# SEMINAR: DOING BUSINESS IN THE UNITED STATES





Thursday, December 12th, 2019 ② 09.00 am – 12.30 pm 🛗 River Plaza (1st Floor)

09.00	Registration
09.30	Welcome Remarks & Opening
	Matthias Beier, President & CEO, TBIC
	Çağlan Mursaloğlu, Vice Chair TAİK
09.45	Going to the USA - The TBIC Approach & Network
	Christopher Huppertz, Director European Affairs, TBIC
10.00	Expert Panel Discussion – Opportunities & Challenges during U.S. Market Ent
	Moderated by Matthias Beier, TBIC
	John Coronado, Principle Commercial Officer (US Consulate General Istanbul)  Jim Blair, Navigator Consulting (Site Selector)
	Heiko Gruenwald, Associate, Smith, Gambrell & Russel (Taxes & Legal Advice)
	Ersin Nazali, Managing Partner, Nazali (Andersen Tax) (Taxes)
	Berat Pehlivanoglu, PFS Finance (Finance)
10.30	Coffee Break & Networking
11:00	Panel Discussion – Opportunities in Different U.S. Regions
	Moderated by Christopher Huppertz, TBIC
	Carthan Currin, Brunswick, VA
	Amy Parkhurst, Hampton Roads Economic Development Alliance, VA
	Jeffrey Reed, Virginia Growth Alliance, VA
	Charles Finkley, Tunica, MS









DEIK/Turkey-US Business Council (TAIK) and

Transatlantic Business & Investment Council (TBIC) cordially invite you to attend the seminar on Doing Business in the United States.

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RSVP by COB Monday December 9<sup>th</sup>



For registration, please click here

#### Matthias Beier, President & CEO, TBIC

Matthias acts as President and CEO of the Transatlantic Business & Investment Council (TBIC) in Atlanta, GA and Berlin, Germany. In his former management function for an international consultancy, he supported European companies of various industries as they entered the U.S. market and is thereby well connected to both the U.S. and European business community.

#### Christopher Huppertz, Director European Affairs, TBIC

Christopher serves as Director European Affairs in the TBIC Berlin office. In his role, Christopher directly interfaces with European investors and oversees the TBIC's European activities. Previously, he has worked on transatlantic economic relations in various contexts, including an economic development organization, a think tank, and a leading German industry association. Given his background in international relations and economics with a focus on North America, Christopher provides a valuable contribution to our goal of bringing the two sides of the transatlantic market together.

## James Blair, Navigator Consulting

Jim is the founder of Navigator Consulting, a site selection consulting firm with locations in Atlanta (USA) and Dusseldorf (Germany) which has located 18 projects in 4 years representing over 3,100 jobs and \$2.1 billion in capital investment. Jim has 32 years of site selection experience having worked as Director of the State of Georgia's European Office (Brussels) and Managing Director of the Site Selection Group of the German American Chamber of Commerce of the South (Atlanta).

## Dr. Ullrich Kämmerer, Rödl & Partner

Ullrich Kämmerer is partner at Rödl Langford de Kock LLP, where he focuses on market entry, site selection and taxation of European investors in the USA.

### Alexander Kos, The American Dream

Alexander Kos is CEO of the Berlin based service agency for U.S. visas and U.S. entry. Alex has over 10 years of industry experience and advises companies interested in obtaining an appropriate visa for the United States, for instance when setting up a branch in the United States. Alex studied Law at the Humboldt University of Berlin with a focus on foreign law and loves to travel regularly to the United States since his exchange year in Philadelphia.

## Andy Jocham, Standridge Logistics & Consulting

Andy Jocham serves as the Director of Business Development at Standridge Logistics & Consulting, a certified veteran owned third-party (3PL) company who creates optimized pickup and delivery solutions. Transporting materials across states, countries and around the globe, Standridge offers extensive experience and a unique understanding of the automotive industry and logistics. Andy has over 20 years of work experience in the fields of logistics and economic development. From 2008 until 2019, he acted as the Director of Industrial Recruitment and Retention with

the Tuscaloosa County Industrial Development Authority (TCIDA). He worked in line with high-profile organizations like Daimler AG, GM and the State of Alabama, among others

## **Emily J. Tucker, American Electric Power (AEP)**

Emily Tucker is the key contact for existing and potential foreign-owned business customers who are interested in the competitive advantages of expanding or locating their business within AEP's 11-state (AR, IN, KY, LA, MI, OH, OK, TN, TX, VA, WV) service territory. The Economic and Business Development team at AEP provides comprehensive and specialized location advisory services for companies looking to site or expand their operations in the U.S. For the past seven years, Emily worked in international trade development at the state level for both Michigan and Ohio.

# Carthan Currin III, Brunswick County, VA

Carthan Currin III is a well-rounded senior executive with over 20 years of successful experience providing fiscal, strategic, and operations leadership in a variety of uniquely challenging situations. He has a proven track record in government affairs, strategic networking, program development, and human resource administration. He currently holds the position of Director of Economic Development for the County of Brunswick. Brunswick County, VA, is located within a day's drive of many major cities and has interstate and primary highway access. The Port of Virginia, an important junction for national and international trade, is reachable by car within two hours. The county is strategically well situated between the capital cities Richmond, Virginia and Raleigh, North Carolina.

#### Amy Parkhurst, Hampton Roads Region, VA

Amy Parkhurst acts as Senior Vice President of Business Development for the Hampton Roads Economic Development Alliance. Located in the mid-Atlantic, the Alliance represents 11 communities in the Virginia Beach-Norfolk-Newport News Metropolitan Statistical Area. The region of Hampton Roads is located in the business-friendly Commonwealth of Virginia, approximately 300 kilometers from Washington, D.C. The Alliance serves as the region's single point of contact for corporate and site location consultant inquiries, seeking assistance with real estate site selection, data analysis, workforce development, educational resources, business services and more. With 20 years of work experience in economic development, Amy has an extensive background supporting businesses in their growth and possesses great expertise regarding a wide variety of industries.

## Jeffrey Reed, Virginia's Growth Alliance, VA

Jeffrey is a passionate professional that is dedicated to growing economies at the local level, with over two decades of economic development, community development and city planning experience working in the public and private sectors. During his career, he has worked projects such as expansions at Goodyear Tire and Rubber, Essel Propack and ABB, Com.40, Faneuil, CML Logistics, Maria's Sweet Treats, among others.

Virginia's Growth Alliance (VGA), in south-central Virginia, is located in the southern Piedmont region of the Commonwealth, midway between the state capitol of Richmond and the Raleigh/Durham, North Carolina metropolitan areas with easy access to Washington, D.C. Boasting a superior transportation system that provides superior connectivity to major road networks, ports and air services; any market is within easy reach.

# Charles Finkley, Tunica, MS

Charles serves as the Executive Vice President of the Tunica Mississippi Chamber and Economic Development Foundation. Before his current position, Charles has worked as a city planner for Mobile, AL as well as Memphis and Shelby County and acted as the Director of Planning and Development for the Tunica County Government.

Tunica County, Mississippi is strategically located within proximity to the second-busiest airport in the world by cargo traffic (Memphis International Airport), the fifth-busiest inland port in the U.S., five of the six Class I railroads, easy access to six interstate highways and more than twenty colleges and universities. The county is also home to an active Foreign-Trade Zone and provides numerous incentive offerings to help offset investment and operational costs.