



HOW TO ATTRACT EUROPEAN FDI TO ILLINOIS COMMUNITIES PEORIA – MAY 9, 2017

VENUE: Clocktower, Fondulac Room, East Peoria, Illinois
TIME: 9:30 a.m. – 3:30 p.m.

AGENDA

Registration

9:30 – 10:00 a.m. Coffee and Tea Available

Opening Remarks

10:00 – 10:10 Jennifer Daly, CEO, Greater Peoria EDC
10:10 – 10:15 Betty Steinert, President IL Economic Development Association
10:15 - 10:20 Matthias Beier, President & CEO, European American Investment Council

Site Selection USA: What Are European Businesses Looking For:

10:30 – 11:00 a.m. Chat Phillips, Senior Consultant at Navigator Consulting

Chat Phillips is a Senior Consultant with Navigator Consulting, a specialized international consulting firm providing site selection services to companies looking to expand their business operations into the U.S. market by establishing manufacturing locations. Chat focuses on site, labor force, and operating cost analyses, and is particularly focused on assisting East Asian-based clients.

Illinois' Strengths and Opportunities in Terms of European FDI

11:00 – 11:50 a.m. Erik Brejla, Assistant Deputy Director Regional Economic Development (RED), Illinois Department of Commerce & Economic Opportunity

In 2015 Site Selection Magazine voted Illinois to be the #3 state for new and expanded corporate facilities. This, however, is only one of the many aspects which make Illinois a strong player in FDI attraction. Good location and a strong transportation infrastructure, a talented workforce and good access to key markets, makes Illinois a great fit for new companies.

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As the Nation's fourth most successful state in attracting FDI, Illinois remains a strong player in the field of international FDI. During this presentation, we want to highlight Illinois' specific strengths as a manufacturing site, so you can best present these to prospective investors when marketing your community.

FDI in Numbers: The Case for Europe

Noon – 12:30 p.m.

Florian Stamm, Attorney at Law, Smith, Gambrell & Russell LLP

We appreciate how challenging it can be for EDO's to effectively market their community to European investors across the Atlantic. Based on his years of experience in providing legal support to European investors in the U.S. in questions of site selection and economic development, Mr. Stamm will offer valuable insights to EDOs on how to maximize their Community's potential in attracting FDI from Europe.

LUNCH BREAK AND NETWORKING

12:30 – 1:15 P.M.

Panel Discussion on Best Practice FDI Attraction: Useful Insights by FDI Experts

1:15 – 2:30

Moderator: Matthias Beier, President & CEO, EAIC

- Florian Stamm, Attorney at Law, Smith, Gambrell & Russell
- Dr. Ullrich Kammerer, CPA, Roedl USA
- Chat Phillips, Senior Consultant Navigator Consulting
- James Foley, Director, Illinois SBDC International Trade Center, International Programs, Foster College of Business
- Eric Nieukirk, Corporate Real Estate & Economic Development Manager—Caterpillar, Inc.
- Patrick Peonnet, co-founder and co-owner of Supply Chain Services International, LLC (SCSI)
- Werner Beermann, Manager European Business Development
- Aryan Zandieh, USA Representative of Germany's Federal State of Niedersachsen, Deutsche Messe AG

Q&A

Successful Together – Benefits of Cooperation – Individual Consultation w/ FDI Experts

2:45 p.m. – 4:00 p.m.

Opportunity to meet with our FDI experts individually (20 Minutes/session)

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