



OPPORTUNITIES, OBSTACLES AND TRENDS IN PRIVATE INDUSTRIAL PRODUCT DEVELOPMENT

Charlotte Networking Luncheon Agenda

September 13 • Noon – 1:30 pm • The Terrace at Cedar Hill

AGENDA

11:30 am – Noon **Registration / Networking**

Noon – 12:30 pm **Luncheon**

12:30 – 12:40 pm **Welcome / Introductions**

ANDRE LENNON

Senior Project Manager – Civil & Environmental Consultants
Vice Chair, NCEDA Professional Development Committee

JOSH GRANT

Director of Policy and Strategic Partnerships – NCEDA

12:40 – 1:25 pm **Panel Discussion**

CLIFF BRUMFIELD

Executive Director – Lincoln Economic Development Association
Panel Moderator

JUSTIN CURIS

Vice President, Industrial Division – The Keith Corporation

SLOAN KORMELINK

Vice President, Business Development
EDIFICE General Contractors

CHRIS SKIBINSKI

Managing Director / Principal – Avison Young

WARREN SNOWDON

Managing Director / Principal – Foundry Commercial

1:25 – 1:30 pm **Closing Remarks**

ANDRE LENNON

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ECONOMIC DEVELOPMENT**

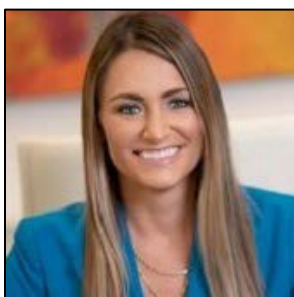
PRESENTERS



Cliff Brumfield is the Executive Director of the Lincoln Economic Development Association (LEDA). During his tenure in a growing rural county, LEDA has announced 70 new or expanding industries, \$650,000,000 in capital investment and 2,200 jobs. Cliff is a graduate of Mississippi State University and has 25 years of experience in economic development. He was named a member of the inaugural class of the North Carolina Certified Economic Developer designation in 2021.



Justin Curis is the Vice President of Industrial Division at The Keith Corporation. As an Industrial Development partner, Justin has participated in the development of over 11,000,000 square feet of build-to-suit and speculative industrial development across North Carolina, South Carolina, Virginia, and Pennsylvania. In addition to his development responsibilities, Justin acts as a tenant representative for several clients and leads all industrial leasing for The Keith Corporation's speculative or vacant buildings. He is a graduate of UNC Charlotte.



Sloan Kormelink is the Vice President of Business Development with EDIFICE General Contractors where she leads their business development team and drives awareness of services within the Carolinas in all major markets. EDIFICE assists companies with their facility's construction need, and the industrial sector is one of their fastest growing markets with over 18 million square feet completed and another 5 million square feet under construction or recently awarded. Sloan is a graduate of Ohio University.



Chris Skibinski is the Managing Director and Principal with Avison Young where he has successfully negotiated transactions totaling more than \$1 billion for manufacturing, research and development, and logistics facilities throughout the country. Chris has worked in all facets of the industrial sector, including multi-property portfolio leasing and sales, fully automated distribution centers, complex land acquisitions for developers, corporate asset dispositions, and build-to-suits. He is a graduate of the University of Georgia.



Warren Snowdon is the Managing Director and Principal at Foundry Commercial. His background and skill set have focused his career on forward thinking site selection and tenant representation as well as disposition and leasing strategies to rationalize supply chain networks driving value for local, institutional and landowners. Warren possesses an extensive background in build-to-suit projects as well as investment sales for distribution and manufacturing clients. He is a graduate of UNC Chapel Hill.