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U.S. Clusters and Economic Development Organizations U.S. – EU Matchmaking – Hannover Messe

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Appalachian Partnership for Economic Growth

Nelsonville, Ohio

John Molinaro, President and CEO

Email: jmolinaro@apeg.com

Booth Number: Hall 3, Stand F06, (31)

Appalachian Partnership for Economic Growth (APEG) promotes economic prosperity in eastern and southern Ohio through business attraction, retention, and expansion efforts and world-class technical assistance. APEG's primary industrial clusters include metals, hardwoods and hardwood products, furniture, chemicals and polymers and food processing. APEG's region is also a major supplier of methane, ethane, propane, butane and petroleum condensates from its Unica and Marcellus shale deposits, as well as prime Appalachian hardwoods.

Appalachian Ohio is home to 7.8 million acres (3.15 million hectares) of the world's choicest hardwoods, including white oak, red oak, cherry, maple, hickory, ash, and a dozen more species. The entire region is certified for Sustainable Forest Management. The region is also home to the largest remaining cluster of hardwood furniture manufacturers in the USA, with over 600 supply chain companies. Numerous opportunities exist for partnerships up and down the supply chain, ranging from log, lumber and mill-work exports to in-region manufacturing and distribution opportunities.

Arkansas Economic Development Commission

Little Rock, Arkansas

Benjamin France, Senior Project Manager

Email: bfrance@arkansasedc.com

Booth Number: Hall 3, Stand F06, (05)

The mission of the Arkansas Economic Development Commission is to create economic opportunity by attracting higher paying jobs, expanding and diversifying our state and local economies, increasing incomes and investment, and generating positive growth throughout Arkansas.



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Baton Rouge Area Chamber

Baton Rouge, Louisiana

Russell Richardson, Director, Regional Business Development

Email: russell@brac.org

Booth Number: Hall 3, Stand F06, (07)

The primary responsibility of BRAC's economic development efforts is the recruitment, retention, and expansion of business and industry in the nine-parish region. The goal is to create wealth within the region as measured by job creation, payroll, capital investment, and public return-on-investment. The economy has successfully diversified from the traditional chemical and gas industry core. The area's 57,000+ businesses make it a center for finance, health care, education, manufacturing, research and development, renewable energy sources, transportation, construction, and distribution.

Catalyst Connection/Greater Pittsburgh Metals Manufacturing Community

Pittsburgh, Pennsylvania

Petra Mitchell, President and CEO

Email: pmitchell@catalystconnection.org

Booth Number:

Catalyst Connection is an economic development organization whose mission is to advance the performance of manufacturing companies in southwestern Pennsylvania by accelerating their growth and productivity improvements. We are a US Dept. of Commerce Manufacturing Extension Partnership (MEP) and also an Investing in Manufacturing Communities (IMCP) lead organization for the Greater Pittsburgh Metals Manufacturing Community (GPMMC). The GPMMC region is the birthplace of American metal manufacturing and includes some of America's leading manufacturing cities in Pennsylvania and West Virginia. GPMMC has historic strengths in metals, strong supplier networks, world class research universities, abundant energy and water, and available brownfields sites. The partnership's 20-county area, spanning Pennsylvania and West Virginia, includes 1636 metal manufacturing establishments that employ over 63,000 people and contributes \$2.1 billion in exports each year. In addition to the standard private sector, academic, and non-profit partners, this community includes support from the United Steel Workers and SMART Labor Unions, which have committed to partner with industry to train workers and engage with minority and underserved populations.



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CenterState New York Corporation for Economic Opportunity

Syracuse, New York

Michael Novakowski, Director of Business Development

Email: mnovakowski@centerstateceo.com

Booth Number: Hall 3, Stand F06, (46)

CenterState Corporation for Economic Opportunity is an economic development organization located in Central New York. This is a region where, entrepreneurship and advanced, diverse industry sectors, combine with abundant recreational amenities, arts and culture, and a comfortable lifestyle. This region has a manufacturing tradition of over 100 years and includes some of the best known companies in America. This expertise has attracted companies from around the world. More than 200 of the companies located here are headquartered in Europe, Canada or other parts of the world outside the United States. We offer a strategic location that is within 750 miles of half the population of the U.S. and Canada, and within driving distance to many of the major population centers in both countries. Our region was awarded \$500 million at the end of 2015 to be used for economic development efforts including improved infrastructure and attraction of interested companies to our area. The URI has designated money for a range of business sectors including Unmanned Systems, Information Technology, and Agriculture. We provide a range of services to companies that are exploring our region as a potential location for operations within the United States.

Chicago Metro Metal Consortium

Chicago, Illinois

Irene Sherr, Legislative Affairs

Email: irene.sherr@cookcountyil.gov

Booth Number: Hall 3 – F06 - 15 &16

The Chicago Metro Metal Consortium (CMMC) is one of 24 "Investing in Manufacturing Communities (IMCP) named by the US Department of Commerce in June 2014. It represents an initiative designed to support, strengthen and grow the region's 3,700 metal manufacturing firms. This cluster represents \$30 billion of annual revenues and 100,000 employees. Members of the CMMC include all seven counties in northeastern Illinois, the City of Chicago and over 45 partners including research institutions, workforce agencies and training colleges, businesses and private member organizations. CMMC offers metal manufacturers tools, services and resources to improve and grow their businesses through collaboration and networking, market intelligence and the promotion of the region as the USA's leading center for machinery metal manufacturers.



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Clarksville-Montgomery County Economic Development Council

Clarksville, Tennessee

Cal Wray, Executive Director

Email: cal@clarksville.tn.us

Booth Number: Hall 3, Stand F06, (1)

The Clarksville-Montgomery County Economic Development Council (The Partnership) is a nonprofit marketing and support organization for the Clarksville-Montgomery County Chamber of Commerce, Visit Clarksville (Convention and Visitors Bureau) and Industrial Development Board. In other words, the Partnership bridges efforts to bring new industries to Clarksville, support existing businesses and maintain our high standards of living with arts, entertainment and hospitality. Many recent advancements are possible due to generous support for the Aspire Foundation, the privately-funded economic development and community marketing initiative for Clarksville-Montgomery County. The city is one of the fastest growing in the nation due in no small part to the support of visionaries and business leaders in this community.

Commonwealth of Pennsylvania

Harrisburg, Pennsylvania

Kate Skopp, Director of Global Partnerships

Email: kskopp@pa.gov

Booth Number: Hall 3, Stand 06-22

Domestic and foreign companies alike have reaped the benefits of Pennsylvania's diverse, global economy. Not only is Pennsylvania home to more than 6,450 foreign-owned business locations employing more than 275,000 people, we are also one of the nation's fastest growing exporters. The manufacturing industry has long formed the foundation of Pennsylvania's economy — a status maintained over the years through dynamic evolution to meet modern needs, and the incorporation of world-class R&D and innovative methods. With our strategic location allowing access to six out of the 10 major U.S. markets in a single day's drive, as well as 60 percent of the U.S. and Canada's population, it is no wonder manufacturers look here to grow their businesses. A leader in cross-border projects, Pennsylvania's Office of International Business Development, its team of international investment representatives and knowledgeable local partners work together to provide the overall support and technical assistance required by foreign companies looking to invest, expand and operate a business in Pennsylvania.



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Connecticut Department of Economic and Development

Hartford, Connecticut

Aaron Knight, Business Development Manager

Email: aaron.knight@ct.gov

Booth Number: Hall 3, Stand F06, (26)

The Department of Economic and Community Development (DECD) is the state's lead agency responsible for strengthening Connecticut's competitive position in the high-tech, knowledge-based global economy. DECD achieves its mission of increasing the global competitiveness of Connecticut businesses by developing two-way trade and investment opportunities; by helping these businesses enter new markets and expand their global business base; by building public/private strategic partnerships; and by offering a Concierge Service that aggressively pursues foreign direct investment opportunities. Connecticut is a global leader in clean technology, hydrogen and fuel cells and the aerospace industries. The state offers a vast integrated supply chain in advanced and precision manufacturing, a high-tech infrastructure and a network of resources that include world-renowned educational and technical facilities.

CORE PA Global

Lewisburg, Pennsylvania

Cody Richard, Regional Representative

Email: crichard@corepaglobal.com

Booth Number: Hall 3 Stand F06-22

CORE PA Global is an initiative established to increase the visibility of a 53 county footprint of Pennsylvania to international and domestic investors and reshoring prospects. The CORE of Pennsylvania boasts abundant and inexpensive utilities, superior infrastructure, a legacy workforce that understands manufacturing, astounding educational opportunities with nationally ranked public schools, top ranked colleges and universities, and world-class trade and technical schools. Our strategic location is close to major domestic and international markets with over 100 million people located within a 500 mile radius. CORE PA is already home to over 2100 foreign owned entities and we are ready to welcome more! We are proud to be partnering with over 50 economic development organizations, the Commonwealth of Pennsylvania, and the Team Pennsylvania Foundation on this project. We are 53 counties working together as one to attract, retain, and grow business and industry in our region.



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Digital Manufacturing & Design Innovation Institute

Chicago, Illinois

Jacob Goodwin, Director

Email: jacob.goodwin@uilabs.org

Booth Number: Hall 2, Stand B-60-20-26

DMDII is a federally-funded research institute in the United States (part of the National Network for Manufacturing Innovation established by the federal government during the past three years). We currently have a dozen multi-national, multi-billion dollar Fortune 100 members; more than 120 small business members, and more than 30 research universities as members. We have been allocated U.S. \$70 million to spend between 2014 and 2018 to accomplish three missions: (1) expand the field of knowledge in "digital manufacturing and design," (2) execute a technology transition program with hundreds of thousands of factories in the U.S., (3) designing a "workforce development" program in the U.S. to train workers of the future in digital technologies. We have launched about 25 separate R&D projects already; have another 25 R&D projects in our "pipeline" and will launch additional solicitations in the future.

Economic Development Partnership of North Carolina

Cary, North Carolina

M. Todd Brennan, European Director

Email: tbrennan@nc-europe.com

Booth Number: H3 - F06 11

The Economic Development Partnership of North Carolina (EDPNC) serves as North Carolina's statewide economic development organization, and is committed to providing best-in-class customer service to all those looking to invest in, visit, or do business with North Carolina. The EDPNC's activities focus on recruiting new businesses to the state, supporting the needs of existing businesses, connecting exporters with customers around the globe, helping small business owners get their start, and attracting tourists from all over the world. More specifically, the organization provides assistance with real estate and site identification, incentive and tax benefit inquiry, regulatory navigation, export services and global market expansion, supplier and distribution connections, and world-class workforce solutions.



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Greater Phoenix Economic Council

Phoenix, Arizona

Stephane Frijia, VP Business Development

Email: sfrijia@gpec.org

Booth Number: Hall 3, Stand F06, (20)

Decades of impressive growth have distinguished Greater Phoenix among major U.S. metropolitan areas and produced what is today the 15th largest regional economy in the United States. A strong base of advanced industries related to semiconductors and electronics, navigational instruments and sensors, and aerospace and defense form the foundation of the production economy in Greater Phoenix.

For more than 26 years, the Greater Phoenix Economic Council (GPEC) has successfully attracted quality businesses to the Greater Phoenix region, gaining a reputation as one of the premier economic development organizations in the country. A true public-private partnership, GPEC works with its 23 member communities, Maricopa County and more than 170 private investors. By creating a high-performance economy through capital investment and jobs, Greater Phoenix companies enjoy a business climate where they can compete and thrive in today's global economy. With a renewed mission to attract and grow quality businesses and advocate for Greater Phoenix's competitiveness, GPEC is creating the place where businesses go to scale. We are committed to bringing high-quality, high-wage jobs to Greater Phoenix—across a wide range of industries that are looking to relocate or expand business to the Phoenix region. We also place special emphasis on creating opportunities, such as business tax credits and other economic development programs for businesses in these growing industries.

Greater Houston Partnership

Houston, Texas

Jeffrey Blair, Director Europe

Email: jblair@houston.org

Booth Number: Hall 3 F06/10

The Greater Houston Partnership is comprised of more than 1,200 member companies, and attracts community-minded business leaders who want to be involved in Houston's positive growth and influence the direction in which Houston is going. Business leaders from across the region collaborate to make Houston one of the best places to live, work and build a business. We are a privately funded, non-profit Economic Development Organization as well as the World Trade Center Houston. Our services for new investors are free of charge.



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Greater MSP

St. Paul, Minnesota

Joel Akason, Director, Business Investment

Email: joel.akason@greatermsp.org

Booth Number: Hall 3, F06, 54

GREATER MSP provides businesses with an unparalleled environment in which to do business. It has the best educated workforce in the United States, one of the fastest growing economies, and a diverse business mix. It is regularly recognized as an innovation leader and is one of the leading regions in the development of patents. Workers enjoy an outstanding quality of life and affordable living choices. Leading industries include health and life sciences, food and agriculture, water technology, advanced manufacturing and technology, financial services and headquarter and business services. Depending on the industry, total business operating costs are lower than peer regions in the US. It is a region where businesses and their employees work together for success and public, private and institutional organizations work together to strengthen the region. Minneapolis Saint Paul, business and people prosper here.

Greater Peoria Economic Development Council

Peoria, Illinois

Kim Uhlig, Director of Business Attraction

Email: kuhlig@greaterpeoriaedc.org

Booth Number: FO6 (Hall 3)

The Greater Peoria Economic Development Council (GPEDC) in collaboration with our local economic and workforce development professionals, is a nonprofit organization driving economic growth in Greater Peoria, Illinois, USA through targeted business and talent development and attraction. GPEDC leads a five-county consortium in central Illinois that is known as the Earthmoving Capital of the World. The region developed in the early 1900's, relying on the manufacture of heavy duty equipment. Greater Peoria's large Original Equipment Manufacturers (OEMs) have stimulated the development of a robust supply chain of manufacturers with expertise in metal fabrication, electrical equipment, and machining to support the earthmoving industry. Over 15% of the workforce in the region is employed in the manufacturing industry and 70% of those jobs are in the earthmoving industry sector. This concentration has benefited the region in many ways including availability of higher income jobs, extensive logistics systems, and well-developed international infrastructure. In 2014, the



Greater Peoria region invested over \$2 billion in research and development and, in 2012, it exported more merchandise per capita than any other place in the country.

Jefferson County Economic Development Corporation

Golden, Colorado

Leigh Seeger, Economic Development Manager

Email: lseeger@jeffcoedc.org

Booth Number: Hall 3, Stand F06

Jefferson County Economic Development Corporation (Jeffco EDC) is an advocate for the county's business community and is dedicated to building economic prosperity. Jeffco EDC promotes job creation by encouraging attraction, expansion and retention of businesses through: assisting with site selection; identifying incentives; connecting to workforce resources; and providing business and industry data. Jefferson County is home to some of the world's most successful and diverse companies that are creating world-class technologies and products, including Lockheed Martin, MillerCoors, Terumo BCT, Coleman Company, and Pilatus Business Aircraft.

Joint Economic Development Initiative of Southern Ohio

Portsmouth, Ohio

Adam Phillips, Asset Manager

Email: aphillips@sohpa.org

Booth:

The Joint Economic Development Initiative of Southern Ohio is a four-county economic development cooperative in Southern Ohio. The four counties of Scioto, Pike, Jackson and Ross, market and promote the four-county region in Southern Ohio, promoting the regions collective marketable site and assets.



Kansas Department of Commerce

Topeka, Kansas

Randi Tveitaraas Jack, International Development Manager

Email: rjack@kansascommerce.com

Booth Number: Hall 3/F06 (23)

The Kansas Department of Commerce is the state's lead economic development agency providing site location assistance to firms interested in expanding in the U.S., through the establishment of manufacturing, distribution, service, and research operations. Advanced manufacturing--especially aviation -- is an important driver in the Kansas economy. Kansas leads the nation in general aviation production and is also a center of excellence for composites and advanced materials. In addition, General Motors and its suppliers have a significant automotive presence in Kansas City, where GM manufactures Chevrolet and Buick products. Kansas is a leader in traditional energy from oil and gas, as well as emerging renewable energy production. Ranked Number 2 in wind potential and 6th for installed wind capacity, Kansas offers an ideal location for wind turbine manufacturing, providing convenient and lower cost access to the Wind Corridor region with the greatest wind energy activity. As a strong agricultural state, Kansas is home to a significant food processing industry and growing animal health corridor, offering specialized research capabilities and unique resources to support these important sectors.

Lexington County Economic Development

Lexington, South Carolina

Charlton Whipple, Economic Development Director

Email: cwhipple@lex-co.com

Booth Number:

We are a local economic development entity servicing a population in the center of South Carolina of roughly 1 million people. We are responsible for recruiting new industry to the area as well as ensuring that our existing industry needs are met.



Loudoun County Department of Economic Development

Leesburg, Virginia

Robert McCollar, International Business Development

Email: robert.mccollar@loudoun.gov

Booth Number: Hall 3, Stand F06, (12)

Loudoun County, Virginia is the home of Dulles International Airport and anchors Washington D.C.'s technology corridor. Loudoun is also home to the #1 data center hub in America. Named by New York-based SmartAsset as having the highest quality of life of any major county in America, Loudoun is at the top of Virginia's counties for business investment. Our targeted Industry Clusters include: Aerospace, Agriculture, Aviation and Transportation, Data Centers, Federal Contracting, Health Information, IT, and International Development.

Louisiana Economic Development

Baton Rouge, Louisiana

Anthony Bodin, Assistant Director

Email: anthony.bodin@la.gov

Booth Number: Hall 003 - Floor F06 - Number 07

Traditional and emerging industries are growing in Louisiana. A highly productive and motivated workforce, low taxes, unrivaled infrastructure and logistics, a pro-business climate and the nation's best workforce recruitment and training program provide a competitive advantage. Louisiana is home to a number of industry clusters in the advanced manufacturing, aerospace, software development, water management, process industries, agribusiness, automotive, energy and entertainment. The state's internationally competitive incentives coupled with the nation's best state workforce recruitment and training program make Louisiana a smart choice.



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**Magnolia Business Alliance -
Enterprise for Innovative Geospatial Solutions**

Diamondhead, Mississippi
Joel Lawhead, Chief Information Officer
Email: jlawhead@magnolia-ba.biz
Booth Number: Hall 3, Stand F06, (58)

The Enterprise for Innovative Geospatial Solutions (EIGS), a program of the Magnolia Business Alliance, nurtures and supports the growth of the geospatial technology small and medium enterprise cluster. EIGS coordinates the interaction among the high-tech geospatial companies, university research programs, state agencies, and other related organizations in order to grow the geospatial businesses in our regional cluster into a world-class industry group. EIGS provides specific business services to existing companies, recruits complementary businesses and talent to the state, facilitates research opportunities, and supports activities to ensure that an educated, well-trained workforce is available to address the growing development needs of this industry. EIGS includes over 40 member companies which operate in the USA and around the world in all aspects of the geospatial market in a variety of vertical industries including defense, emergency management, agriculture, transportation, environmental management, and more. EIGS is looking to make connections with other clusters to facilitate collaboration among member companies.

Maryland Department of Commerce

Baltimore, Maryland
Peter O'Neill, Senior Director
Email: peter.oneill@maryland.gov
Booth Number: Hall 3, Stand F06, (28)

The U.S. State of Maryland welcomes industrial firms to meet with our economic development staff to discuss their plans to establish or expand their U.S.-based business operations. Maryland offers a strategic location, skilled and educated workforce with multiple initiatives under way to establish a next generation, technology-intensive manufacturing economy. International inquiries concerning Maryland's wide array of assistance and incentives for firms considering new investments in the U.S. market are welcome.



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Missouri Partnership

St. Louis, USA

Dennis Pruitt, VP International Business

Email: dennis@missouripartnership.com

Booth Number: Hall 3, Stand F06, (13)

The Missouri Partnership is a state-wide economic development organization. Missouri is in the Midwest or central part of the United States. We have a population of 6 million people. Our targeted industries are AgTech, automotive and aviation manufacturing, transportation and logistics. But of course we welcome all investment! Since 2011, 65 foreign companies have embarked on expansions in Missouri, investing more than \$1 billion and creating a projected 4,311 new jobs.

Milwaukee 7 Regional Economic Development Partnership

Milwaukee, Wisconsin

Logan Dawson, Director, Corporate Attraction & Expansion

Email: ldawson@mke7.com

Booth Number: Hall 3, Stand F06, (19)

The Milwaukee Region, located 90 km north of Chicago, is a U.S. center for energy, power and controls manufacturing. The region's skilled workforce, engineering support and manufacturing heritage have made it a leading producer of mining machinery, engines and precision instruments. More than 150,000 workers are employed in manufacturing (ranking 2nd in the U.S. per capita) and a robust university and technical college system produces 2,900 engineering graduates annually. As part of Milwaukee 7's mission to make the region globally competitive, 3 cluster organizations were formed based on existing academic, public and private assets. These organizations are FaB Wisconsin (Food and Beverage manufacturing cluster), The Water Council (a global water technology cluster focused on resolving the world's water issues) and the Midwest Energy Research Consortium (M-WERC focused on power, automation and controls manufacturing and research).



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New Hampshire Economic Development Agency

Concord, New Hampshire

Carmen Lorentz, Director of Economic Development

Email: carmen.lorentz@dred.nh.gov

Booth Number: Hall 3, Stand F06, (53)

New Hampshire is a US state located 45 minutes north of Boston. Most of our state is part of the Boston metropolitan area, benefitting from the world-class talent and high-tech companies that the Boston region produces. New Hampshire is an attractive state for companies who need a location in the Northeast USA because they have access to the same pool of talent and high-tech partners as they would in Boston, while enjoying significantly lower real estate costs and lower taxes. New Hampshire's most prominent industry clusters are: Life Sciences Research & Manufacturing; Aerospace and Defense; Advanced Textiles & Composites; Advanced Electronics; Metalworking Technology; and, Production Technology. New Hampshire Economic Development is the state agency that works with executives exploring a Northeast USA location to assist them in finding all the information they need and connecting them with state and local leaders to determine if New Hampshire meets their needs. We also assist New Hampshire small businesses with exporting and building international business partnerships.

Northeast Electrochemical Energy Storage Cluster

East Hartford, Connecticut

Joel Rinebold, Director of Energy Initiatives

Email: jrinebold@ccat.us

Booth Number: Hall 27, Stand C38/1

The Northeast Electrochemical Energy Storage Cluster (NEESC) is a network of industry, academic, government and non-governmental leaders working together to help businesses provide energy storage solutions. The cluster is focused on businesses that provide the innovative development, production, promotion and deployment of hydrogen fuels and fuel cells to meet the pressing demand for energy storage solutions. NEESC spans an area in the northeastern United States from New Jersey to Maine. Its formal organization is funded by the US Small Business Administration's Regional Cluster Initiative. NEESC is administered by the Connecticut Center for Advanced Technology and its local state partners include Maine's Hydrogen Energy Center, the Clean Energy States Alliance, New Energy New York, and the Massachusetts Hydrogen & Fuel Cells Stakeholders. NEESC is home to current world leaders in the research, design, and manufacture of electrochemical energy, hydrogen, and fuel cell



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technology. While this industry is still “emerging” as a clean energy cluster centered in the Northeast U.S., sales are growing, exports are up, and costs are down.

Oklahoma Department of Commerce

Oklahoma City, Oklahoma

Jennifer Springer, Director of Global Services

Email: jennifer.springer@commerce.ok.gov

Booth Number: Hall 3, F(06) 04

Businesses looking to relocate to the United States will benefit from Oklahoma’s central location, pro-business environment, available sites and prepared workforce. Oklahoma is ideally positioned to serve not just U.S, but NAFTA and world markets as well. Our services include: expert global business professionals, personalized coordinated site visits, customized incentive analysis, visa assistance, no-cost/low-cost training assistance, state and local partnerships, export assistance, supplier/partner identification, workforce recruitment and hiring, regulatory and permitting assistance, foreign entrepreneur support.

Pittsburgh Regional Alliance

Pittsburgh, Pennsylvania

Suzi Pegg, Vice President, International

Email: spegg@pittsburghregion.org

Booth Number: Hall 3 Stand 06-22

The Pittsburgh Regional Alliance is the local economic development organisation which covers the 10 Counties of South Western Pennsylvania in the USA. We are funded by the business community here in the region with over 400 regional investors including global names such as Alcoa, PPG, Bayer and Lanxess. We work very closely with many European multipliers, cluster organizations and international consular offices and have an excellent reputation as an organization that can help make connections. Our regional strengths are in manufacturing, ICT, financial and business services, medical devices and energy.



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REDI Cincinnati (Regional Economic Development Initiative)

Cincinnati, Ohio

Janelle Lee, Manager Business Development

Email: sk@me-dus.com

Booth Number: Hall 3, Stand F06, (31)

The Cincinnati region at the intersection of Ohio, Kentucky and Indiana offers the perfect soft-landing spot for businesses looking to relocate or expand. Named by KPMG as the least costly location to do business among all large U.S. cities, Greater Cincinnati is home to nationally ranked incubators and accelerators and more than 450 foreign-owned firms like Siemens, Bosch, Forcam, Mubea, itelligence, Festo or ThyssenKrupp Bilstein. The Regional Economic Development Initiative (REDI) Cincinnati has been consistently recognized as one of the top economic development organizations by Site Selection magazine. REDI is your first point-of-contact for questions about locating or expanding your company in our region. REDI's primary focus is to create jobs in Greater Cincinnati. To accomplish this, our team identifies opportunities to attract businesses to the region by developing relationships with companies and new markets - domestically and across the globe. We provide connections to the resources that take startups to the next level and grow existing businesses. REDI connect companies to our region's assets, advantages and business leaders to secure Greater Cincinnati's place as one of the world's leading business centers. Cincinnati's key industry clusters are advanced manufacturing, automotive, aerospace, industrial machinery, plastics, biohealth, consumer products, food processing and information technology.

Puerto Rico Industrial Development Corporation

San Juan, Puerto Rico

Ricardo Ramos, Director Business Development

Email: ricardo.ramos@pridco.pr.gov

Booth Number: Hall 3, Stand F06, (56)

The Puerto Rico Industrial Development Company (PRIDCO) is a government-owned corporation dedicated to promoting Puerto Rico as an investment destination for companies and industries worldwide. PRIDCO has been a catalyst for Puerto Rico's economic development, leading the transformation from a traditional industrial economy to knowledge-based economy. Our mission is to foster economic development by attracting investment and the creation of jobs within the manufacturing, life sciences, information technology, aerospace, export services, among others. PRIDCO can help you maximize your business benefits in Puerto Rico; design tax and business incentives proposals to meet your specific needs; and



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assign project managers that can help you identify the best options for your company and guide you through the development process.

Rockford Area Economic Development Council

Dennis McCarthy

Rockford, Illinois

Email: dmccarthy@rockfordil.com

Booth Number: Hall 3, Stand F06, (15)

The Rockford Region offers opportunities, infrastructure and support for all new business and in particular advanced manufacturing, healthcare, and aerospace. The region has access to one of the largest centrally located, multi-modal transportation systems which includes the Chicago Rockford International Airport with the second largest UPS air hub in the U.S., direct access to interstates and an intermodal hub with four Class 1 railroads. The area offers multiple shovel ready sites and quality buildings near interstate connections as well as a production workforce with a skill set matched to the region's core sectors. The Rockford Region offers a low cost of living and attractive housing prices as well as immediate access to Chicago's infrastructure and amenities.

Select Greater Philadelphia

Philadelphia, Pennsylvania

Meghan Kelly, Project Manager, Business Expansion Services

Email: mkelly@selectgreaterphila.com

Booth Number: Hall 3, Booth 22

Select Greater Philadelphia (Select) is a business attraction marketing organization dedicated to promoting the Greater Philadelphia region nationally and globally in order to establish Greater Philadelphia as a top-tier place to do business. The Greater Philadelphia region is strategically located along the northeast corridor of the United States with access to significant resources for the manufacturing and energy sectors. This includes supply and distribution chains leading to the nation's largest regional markets and expanding export markets within Europe, Asia, and South America. Combine this unique and beneficial location with a highly-skilled workforce, an exceptionally competitive cost of doing business, and a renowned quality of life, and it becomes clear why Greater Philadelphia is the perfect place to establish and grow a business in the energy and manufacturing arena.



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Team Northeast Ohio

Cleveland, Ohio

Bernardine Van Kessel, Senior Director, Global Markets

Email: bvankessel@teamneo.org

Booth Number: Hall 3 Stands F06/30-32

Team Northeast Ohio is a private, not-for-profit, cluster-based economic development group representing a region of 4.2 million people in the State of Ohio. We are located between New York City and Chicago and our largest cities include Cleveland, Akron, Canton and Youngstown. Our long history of innovation-based manufacturing was at the basis of the US Industrial revolution and has propelled Northeast Ohio to one of the strongest advanced manufacturing regions worldwide. Our Instruments, Controls & Automation Cluster (ICE) is among the largest in the world with a representation in both R&D and in manufacturing of all of the world's leading ICE companies. Flexible Electronics, Sensors and Additive Manufacturing / 3D Printing are strong emerging clusters led by the presence of leading research universities and the US Government supported America Makes Institute. This is the first National Institute of Manufacturing Innovation (NNMI) focused on Additive manufacturing in the United States.

Our Cluster-based economic development organization is looking for cluster-to-cluster relationships for economic development and mutual growth in the aforementioned clusters of ICE, flexible electronics, wearable technologies, water and additive manufacturing. Our goal is to find other regions in Europe and Asia for intensive, intra-cluster, global collaboration and exchanges.

Vermont Department of Economic Development

Montpelier, Vermont

Brett Long, Director, Business Support

Email: brett.long@vermont.gov

Booth Number: Hall 3, Booth F06-44

Vermont is best known as home to specialty businesses that produce, best in-class, innovative products and services across a wide range of industries. These range from advanced manufacturers, software businesses, leaders in renewable energy to the food and beverage sector. The State of Vermont has identified existing clusters in renewable energy, manufacturing, IT, aerospace, value added food processing, life sciences, wood products and business-finance-insurance. A common thread connecting our companies is an appreciation for a quality life focused on outdoor activities, community and local scale. Across the state we



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have successful corporate headquarters, foreign-owned local operations and SMEs that have all decided to capitalize on the Vermont life-style.

Virginia Economic Development Partnership

Richmond, Virginia

Ryland Potter, Managing Director, Europe

Email: rpotter@yesvirginia.org

Booth Number: Hall 3, Stand F06, (40)

The Commonwealth of Virginia was founded as a global business venture in 1607 when English colonist landed in Jamestown, Virginia—the first permanent English settlement in North America. Today, Virginia is a leading gateway to successful business in North America. More than 750 internationally owned companies call the Commonwealth home. Virginia offers the qualities that corporate decision-makers everywhere are seeking in today's global environment. Our exceptional infrastructure, strong education system, dynamic workforce, strategic location, and pro-business climate provide a solid foundation for growth and make the Commonwealth a great place for global enterprise.

Wisconsin Economic Development Corporation

Madison, Wisconsin

Gail MacAskill, CEcD, State Director of Sector Strategies

Email: gailtowers@wedc.org

Booth Number: Hall 3, Stand F06, (19)

Wisconsin has clusters in the energy, power and control, medical devices, life sciences, water technology and aerospace sectors. Our unique location, hardworking people and business-friendly policies work together to make Wisconsin the perfect U.S. hub for your company.

It's our work ethic that made us cost- competitive industry leaders with one of the highest concentrations of manufacturing activity in the US. But it's our curiosity that fuels our growing leadership in today's cutting-edge industries. We're always working together to challenge convention, advance industry and help companies excel at what they do In Wisconsin®.