

To attend the NAIDA conference, please complete and return this portion for each attendee (make copies if necessary) by **August 23, 2011** with check payable to:

NAIDA  
PO Box 1668  
Decatur, AL 35602

After August 23, please call 256-353-9450 to register.

**No refunds after September 2, 2011.**

We're sorry but we cannot accept credit cards.

Dress: Business Casual

Questions: Contact NAIDA at 256-353-9450 or [cburns@naida.com](mailto:cburns@naida.com)

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ E-mail \_\_\_\_\_

NAIDA Conference Fee \$175.00 \_\_\_\_\_

NAIDA Golf Tournament \$90.00 \_\_\_\_\_

Golf Handicap: \_\_\_\_\_ (for team selection)

Total Enclosed: \$ \_\_\_\_\_

**Room Reservations:**

Make your room reservations by **August 15** at The Westin, Huntsville.  
Call 256-428-5406 and ask for the North Alabama Industrial Dev. block of rooms.  
Room rate is \$119 plus tax.

# The 16th Annual North Alabama Industrial Development Conference



## The Road Ahead

September 13 and 14, 2011  
The Westin, Huntsville, Alabama

## Welcome to the North Alabama Industrial Development Conference

The 16th Annual North Alabama Industrial Development Conference is brought to you by the North Alabama Industrial Development Association (NAIDA), TVA, the North Alabama electric power distributors and the North Alabama economic development organizations.

The Conference was developed to help strengthen the skills of community leaders in marketing their community to industrial prospects. The conference also strives to provide valuable information from well-known experts in the field of economic development.

## Featured Speakers



Christopher Schastok, Senior Associate in Jones Lang LaSalle's Strategic Consulting Group, focuses on corporate solutions by assisting clients with the execution of national and global real estate initiatives through location advisory, real estate, labor due diligence, and incentive negotiations. In his current role, Mr. Schastok has supported and led a variety of location based consulting projects. A native of Chicago, IL, Mr. Schastok is a dual citizen, holding a German passport. His international experience includes project work involving Germany, Canada and the United Kingdom.



Derrick Boegner is Vice President of Asset Management and Leasing for Corporate Office Properties Trust (COPT). He is responsible for overseeing leasing, asset management and the overall financial performance of COPT's portfolio of buildings in Northern Virginia, consisting of approximately 3 million square feet of Class A space, and also COPT's 468-acre master planned, mixed use EUL project known as Redstone Gateway located at Redstone Arsenal in Huntsville, Alabama. Derrick has more than 20 years of real estate experience and has a proven record of leadership, problem solving, negotiating complex leases, forecasting and financial planning.

## Conference Agenda

### Tuesday, September 13

- 11:00 a.m. Registration Begins
- 12:00 noon North Alabama Public Power Association Awards Luncheon  
Mike Gillespie, Chairman Madison County Commission  
Max Townson, Mayor, City of Cullman  
  
NAIDA President's Award  
Michael D. Roberts North Alabama Excellence Award
- 1:30 p.m. Chris Schastok, Associate, Jones Lang LaSalle Americas
- 2:30 p.m. Break
- 2:45 p.m. Panel of Existing Industry
- 4:00 p.m. Derrick Boegner, COPT, Development of Redstone Gateway
- 5:00 p.m. Reception
- 6:00 p.m. Dinner on your own
- 8:00 p.m. S&ME Hospitality Suite at The Zone in Bridgestreet

### Wednesday, September 14

- 8:30 a.m. Breakfast
- 9:00 a.m. Reports from the Alabama Economic Development Agencies  
Alabama Development Office  
AIDT  
Economic Development Partnership of Alabama
- 10:30 a.m. Update from Tennessee Valley Authority
- 11:00 a.m. Closing Remarks, Tate Godfrey, NAIDA
- 11:30 p.m. Adjourn
- 12:30 p.m. Golf at Canebrake Golf Club, Athens, Alabama  
Boxed lunches provided for golfers