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AMSTERDAM, THE NETHERLANDS AND BOSTON, UNITED STATES | 08 SEPTEMBER 2015



## A New Generation in Strategy Consulting

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### Join ICA's FDI Executive Seminar in Chicago this Fall

ICA is holding its next FDIexecutive™ Global Seminar Series in Chicago, IL on November 19 and 20, 2015. Our program is designed to help EDO professionals to learn how Foreign Direct Investment (FDI) enhances overall economic development and how to best attract FDI to your community.

Based on our real world site selection experience, the program's sessions are illustrated with hands-on lessons, actual cases from the field, anecdotes and real time data. Attendees will leave the session equipped with practical skills to stay ahead in this exciting but competitive field.

**Day 1 - FDI, EconDev & Incentives**

**Event** Two-day seminar series moderated by core team

The sessions on Day 1 present current FDI trends, *identify FDI opportunities for North America* and explain how corporate investors select the location for their investment. Special attention will be paid to how to best organize your community to successfully attract FDI and to how FDI fits into your regular EconDev efforts.

### Day 2 - Managing Investment Attraction

Topics addressed on Day 2 include how to make investment incentives work and *how to develop successful marketing and lead generation strategies* for attracting investment from outside the US and Canada.

For more information on the outline of the modules, details of the topics, the speakers, rates and to sign-up, please do not hesitate to contact [Mr. Chris Steele](#) to obtain your own copy of the tentative program.

of ICA and invited subject-matter experts

**Date** Thursday November 19th - Friday November 20th

**Location** The Gwen Chicago, 521 N Rush St, Chicago, IL

**Fee** US\$1,250 excluding travel, accommodation and out-of-pocket expenses

**Registration** Please contact Mr. Chris Steele at [chris@ic-associates.com](mailto:chris@ic-associates.com) or (617) 314 6527 for more information

## Join or meet our team at other upcoming events in fall 2015:

### #1 IPT Income Tax, Property Tax and Credits Symposia

Symposia | Austin, TX | November 4 - 6

Mr. Chris Steele will be speaking to the [Institute for Professionals in Taxation](#) at their session on incentives. In order to be effective, credits and incentives professionals must possess the ability to identify, develop and implement new projects and understand the complexities of working with state, local and international governments. Chris will be doing precisely that, focusing on the opportunities and proper protocol when working with locations in Asia.

### #2 Open Technology for the Enterprise

Conference | San Francisco, CA | November 17 - 18

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Many companies today are exploring new markets to sell their products and services. Small and mid-sized technology firms also explore new markets for establishing their R&D centers abroad to tap into lower costs but also to link up with similar firms abroad. Dr. Douglas van den Berghe will host this session at the Open Technology for the Enterprise annual conference of Appnovation Technologies, which explores which new market opportunities have evolved over the last couple of years and what these markets can offer. It also addresses what government support is available in these new markets.

### **#3 Cargo Logistics America**

Conference | San Diego, CA | December 2 - 3

Mr. Chris Steele will be moderating a session at the [Cargo Logistics America](#) conference in San Diego on changing freight movements across North America and the resulting economic development and business attraction opportunities.

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### **About Investment Consulting Associates (ICA)**

[Investment Consulting Associates](#) (ICA) is a global management advisory firm specializing in corporate location strategy, Supply Chain Management, incentive management and advisory, SEZ development, economic development strategies, and FDI advisory. We provide customized, effective solutions to our clients' needs through a combination of consulting and state of the art software tools and databases. Our global team of multi-disciplinary professionals has worked on numerous projects in all continents of the world either on behalf of our growing list of corporate clients or as strategic advisor to governmental organizations.

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