

AGENDA

Monday, May 15

6:30-8:30 PM | Welcome Reception

Cavalier Beach Club

Tuesday, May 16

6:30-7:15 AM | Sunrise Jog

Meet in Lobby at 6:20 AM

8:00-8:45 AM | Breakfast

Big Band Foyer

8:45-10:00 AM | Welcome Remarks & Morning Sessions I

Seaside Ballroom B

9:00-9:35 AM

Session One: 2023 Project Pipeline: The Toolkit Necessary to Remain Competitive

Site selection in 2023 offers unique challenges – site availability, labor, utilities, and natural resources, among others. This panel will discuss what communities are doing to remain competitive in this environment.

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Benton Blaine | Managing Director, Cushman & Wakefield

Brad Migdal | Executive Managing Director, Cushman & Wakefield

Shannon O'Hare | Executive Managing Director, Cushman & Wakefield

9:35-10:00 AM

Session Two: Megasite or Not, Develop What You've Got!

With a strong project market securing sites at a record rate, communities are now being challenged to figure out what is next to develop their product portfolio. No matter the site size, companies are looking for sites that have answers, control, and risks mitigated. Proactive product development will prepare your community to win deals.

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Courtney Dunbar | Director, Burns & McDonnell

10:00-10:15 AM | Morning Break

Seaside Ballroom Foyer

10:15-11:35 AM | Morning Sessions II

Seaside Ballroom B

10:20-10:45 AM

Session Three: The Logistics Analysis that Drives Industrial Site Selection

Learn how occupiers evaluate their supply chain location requirements before going through the incentives process or site selection. You'll take away from this session an understanding of the drivers of Industrial site selection to enable you to ask prospect companies why they want to be in your community and what their business justifications are for doing so.

—

Joe Dunlap, Managing Director, CBRE

10:45-11:10 AM

Session Four: Federal Sustainability Tax Update

Learn the latest about the new energy tax provisions and other benefits provided through recent federal legislation, such as the Inflation Reduction Act and the Infrastructure Investment and Jobs Act, and how these new programs can enhance your economic development strategy.

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Steve Tozier | Executive Director, EY

11:10-11:35 AM**Session Five: Housing is Economic Development**

As housing goes, so goes the economy as a critical component of economic, community, and workforce stability. Housing access and affordability play a central role in workforce development and are critical to reducing intergenerational poverty and increasing economic mobility. In short, a community cannot plan for economic growth without access to quality and affordable housing. This interactive session will discuss the nexus of housing and economic development and solutions.

—

Jolena Presti | Managing Director, Baker Tilly

11:35 AM-1:00 PM | Lunch

Big Band Foyer

1:00-2:40 PM | Afternoon Sessions

Seaside Ballroom B

1:05-1:30 PM**Session Six: Where Did the Employees Go and How is it Affecting Corporate Real Estate Decisions?**

It's no secret that the workforce and talent expectations are changing at a rapid pace. To understand how to adapt to this workforce, it is important to look at the drivers changing the workforce mentality. This discussion dives into trends and events that are affecting labor conditions and how they are set to influence the future of the workforce for years to come.

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Brian Corde | Managing Partner, Atlas Insight

1:30-2:05 PM**Session Seven: Telling a Convincing Workforce Story**

Whether it's key labor data you post on your website or customized market intelligence you share during a final site visit, the content and form of your labor "story" has never been more critical. Three consultants will candidly share their recent experience on this subject across the U.S. and go into detail on how to put together data and intelligence that keeps your region in contention and potentially influences a final decision.

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Alex Baker | Consultant, Avison Young Consulting Services

Annie Baxter | First Vice President, CBRE

Amy Gerber | Executive Managing Director, Cushman & Wakefield

2:05-2:40 PM**Session Eight: ESG: What Can We Do as Economic Developers?**

While the concept of ESG is not new, over the last decade, great progress has been made to move the needle on performance measurement on all three legs on the ESG stool, so that it is fast becoming central to the corporate agenda. At a minimum, it serves as a north star to what a company represents for its consumers, suppliers, partners, investors, employees, and other stakeholders.

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Brandon Pyers | Senior Manager, Deloitte Tax

Blair Westmoreland | Senior Manager, Deloitte Tax

2:40-3:00 PM | Afternoon Break

Seaside Ballroom Foyer

3:00-4:00 PM | Table Talks

Seaside Ballroom E

6:00-8:00 PM | Reception

Ocean Lawn & Island Lawn

Wednesday, May 17

6:30-7:15 AM | Sunrise Yoga

Meet in Lobby at 6:20 AM

8:00-9:00 AM | Breakfast

Big Band Foyer

9:00-10:40 AM | Morning Sessions

Seaside Ballroom B

9:05-9:30 AM

Session Nine: Food Processing Site Selection Trends and Opportunities

Communities throughout Virginia have experienced success recruiting and landing food and beverage-related investments. A target industry for many parts of the state, this session will offer strategic insights and practical suggestions to improve a region's opportunity to be considered for these projects.

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Scott Kupperman | Founder, Kupperman Location Solutions

9:30-10:05 AM

Session Ten: Life Science Perspectives: Tactical Considerations for Community and Site Selection

The life sciences industry has become top-of-mind to many communities as it continues to be a major economic driver throughout the world. Drawing on past and current life science site selection engagements, our speakers will explore the various segments within the industry, potential opportunities, decision factors that drive competitive life science site selection projects, and Virginia's current position.

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Alan Reeves | Senior Managing Director, Newmark

Brooklin Salemi | Senior Managing Director, Newmark

10:05-10:30 AM

Session Eleven: Tech Magnet: Attracting & Retaining IT Giants in a Hybrid World

In this presentation, we'll delve into the effects of remote and hybrid work models on labor and real estate, examine the factors behind regional tech clusters, and discuss the role of data analytics and emerging technologies in shaping location decisions.

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Chase Bourdelaise | Managing Director, Transwestern

10:40-11:00 AM | Break

Seaside Ballroom Foyer

11:00 -11:30 AM | Table Talks

Seaside Ballroom E

11:30 AM | Boxed Lunch To-Go

Big Band Foyer

