

Jeff Forsythe
President



Jeff Forsythe has more than twenty years of experience in location consulting and economic development. As the President of Forsythe & Associates, Mr. Forsythe provides leading global companies with location advisory 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, labor market 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 \$3 billion in capital investment, 14,000 full-time jobs, 15 million square feet, and \$1 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, textiles, and more.

Mr. Forsythe recently aided client, Enviva, with the selection of the Port of Epes Industrial Park in Sumter County, AL as the home for a wood pellet production facility. The project consists of a \$175 million capital investment and 85 full-time jobs, and it is expected to create 180 additional regional jobs in logging, transportation, and services. Jeff is currently supporting manufacturers of consumer products, food products, automotive parts, forest products, and metal products with feasibility studies, workforce assessments, and/or comprehensive site/building selection and incentive negotiations.

Prior to founding Forsythe & Associates, 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 fifteen 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 (joint venture between SGL Group and BMW Group), Alstom's first United States wind turbine manufacturing operation, and PACCAR's first engine production facility in the United States.

Mr. Forsythe's economic development consulting experience at MSC included a site evaluation program for the Nebraska Department of Economic Development, an incentives comparison and financial analysis for Chattanooga, Tennessee, and assisting with the Tennessee Valley Authority "mega" site 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 formulating a local 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 national 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 aid prospects considering the county, and conducting targeted marketing missions.

Jeff holds a Master of Public Administration and a Bachelor of Science 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.