

# Michael Hirou – Tractus Asia

Chief Representative USA – Manager  
Los Angeles, CA



## Biography

U.S. Chief Representative Manager for economic development, strategy & execution, and corporate finance in with a demonstrated history of working in the management consulting industry. As the chief USA representative, I am currently responsible for all primary US contacts and points of reference in our three practice areas: Strategy & Execution, Corporate Finance, and Economic Development. Skilled in Sales, Management, Mutual Funds, Marketing Strategy, and Training. Strong professional with a Bachelor of Arts in American History and concentration in Economics from Princeton University.

[Michael.hirou@tractus-asia.com](mailto:Michael.hirou@tractus-asia.com)

# Robert Hess - NGKF

Vice Chairman, Consulting  
Chicago, IL



## Biography

Robert Hess is a vice chairman of Newmark Knight Frank's Global Corporate Services practice and is responsible for strategy development, quality assurance and business development for its consulting and industry/specialty group initiatives. He is a preeminent, sought-after service provider and respected leader in corporate location strategy and site selection across multiple industries and asset types in North America. He has conducted over 250 assignments on a global basis, including major CAPX projects in Asia, Europe and Mexico. Other past experience includes his role as a partner with Deloitte & Touche for 18 years in its Fantus Location Strategies service line, a specialty consulting practice known for industry leading strategic facility planning, location strategy, site selection, incentive negotiations and corporate real estate advisory services.

Aside from his facility location strategy core competencies, other strategy and operations experience includes supply chain planning, distribution network optimization, manufacturing rationalization and consolidation, relocation feasibility, strategic cost reduction, large capital investment program management, commercial and industrial site evaluation and due diligence methods, detailed labor market/workforce analysis and complex financial incentive negotiations.

Select occupier clients include AACSB International, Alabama Power, A.K. Steel, Best Buy, Blue Cross/Blue Shield, Braskem Chemical, LTV, Dillard's, Disney, Dollar General, Enbridge, Entergy Utilities, GM Janesville, Gap Inc., Georgia Power, Johns Manville, Kikkoman Foods, Kmart/Sears, Leedsworld, 3M, McDonnell Douglas, State of Mississippi (BLUEPRINT), Nestle (Multiple assignments), Novartis (multiple assignments), Office Depot, Radio Flyer, Sherwin Williams, State of Wisconsin (WEDA), ThyssenKrupp AG (Multiple assignments), TriZetto, Urban Science and Wausau Insurance.

In summary, Mr. Hess has led the strategic placement of over 40 million square feet of real estate across multiple geographies (and urban, suburban and rural) and helped secure over \$1 billion in incentives to support these efforts.

Mr. Hess earned his Bachelor of Arts degree in Economic Geography/Urban and Regional Planning, cum laude from the University of Minnesota - Duluth, and an MBA in Marketing Management from DePaul University in Chicago. He attended Northwestern University in Chicago completing executive development programs in Global Supply Chain Management and Factory Physics/Lean Manufacturing, MIT for Creative Problem Solving/System Dynamics and leadership development courses at the University of Pennsylvania's Wharton School of Business.

Mr. Hess is also a Dale Carnegie University Effective Speaking Graduate and has conducted over 100 public speaking engagements to a wide variety of audiences on Foreign Direct Investment, Supply Chain Planning & Location Selection Trends, Economic Development Policy and Best Practices in Consulting Business Development. Mr. Hess is a member of CSCMP, IAMC, CORENET, SHRM and a member of the prestigious [Site Selectors Guild](#).

[rhess@ngkf.com](mailto:rhess@ngkf.com)

# Chris Lloyd – McquireWoods

SVP and Director, Infrastructure and  
Economic Development  
Richmond, VA



## Biography

Chris Lloyd leads the McGuireWoods Consulting infrastructure and economic development team where he specializes in site selection and economic development incentives negotiations. Since 1998, Chris has worked on dozens of high profile, corporate expansions and relocations across the country. Chris has also worked closely with clients on numerous public-private partnership projects for transportation and other infrastructure and played a leading role in the development and passage of Virginia's public-private partnership laws, which have since become model legislation for use in other states.

Prior to joining McGuireWoods Consulting, Chris served for nearly five years in the Office of the Secretary of Commerce and Trade under Virginia Governors Allen and Wilder. In this position, he was responsible for legislative, budgetary, and regulatory coordination and development within that Secretariat which managed the state's economic development programs.

Chris graduated from the College of William & Mary in 1993. He lives in Richmond with his wife, Megan, and children, Ryan and Meredith.

[clloyd@mwcllc.com](mailto:clloyd@mwcllc.com)

# Dick Sheehy – Jacobs

Director, Site Selection  
Portland, OR



## Biography

Mr. Sheehy is an expert in international industrial advanced planning and site selection services. Mr. Sheehy manages the Advanced Planning and Site Selection Services group for CH2M HILL IDC. He offers more than 20 years of site selection experience in evaluating site locations and developing projects for advanced technology, semiconductor, food, pharmaceuticals, and biotechnology industries. The Advance Planning group of CH2M HILL IDC has also develops master plans for communities and firms around the world with the majority of the projects in the US and China. While at the Oregon Department of Economic Development, Mr. Sheehy was directly involved in recruiting high technology companies to Oregon and also participated in developing and implementing incentive programs for industry. His experience as a private industry consultant in real estate development and as an economic development public official has given him a unique understanding of both sides of incentive negotiations. He has worked for major corporations and local governments throughout the U.S. and across the globe. Recent project locations include China, India, Malaysia, Mexico, Singapore, Thailand, Vietnam, United Arab Emirates and the United States. Recent client types include electronic test and assembly, photo voltaic manufacturers, semiconductors, silicon wafer production and technology equipment manufacturers.

[dick.sheehy@ch2m.com](mailto:dick.sheehy@ch2m.com)

# Jane Orlin – Cushman & Wakefield

Senior Managing Director, Business  
Incentive Practice  
Stamford, CT



## Biography

Ms. Orlin brings over 20 years' experience in the field of tax credit and incentive negotiation and administration. Over the course of her career she has worked with numerous Fortune 500 Companies saving them over \$2 billion in tax savings, grants, property tax abatements, sales tax exemptions, corporate income tax credits and donations, utility discounts, waivers on permitting fees and other financial benefits including bond and tax increment financing. She has worked with industries including but not limited to financial services, Information Technology, pharmaceuticals, consumer products, and telecommunications. She has been instrumental in achieving bottom line savings for manufacturing, distribution, back office, headquarters, and data centers. Ms. Orlin is a sought after speaker for economic development events, real estate and tax conferences. In addition, she has been quoted in the New York Times and written articles for state tax and real estate journals. She is a frequent participant in economic development conferences most noted for her expertise in economic development incentives.

Ms. Orlin was the Senior Director and National Practice Leader for Economic Development Services and the Northeast Practice leader for the Tax Credit Practice for Automatic Data Processing ("ADP"). Ms. Orlin has also been the Northeast Practice Leader in the Strategic Relocation and Expansion Services at KPMG.

[jane.orlin@cushwake.com](mailto:jane.orlin@cushwake.com)

# Leslie Wagner – Ginovus

Senior Principal  
Fishers, IN



## Biography

Leslie leads clients through the location modeling, site selection, and incentive procurement process. Her work includes managing new facility development, expansion, consolidation, and relocation of Fortune 500, life sciences, manufacturing, distribution, and information technology clients. Leslie has successfully closed transactions resulting in over \$570 million in capital investment and over 8,000 new jobs. Her expertise in negotiating and coordinating initiatives with economic development organizations, while synchronizing activities with government agencies provides a significant advantage to Ginovus clients throughout North America.

Leslie brings over 25 years of experience to Ginovus clients in commercial real estate, project management, and development planning activities for governmental and not-for-profit companies. Leslie worked with the Indiana Economic Development Corporation as a project manager and is a frequent speaker at local, regional, and national economic development events, and has authored articles in publications across the United States and Canada. Leslie provides council on community redevelopment, planning, job creation and retention, infrastructure, research and development, regulatory environment, and economic development incentive programs.

[leslie@ginovus.com](mailto:leslie@ginovus.com)

# Rajeev Thakur – Newmark Knight Frank

Senior Managing Director  
Seattle, WA



## Biography

Rajeev Thakur is a versatile professional with a proven project management record in business location strategy and corporate real estate consulting. As an architect and urban planner by training, with an MBA in real estate and corporate finance, Mr. Thakur is able to work credibly with client sponsors with needs spanning operations expansion, process improvement, real estate portfolio optimization, site selection, supply chain optimization and workplace design. He brings a unique blend of experience and skills in strategy consulting, economic development, building design, site analysis with GIS tools, incentive negotiation and a good understanding of physical infrastructure. With project experience in Europe, Asia, and North America, and an MBA from a top European school, Mr. Thakur brings a global perspective to his work.

Prior to joining Newmar Knight Frank, Mr. Thakur served as senior consultant for Deloitte Consulting. His responsibilities included developing location strategy while conducting due diligence and incentive negotiation.

Mr. Thakur received his Master of Business Administration from the Rotterdam School of Management at Erasmus University and his Master of Urban & Regional Planning from the University of Illinois. He also received his Bachelor of Architecture from SPA Delhi in India.

[rthakur@ngkf.com](mailto:rthakur@ngkf.com)

# Patricia Loveall, SIOR – Kidder Mathews

Executive Vice President & Shareholder  
Seattle, WA



## Biography

Patricia is an executive vice president and shareholder of Kidder Mathews, and has thirty-five years commercial real estate experience with Kidder Mathews. Patricia has been a consistent “Top 10% Producer” in our company. Patricia holds the prestigious SIOR designation, the leading commercial and industrial real estate association, dedicated to the practice and maintenance of the highest professional and ethical standards. She specializes in Corporate Real Estate Services and her practice includes both leasehold and fee acquisitions, as well as dispositions. She has provided corporate services representation for Weyerhaeuser, PACCAR, Univar USA, and Unisource, and has been responsible for sales and leasing in excess of 20 million square feet of office and industrial space and land sales in excess of 1,000 acres.

[ploveall@kiddermathews.com](mailto:ploveall@kiddermathews.com)