



CONNECT WITH THE INDUSTRY'S
LEADING SITE SELECTORS

MAY 13, 14, 15 | HOLIDAY INN & SUITES | GRANDE PRAIRIE, AB, CANADA
9816 107 STREET, GRANDE PRAIRIE ALBERTA, CANADA T8V 8E7



CITY OF GRANDE PRAIRIE



COUNTY OF GRANDE PRAIRIE



MUNICIPAL DISTRICT
OF GREENVIEW



EXPAND YOUR VISION
GREENVIEW





THIS FORUM IS BROUGHT TO YOU BY



Municipal District of
GREENVIEW

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CITY OF
GRANDE
prairie



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FORT McMURRAY
WOOD BUFFALO



AGENDA

MONDAY, MAY 13, 2024	
3:00 – 4:30 p.m.	Registration Open: Lobby of the Holiday Inn & Suites-Grande Prairie, Alberta, Canada: (9816 107 Street, Grande Prairie, Alberta, Canada T8V 8E7)
5:00 – 7:00 p.m.	Opening Reception: (Suite C, Holiday Inn & Suites)
7:00 – 10:00 p.m.	Exclusive Sponsorship Dinner-Only with the Site Selectors: (To be Announced at Registration)
TUESDAY, MAY 14, 2024	
7:30 – 8:30 a.m.	Breakfast: Holiday Inn & Suites, Suite C, Grande Prairie, Alberta, Canada: (9816 107 Street, Grande Prairie, Alberta, Canada T8V 8E7)
8:00 – 8:15 a.m.	Welcome: Mr. Paige Webster, President, Webster Global Site Selectors and Local Dignitaries
8:15 – 8:45 a.m.	Paige Webster, Webster Global Site Selectors
8:45 – 9:00 a.m.	SiteLink Forum Break
9:00 – 9:30 a.m.	Lew Mollenkamp, President, ACLS
9:30 – 10:00 a.m.	Jeffrey Reed, Evergreen Advisors
10:00 – 10:15 a.m.	SiteLink Forum Break
10:15 – 10:45 a.m.	Barry Albrecht, CEO, Strategic Locations Services
10:45 – 11:30 a.m.	Grab shoes, golf clubs, and your box lunch for fun events.
11:30 a.m. – 5:00 p.m.	SiteLink Recreation Activities: (Box Lunch included) unique to SiteLink, this is the time for you to unwind and join your peers in unique recreation options including. You will enjoy the activities we have planned for you and expand your network at the same time.
6:00 – 10:00 p.m.	Dinner with Keynote Panel: Holiday Inn & Suites, Suite B. Moderator: Travis Toews Panel: Rhonda Side, Cord Spero & Eric Neufeld

WEDNESDAY, MAY 15, 2024	
7:30 – 8:00 a.m.	Breakfast: Holiday Inn & Suites, Suite C-Grande Prairie, Alberta, Canada: (9816 107 Street, Grande Prairie, Alberta, Canada T8V 8E7)
8:00 – 8:30 a.m.	Craig Hughes, HRH Community Partners
8:30 – 9:00 a.m.	SiteLink Forum Break
9:00 – 9:30 a.m.	Jeffrey Garza-Walker, NAI Phoenix
9:30 – 10:45 a.m.	David Gaines, Goldstone Consulting Group
10:45 – 11:00 a.m.	SiteLink Forum Break
11:00 a.m.– 12:00 p.m.	Lunch and Round Table of Questions and Answers with all Site Selectors: Holiday Inn & Suites-Grande Prairie, Alberta, Canada: (9816 107 Street, Grande Prairie, Alberta, Canada T8V 8E7)

ABOUT SITELINK



SiteLink convenes experienced site selectors and industry leaders in Economic Development to connect, provide insight, and share expertise to improve your community’s strategic position in the noisy landscape of economic development today. SiteLink is your opportunity to network with economic development professionals in an intimate setting and fun networking environment.

Learn better economic development best practices/trends and build relationships with site selectors while golfing, skiing, getting a spa treatment or strolling on a historic walking tour. This will set you and your community apart!



MUNICIPAL DISTRICT OF GREENVIEW

Located in Alberta's northwest, Greenview is a vast and diverse area of fertile farmland, winding rivers, mixed wood forests, and spectacular peaks of the Rockies. The Municipal District of Greenview covers 32,915 square kilometres, with a footprint larger than the country of Belgium. Greenview residents experience adventure right in their backyards. Lakes, rivers, mountain peaks, and vast prairie offer a year-round outdoor playground for all ages. As one of Alberta's most dynamic and resource-rich areas, Greenview is a pivotal hub for industries including agriculture, forestry, oil and gas, and renewable energies. These industries not only fuel our local economy but also contribute significantly to the national economic landscape. Greenview is both an ideal recreation destination and an economic hub. Learn more at www.mdgreenview.ab.ca.



Municipal District of Greenview

Administration

4806 - 36 Avenue,

PO Box 1079, Valleyview, AB T0H 3N0

Phone: 780-524-7600

www.mdgreenview.ab.ca



CITY OF GRANDE PRAIRIE

Home to endless skies and opportunities, Grande Prairie offers strong community spirit with big-city amenities. Located in the centre of the Peace Region, with a median age well below the national average, Grande Prairie is a youthful city with a diverse regional economy.

Beyond its own population, Grande Prairie has a total retail spend of \$5.1B and acts as a regional hub serving nearly 300,000 people from across northern Alberta, northern British Columbia, and the Northwest Territories. It sits as the largest commercial centre north of Edmonton. From oil and gas to arts and culture, Grande Prairie is home to grander opportunities for growth.



City Hall

10205 98 Street, Grande Prairie, AB
PO Bag 4000, Grande Prairie, AB T8V 6V3
Phone: 780-538-0300
www.cityofgp.com



COUNTY OF GRANDE PRAIRIE

The County of Grande Prairie is a vital hub of Alberta's bustling economy. Our region boasts a rich economic landscape, led by a dynamic energy sector along with substantial contributions from agriculture, forestry, commerce, and tourism. The area is home to over 300,000 residents who are younger and better paid than the Canadian average, enhancing a vibrant consumer base. The blend of small-town charm and urban conveniences includes major retailers, Northwestern Polytechnic, and direct air links to major cities. The recent addition of a regional hospital and attractions like the renowned dinosaur museum exemplify our commitment to a high quality of life. We foster strong collaborations with neighboring municipalities to boost our collective economic future, focusing on business development and investment attraction. With a wealth of investment-ready land available, the County of Grande Prairie offers exceptional opportunities for investors seeking to capitalize on our region's growth and prosperity. Our strategic location and resource-rich environment make it an attractive destination for investment, reinforcing our crucial role in Alberta's continued economic success.



Administration Building

10001 - 84 Avenue, Clairmont, AB T8X 5B2

Phone: 780-532-9722 | Fax: 780-539-9880

www.countygp.ab.ca



Webster Global Site Selectors (Webster Global) was founded in April 2011. Our company brings together a unique combination of skills, including many years of experience in Site Selection Analysis, Economic Development Consulting, as well as Marketing and Business Development Planning and Implementation. Our Site Selection clients have included companies of all sizes and types seeking optimal relocation/expansion locations throughout North America.

Webster Global offers a broad spectrum of economic development consulting activities range from marketing plans, marketing communication visuals, labor and logistics analysis, cost comparison analysis, SWOT analysis, business mission tours, strategic planning, feasibility studies and more – whatever is necessary to enhance and increase economic viability for communities, counties and regions.

Webster Global has a very experienced staff, led by founder Paige Webster, who has 20 years of economic development and site selection consulting with local, regional, and state economic development organizations throughout North America.

Globalsiteselectors.com

6602 W. Prickly Pear Trail, Phoenix, AZ 85083

Phone: 602-621-0576

paige.webster@gmail.com





PAIGE WEBSTER

**President/Site Selection Consultant,
Webster Global Site Selectors, Phoenix, AZ, US**

Paige Webster started his firm in 2013. Paige has worked with many projects across many industry sectors including: aerospace, bio tech, geo-thermal, wind & solar, warehouse/distribution, office projects, data centers, corporate centers and the retail sector.

Paige has been working in site selection and economic development for twenty years.

Paige has had extensive site selection experience as he was the Western Regional Real Estate Manager for Aaron Rents. Paige was able to facilitate and expand the major retail expansion for Aaron Rents in the Western United States.

Paige has had experience in the Economic Development arena too. He was the former Economic Development Director for the Greater Yuma Economic Development Corporation. Paige's experience includes working with back office, warehouse distribution, bio-tech, software development companies and food processing companies for the Yuma area.

Paige did extensive work in cross border economic development and was a member of the Border Trade Alliance (BTA) and worked closely with the Arizona Governor's Office on cross border issues in Mexico. Paige was on the Workforce Development Board and was also a Board Member of the Arizona Association of Economic Development (AAED). Paige has also received the CEcD designation during his career in Economic Development.

Paige also worked for the Arizona Department of Commerce as the Northern Arizona Representative, assisting companies to expand or relocate to the State of Arizona with projects related to injection molding, warehouse/distribution, back office, agrobusiness, bio-tech, high tech, aviation.

Paige has received his BS in Regional Development from University of Arizona and has also received his MBA in Global Management from the University of Phoenix. Paige resides in Phoenix, AZ and loves to fly fish, play golf, hunt and scuba dive.



LEW MOLLENKAMP

**President, American Corporate Location Services,
Fort Worth, TX, US**

Lew Mollenkamp is President of American Corporate Location Services (ACLS), with offices in Fort Worth and Atlanta. ACLS specializes in effectively navigating the site selection and incentive negotiation process for its clients by providing creative solutions and strong partnerships. Lew has more than thirty years of practice in the site selection, economic development, and workforce development fields with public, private, and non-profit experience. ACLS also specializes in negotiating customized solutions for business, such as training grants from federal, state and/or local sources, solving business issues related to real estate expansions, hiring, and layoff assistance.

Industries served by the company include health care, financial services, aerospace, manufacturing, retail, energy, non-profit, education, hospitality, government, and technology. Lew and the ACLS team also have extensive experience in developing strategic partnerships for federal grants, including securing millions in funding for clients from US DOL training grant programs. ACLS regularly serves as partner on the US DOL grants evaluation team.

Prior to founding American Corporate Location Services, Lew was Vice President of Government Partnerships for Strategic Partnerships, and Manager of the Credits and Incentives at Arthur Andersen, and Director of Economic Development for the Pampa Economic Development Corporation, Roswell, New Mexico Chamber of Commerce, and Francis Howell Missouri School District.



JEFFREY REED

Senior Vice President, Evergreen Advisors,
Roanoke, VA, US

Jeff is a Senior Vice President of Location Strategies and Operations in Evergreen's Location Strategies practice. With more than 30 years of experience in location analysis, site selection, and business incentive services, he is skilled in securing, negotiating, and implementing economic incentives such as cash grants, tax abatements and credits, PILOT agreements, workforce training grants, payroll rebates, sales and use tax refunds, utility benefits, and more for his clients. His experience ranges from large corporate headquarter relocations to small manufacturing projects across hundreds of markets throughout North America.

Before joining Evergreen, Jeff was the Executive Director for the Virginia's Growth Alliance (VGA), a regional economic development organization serving 11 counties and communities in southern Virginia. Although the primary focus of this endeavor was business recruitment. The organization also created strategies for entrepreneurship, asset, and leadership development.

Jeff previously managed projects for the Industrial Development Authority of Halifax County, Virginia, where he and his team successfully brought in over 450 new jobs and saved over 800 existing jobs within three years including projects with ABB and Faneuil. During his five years of service as the Project Manager/Interim Director/ Assistant Director for the Danville Office of Economic Development in Virginia, he assisted with attracting more than 6,700 new jobs and over \$700 million in new investment, including IKEA's first US manufacturing facility, EBI, Target, Home Depot, Harley Davidson and Yorktowne, and many other manufacturing, retail, and commercial projects.



BARRY ALBRECHT

**Barry Albrecht, CEO, Strategic Locations Services,
Lawton, OK, US**

Barry Albrecht has served in economic development for over 28 years and has developed a reputation as an entrepreneur and industry leader in economic development and corporate real estate development, specializing in complex incentive design and transactions with national and international industries. As an economic development executive, he has directly been involved in the recruitment, relocating and expansion numerous tech-based industries and federal agencies which accounted for thousands of new high-tech and government related jobs. He previously has served as CEO of with multiple Texas, Arizona and Oklahoma based regional economic development corporations that also served large military and federal installations. He also worked 12 years with Hughes Aircraft as a business development executive and served 6 years in the Army as an aviator.

In 2019, Barry founded Strategic Locations Services LLC (SLS). SLS is a veteran owned full service economic development and corporate location advisory firm specializing in economic development consulting to communities and the defense industry.

SLS advisory services include site selection, expansions, facility searches, relocations, incentive negotiations that specializes in the defense industry in finding the optimum place to support existing or future contract awards.

Since 2019, SLS has completed 16 site selection projects with the defense and cyber security industry and has provided economic development services to dozens communities.

He continues to speak at national and state conferences on regional economic development and community marketing strategies. He has served on numerous national committees and has acted as congressional support to communities and local industries.



TRAVIS TOEWS

**Senior Advisor- Investment Attraction,
Invest Grande Prairie**

Travis Toews is a former Minister of Finance and President of the Treasury Board for the Province of Alberta. He served as MLA for the Grande Prairie-Wapiti constituency from 2019-2023.

Toews has worked on a number of non-profit boards as well as provincial and national industry boards including Alberta Beef Producers, the Canadian Agri-Food Trade Alliance and served as President of the Canadian Cattle Association. Toews worked globally to support Canadian interests in agriculture and international trade. In 2012, this contribution was recognized when he received the QEII Diamond Jubilee Award presented by Prime Minister Stephen Harper.

Travis currently provides strategic advisory services and is a Senior Fellow at the C.D. Howe Institute and Fellow of the Chartered Professional Accountants. He and his wife, Kim, own and manage a corporate cattle ranching operation and an oilfield environmental company.



RHONDA SIDE

Director at Side Asset Management

Since 1996, Rhonda has actively engaged in the Side Groups' real estate holdings and development, spanning land development, construction, building, and property management. She has developed a hands-on approach, expanding the privately held portfolio to over 1,000,000 square feet of lease space in the Peace Region, ensuring detailed involvement in every project phase for integrated results. Additionally, Rhonda and her spouse Jeremy Walker lead Side Group Rail, offering rail transload services from four rail yards in the region, managing diverse commodities like lumber, frac sand, methanol, and fuels.

Significantly, in 2009, Rhonda co-founded the Grade Three Reading Academy Society with Linda Side. This community-based literacy program, hosted at the Northwestern Polytechnic Campus, supports over 200 struggling third-grade readers each summer. The initiative transforms students' approach to learning, promoting engagement and enthusiasm, shifting from mere learning to reading to reading to learning.



CORD SPERO

Grande Prairie Chamber Chair

Born and raised in Grande Prairie, Cord Spero is a proud local supporter who strongly believes in the optimistic, tenacious people who call this region home and their ability to find solutions.

After ten years of freestyle skiing for Team Canada, Cord stepped into coaching, securing a gold medal at the 2010 Vancouver Winter Olympics and a silver and bronze in 2014 before returning to Grande Prairie to start his family with his wife.

Drawing on his intimate knowledge of the local market cultivated through his upbringing in the area, Cord has become a leading figure in commercial real estate. With over a decade of experience under his belt, Cord consistently ranks among the top 5 Commercial RE/MAX agents in Western Canada.

As the Chair of the Grande Prairie and District Chamber of Commerce Cords dedication to excellence and a deep understanding of his community sets Cord apart as a trusted advisor and advocate for his clients. Whether navigating complex transactions or finding innovative solutions, Cord Spero is a driving force in Grande Prairie's real estate landscape.



ERIC NEUFELD

**Director of Finance,
Crosslink Group of Companies**

Eric Neufeld is a standing member of the certified professional accountants (CPA), graduating from the CPA program in 2018, while working at BDO Canada LLP as a public accountant. Working at a public practice firm provided Eric with exposure to a multitude of clients and businesses in Grande Prairie that represent the resiliency and hard-working nature of this community's citizens.

In 2019, Eric moved to the Crosslink Group of Companies, where he has held the position of Director of Finance. Our group takes pride in representing multiple industries within Grande Prairie, as we are involved in Industrial/Residential Real Estate from the development of raw land, to sales, to rentals. Our group is also involved with Medevac Aviation, Hospitality, and Construction.



CRAIG HUGHES

**Managing Principal, HRH Community Partners,
Plano, TX, US**

Craig Hughes is the founder of HUGHES COMMERCIAL Real Estate and Development, LLC, established in 2010. His career began with Trammell Crow Company in 1987, overseeing a vast industrial real estate portfolio, and later serving as Division Controller. He then joined Phoenix Property Company, contributing to a significant multi-family real estate portfolio, and later excelled as Marketing Director at The Holt Companies, significantly expanding their portfolio.

With over 25 years of experience in Dallas/Fort Worth commercial real estate, Hughes has been involved in numerous high-value projects. Notable among these is the development of a \$20 million steel fabrication and manufacturing plant for Sabre Industries, Inc., and the establishment of industrial facilities for Android Industries and Daikin (AC) Americas, totaling over 2.3 million square feet and \$73 million in consideration.

Throughout his career, Hughes has demonstrated expertise in various areas, including finance, accounting, and project leasing. He holds a Bachelor of Business Administration in accounting from Texas A&M University and was a finalist for the Dallas Business Journal's Best Headquarters/Campus Move in 2004. He remains an active member of professional and community organizations, including the North Texas Commercial Association of Realtors and the Boy Scouts of America.

Hughes's commitment to excellence is evident in his track record as a top producer, with recognitions such as being a Dallas Business Journal Heavy Hitter in 2008 and a Cushman & Wakefield Dallas Office Top 10 Producer. Beyond his professional endeavors, he remains dedicated to his community, serving as Assistant Scoutmaster for Troop 999 in Plano, Texas, and contributing to the St. Andrew's United Methodist Church.



JEFFREY GARZA-WALKER

Executive Vice President, NAI, Phoenix, AZ, US

Jeffrey focuses on expanding NAI's capabilities in global portfolio services through key industrial clients with requirements in North and Latin America. Jeffery is a U.S. Armed Forces Veteran and Phoenix Business Journal 40 Under 40 recipient.

Capabilities

- Americas Portfolio Management in excess of 250 M SF
- U.S. 150M SF Industrial
- Mexico 50M SF Industrial
- Latin America 50M SF Industrial

Assignments ranging from site selection, lease review/renewal, project management, tours on site in any given country.

Professional Experience

- NAI Horizon, Executive Vice President
- Cresa, Senior Vice President
- APL Logistics, Senior Corporate Real Estate Director

Notable Clients

Chicanos Por La Causa, Wesco, Arizona State University, Foot-Print Center and 3M

International Clients

Compu Proveedores, Elite Bags, REYMA, Sigma and PSAP

Education

- Masters Real Estate Development, Arizona State University Graduated "With Honors"
- Masters Business Administration, University of Phoenix Graduated "With Honors"
- Bachelor of Arts in Spanish, Montana State; University Minor in Business Administration

Board Affiliations & Accolades

- Southwest Valley Chamber of Commerce
- U.S. Green Building Council
- Phoenix Sister Cities
- Global Chamber
- Area Development
- ASU MRED Real Estate Council



DAVID GAINES

**Managing Director, Goldstone Consulting Group,
Moberly, MO, US**

David Gaines, Managing Director, leads the day-to-day operations of the firm's consulting business and the firm's commercial and industrial real estate division, Goldstone Realty Partners.

Goldstone Consulting Group provides site selection service to companies that are expanding and searching for new locations to establish operations. Goldstone Consulting Group also provides economic development consulting services to communities.

Prior to founding Goldstone Consulting Group in 2016, Mr. Gaines held leadership roles in two local and regional economic development agencies dating back to 2007. During that time, he was responsible for the business attraction efforts for the communities he represented as well business retention and expansion programs for those communities.

David is a founding member of the Northeast Missouri Development Partnership, a 14-county regional economic development agency. He also served as the group's first two-term Chairman of the Board of Directors and currently serves as a member of its Government Relations Committee.

He holds a degree in Business Administration from the Ashford University – Forbes School of Business and a Chancellor's Certificate in International Trade from the University of Missouri-St. Louis. He is also a graduate of the University of Oklahoma's Economic Development Institute.

During his 30-years of business experience, David has held positions from sales and marketing to management and ownership. He has worked in the economic development, financial services, print and broadcast media, real estate and business services industries.

David has authored numerous articles for national publications on matters relating to economic development and business and is a former financial talk show host for a major market radio station. In addition, he has also been a panelist and a moderator many times on topics concerning economic development.



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