- T10 Workshop: “Get Some Help”
- Manufacturing Interest Group/Lunch
- Distribution Interest Group/Lunch
- Business Impacts Interest Group/Lunch
- Portfolio Management Interest Group/Lunch
- Research Roundtable Breakfast & Meeting
- Board of Directors’ Meeting
- New Member & 1st-Time Attendee Info Meeting and Reception
- Early Arrivals Reception
- Sunday Welcome Reception
- Monday Connection Reception
- Monday Hospitality Lounge
- Fun Run
- Sunday Hospitality Lounge
- Sponsor Appreciation Reception

WESTIN SAVANNAH HARBOR GOLF RESORT & SPA

First Floor

Second Floor
Important Forum Information

**DRESS CODE:**
The dress code for the IAMC Professional Forum is business casual for education sessions and for evening networking events. Jackets and sweaters are suggested for the evening activities.

**BADGE REQUIREMENTS:**
The official IAMC Professional Forum badge is required for admittance to all events including off-site venues. This applies to all registrants and personal guests so that no one infringes upon space reserved for IAMC attendees, either unknowingly or intentionally. Badges must be displayed for all meeting sessions, social functions and other events. Anyone attempting to enter IAMC events without proper identification may be denied admittance.

**MEETING SPACE WiFi:**
*Sponsor: Team Texas*
*Network: IAMC  Password: GOTEAMTX*

**TWEET WITH US:**
#IAMC2018Savannah

**SAVANNAH FORUM MOBILE APP**
*Sponsor: Liberty Property Trust*
Access the IAMC Forum App for enhanced information and useful links, including a customizable schedule and electronic program evaluations:
- **Apple/Android users:**
  Download the free Guidebook App from the App Store or Google Play.
- **Blackberry and all other users:**
Then, within Guidebook, search for IAMC Spring 2018.

**ADDITIONAL SPONSOR RECOGNITION**
IAMC would also like to thank the following sponsors:

- **American Electric Power**
- **Baker Tilly**
- **Colliers International**
- **Cresa**
- **Dermody Properties**
- **ElectricCities of N.C., Inc.**
- **Garner Economics, LLC**
- **Georgia Allies**
- **Gr. Des Moines Partnership**
- **Hickey & Associates, LLC**
- **Hoosier Energy**
- **KentuckyUnited**
- **Liberty Property Trust**
- **New York Team**
- **Ohio’s Electric Cooperatives**
- **Pennsylvania Dept. of Community & Econ. Dev.**
- **Prologis**
- **Randolph County, NC EDC**
- **South Carolina Dept. of Commerce**
- **Team Texas**

Monday Fun Run
Registration Bags & Convention Center Graphics
Schedule-at-a-Glance
Forum Registration & Golf Outing
IAMC Board Meeting & Golf Outing
Final Program
Golf Outing
Forum Lanyards
Member Central Refreshments
Forum Note Pads
Forum Pens
Final Program
Forum Mobile App
Hotel Key Cards
Member Central Refreshments
Arrive-in-Style
Final Program
Tuesday Refreshments & Final Program
Monday Refreshments
Forum WiFi

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www.PrologisGeorgetown.com
Valdosta-Lowndes County Development Authority
www.buildlowndes.com
The Valdosta-Lowndes County Development Authority is the lead organization overseeing industrial and economic development in Valdosta-Lowndes County, GA. The mission of the Valdosta-Lowndes County Development Authority is to create an environment to attract new industry and promote the growth of existing industry to drive job creation and capital investment. Valdosta-Lowndes County, GA gives you easy access to major interstates connecting to key metros throughout the nation. This combined with access to a commercial airport and thriving workforce; makes Valdosta-Lowndes County the ideal location for your company.

Cherokee Office of Economic Development
www.cherokeega.org
The Cherokee Office of Economic Development (COED) is one of North Atlanta’s leading economic development organizations. Cherokee County is predicted to lead the Metro Atlanta region in job growth with 166% increase by 2040, including a 94% increase in population. Cherokee is being recognized internationally, especially with the recent opening of Adidas’ first U.S. Speedfactory.

Development Authority of Bulloch County
www.advantagebulloch.com
The Development Authority of Bulloch County (DABC) welcomes you to Savannah and the Coastal Region of Georgia. Located in the growing University town of Statesboro and located just 45 minutes via Interstate 16 from the Port of Savannah, the DABC welcomes your consideration of our community as an optimal location for your industrial needs.

Georgia Community Hosts

Savannah Economic Development Authority
www.seda.org
At the Savannah Economic Development Authority (SEDA), our mission doesn’t get any clearer: to help create, grow and attract jobs and investment in the Savannah region. Whether a business is looking to relocate to the Savannah region or an existing business is ready to grow and expand, SEDA is the centrifuge of a propeller, making the connections, helping propel the business to success.

Albany-Dougherty Economic Development Commission
www.choosealbany.com
The Albany-Dougherty Economic Development Commission works to foster new investment and job creation and to recruit business across target industry sectors including: manufacturing, logistics and distribution, healthcare, defense, and customer support centers. ADEDC takes great pride in its world-renowned industries such as P&G, Pfizer, Thrush Aircraft, MillerCoors, and Mars Wrigley Confectionery, and celebrates the mantra “There’s Only One Albany, Georgia!”
Nearly two-thirds of Michigan businesses surveyed describe the state as having a positive business climate and would promote Michigan as a place to start a business. Your business decision begins at michiganbusiness.org.
Mississippi Development Authority
IAMC Founding Sponsor
www.mississippi.org

Sponsor of the Tuesday Evening Hospitality Lounge
The Mississippi Development Authority is Mississippi’s lead economic and community development agency. The agency works to recruit new business to the state and to retain and expand existing industry and business. MDA’s team of business development experts works with companies to understand their specific location and expansion needs and provides businesses with customized service, guidance and information on a variety of incentive programs administered by the agency. In addition, MDA provides technical assistance to Mississippi’s entrepreneurs and small businesses and oversees programs that support the state’s minority and women-owned firms. MDA also provides Mississippi companies with export assistance, manages the state’s energy programs and administers programs that help Mississippi communities become more competitive.

Missouri Partnership
www.missouripartnership.com
Sponsor of IAMC Info Exchange, Peer-to-Peer Corporates and Associates Workshops
Missouri is a world leader in AgTech, aerospace and automotive manufacturing, financial services and logistics. With its strategic location, globally connected infrastructure, certified work-ready communities, highly-skilled and available talent, and a statewide commitment to attracting companies and investment, Missouri is a place where companies come to grow and thrive.

The Missouri Partnership is a public-private economic development partnership designed to increase the visibility of Missouri as a globally competitive business location and attract new jobs and investment to the state. We are focused on attracting businesses to Missouri by promoting the business strengths of Missouri and our expert team provides direct support to companies interested in investing in Missouri. The Missouri Partnership team is here to assist you today, in six months, and in six years. We are an expert resource to support you when the time is right to look at Missouri.

State of Oklahoma
IAMC Founding Sponsor
www.OKcommerce.gov
Sponsor of the Saturday Evening Early Arrivals Reception
The State of Success
Oklahoma is nationally recognized for creating and maintaining a dynamic pro-business environment with expertly tailored policies, programs and incentives that positively affect your business’s bottom line. Businesses looking to relocate and expand in Oklahoma will benefit from our central location, competitive and sustainable workforce and low costs of doing business. The Oklahoma Team from the Oklahoma Department of Commerce, Oklahoma Business Roundtable, Greater Oklahoma City Partnership, Tulsa Regional Chamber, Duncan Area Economic Development Foundation, Mid America Industrial Park, Lawton Ft. Still Economic Development Corporation and the Ardmore Industrial Authority will work to meet the specific needs of your project. We are committed to your business success and can offer assistance to ensure that you reap the benefits of our state of success.

Prologis
www.prologis.com
Sponsor of the Distribution Interest Group, Get Some Help Workshop, and the Monday Connection Reception
Prologis is the leading global provider of industrial real estate, offering customers approximately 684 million square feet of distribution space in core markets across the Americas, Europe, and Asia. The company leases its operating portfolio of approximately 3,300 industrial facilities in 19 countries on 4 continents to manufacturers, retailers, transportation companies, third party logistics providers, and other enterprises with large-scale distribution needs.

Prologis (NYSE: PLD) operates as a publicly traded real estate investment trust (a “REIT”) and both develops and invests in strategically located distribution/warehouse properties in key regional and global markets across the Americas, Asia and Europe. Prologis owns over 6 million acres of well located, entitled land for future development, manages approximately $79 billion in combined total assets, and is proud to be ranked within the top 100 of the world’s most sustainable corporations.

Prologis offers its tenants/customers the most modern and geographically diverse platform of distribution space in the world, enhanced by great customer service.

Wilson Economic Development Council
www.wilsonedc.com
Sponsor of the Research Roundtable Breakfast and Meeting
The Wilson Economic Development Council attracts, retains and facilitates the expansion of quality business and industry. We assist companies with site selection, construction and start-up activities and provide a lasting partnership for each company. The Wilson EDC develops products that ensure Wilson is competitive in a global market. Industrial parks, sites and buildings are developed and leased/sold by the Wilson EDC to create an expedient option for companies wanting to begin production quickly.

Cedar Hill Economic Development Corporation
www.cedarhilledc.com
Sponsor of the Peer-to-Peer Corporates Workshop
The Cedar Hill Economic Development Corporation (CHEDC) administers the Type A sales tax fund for the City of Cedar Hill, Texas. Less than 20 minutes from downtown Dallas, Cedar Hill is located on the highest elevation in North Central Texas, and offers breathtaking views of Joe Pool Lake and Cedar Hill State Park. Opportunities grow naturally in Cedar Hill with a clean, safe environment and pro-business climate. CHEDC attracts quality companies to the City and helps existing businesses grow. A wide variety of incentives are available for relocation, infrastructure, jobs and capital investment as well as Triple Freeport “inventory” Tax Exemptions, competitive land prices and workforce training assistance.

DP Dermody Properties
www.dermody.com
Sponsor of the IAMC Board Meeting, Golf Outing and the Monday Connection Reception
DP Dermody Properties is a privately held, industrial real estate development company. Founded and headquartered in Reno, Nev., the company has a national development reach, served by its regional offices in Chicago, Northern New Jersey, Phoenix and Seattle. To date, Dermody Properties has completed ten LogistiCenters, totaling 11.8 million square feet. Over its 50-year history, the company has developed and leased more than 40 million
square feet of high quality facilities to many Fortune 500 companies and other well-respect-
ized firms. Dermody Properties is consistently ranked among the top 10 private developers
nationwide. Dermody Properties specializes in industrial development in strategic locations
for manufacturing, distribution, third party logistics, food packaging and distribution, and
internet fulfillment centers.

Hickey & Associates, LLC
www.hickeyandassociates.com
Sponsor of the Forum Note Pads and the
Monday Connection Reception
As a global corporate services firm, Hickey & Associates specializes in market location,
site selection, regulatory support and public/private partnerships in North America, Latin
America, Europe, Asia and Australia. Utilizing state-of-the-art tools and techniques, H&A
assists businesses select the best location to expand, relocate or consolidate anywhere in
the world while achieving vital public/public partnerships and regulatory risk mitigation to
help grow and sustain business.

Hoosier Energy
www.HoosierSites.com
Sponsor of the Forum Pens and the Monday Connection Reception
Hoosier Energy is a generation and transmission (G&T) cooperative providing electric
cover to 18-member electric distribution cooperatives serving an estimated 650,000
residents, businesses, industries and farms in central and southern Indiana counties as well
as southeastern Illinois. Headquartered in Bloomington, Indiana, Hoosier Energy utilizes a
renewable energy portfolio consisting of wind, solar and hydro and operates a coal-based
power production facility, natural gas-fueled peaking plants, landfill methane generation
facilities, combined cycle generation. High-voltage electric power is delivered to member
cooperatives over a system of 1,700 miles of transmission lines. Interconnections link
Hoosier Energy with seven other major utilities in Indiana and neighboring states.

New York Team
www.esd.ny.gov
Sponsor of the Hotel Key Cards
The New York Team is a partnership of local, regional and utility economic development
organizations, with Empire State Development, operating together under the umbrella of the
New York State Economic Development Council. Our objective is to market New York State
as a preferred location for business investment and build relationships with IACM members.

Pennsylvania Department of Community
and Economic Development
www.dced.pa.gov
Sponsor of the Arrive-in-Style
The Pennsylvania Economic Development Partners (PA Partners) is a collaborative team
of experienced economic development professionals who work directly with companies
looking to relocate or expand their business operations in Pennsylvania. Comprised of the
Pennsylvania Department of Community and Economic Development (DCED), the Pittsburgh
Regional Alliance, Greater Reading Chamber Alliance, FirstEnergy, Lehigh Valley Economic
Development Corporation, Select Greater Philadelphia and PECO the PA Partners provide
site selection assistance, coordinate the involvement of other state agencies, and package
economic development support for projects.

Enterprise Florida
www.enterpriseflorida.com
Sponsor of IACM Info Exchange
Enterprise Florida, Inc. (EFI) is a public-private partnership between Florida’s business
and government leaders and is the principal economic development organization for
Florida. EFI’s mission is to expand and diversify the state’s economy through job creation.
In pursuit of its mission, EFI works closely with a statewide network of economic
development partners and is funded both by the State of Florida and by private-sector
businesses.

Greater Oklahoma City Partnership
www.greateroklahomacity.com
Sponsor of the Tuesday Awards Lunch and Fellows Graduation
The Greater Oklahoma City Partnership is a dynamic 10-county region representing a wealth
of advantages and services. In the past decade, our region, business and science leaders
have invested hundreds of millions of dollars to create state-of-the-art facilities, a research
endowment, a seed capital fund and state and local incentive programs to assist companies
in Oklahoma City. We would like you to witness firsthand the collaboration that is making
the Oklahoma City region an exciting destination and supportive business environment.

Liberty Property Trust
libertyproperty.com
Sponsor of the Forum Mobile App
and the Monday Connection Reception
Liberty Property Trust (NYSE: LPT) is a $8.5 billion real estate investment trust which owns
101 million square feet of industrial and office space throughout the United States and the
United Kingdom as of (December 31, 2017). Founded in 1972 and headquartered outside of
Philadelphia, Liberty develops, acquires, leases and manages properties with the mission to
enhance people’s lives through extraordinary work environments.

Pitt County Development Commission
The Greenville, NC MSA
www.locateminncarolina.com
Sponsor of the Portfolio Management Interest Group
Pitt County, North Carolina is in the Greenville, NC MSA. Located between Raleigh and
the Outer Banks, we are a small metro experiencing transformational growth. We are the
home of one of the largest universities in the state, East Carolina University, as well as
one of the largest regional medical centers, Vidant Health. The metro is known for making
everything from the world’s strongest and lightest fiber (DSM Dyneema) to world-class boats
(Grady White), from award-winning craft beer (Duck Rabbit) to next generation pharmaceu-
ticals (Thermo Fisher, Mayne). We have multiple shovel-ready industrial parks, an enviable
water supply, a brand new shoe building, and robust industrial training programs through
Pitt Community College. The Greenville, NC MSA is currently ranked in the top 15% of
Forbes.com’s Best Small Places for Business and Careers and the top 10 of IDI Intelligence’s
Micro Cities of the Future for Human Capital/Lifestyle and Cost Effectiveness.

Randolph County, NC
Economic Development Corporation
www.rcedc.com
Sponsor of Tuesday Refreshments and the Final Program
Randolph County NC is the home of the Greensboro-Randolph MegaSite, the south’s top
industrial site. With more than 1825 acres, the GRSMS features a tremendous workforce
and all utilities in the exact center of North Carolina. The Randolph County Economic
Development Corporation’s goal is to create new jobs and investment in North Carolina’s top
urban/rural county.
San Bernardino County Economic Development Agency  
www.SBcountyadvantage.com

**Sponsor of the Opening Keynote Speaker**
San Bernardino County is an Inland Southern California region with measurable advantages. Lower costs and a skilled workforce make it the choice location for businesses looking to maximize profits. More than $2.2 billion will be invested in transportation infrastructure by BNSF, Port of Los Angeles and San Bernardino Association of Governments (SANBAG). Known as a leader for logistics and manufacturing, other fast growing industries include technology, food processing and renewable energy. The County Board of Supervisors continually develops proactive strategies to support business development and improve the economic value of the region.

SIOR  
www.SIOR.com

**Sponsor of the Opening Keynote Session**
SIOR is the leading global commercial real estate association, dating back to 1941. Only a select 3,000 industrial and office real estate brokers are recognized as SIOR Designees — a peak achievement for CRE professionals.

Team Texas  
www.goteamtexas.com

**Sponsor of the Forum WiFi**
Team Texas is a dynamic statewide economic development marketing association promoting job creation and capital investment in over 100 exciting Texas cities! Team Texas has promoted its member cities and organizations for more than 30 years! Team Texas is a non-profit membership association which serves as an outreach program of the Texas Economic Development Council. Team Texas facilitates more than twenty annual domestic and global marketing initiatives on behalf of its 100+ members. Team Texas members can assist you with questions concerning: Information on Available Sites and Buildings; Details on Incentives & Financing; Labor & Marketing Information; Economic Development Programs & Resources and much more.

Virginia Econ. Dev. Partnership  
www.yesvirginia.org

**Sponsor of the Monday Lunch**
The Commonwealth of Virginia is a premier business location, with competitive operating costs, a pro-business environment, access to global markets, and a skilled and diverse workforce. The Virginia Economic Development Partnership can support you with a competitive solution and ongoing support for long-term success.

Wisconsin Economic Development Corp.  
https://wedc.org

**Sponsor of the Monday Lunch**
The Wisconsin Economic Development Corporation (WEDC) leads economic development efforts for the state by advancing and maximizing opportunities in Wisconsin for businesses, communities and people to thrive in a globally competitive environment. WEDC provides resources, operational support and financial assistance to companies, partners and communities in Wisconsin. WEDC achieves its mission through initiatives driven by five strategic pillars: business development; community and economic opportunity; strategic economic competitiveness; state brand management and promotion; and operational and fiscal excellence. Working with more than 600 regional and local partners, WEDC develops and delivers solutions representative of a highly responsive and coordinated economic development network.

American Electric Power  
www.aeped.com

**Sponsor of the Monday Morning Fun Run**
American Electric Power (AEP) is one of the largest electric utilities in the United States, delivering electricity to more than 5 million customers in 11 states — Arkansas, Indiana, Kentucky, Louisiana, Michigan, Ohio, Oklahoma, Tennessee, Texas, Virginia and West Virginia. Across our 200,000 square mile service area (517,980 square kilometers) we provide comprehensive location advisory services as well as facility optimization and supply chain optimization services to the organization as a whole. 1.800.360.7483 (SITE)

Arkansas Economic Development Commission  
www.ArkansasEDC.com

**Sponsor of the Tuesday Breakfast**
Building on the momentum of six, homegrown Fortune 500 companies and countless other stories of innovation and success, Arkansas is in the business of growing business. Led by a governor who operates like a CEO, the state has streamlined its processes and delivers the nimble solutions companies need to efficiently expand and thrive in a competitive global economy. Solutions that have CNBC consistently rank Arkansas as one of the lowest costs of doing business in the nation, and prompted Wired magazine to report the state as “leading the learn-to-code movement” in training tomorrow’s market-relevant workforce. This amazing new venture we call “Arkansas, Inc.” focuses on how doing business in Arkansas can put you in some pretty good company.

Biggins Lacy Shapiro & Co., LLC  
www.blstrategies.com

**Sponsor of the Tuesday Breakfast and the Monday Connection Reception**
Biggins Lacy Shapiro & Company has been helping companies navigate the location decision-making process, and secure and administer economic development incentives for more than twenty years. Our experienced teams have the multidisciplinary skills needed to help clients develop and execute location strategies for stand-alone requirements as well as entire portfolios, optimizing the company’s access to labor, logistics and utility infrastructure, and competitive operational cost structures. In addition, we offer energy advisory services via our Sugarloaf Associates affiliate, and frequently partner with the most respected global real estate and engineering firms to provide a single, seamless platform.

City of Leander, Texas  
www.leanderbusiness.com

**Sponsor of the Tuesday Breakfast**
Leander Texas, located in the northwest portion of the Austin MSA, is one of the fastest growing cities in the nation. It offers access to the rural Texas Hill Country that draws people to the region along with ready access to the greater metro area, including the only commuter rail service into downtown Austin. It has a new Austin Community College campus under construction, expected to serve 12,000 students. St. David’s Hospital Group has begun construction of a medical campus on 50 acres in the City’s Transit Oriented Development that is expected to eventually host a 400 to 500-bed facility.
City of Ontario, California
www.ontariothinksbusiness.com
Sponsor of the Monday Breakfast

The City of Ontario is Building A Better Tomorrow by creating urban lifestyle districts that are sustainable places to live, work and play. Located just 35 miles east of downtown Los Angeles, Ontario is ideally situated as the gateway to Southern California. With three major interstates, two railroads and the Ontario International Airport, Ontario offers direct access from Los Angeles to the rest of California, and to North America. With approximately 170,000 residents and residential development on the rise, Ontario will double its population in the next 20 years making it one of the 100 most populous cities in the nation. Ontario works very closely with its five area school districts, local community colleges and universities, trade and vocational schools, to provide a highly skilled workforce. Complementing its business and residential core, Ontario dazzles with its amenities such as the Ontario Convention Center, Citizens Business Bank Arena, and the Ontario Mills Mall.

ElectriCities of North Carolina, Inc.
www.electricities.com
Sponsor of the Final Program

ElectriCities of N.C. is the management services organization and trade association representing NC Public Power, the state’s 70 municipal electric providers. We manage North Carolina’s two municipal Power Agencies, North Carolina Municipal Power Agency Number 1 and North Carolina Eastern Municipal Power Agency. We offer a variety of economic development services to promote NC Public Power to industry and site selectors.

JobsOhio
www.jobs-ohio.com
Sponsor of the College of Fellows Leadership Masterclass

JobsOhio is a private, nonprofit economic development corporation designed to lead Ohio in the attraction, retention, and expansion of business. The JobsOhio team of industry experts understands the needs of growing businesses and is ready to provide them with the resources necessary to succeed in Ohio. Ohio is the ideal location for your company.

Kansas Department of Commerce
www.KansasCommerce.com
Sponsor of the Monday Breakfast

The Kansas Department of Commerce is the lead economic development organization for Kansas. Our agency strives to grow the Kansas economy through the creation and retention of jobs, payroll, and capital investment. Kansas is the place to find quality real estate, effective and valuable financial and technical resources, a skilled and educated workforce, and excellent infrastructure with access that connects you to the world. Our national rankings as a pro-business and competitive state indicate we’re not the only ones who think so. Take a look at Kansas for your business. We think you’ll like what you see!

KentuckyUnited
www.kentuckyunitedonline.org
Sponsor of the Final Program

Kentucky's economy is making national headlines. From landing international corporations to creating record jobs and investment to supporting the next generation of entrepreneurs to redefining workforce development, the Bluegrass State is the place to make your business dreams a reality. Let us help you write your own success story in Kentucky.

Ohio’s Electric Cooperatives
www.ohioec.org
Sponsor of Member Central Refreshments and the Monday Connection Reception

Ohio’s Electric Cooperatives is the statewide association that represents the state’s 25-member rural electric cooperative network. Comprised of Buckeye Power, the generation and transmission supplier, and Ohio Rural Electric Cooperatives, the statewide services organization, Ohio’s Electric Cooperatives serves approximately 400,000 homes and businesses, and more than 1 million consumers, in 77 of Ohio’s 88 counties.

Opus Development Group, LLC
www.opus-group.com
Sponsor of the Tuesday Breakfast

The Opus Group is a full service, design-build development company. We operate as an integrated, multidisciplinary team with expertise in development, capital markets, project management, construction, architecture and engineering. Our dedicated professionals have decades of experience in multiple sectors including office, industrial, retail, institutional, residential and government.

SIOR Foundation
www.sior.com/foundation
Sponsor of the College of Fellows Leadership Masterclass

The SIOR Foundation’s mission is to promote and support initiatives that educate, enhance and expand the commercial real estate community. We envision that Foundation-sponsored initiatives are recognized inside and outside the commercial real estate industry as preeminent in advancing professional practice.

South Carolina Dept. of Commerce
www.SCcommerce.com
Sponsor of Monday Refreshments

The state of South Carolina’s economic development team works to recruit new businesses and help existing businesses grow. South Carolina has recruited world-class companies such as BMW, Boeing, Continental, Goodyear, LPL Financial Holdings, Mercedes-Benz Vans, Toray and Volvo Cars and also supports startups, small and existing business, innovation and rural development initiatives. South Carolina consistently ranks as one of the top states in the nation for attracting jobs through foreign investment. Partners like the S.C. Technical College System, via readySC, support workforce training and recruiting, and the S.C. Department of Employment and Workforce provides worker training and employment opportunities within the state. This unified effort pays off in big ways, as the state has been publicly and nationally recognized as an exceptional place for business to invest.

State of Maryland
www.open.maryland.gov
Sponsor of New Members Reception

Whether mapping the human genome, cultivating the epicenter of cybersecurity, or building mission-critical components for the defense and unmanned aircraft industries, companies in Maryland excel. Our ideal location between Atlanta and Boston — an overnight drive to one-third of the U.S. population, proximity to the nation’s capital, and the largest concentration of professional and technical workers in the country, means that Maryland is Open for Business.
The State of Tennessee
www.masteredinTN.com
Sponsor of the New Members Reception
The Tennessee Department of Economic and Community Development’s mission is to develop strategies which help make Tennessee the No. 1 location in the Southeast for high quality jobs. The department seeks to attract new corporate investment in Tennessee and works with Tennessee companies to facilitate expansion and economic growth.

The Tri-City Development Council
www.TRIDEC.org
Sponsor of the Wednesday Breakfast and Closing Keynote Speaker
The Tri-City Development Council (TRIDEC) leads economic development efforts in Southeastern Washington for Benton and Franklin counties including the Kennewick-Richland-Pasco MSA (Tri-Cities, Washington). TRIDEC offers businesses interested in locating or expanding to the Tri-Cities area the most comprehensive and business-specific economic development assistance available.

The Washington State Department of Commerce
www.choosewashingtonstate.com
Sponsor of the Wednesday Breakfast and Closing Keynote Speaker
The Washington State Department of Commerce is the lead agency in supporting investment and economic opportunities for businesses throughout the state. Our team of experts can answer your questions about Washington’s business environment, investment and expansion opportunities, incentives and competitive advantages. Our goal is to work with you to strengthen communities by creating an environment that encourages businesses and communities to grow and prosper statewide.

Forum Contributor:
Greater Des Moines Partnership — Member Central Refreshments

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For questions or assistance, contact Lea Kane at lea.kane@iamc.org.
Skilled Workforce. Centrally Located. Advanced Manufacturing.

RANDOLPH COUNTY
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Economic Development Corporation

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