



10.17.13

NASHVILLE
TENNESSEE

AutoConnect

Presented by Frost Brown Todd LLC

AutoConnect

On behalf of Frost Brown Todd, I would like to welcome each of you to our inaugural **AutoConnect** event. It is an exciting time for the automotive industry as we continue to grow and adapt, motivated and responsive to market trends. The automotive world is constantly evolving to meet and maintain consumer demand, which can bring both opportunities and challenges to the industry. You, as industry leaders, have unique visions, knowledge and experiences and I encourage you to engage and share your expertise during our time together as we delve into these issues. More importantly, please take advantage of this opportunity to meet one another, talk with one another, and learn from one another, throughout today and, my hope, beyond.

We have a full agenda set for today, so please take a few minutes to read through the information in this packet. It outlines our itinerary and other important information, including details about the singer-songwriter event that promises to be an unforgettable evening, Nashville style.

Thank you again for helping FBTAuto bring inspired people together with **AutoConnect**. Enjoy your day.



Robert V. Sartin, Member
Frost Brown Todd LLC
FBTAuto

Morning Session Agenda

7:00 – 8:00	REGISTRATION	
8:00 – 8:15	Welcoming Remarks	Robert Sartin – Frost Brown Todd LLC William (Bill) F. Hagerty, IV – Commissioner, Tennessee Department of Economic and Community Development
8:15 – 8:45	The Automotive Industry: A Continuing Bright Spot in the Economy	Kim Korth – IRN, Inc.
8:45 – 9:05	M&A/Capital Markets Update; Benchmarks for a Healthy Supplier	Jim Carter – Ernst & Young Capital Advisors, LLC
9:05 – 9:45	Lending Trends in the Automotive Industry	Jim Carter – Ernst & Young Capital Advisors, LLC/ <i>Moderator</i> Tom Lakocy – Chase Tim Ashley – PNC Financial Services Group John Stewart – Monomoy Capital Partners
9:45 – 10:25	Best Practices for Pursuing and Obtaining State Incentives for Site Location/Plant Expansion	Mark Sommer – Frost Brown Todd LLC/ <i>Moderator</i> John Wharton – Toyota Motor Engineering & Manufacturing North America, Inc. John Kahle – Honda North America, Inc. Brandon Kessinger – Akebono Brake Corporation
10:25 – 11:00	NETWORKING BREAK	
11:00 – 11:20	Increasing and Improving MBE Relationships in Automotive	Phil Goy – BBK, Ltd.
11:20 – 12:00	Workforce Quality, Development and Diversity	Phil Goy – BBK, Ltd./ <i>Moderator</i> Ian K. Leavy – Volkswagen Group of America Chattanooga Operations, LLC Keith Eakins – Nissan North America, Inc. Andre Gist – Manufacturers Industrial Group LLC Kimberly Ketchum – Magneti Marelli Holding USA, Inc.
12:00 – 12:30	Keynote Address	Dr. Sue Helper – Chief Economist, U.S. Department of Commerce
12:30 – 1:30	LUNCH/NETWORKING BREAK	

Morning Session Information

8:00 - 8:15

Welcoming Remarks



Robert Sartin | Member
Frost Brown Todd LLC
rsartin@fbtlaw.com



William (Bill) F. Hagerty, IV | Commissioner
Tennessee Department of Economic and Community Development

William (Bill) F. Hagerty, IV was sworn in as commissioner of the Tennessee Department of Economic and Community Development by Gov. Bill Haslam on January 15, 2011. As head of the state agency primarily responsible for job creation in Tennessee, Bill is on leave from Hagerty Peterson, LLC, a merchant bank and private equity firm he founded. Bill has founded, funded and grown a number of successful business enterprises. As an executive, he has served as CFO, COO, CEO and chairman of a variety of domestic and international firms. Bill attended Vanderbilt University, where he graduated Phi Beta Kappa with a degree in economics. He also attended Vanderbilt University Law School, where he was a Wilson Scholar and associate editor of the Law Review. Bill resides in Nashville, TN.

8:15 - 8:45

The Automotive Industry: A Continuing Bright Spot in the Economy

Many people remain surprised that the automotive industry continues to do well despite the current uncertainty in the economy. This presentation will focus on why auto remains strong and the outlook for the next five years for both OEMs and suppliers. Areas covered will include the overall North American economic outlook, the forecast for the automotive industry and key issues facing suppliers.



Kim Korth | President & CEO
IRN, Inc.

M&A/Capital Markets Update: Benchmarks for a Healthy Supplier

This presentation will focus on current industry dynamics, including how suppliers are performing along certain financial metrics such as revenue growth rates, profitability, capital investment, etc. We will also discuss current M&A trends and activity, as well as the climate for debt and equity financing for M&A and other corporate purposes.



Jim Carter | Partner | Transaction Advisory Services
Ernst & Young Capital Advisors, LLC
jim.carter@ey.com

8:45 - 9:05

Lending Trends in the Automotive Industry

This panel discussion amongst lenders and private equity will cover the current climate for automotive financing, interest rate environment, leverage multiples, and other factors relevant to financing suppliers in light of North American and emerging market growth as well as stagnation in Europe. Topics will include how to finance growth abroad, how to finance M&A transactions and private equity's role in accelerating industry growth.



Jim Carter* | Partner | Transaction Advisory Services
Ernst & Young Capital Advisors, LLC
jim.carter@ey.com



Tom Lakocy | Senior Banker & Division Manager
Chase
tom.lakocy@chase.com



Tim Ashley | Manager - Corporate Banking, Southeast Michigan
PNC Financial Services Group
timothy.ashley@pnc.com



John Stewart | Managing Director
Monomoy Capital Partners
jstewart@mcpfunds.com

9:05 - 9:45

9:45 - 10:25

Best Practices for Pursuing and Obtaining State Incentives for Site Location/Plant Expansion

This panel will present the perspectives and insights of three seasoned auto industry advisers on tax incentives and economic development initiatives. Based upon years of experience, 'Greenfield,' major expansion and plant retention projects will be addressed, as will practical tips and traps.



Mark Sommer* | Member
Frost Brown Todd LLC
msommer@fbtlaw.com



John Wharton | Assistant General Counsel
Toyota Motor Engineering & Manufacturing North America, Inc.
john.wharton@tema.toyota.com



John Kahle | Deputy General Counsel
Honda North America, Inc.
john_kahle@hna.honda.com



Brandon Kessinger | Vice President & General Counsel
Akebono Brake Corporation
bkessinger@akebono-usa.com

11:00 - 11:20

Increasing and Improving MBE Relationships in Automotive

This session will focus on the goal of OEM and Tier One companies to develop strong WBE/MBE suppliers and the tools that can be implemented to maximize performance. Such implementation will include key diversity strategies to enhance program performance while being mindful of the budgetary and resource limitations.



Phil Goy | Managing Director & Transactional Services Lead
BBK, Ltd.
pgoy@e-bbk.com

Workforce Quality, Development and Diversity

The panel will address the value of employee preparedness, continuous improvement, and diversity and the methodologies being created to address such issues. The challenges that exist have been and will be addressed through current and future educational programs and learning centers, application of greater technology in the workplace, attraction of the best and brightest candidates, attraction of a diversity of employees as well as overall development/retention of talent throughout the automotive industry.



Phil Goy* | Managing Director & Transactional Services Lead
BBK, Ltd.
pgoy@e-bbk.com



Ian K. Leavy | Corporate Counsel
Volkswagen Group of America Chattanooga Operations, LLC
ian.leavy@vw.com



Keith Eakins | Senior Manager of Supplier Diversity
Nissan North America, Inc.
keith.eakins@nissan-usa.com



Andre Gist | President & CEO
Manufacturers Industrial Group LLC
andre.gist@migllc.com



Kimberly Ketchum | Corporate Director Business Development NAFTA
Magneti Marelli Holding USA, Inc.
kim.ketchum@magnetimarelli.com

Dr. Sue Helper

Keynote

12:00 - 12:30



Dr. Sue Helper | Chief Economist
U.S. Department of Commerce

Susan Helper is AT&T Professor of Economics at Case Western Reserve University in Cleveland, Ohio. She is also a Research Associate of the National Bureau of Economic Research (NBER) and the MIT International Motor Vehicle Program (IMVP). Her research focuses on the impacts of collaborative relationships between suppliers and customers and management and labor. Currently she is studying how globalization of supply chains affects development and innovation in the U.S., Mexico, and India. She has published in journals such as American Economic Review, Sloan Management Review, and Journal of Economics and Management Strategy. She has a Ph.D. from Harvard University and a B.A. from Oberlin College. In 2005-06 she was a visiting scholar at the University of California, Berkeley, and the University of Oxford.

12:30 - 1:30

Lunch/Networking Break

Following Dr. Sue Helper's presentation, please feel free to gather your lunch in the foyer and return to the ballroom for extended networking. Breakout sessions will begin at 1:30 PM in Broadway A, Broadway B and Broadway C. Please consult the agenda for your preferred presentation.

POST COCKTAILS & HORS D'OEUVRES
6:00PM-8:00PM

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aVenue
120 3rd Avenue South | Nashville, TN 37201

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You and a guest are invited to join us at aVenue for an evening with two of country music's best known songwriters. Tim Nichols and Dylan Altman will share stories and memories behind Billboard's favorite songs.

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NASHVILLE
SINGER/SONGWRITERS



TIM
NICHOLS

.....

DYLAN
ALTMAN

Afternoon Session Agenda

1:30-2:30	Breakout Panel Discussions	
BROADWAY A	Global Automotive - Trends and Hot Topics in the North American Supply Chain: A Panel of Mexican, Canadian, Banking and U.S. Auto Experts	Joe Dehner – Frost Brown Todd LLC/ <i>Moderator</i> <i>Panelists</i> Leopoldo Burguete – Gonzalez Calvillo, S.C. Miguel Valle – Gonzalez Calvillo, S.C. Martha I. Gabrielse – Chase Katherine Xilinas – Miller Thomson LLP
BROADWAY B	Shifts, Temps, and Background Checks: Legal and Practical Problems for Coping with Too Few Good People	Heather Wilson – Frost Brown Todd LLC/ <i>Moderator</i> <i>Panelists</i> John Lovett – Frost Brown Todd LLC Thomas Brewer – Workforce Development and Conference Center at Northfield Ian K. Leavy – Volkswagen Group of America Chattanooga Operations, LLC
BROADWAY C	Environmental Issues in the Driver's Seat	Bill Hayes – Frost Brown Todd LLC/ <i>Moderator</i> <i>Panelists</i> Andrew Thompson – Bridgestone Americas, Inc. Kevin Butt – Toyota Motor Engineering & Manufacturing North America, Inc. Daryl Whitt – TRC Environmental, Inc.
2:30-2:45	NETWORKING BREAK	
2:45-3:05	Government Relations in Automotive	Frank W. Ervin III – Magna International, Inc.
3:05-3:25	OE and Supplier Challenges and Opportunities Today	Alicia Masse – Alderney Advisors LLC
3:25-4:10	Supplier Expectations in a New World	Kevin Crumbo – KraftCPAs PLLC/ <i>Moderator</i> Larry Jutte – Ernie Green Industries, Inc. Brian Collie – Booz & Company (N.A.) Inc.
4:10-4:45	The Future of Car Designs & Features/ Legal Implications	Bob Hust – Frost Brown Todd LLC Randy Riggs – Frost Brown Todd LLC
4:45-5:00	CLOSING REMARKS	Robert Sartin – Frost Brown Todd LLC

Information

Afternoon Session

Global Automotive - Trends and Hot Topics in the North American Supply Chain: A Panel of Mexican, Canadian, Banking and U.S. Auto Experts

What are the hot cross-border topics in the global automotive supply chain? Leading automotive sector attorneys from Mexico, Canada and the USA will join an international banker for a whirlwind tour of current and emerging issues any manager must know, including issues of people, money, Customs, intellectual property, sales tax, company tax, Terms & Conditions and dispute resolution. Learn in one hour how USA parts suppliers and OEMs are handling cross-border tax, legal, employment, finance and treasury issues as "seamless/just in time" meets "local rules and regulators."

1:30 - 2:30



Joe Dehner* | Member
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Leopoldo Burguete | Partner
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Miguel Valle | Partner
Gonzalez Calvillo, S.C.
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Martha I. Gabrielse | Relationship Executive International Banking
Chase
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Katherine Xilinas | Partner
Miller Thomson LLP
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*Moderator

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Shifts, Temps, and Background Checks: Legal and Practical Problems and Solutions for Coping with Too Few Good People

OEMs and their suppliers alike face the problem of satisfying increasing demand with too few qualified employees. This session addresses legal and practical challenges surrounding the use of Temp workers, development of innovative shift schedules, and compliance with the EEOC's new scrutiny of criminal background checks.



Heather Wilson* | Member
Frost Brown Todd LLC
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John Lovett | Member
Frost Brown Todd LLC
jlovett@fbtlaw.com



Thomas Brewer | Managing Director
Workforce Development and Conference Center at Northfield
thomas.brewer@tennauto.org



Ian K. Leavy | Corporate Counsel
Volkswagen Group of America Chattanooga Operations, LLC
ian.leavy@vw.com

Environmental Issues in the Driver's Seat

The automotive industry is undergoing transformation on many fronts due to increasing pressure to produce vehicles and components with lower carbon footprints. At the same time, new raw materials and manufacturing techniques as well as demands for production flexibility have resulted in an evolution from traditional permitting to more innovative approaches. The panel will discuss their perspective on these and other key environmental developments impacting the automotive manufacturing and parts industry.



Bill Hayes* | Member
Frost Brown Todd LLC
whayes@fbtlaw.com



Andrew Thompson | Senior Counsel, Environmental
Bridgestone Americas, Inc.
thompsonandy@bfusa.com



Kevin Butt | Chief Environmental Operations Officer
Toyota Motor Engineering & Manufacturing North America, Inc.
kevin.butt@tema.toyota.com



Daryl Whitt | Project Manager, Eco-Efficiency
TRC Environmental, Inc.
dwhitt@trcsolutions.com

1:30 - 2:30

Government Relations in Automotive

We will discuss the political, legislative and regulatory landscape in Washington, D.C. and how the decisions being made now will affect the automotive OEMs and the automotive supply base in the short-term and longer term.



Frank W. Ervin III | Director, Government Affairs
Magna International, Inc.
frank.ervin@magna.com

2:45 - 3:05

3:05 - 3:25

OE and Supplier Challenges and Opportunities Today

This presentation explores challenges and opportunities facing both OEs and suppliers in an environment of flattening growth in the U.S., capacity/flexibility challenges and opportunities, and collaboration among the OEs and supplier tiers.



Alicia Masse | Managing Director
Alderney Advisors LLC
amasse@alderneyadvisors.com

3:25 - 4:10

Supplier Expectations in a New World

Survey results from more than 200 automotive industry executives on industry trends will be presented. Key points will include confidence in growth prospects and market trends. The presentation will be followed by a panel discussion by industry executives and professionals.



Kevin Crumbo* | Member
KraftCPAs PLLC
kcrumbo@kraftcpas.com



Larry Jutte | President & COO
Ernie Green Industries, Inc.
ljutte@columbus.rr.com



Brian Collie | Vice President
Booz & Company (N.A.) Inc.
brian.collie@booz.com

The Future of Car Designs & Features/Legal Implications

Self-driving cars, growing connectivity and other new automotive technologies are racing toward the market. This presentation will discuss those technologies and the legal and regulatory obstacles that threaten to get in the way.

4:10 - 4:45



Bob Hust | Member
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Randy Riggs | Member
Frost Brown Todd LLC
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Closing Remarks



Robert Sartin | Member
Frost Brown Todd LLC
rsartin@fbtlaw.com

4:45 - 5:00



Mr. Motohiko KATO | Consul-General
Consulate-General of Japan at Nashville, USA

PROFESSIONAL BACKGROUND:

- 1979.4 Entered Tokyo Metropolitan Office
- 1982.4 Entered the Ministry of Foreign Affairs of Japan
- 1985 Second Secretary, Embassy of Japan in Singapore
- 1990 Deputy Director, First Latin American Division
Latin American Bureau, Ministry of Foreign Affairs
- 1992 First Secretary, Embassy of Japan in Iran
- 1995 First Secretary, Japanese Delegation to OECD in Paris
Vice Chairman, OECD Committee of International Investment
and Multilateral Enterprise
- 1998 Specialist for KEDO Project, Nuclear Energy Division
Foreign Policy Bureau, Ministry of Foreign Affairs
- 1999 Director, WTO Dispute Settlement Division
Economic Affairs Bureau, Ministry of Foreign Affairs
- 2000.8 Director, Nuclear Energy Division, Foreign Policy Bureau
Ministry of Foreign Affairs
- 2002.8 Director, Second International Organization Division
Economic Affairs Bureau, Ministry of Foreign Affairs
- 2004.8 Deputy Chief of Mission, Embassy of Japan in Afghanistan
- 2006.8 Director, International Cooperation Department
National Institute for Research Advancement, Japan
- 2007.7 Minister and Head of Chancery, Embassy of Japan in the USA
- 2010.2 Deputy Chief of Mission and Consul-General
Embassy of Japan in the Republic of the Philippines
- 2012.9 Consul-General, Consulate-General of Japan at Nashville, USA

Downtown Nashville

