

SESSION THREE

Capital Flows into Real Estate & Infrastructure

1:30–2:30 pm

Sharing best practices to grow regional economy
by attracting foreign investment into real estate
and infrastructure.

MODERATOR

Oscar Bedolla

*Director, Department of Community & Economic Development
City of Cincinnati*

SPEAKERS

Lynn Allen

*President and Chief Executive Officer
Bluegrass International Fund*

John Kjorstad

*Global Services' Infrastructure Leader
KPMG*

Trey Grayson

*President and Chief Executive Officer
Northern Kentucky Chamber
of Commerce*

Martin Polivka

*Senior Consultant
Ernst and Young Indirect Tax Practice
Location Advisory Services*

#WatchCincyRise

#ChooseCincy



LYNN ALLEN

President and Chief Executive Officer, Bluegrass International Fund

Ms. Allen is a co-founder of Bluegrass International Fund (BiF), a firm investing in economic development projects on behalf of investors overseas who seek permanent green card status under the Department of Homeland Security’s EB-5 Regional Center Program. In partnership with the Fund’s board and co-founders, she is responsible for the Fund’s strategic direction and ensuring BiF’s success in creating new jobs in Kentucky and Southern Indiana through the EB-5 Program.

Allen has devoted her career to raising capital to create jobs and expand educational opportunities both in the US and overseas. She has led regional, national and multi-country marketing teams that produced millions of dollars in new revenues for economic development initiatives. In 2003 she formed Capital Innovations, a strategic advisory firm that worked with public/private stakeholders to raise capital for “place-based” private equity funds that invest in high-growth-potential companies in the Midwest.



JOHN KJORSTAD

Global Services’ Infrastructure Leader, KPMG

John Kjorstad is an associate director within KPMG’s Global Infrastructure business supporting the firm’s international network with research, marketing and business development. KPMG’s Global Infrastructure business works with cities, governments, and private businesses to develop, procure, finance, construct, operate, maintain, buy and sell physical assets in transport, healthcare, education, housing, public services, power, water, and natural resources. John also provides leadership and international assistance to a global services team in India delivering infrastructure research and engagement delivery support to multiple KPMG practices around the world.



MARTIN POLIVKA

Senior Consultant, EY Indirect Tax Practice Location Advisory Services

Martin Polivka is a Senior Consultant in EY's Indirect Tax practice focusing on Location Advisory Services. Martin has a vast experience in managing engagements in location analysis, site selection, economic development, attractiveness studies. He also advises companies on securing credits & incentives. He is currently based in the firm's Chicago office as part of the Central Region Location Investment Services Team.

Prior to joining the Chicago practice, Martin worked for 5 years at EY in Paris, in the International Location Advisory Services team. He has worked with both US and international companies across services and industry sectors on setting up and expanding their manufacturing units, shared services centers, R&D and other types of operations. Martin advises agencies and authorities at state and national level on policies and strategies for economic development, foreign direct investment and export promotion.



**Chamber of
Commerce**

TREY GRAYSON

President and Chief Executive Officer, Northern Kentucky Chamber of Commerce

Trey Grayson serves as the President & CEO of the Northern Kentucky Chamber of Commerce. At the Chamber, he is a recognized leader in workforce and regional collaboration and serves on the boards of ArtsWave, the Health Collaborative of Greater Cincinnati, United Way, the Kentucky Governor's Scholars Program and Leadership Kentucky. Prior to his time at the Chamber, Trey served as the Director of Harvard University's Institute of Politics (2011-14) and as the two-term Secretary of State of the Commonwealth of Kentucky (2004-11). The youngest Secretary of State in the country at the time of his election, he served as Chair of the Republican Association of Secretaries of States and the President of the National Association of Secretaries of State, the first Kentuckian to hold both positions.