



PENNSYLVANIA
ECONOMIC
DEVELOPMENT

ASSOCIATION

2020 VIRTUAL CONFERENCE SERIES

Series Schedule | Session Overviews | Speaker Bios

2020 Virtual Conference Series - Session Overviews

Agenda is subject to change

Thursday, October 22, 2020 / 12:00 pm - 1:00 pm / Opening Keynote Presentation - Realigning Supply Chains During Times of Disruption

Sponsored by: PECO

Long before COVID-19 reached the shores of the United States, a series of serious existing critical macro-trends were challenging the manufacturing dominance of China. However, the COVID-19 virus, starting with the initial impact at the center China, then in terms of the short-term effects on business and finally the long-term impact on trade and global supply chains, is going to bring unprecedented changes in the global supply chain.

These changes will dramatically affect supply, revenue, earnings and market share of a significant range of Pennsylvania companies. Even if businesses do no commerce with China at all, the widespread and pervasive effects of these trends will still reach them and influence prospects for survival and growth, alike.

This webinar will examine these effects and how Pennsylvania companies can both cope with the challenges of shortfalls and forced adjustments and, simultaneously, may find themselves in a position to dramatically grow and expand as this trend widens to encompass the reshoring of manufacturing in the United States.

Some of the topics to be discussed are as follows:

- Supply chain disruption
- Shipping and transportation problems
- Workforce development and capacity concerns
- Access to export markets
- Potential investment in Pennsylvania corporations to address capital & liquidity issues
- Production relocation & global supply chain realignment

Finally, a series of detailed recommendations will be provided to help businesses affected by this cataclysmic change come out of this stronger than ever.

Thursday, October 29, 2020 / 12:00 pm - 1:00 pm / The Role of EDOs in a Post-COVID World

Sponsored by: First Frontier 504 Program

In many ways, the global pandemic abruptly changed the role of EDOs in their communities. In other ways, it reinforced what EDOs have been doing all along. Moving forward, communities and clients served by EDOs will face different challenges and opportunities, depending on a variety of factors. What has changed? What hasn't? How are communities like yours leading the way?

Thursday, November 5, 2020 / 12:00 pm - 1:00 pm / Positioning Pennsylvania for Reshoring Success

Sponsored by: First Frontier 504 Program

Moderated by a representative of Pennsylvania's Office of International Business Development (OIBD), this panel discussion will include professionals from the federal and local / regional levels, as well as two of Pennsylvania's global investment representatives, who serve as business advocates and liaisons between potential foreign investors and federal, state and local governments to eliminate the barriers foreign companies might encounter in investing in the Commonwealth. Panelists will discuss the benefits of reshoring (including workforce, logistics, national security, etc.), federal policies designed to encourage reshoring efforts, opportunities and challenges associated with making

this part of your community's recovery strategy and proven best practices that can be used by economic development professionals working to achieve reshoring success.

Thursday, November 5, 2020 / 1:30 pm - 3:00 pm / Get Some Help!

Sponsored by: First Frontier 504 Program

We need to know. What best practices would you like others to share? Are external items affecting your work? What is troubling you at work or keeping you up at night? Is there anything that you need help sorting out? In short, this session will be built upon thought-provoking questions, ideas and opportunities for collaboration. The goal is to have a lively discussion, provide potential solutions and get / give some help. The authors of all questions and topics submitted will be kept confidential in session.

Thursday, November 12, 2020 / 12:00 pm - 1:00 pm / The Role of Internet Connectivity in the Recovery

Sponsored by: First Frontier 504 Program

A detailed session overview is forthcoming.

Thursday, November 19, 2020 / 12:00 pm - 1:00 pm / Closing Keynote Presentation - PA's Economic Outlook: An Economist's Perspective

Sponsored by: FirstEnergy

During this session, Jim Robey, Director of Regional Economic Planning Services with the W.E. Upjohn Institute for Employment Research, will discuss the state of the Pennsylvania and national economies and explore performance relative to several indicators like wages, unemployment, labor force participation, etc. Questions to be explored include those related to the impact of this year's election, the evolving workforce landscape, how reshoring will affect economic development and more.

2020 Virtual Conference Series - Speaker Bios

Virgil Bisio, Foreign Commercial Officer, Investment Services Team, SelectUSA

Virgil Bisio is a Foreign Commercial Service officer serving on the Investment Services Team at SelectUSA. He is the portfolio manager for promoting foreign direct investment from Mongolia, mainland China, Hong Kong, and Taiwan, and also delivers investment services to domestic economic development organizations in the Northeast and Mid-Atlantic states. Before joining the Foreign Commercial Service, Virgil served as an Economics and Trade Analyst at the U.S.-China Economic and Security Review Commission (“USCC”), where he provided research and analysis to Congress on U.S.-China and cross-Straight economic relations. While working at USCC, Virgil authored a staff report on China’s Banking Sector Risks and Implications for the United States and contributed to a variety of other published research products. Prior to this, he also led research and program planning efforts at several private sector and non-profit organizations, including The Asia Group, the Asia Society Policy Institute and the National Committee on U.S.-China Relations. Virgil holds an M.A. in East Asian Languages and Cultures from Columbia University and a B.A. in History from Trinity College.



David Briel, Executive Director, International Investment, Pennsylvania Office of Business Development, Pennsylvania DCED

David Briel currently serves as Executive Director of International Investment, Office of International Business Development, Department of Community and Economic Development, Commonwealth of Pennsylvania. He oversees a team of four development specialists in Harrisburg and a network of overseas authorized representatives, whose mission is to attract foreign direct investment and create employment in the Commonwealth.

Before working for the Commonwealth, David worked for four years in Japan for ITOCHU, a large multinational trading firm with headquarters in Tokyo, and the Japanese Ministry of Education. Upon returning to the U.S., he worked with the Ministry of Foreign Affairs at the Japanese Embassy in Washington, working with U.S. businesses expanding into the Japanese market. David has passed the top level of the Japanese language proficiency examination.



Jim Decker, President & CEO, Warren County Chamber of Business & Industry

A lifelong resident of Warren County, Jim began his career in community development as the Executive Director of the Warren County Chamber of Commerce in 1997 and expanded his areas of responsibility to include county-wide economic development through the merger of the Chamber of Commerce with the Warren County Development Association in 2003. The Warren County Chamber of Business & Industry (“WCCBI”) provides traditional “chamber” services to Warren County businesses, develops and administers events focused on highlighting the outdoor recreational opportunities which abound in Warren County, manages a multi-tenant industrial complex and a multi-floor office building in the City of Warren and provides economic development assistance programming.

The WCCBI administers the Leadership Warren County development program, the catalyst for development of the Trails at Jakes Rocks, a 30-mile mountain bike trail system constructed within the Allegheny National Forest.

Jim serves on the Board of Directors for the Northwest Regional Planning Commission as well as the Northwest Workforce Development Board. The WCCBI administers PREP and ENGAGE! agreements throughout Warren County and is currently serving as the Business Liaison Agency for Warren County’s CARES Act Small Business Grant Program.

Jim is an avid outdoor recreationalist, enjoying hiking, camping, kayaking and road and mountain biking.



Patty Horvatic, Vice President, Business Investment, Pittsburgh Regional Alliance

Patty promotes the 10-county Pittsburgh region to companies considering location or expansion, as well as site selection consultants who advise such activity, and manages projects that result in business investment and job creation across southwestern Pennsylvania. She identifies specific client requirements and forms teams of economic development professionals, real estate brokers and others to advance projects.

One of her recent signature projects was Shell Pennsylvania Chemicals' world-scale, multibillion-dollar petrochemical complex being constructed in Beaver County. Since 2011, Patty has served as a conduit between regional interests and Shell. Shell's decision signaled the company's re-entry into the North American polyethylene market and positions Pittsburgh as a global hub of downstream activity.

Patty graduated from the University of Oklahoma's Economic Development Institute, accredited by the International Economic Development Council ("IEDC"). She graduated from the Institute for Organization Management, presented by the U.S. Chamber of Commerce. Patty is a member of IEDC, CoreNet Global, Industrial Asset Management Council ("IAMC"), and the Pennsylvania Economic Development Association.

In April 2017, Patty was honored by IAMC for economic development excellence when she was presented with its annual Mary Jo Hanover Award. She was also named among North America's Top 50 Economic Developers in 2017 – and again in 2019 – by Consultant Connect. For the latter, Patty was nominated by peers in economic development and site consultant colleagues for "excellent practices, innovation and success in building the communities they serve." She was also recognized with CSX's 2016 Industrial Development Partner-shiping Award for her work on the Shell petrochemical investment in the Pittsburgh region.



David Iwinski, Jr., CEO, Blue Water Growth, LLC

Mr. Iwinski is the CEO and Managing Director of Blue Water Growth, a global business consulting firm with extensive on-the-ground experience and expertise in Asia. Its services include merger and acquisition guidance, private capital solutions, product distribution, production outsourcing and a wide variety of business advisory services for its Western and Asian clients.

Karolina Kaptur, Authorized Investment Representative, Commonwealth of Pennsylvania

A bio is forthcoming.



Richard Kilner, Authorized Investment Representative, Commonwealth of Pennsylvania

Based in the UK, Richard Kilner is an international business professional with extensive board level experience consulting on cross-border investment, capital development and export programs. Since 1998, he has retained the contract to direct the Commonwealth of Pennsylvania's investment attraction programs in Europe. From 1985 to 1998, he served as Director Europe, New York State Department of Commerce, with responsibility for offices in London, Frankfurt and Milan. In this capacity, he was directly responsible for delivering over 120 investment projects, generating over \$1 billion of invested capital in New York State.

Richard has held various senior elected positions in recent years, including roles as chairman of the Council of American States in Europe (CASE), chairman of the North America Committee London Chamber of Commerce & Industry and member of the Investment Committee of the British American Chamber of Commerce. He is a graduate of the University of Leeds (economics & politics) and holds a master's degree (M.Phil) from the University of Edinburgh. He is a member of the European Council of Marketing and a Fellow of the Chartered Institute of Marketing (UK).

Richard has been a special consultant to a number of construction and infrastructure development companies on both sides of the Atlantic, including New England Construction and Star Circle Industries (New York) and Percy Johnson Marshall Associates (UK). Regional Development Agency clients include Yorkshire Forward, The Advanced Manufacturing Park, Sheffield, the regional government of Emilia Romagna, the City of Ravenna, GMPR (Italy), the Boston Redevelopment Association and the Gelderland Regional Chamber of Commerce in the Netherlands.



Stephen McKnight, President & CEO, Altoona Blair County Development Corporation

Stephen is President and CEO of the Altoona Blair County Development Corporation (“ABCD Corporation”). Stephen brings more than 25 years of management and economic development experience in both the public and private sectors. Throughout his career, he has worked to identify organizational and community place-based assets, matching them with new market opportunities.

Stephen first worked at the ABCD Corporation from 2000 to 2007, serving as Director of Corporate Services. He was a member of the Southern Alleghenies Tourism Committee, the Workforce Investment Board and managed the development and marketing of the I-99 Innovation Corridor Initiative.

In 2010, he was a co-founder of the economic development firm Fourth Economy Consulting where he worked with communities and industry across the country building competitive operational growth strategies and industrial site selection. A native of Blair County, Stephen can be found on a ski slope in the winter and on the roads and trails during all seasons in between.



Linda D. Nitch, Director of Economic Development, Lawrence County Regional Chamber of Commerce & Lawrence County Economic Development Corporation

Developing Lawrence County has been Linda's passion for nearly 30 years. With roots firmly planted in western Pennsylvania, she has experienced the economic boom and bust cycles of business. Manufacturing, the backbone of her local economy, has been transformed by technology. The health industry has emerged as the county's top employer. Looking ahead with the development of the shale gas industry and the ethane cracker plant being constructed, nearby, the energy sector will provide Lawrence County with great opportunities to generate wealth and jobs.

Linda accepted the position of Executive Director of the Lawrence County Economic Development Corporation in November 1999. With the recent merger with the Lawrence County Regional Chamber, she continues to seek business development throughout the county. During her 18 years of service to the county, \$33 million in grants and loans were issued to Lawrence County companies, directly affecting 2,434 jobs.

Real estate development has been a cornerstone of Linda's work, including the continued business investment in the Shenango Commerce Park and the creation of Millennium Park. She secured funding of \$27 million and constructed a multi-tenant building that is fully leased. Additionally, redevelopment of brownfield sites is an important part of her activities.

Other components of economic development that Linda has nurtured include three revolving loan funds, a robust business call program to retain local businesses and marketing for the attraction of new businesses.

Linda, recognizing the importance of having advanced training, became certified by the International Economic Development Council and earned her designation as a Certified Economic Developer (CEcD) in 2010. Prior to that certification, she also attended the National Development Council's program. She continues to be certified by PEDAs and, finally, she is a Ford Foundation Fellow in Regionalism and Sustainable Development, having participated with the Pittsburgh Regional Alliance.

Linda is a graduate of Youngstown State University, where she earned a B.S. in Business Administration. She earned an Associate Degree in Letters, Arts and Sciences from Pennsylvania State University. Linda has thirty years of economic development/finance experience through career positions including Licensed Financial Consultant with A.G. Edwards & Sons and Director of the City of New Castle's Community Development Department. Born and raised in Mercer County, PA., she has been a long-time resident of the City of New Castle.



Bruce Reddock, Economic Development Specialist, The Scranton Plan

Bruce Reddock joined The Greater Scranton Chamber of Commerce in July 2015 as part of *The Scranton Plan*, the industrial marketing arm of the Chamber.

As Economic Development Specialist, Mr. Reddock is responsible for attracting new industries and assisting in the expansion of local businesses within Lackawanna County, as well as implementing the marketing initiatives set forth by *The Scranton Plan*. Through prospect visits and tours, this initiative generates economic development projects that assist in the creation and retention of jobs in Lackawanna County.

After graduating from Misericordia University in 2013 with a Bachelor of Arts degree in Government, Law and National Security, Mr. Reddock relocated to New York City to begin his professional career, taking a job in the education and technology industry.

Prior to his role at the Chamber, Bruce held several marketing positions with multi-national companies dealing in both the B2B and B2C channels. He was the Graduate Program Territory Manager for The Princeton Review of NYC and most recently held the role of Market Development Manager for Coca-Cola Refreshments.

In 2015, Bruce was recognized by the Northeast Pennsylvania Business Journal as a Top 20 Under 40 business professional. He also serves on the board of directors for Scranton Tomorrow and the Downtown Revitalization Task Force, as well as the Equitable Transit Planning Council, which is facilitated by the Scranton Area Community Foundation and the Federal Reserve Bank of Philadelphia.



Jim Robey, Director, Regional Economic Planning Services, W.E. Upjohn Institute for Employment Research

Jim Robey provides research and technical assistance on economic issues and in economic and workforce development to assist corporate, nonprofit and economic and workforce development entities in problem resolution and strategic decision making.

His research focuses on regional economic, education, economic development and workforce development issues across Michigan and the nation. He prepares annual employment forecasts for southwest Michigan's metropolitan areas, directs the production of Business Outlook for West Michigan and provides economic insights for regional economic development across northwest Ohio and the states of Ohio, Pennsylvania, West Virginia, Maryland, New

York and New Jersey. Robey received his PhD in Urban Studies from the Levin College of Urban Affairs, Cleveland State University.



Elizabeth Schaefer, Director, Investment Research, SelectUSA

Elizabeth Schaefer is the Director of the Investment Research Team at SelectUSA. Ms. Schaefer leads data, evaluation and analytical work relating to foreign direct investment promotion in the United States. Prior to joining SelectUSA, Elizabeth served as an international macroeconomic expert with the ITA's Office of Trade and Economic Analysis, providing decision makers with economically grounded, data-driven recommendations applicable to current trade and investment policy. In her research role, she co-authored the ITA public brief Jobs Attributable to Foreign Direct Investment (FDI) in the United States and Jobs Supported by Export Destination. Both briefs estimate the indirect employment associated with FDI and exporting. She began her career at ITA as a

Timothy J. Hauser Presidential Management Fellow and her previous federal work experience includes serving as an economist with the Federal Energy Regulatory Commission. Before joining the federal service, Elizabeth consulted for the Air Force Office of the Surgeon General's Chief Information Office. Elizabeth has an M.A. in Applied Economics from Johns Hopkins University and a B.A. in Economics from the University of Maryland.



Andrew Skrip, VP, Industrial Development, Scranton Lackawanna Industrial Building Company

Andrew Skrip has held the role of Vice President of Industrial Development for the Scranton Lackawanna Industrial Building Company (SLIBCO) since 1983. He oversees the planning, financing, construction and marketing efforts of SLIBCO and The Scranton Plan.

Mr. Skrip joined The Greater Scranton Chamber of Commerce in March of 1980 as Sales and Marketing Manager for SLIBCO and administered SLIBCO's industrial marketing programs for job attraction and retention. In July of 1980, he was promoted to Manager of Industrial Development and managed SLIBCO's land, building and construction projects.

His major responsibilities included the management and expansion of the Keystone and Stauffer Industrial Parks and the General Dynamics facility.

Before joining the Chamber, Mr. Skrip was Director of Operations for the Eastern Distribution Center, Inc. and Foreign Trade Zone #24 for five years. Mr. Skrip assisted in the financing and development of a 265-acre industrial park adjacent to the Wilkes-Barre / Scranton International Airport. Since joining the Chamber, Mr. Skrip has helped numerous companies locate and expand their production, office and distribution facilities in Lackawanna County. He has managed the design, financing and construction of the Glenmaura Corporate Center, Office Park at Montage, Mount Pleasant Corporate Center, Valley View Business Park, Valley View Professional Plaza, Jessup Small Business Center, Scott Technology Park, Stafford Avenue Business Park, Benton Park and Old Forge Industrial Park. He has also worked on the expansions of Keystone Industrial Park, Stauffer Industrial Park, Valley View Business Park and Scott Technology Park.

He has also supervised multi-million dollar build-to-suit projects for Bank of America, The Prudential, J.C. Penney Company, Northrop Grumman and General Dynamics. In 1999, he oversaw the renovation of the former Globe Building into the new corporate headquarters for Diversified Information Technologies. He managed the design, financing and construction of the 64,000 square-foot Scranton Enterprise Center, and the 45,000 square-foot TekRidge Center office / incubator buildings. During his forty-two year professional career, Mr. Skrip has managed

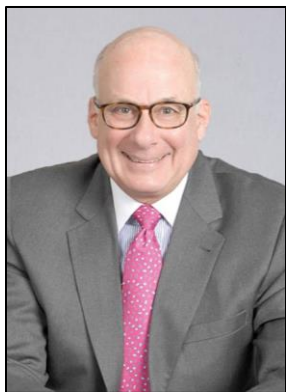
the development of seventeen local business, office and technology parks, totaling 2,558 acres, and the construction or renovation of nine buildings, totaling one million square feet.

In 1999, the Pennsylvania Economic Development Association named Mr. Skrip Pennsylvania's "Economic Developer of the Year."

Mr. Skrip graduated from Penn State University with an associate's degree in computer science and a Bachelor of Science degree in business administration, with concentrations in marketing, management and international business.

Matthew Tuerk, VP of Business Attraction, Retention & Expansion, Lehigh Valley Economic Development Corporation

Mr. Tuerk is responsible for attracting prospects who are interested in locating or expanding their operations in the Lehigh Valley by assisting them with site selection, assisting with the acquisition of incentives, supplying them with demographic and economic data and connecting them with various public and private resources. Prior to coming to LVEDC in 2013, he served five years as assistant director of the Allentown Economic Development Corp., where he helped found a coworking and hackerspace in an existing manufacturing facility and led an effort to improve business retention and incubation. Mr. Tuerk holds a Bachelor of Science degree in International Business from the College of Charleston and a Master of Business Administration degree with a concentration in international economic development from The Moore School of Business at the University of South Carolina.



Dennis Unkovic, Esq., Attorney at Law, Meyer, Unkovic & Scott LLP

Mr. Unkovic represents U.S. and foreign entities in their international activities. His involvement includes negotiating commercial transactions, mergers and acquisitions, and inbound and outbound investment projects. He has traveled to 64 countries, with significant involvement in Japan, China, Southeast Asia, Australia and Europe. For three years, he was Board Chair of Meritas, a highly ranked legal network of 7,658 lawyers in 94 countries.