

# Chris Lloyd

Senior Vice President and Director, Infrastructure and Economic Development | McGuireWoods Consulting, LLC



- McGuireWoods Consulting's Infrastructure and Economic Development team represents clients nationwide in their site selection and incentives negotiation efforts. It is part of a full-service public affairs company with a significant state and federal lobbying to help comprehensively address issues related to corporate real estate decisions.
- **Industries or Specialties:** Food & Beverage, Logistics & Distribution, Advanced Manufacturing, Corporate Services (HQ/shared services/data centers)
- **Areas of Expertise:** Site selection, regulatory/administrative process, incentives negotiations, workforce training



# Don Schjeldahl

Principal | DSG Advisors, The Don Schjeldahl Group



- DSG Advisors is a consulting platform that harnesses expertise in corporate location selection and economic development best practices. With more than 30 years' experience in corporate consulting, company founder Don Schjeldahl is a leading expert in corporate location strategy and community/property selection for manufacturing and specialized industrial facilities.
- **Industries or Specialties:** Aerospace components, Automotive components, Broadcasting, Craft brewing, Food processing, General manufacturing, Printing and publishing, Renewable energy systems, Soft drink and water bottling & Specialty chemicals
- **Areas of Expertise:** Raw material sourcing alternatives, Seasonal considerations, Transportation costs and service characteristics by mode of shipment, Customer demand points, volumes, Changing demand patterns, Product shelf life, Cold chain requirements, Availability of specialized trucking, Facility capacity constraints, Inventory management requirements, Customer imposed delivery constraints, Carbon footprint/sustainability drivers, State, local development incentives, Introduction of new products, Fixed and variable production costs, Facility costs & Competitor strategies





# Mark Williams

**President | Strategic Development Group, Inc.**

- Strategic Development Group is a fully-staffed business-consulting firm founded in February 1999 that provides a variety of site selection and location incentive negotiation services designed to enhance operational performance and produce significant cost savings to medium and large corporations and their suppliers during the site selection process.
- SDG has completed highly successful site location projects with major U.S. corporations and multi-national corporations based in Europe and Asia including Bridgestone, British Petroleum (BP), ASMO, Tupperware, JTEKT, and Commercial Metals Corporation. During the last three years the firm has sited projects with capital investments valued at over \$1.6 billion.

