



Professional Summary

Jeff Forsythe

Principal

Jeff Forsythe has more than twelve years of experience in site location consulting and economic development. As a principal with McCallum Sweeney Consulting (MSC), Mr. Forsythe's experience predominantly includes location consulting throughout North America for manufacturing, distribution, and office projects. Primary responsibilities have included performing detailed site/infrastructure and community evaluations, labor market assessments, comparative financial analyses, and strategic real estate and incentive negotiations. In total, he has managed projects that have resulted in more than \$1 billion in capital investment, 5,200 full-time jobs, and 5.4 million square feet being developed.

Some of Mr. Forsythe's recent location consulting experience includes serving as the project manager on a joint venture carbon fiber manufacturing facility for SGL Group and BMW Group and assisting Alstom Power Inc. with the location decision for their first United States wind turbine manufacturing operation. Other notable project management experience includes: a wind turbine nacelle assembly and rotor blade manufacturing facility for Nordex, PACCAR's first engine production facility in the United States, multiple Dollar General distribution center projects, an Austal shipbuilding operation, an Oreck household appliance manufacturing plant, a Trex Company composite lumber fabrication facility, and several confidential manufacturing and office projects.

Mr. Forsythe's latest economic development consulting experience consists of a site evaluation program for the Nebraska Department of Economic Development to determine the feasibility of speculative industrial park developments. He also conducted an incentive comparison and financial analysis for Chattanooga, Tennessee, and assisted with the Tennessee Valley Authority "mega" site identification and certification program.

Prior to joining MSC, Mr. Forsythe was employed as a consultant with Fluor Global Location Strategies. During his time with Fluor, Mr. Forsythe was engaged in economic development and site location consulting. Noteworthy project management experience included executing tax and incentive analyses for the states of Arkansas and Mississippi, and formulating a local economic development strategic plan for the Arkansas Valley Alliance. In addition, Mr. Forsythe participated in a nine-country competitiveness analysis and site identification for a biopharmaceutical client.

Mr. Forsythe joined Fluor after serving as project manager for the Cabarrus Economic Development Commission in Concord, North Carolina, where his primary role was to aid national and international firms considering Cabarrus County for new or expanding operations. Responsibilities varied from identifying and proposing available sites and buildings to incentive negotiations. Additional tasks included performing research to track the economic prosperity of the county, developing marketing materials to aid prospects considering the county, and conducting targeted marketing missions.

Mr. Forsythe holds a Masters of Public Administration and a Bachelor of Science from East Carolina University. He is a graduate of the University of Oklahoma Economic Development Institute and a member of the International Economic Development Council and South Carolina Economic Developers' Association. Mr. Forsythe also maintains a South Carolina real estate license.



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