

**Jeff Forsythe**  
President



Jeff Forsythe has more than 22 years of location consulting experience. As the President of Forsythe & Associates, Mr. Forsythe provides leading global companies with location advisory and economic incentive negotiation services at the highest standards of excellence, ethics, and professionalism.

Mr. Forsythe's experience predominantly includes location consulting throughout North America for manufacturing, distribution, and office projects. Responsibilities commonly include feasibility studies, property/infrastructure and community evaluations, workforce assessments, comparative financial analyses, risk assessments, and strategic real estate and incentive negotiations.

He has managed projects for Asian, Australian, European, and North American clients that have resulted in more than \$4 billion in capital investment, 17,000 full-time jobs, 21 million square feet being developed, and \$1.2 billion in realizable incentive support.

Jeff has assisted companies in a variety of industries including advanced materials, aerospace, automotive, batteries, chemicals, consumer products, food products, forest products, logistics/distribution, machinery manufacturing, metal fabrication, plastics, renewable energy, and textiles.

Mr. Forsythe recently provided Ecolpol S.p.A., a leader in the production of biodegradable PVA film, with site selection and incentive negotiation services for their first North American manufacturing plant and headquarters. The Italian company will invest more than \$38 million to construct and equip their new facility, while hiring at least 130 full-time employees. Jeff also helped SGL Composites, Jasper Forest Products, Tokai Carbon, and Enviva with location selection decisions for competitive manufacturing projects and he has supported a retail company with site selection and incentive negotiations for multiple distribution center projects.

Prior to founding Forsythe & Associates in 2018, Mr. Forsythe was a Principal with McCallum Sweeney Consulting (MSC) where he provided site selection and incentive negotiation services to corporate clients for more than 15 years. His project management experience included multiple competitive expansion projects for Aerojet Rocketdyne, a sulfate turpentine distillation plant for DRT America, an engineering center and an aircraft assembly project for Northrop Grumman, a carpet tile manufacturing facility for Shaw Industries, a carbon fiber production facility for SGL Automotive Carbon Fibers (SGL Group and BMW Group joint venture), Alstom's first wind turbine manufacturing operation in the United States, and PACCAR's first domestic engine production facility.

Mr. Forsythe's economic development consulting experience at MSC included a site evaluation program for the Nebraska Department of Economic Development; an incentive comparison and financial analysis for Chattanooga, Tennessee; and assisting with the Tennessee Valley Authority megasite identification and certification program.

Prior to joining MSC, Mr. Forsythe was a Consultant with Fluor. During his time with Fluor, Jeff 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 preparing an economic development strategic plan for the Arkansas Valley Alliance. In addition, he participated in a nine-country competitiveness analysis and site identification for a biopharmaceutical client.

Mr. Forsythe joined Fluor after serving as Project Manager for Cabarrus Economic Development in Concord, North Carolina where his primary role was to aid domestic and international firms evaluating 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 assist prospects considering the county, and conducting targeted marketing missions.

Jeff holds a Master of Public Administration and a Bachelor of Science degree from East Carolina University. He is an advisory council member for the Transatlantic Business & Investment Council, a graduate of the Oklahoma University Economic Development Institute, and maintains a South Carolina real estate license.