

# SESSION TWO

## Manufacturing, Trade, & Workforce

10:15 am–11:15 pm

Discussion of regional manufacturing, trade and workforce as a means of leveraging foreign direct investment opportunities.

### MODERATOR

**Laura Brunner**

*President & CEO*

Port of Greater Cincinnati Development Authority

### SPEAKERS

**Tom Bainbridge**

*Export Assistance Program Manager*  
Ohio Development Services Agency

**Garry Lanham**

*Chief Financial Officer*  
Eurostampa

**Jeff Bender**

*Executive Managing Director*  
Cushman & Wakefield

**Ed Webb**

*President and CEO*  
World Trade Center of Kentucky

**Josh Benton**

*Executive Director of*  
*Workforce Development*  
Kentucky Cabinet for Economic  
Development

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Port of Greater Cincinnati  
DEVELOPMENT AUTHORITY

## **LAURA BRUNNER**

*President & CEO, Port of Greater Cincinnati Development Authority*

Laura Brunner was appointed President and Chief Executive Officer of the Port of Greater Cincinnati Development Authority in December 2011. As its leader, Laura sets strategic direction for the regional economic development agency. She is primarily responsible for leadership of the Port Authority's county-wide redevelopment and revitalization activities, working in partnership with the City of Cincinnati and Hamilton County, and with other economic development and community organizations, to create regional momentum.

As a senior executive for a regional development firm, she directed all aspects of business development functions which led to a variety of enterprise-expanding projects for clients such as Medpace, University of Cincinnati, The Christ Hospital, and Cincinnati Children's Hospital Medical Center.



Development  
Services Agency



## **TOM BAINBRIDGE**

*Export Assistance Program Manager, Ohio Development Services Agency*

Tom Bainbridge currently serves as the Export Assistance Program Manager for the Ohio Development Services Agency. In his role, he works closely with the Ohio Small Business Development Centers Export Assistance Network and Ohio foreign offices to help Ohio small businesses export their goods and services.

Tom has more than 20 years' experience in international business and economic development ranging from small business to Fortune 500 companies. He has worked for companies such as America Online (AOL), CompuServe and Compaq Computers where his job responsibilities included negotiating contracts, managing strategic partnerships, and developing international relationships in Latin America.



**CUSHMAN &  
WAKEFIELD**

**JEFF BENDER**

*Executive Managing Director, Cushman & Wakefield*

A recognized expert in industrial real estate brokerage, Jeff represents investors, owners and occupiers in the leasing, sales, construction and site selection of commercial real estate. Over a 30 year career, he has completed more than 2,000 transactions for domestic and international clients totaling more than 165 million square feet valued at almost \$6.0 Billion. In every transaction, Jeff works with clients to help them achieve the highest return-on-investment from their real estate by understanding their unique business drivers. He also helps organizations strategically define how their space requirements can best serve their business most productively and efficiently. His thoughtful analysis and insight makes him a national leader in industrial real estate and he is regularly called upon to speak at industry events.

**THINK KENTUCKY**



**JOSH BENTON**

*Executive Director of Workforce Development,  
Kentucky Cabinet for Economic Development*

Josh Benton is an economic and workforce development professional with over a decade of experience with the Kentucky Cabinet for Economic Development. After serving as a Project Manager for the Bluegrass State Skills Corporation and for the Office of Business Development, Josh was named the Executive Director of Workforce Development in November 2013. Within this position, Josh leads the Cabinet's workforce efforts, including workforce project management, program and policy development, and oversight of training incentives available through the Bluegrass States Skills Corporation.



**EUROSTAMPA**  
NORTH AMERICA, INC.

**GARRY LANHAM**

*Chief Financial Officer, Eurostampa*

Native Cincinnati Garry Lanham has spent nine years, the last seven as Chief Financial Officer, with Eurostampa North America. As a business leader in the North American headquarters of the global Italian family-owned company, Garry has been integral in the growth of Eurostampa and helped establish their presence as one of the largest label printers in North America. Prior to joining Eurostampa, Garry held various marketing and risk management positions with the Fortune 500 companies Caterpillar, General Electric and Citibank. Garry holds a bachelor's degree in mechanical engineering from Purdue University and a M.B.A. from the University of Cincinnati. Garry lives in Cincinnati with his wife, Mary Lynn, and three children.



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**KENTUCKY**



**ED WEBB**

*President and CEO, World Trade Center of Kentucky*

Ed Webb is President and CEO of the World Trade Center Kentucky (WTKY). The WTC-KY is a member of the World Trade Center Association, a global trade network of over 300 World Trade Centers in 92 countries.

During his seven years at the WTC-KY, the organization has grown to increase its trade education program offerings to include a regionally recognized trade certification series, established a partnership with the Gatton College of Business and Economics at the University of Kentucky to conduct global training classes to its undergraduate students and MBA candidates, implemented the Center's Trade Advisory division and has negotiated new business partnerships with regional business and trade associations.