

East Coast Industry Forum

November 16, 2017 | University of Pennsylvania | Philadelphia, PA



German American
Chambers of Commerce
Deutsch-Amerikanische
Handelskammern

The German American Chambers of Commerce (GACCs) comprise a network of offices in Atlanta, Chicago, Detroit, Houston, New York, Philadelphia, and San Francisco. With approximately 2,500 members and an extensive national and international business network, the GACCs offer a broad spectrum of activities and services. Other German American organizations and chapters are affiliated with the GACCs.

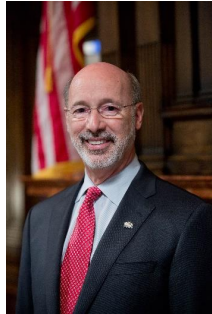
The background is a dark blue field filled with various geometric and mechanical motifs. Large, semi-transparent gears of different sizes and colors (dark blue, light blue, and white) are scattered across the page. Some gears are solid, while others are just outlines. There are also smaller icons like triangles and squares, some of which are arranged in lines or patterns. The overall aesthetic is clean, modern, and technical.

Greetings & Agenda

Greeting from the Office of the Governor, Commonwealth of Pennsylvania



COMMONWEALTH OF PENNSYLVANIA
OFFICE OF THE GOVERNOR



GREETINGS:

I am pleased to welcome all attendees to the German American Chamber of Commerce, Inc. (GACC)'s East Coast Industry Forum here in Philadelphia.


Throughout the history of our nation and commonwealth, the contribution of German immigrants and German-Americans have been abundant. From early industrial work to modern technological development, our society has benefited and advanced tremendously with the aid of the German and German-American communities.

In our commonwealth, the GACC ensures that all American business forums and their German partners stay at the top of their field through relationship building, the facilitation of important conversations and advocacy on the behalf of members and clients. Its services span the globe and provide crucial aid to over 2,500 German and American companies, from market entry, tax and legal help, representation, partnership facilitation, and much more.

This East Coast Industry Forum serves to bring these stakeholders, members, clients, and interest groups together at a central location. The conversations that will be held here will go on to strengthen ties, to the economic benefit of American and German companies. I commend everyone gathered here today for their dedication to the economic development of the societies that they serve.

As Governor, and on behalf of all citizens of the Commonwealth of Pennsylvania, I thank the German American Chamber of Commerce, Inc. and its partners for working to strengthen and unify the German American business community. Please accept my best wishes for a productive meeting and continued success.




TOM WOLF
Governor
November 16, 2017

Greeting from the United States Senate

CHRISTOPHER A. COONS
DELAWARE

WWW.COONS.SENATE.GOV

127A RUSSELL SENATE OFFICE BUILDING
WASHINGTON, DC 20510
(202) 224-5042

United States Senate

WASHINGTON, DC 20510-0805

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JUDICIARY COMMITTEE
MEMBER

SMALL BUSINESS AND
ENTREPRENEURSHIP COMMITTEE
MEMBER

November 16, 2017

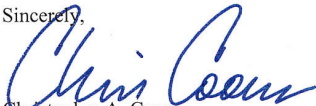
Dear German-American Business Leaders,

I would like to extend my warmest of welcomes to all of those in attendance today at the third annual East Coast Industry Forum. The discussion at this year's event will build on the successes of previous panels that focused on promoting innovation in the German-American economy.

Germany's 3.6 million business enterprises are the embodiment of democratic success abroad. This forum is essential to collective success between Europe and the United States in regards to free trade. In the State of Delaware alone, German-Americans make up over 14% of the population and greatly contribute to our vibrant melting pot.

Congratulations on all of your outstanding achievements and I would like to wish the German-American Chambers of Commerce best wishes and much success in the future. I look forward to countless more years of celebrating accomplishments among your many members.

Sincerely,



Christopher A. Coons
United States Senate

Agenda

1:00pm – 2:00pm

Registration & Light Lunch

2:00pm – 2:15pm

Opening

Bruce White, Chairman,
German American Chamber of Commerce, Philadelphia

Welcome Remarks

James Francis Kenney, Mayor,
City of Philadelphia

David Gill, Consul General,
German Consulate New York

2:15pm – 2:50pm

Fireside Chat: Nanotechnology

Dr. Mark Allen, Scientific Director,
Singh Center of Nanotechnology

Beth Cohen (Moderator), Director,
Royer Cooper Cohen Braunfeld

2:50pm – 3:50pm

Panel Discussion

“Insider Impressions in Technology Transfer”

Mark S. Trabbold, Director of Business Development, Ben Franklin Tech Partners

Ryan Mendoza, Materials and Engineering Manager, PCI Ventures

Michael Blaustein, Business Advisor & Partner, MAB Innovation Group LLC

David Gates (Moderator), President and Managing Director, Gates & Company

3:50pm – 4:20pm Coffee Break & Refreshments

4:20pm – 5:20pm Panel Discussion
“The Path to Smart Distribution: Logistics and Transportation”

Tamur Goudarzi-Pour, Vice President, The Americas at Lufthansa Group Airlines

James Tyrrell, CRO, Philadelphia International Airport

Michael Massad, NTM Global

Don Cunningham (Moderator), President and CEO, LVEDC

5:20pm – 5:25pm Closing Remarks
Ludwig W. Willisch, Vice Chairman, German American Chamber of Commerce, Inc.

5:30pm – 9:30pm 18th Annual Gala Networking Reception
Museum of Archaeology and Anthropology
University of Pennsylvania

Honoring SAP North America
“Innovation Shaping Change”

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Speakers

Bruce White

Chairman

German American Chamber of Commerce, Philadelphia

Bruce White joined Johnson, Kendall and Johnson, Inc. in 1986, after working for Chubb Insurance Group. Bruce graduated, in 1984, from Temple University with a Bachelor of Business Administration in Accounting. Bruce has vast and varied experience in the Insurance and Risk Management process. He has been the Managing Partner of JKJ since 1994 and is responsible for JKJ's overall operations, growth and profitability. Bruce serves as the Chairman of the Board of Directors for the German American Chamber of Commerce in Philadelphia, the Newtown Business Commons Association, the Community Welfare Council of Newtown and currently Chairs the Selective Insurance Company's Advisory Board.



James Francis Kenney

Mayor

City of Philadelphia

A lifelong City resident, Mayor Jim Kenney grew up the oldest of four children in a South Philadelphia rowhome. On January 4, 2016, Jim was sworn in as the 99th Mayor of Philadelphia. In his first budget, the Mayor worked closely with City Council to fund bold anti-poverty initiatives to make progress for every neighborhood. Right now, nearly 2,000 children are in quality pre-k, eleven community schools launched since last fall, and the work to rebuild our parks, rec centers, and libraries continues -- all because Philadelphia became the first major city to pass a tax on sweetened beverages.



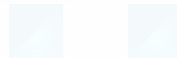


David Gill

Consul General

German Consulate New York

David Gill grew up in a rectory in Herrnhut in the former German Democratic Republic. After receiving vocational education and studying theology, he became Head of Administration at the Parliamentary Special Committee for the dissolution of the GDR Ministry of State Security and Spokesman and Head of Division of the Federal Commissioner for the Files of the State Security Service of the former GDR before receiving a Master of Laws (LL.M.) from the University of Pennsylvania, Philadelphia. After holding positions with the Federal Ministry of the Interior and the Office of Commissioner for Data Protection and Freedom of Information in Berlin, he was for eight years the Deputy Representative of the Council of the Protestant Church in Germany to the Federal Republic of Germany and the European Union. During the presidential term of Joachim Gauck from 2012-2017, Gill was State Secretary and Head of the Office of the Federal President. Since August 2017, he is the German Consul General in New York.



Dr. Mark Allen

*Scientific Director
Singh Center of Nanotechnology*

Dr. Allen is the inaugural Scientific Director of the Krishna P. Singh Center for Nanotechnology. Combining insights from the worlds of electrical engineering, mechanical engineering, chemistry and materials science, Allen is a pioneer in the field of micro-electromechanical systems, or MEMS, and nanofabrication technology.

Mark's research allows the creation of structures, sensors and actuators that exploit the unique potential of the small scale. For example, such miniscule devices can sit at the intersection of the biological and the digital, sensing the physical and electrical signals found in the heart and in the brain and transmitting them to computers for processing. Mark has published approximately 120 journal articles and holds approximately 40 patents.



Beth Cohen (Moderator)

*Director, Business Strategy and Innovation Counsel
Royer Cooper Cohen Braunfeld*

Beth serves as a resource to help firm clients develop strategies for growth and works with the firm on strategy and innovation. She has advised hundreds of companies from around the world, and was recently recognized as a top startup lawyer in Philadelphia. Beth spent many years as a senior executive and legal counsel, including at global companies and a venture backed company where she contributed to the company achieving a successful exit, and has negotiated numerous domestic and international transactions. She holds an MBA from The Wharton School and is also an attorney. Beth has been a speaker at international conferences and meetings in both the US and abroad.





Mark S. Trabbold

*Director of Business Development
Ben Franklin Tech Partners*

Mark S. Trabbold, Director of Business Development, Technology Commercialization, is frequently Ben Franklin’s first point of contact for many companies and entrepreneurs interested in employing Ben’s various resources such as mentoring, technical assistance, and funding. Additionally, Mark leads Ben Franklin’s FabNet™ program - a partnership for rapid prototyping and fabrication utilizing advanced manufacturing technologies; manages a portfolio of Ben’s early stage Physical Sciences companies; and coordinates other new technology development and commercialization programs.

Mark has over 30 years of experience in innovation, manufacturing engineering and construction products. Prior to joining Ben Franklin, Mark was Vice President, R&D for CertainTeed Corporation, a North American building materials manufacturing company, where he was responsible for R&D and new business development.



Ryan Mendoza

*Assistant Director
PCI Ventures*

Ryan Mendoza is an Assistant Director with PCI Ventures at the University of Pennsylvania. PCI Ventures, part of the Penn Center for Innovation, is focused on partnering with faculty, staff, and students to form new ventures based on technology developed at the university. PCI Ventures provides a variety of services and resources to launch and grow the ventures. As Assistant Director, Ryan manages a portfolio of physical sciences, IT, and digital health companies where he facilitates company formation, management recruiting, assistance with fundraising, strategy guidance, and business development.

Ryan has a M.S. in Electrical Engineering with a focus on nanoscale electronic systems from the University of Pennsylvania, and a B.S. in Electrical Engineering from the University of Southern California.

Michael Blaustein
Business Advisor & Partner
MAB Innovation Group LLC

Michael Blaustein is Principal of the MAB Innovation Group. He is working with early stage companies and the entrepreneurial ecosystem on business development, innovation strategy, and corporate collaborations and venture capital investments, and with larger organizations on strategy and innovation. He serves as a member of the Ben Franklin Technology Partners of Southeastern Pennsylvania materials science investment advisory board and is a Startup Development Officer for the National Council of Entrepreneurial Technology Transfer (NCET2).



Michael was previously Director of Corporate Venture Capital and Planning Director for Science and Technology at DuPont. Michael holds a BA in chemistry from Columbia University and a Ph.D. in chemistry from Yale University.

David Gates
(Moderator)

President and Managing Director
Gates and Company

David Gates spent eight years at DuPont, later bought, grew, and sold an early-stage software company, and founded Gates and Company, an M&A and management consulting firm, where he participates in strategy development, M&A, spinouts, and capital formation. Mr. Gates earned a BS in Electrical Engineering and a BS in Computer Science from the University of Tulsa, an MS in Electrical Engineering from Drexel University, and an MBA from Wharton. He is conversant in German. He is Chairman of the Technology Forum of Delaware; Board member for First State Innovation; and co-founder of Diamond State Ventures (now Mid-Atlantic Diamond Ventures).





Tamur Goudarzi-Pour

Vice President

The Americas at Lufthansa Group Airlines

Tamur Goudarzi Pour is the Vice President Airline Sales for The Americas for Lufthansa Group, based at the U.S. headquarters in East Meadow, NY. His responsibilities include the Group's passenger airline organization in North and South America and the managing of the commercial cooperation with United Airlines and Air Canada.

Goudarzi Pour holds a Master of Philosophy Degree in International Relations from the University of Cambridge in the UK. After participating in the fast-track trainee program, he had stints at Lufthansa representations in Brussels, Berlin and the airline's HQs in Frankfurt. In January 2001, he started as Senior Manager at Lufthansa's Area Management Middle East, Africa and Southeast Europe. Goudarzi Pour was promoted Lufthansa's General Manager in Iran in 2003 and became Director for Central Europe from 2007 to 2010. Director Network Planning afterwards, he became liaison officer of the Hub Munich in 2012.



James Tyrrell

CRO

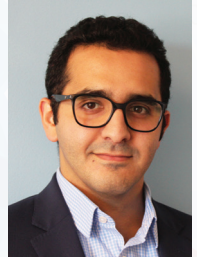
Philadelphia International Airport

James Tyrrell is the Chief Revenue Officer of Philadelphia International Airport (PHL). He directs business and real estate functions involving the development, purchase, sale, use and lease of all airport properties and facilities. He also directs air service development, food, beverage and retail concessions, ground transportation, and other business activities including airport advertising and airline operating agreements. Other responsibilities include commercial management and business development at Northeast Philadelphia Airport. He currently serves on the Airports Council International - North America (ACI-NA) Air Cargo Committee and was recognized as the 2016 Airport Revenue News Airport Property Manager of the Year.

Michael Massad

Business Development Executive
NTM Global

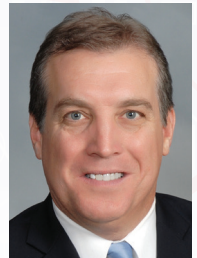
Michael Massaad is the business development executive of NTM Global, Incorporated. His passion, determination and focused character allow him to work across the company's departments and progressively advance NTM Global market share. With an inherited background in global logistics, through his family business, Michael work closely with Importers/exporters to create a smooth logistical process. Next to his job, Michael is a firefighter with the King of Prussia Fire and Rescue Company. Michael got his bachelor degree in Marketing with International business and media management studies from Central Michigan University.



Don Cunningham (Moderator)

President & CEO
LVEDC

Don Cunningham has been President & CEO of Lehigh Valley Economic Development Corporation since July 2012. Prior to leading the region's economic development organization, Cunningham served in a variety of public and private positions for more than two decades.



He was twice-elected Mayor of Bethlehem, twice-elected Lehigh County Executive, and appointed Pennsylvania Secretary of the Department of General Services in Governor Rendell's administration. He served as President of the Pennsylvania League of Cities and as a member of Bethlehem City Council. Prior to his public-sector career, Cunningham worked for the Fortune 500-company, PPL, in Allentown and Moravian College in Bethlehem.



Ludwig W. Willisch

Vice Chairman

German American Chamber of Commerce, Inc.

Ludwig Willisch has served more than 20 years as a senior executive at BMW. Prior to his recent retirement from the company, he was Head of Region Americas for the BMW Group, a position he held since 2012. Prior to that, he served as President & CEO of BMW North America, LLC (BMW NA), President, CEO and Chairman of the Board of Directors of BMW (US) Holding Corp. and served as Chairman of the BMW NA Management Board and Director of Designworks/USA Inc., a strategic design consultancy in California. His career with BMW began in 1996 in Düsseldorf after which he took on roles at BMW subsidiaries around the globe, including those in Germany, Japan and Sweden.

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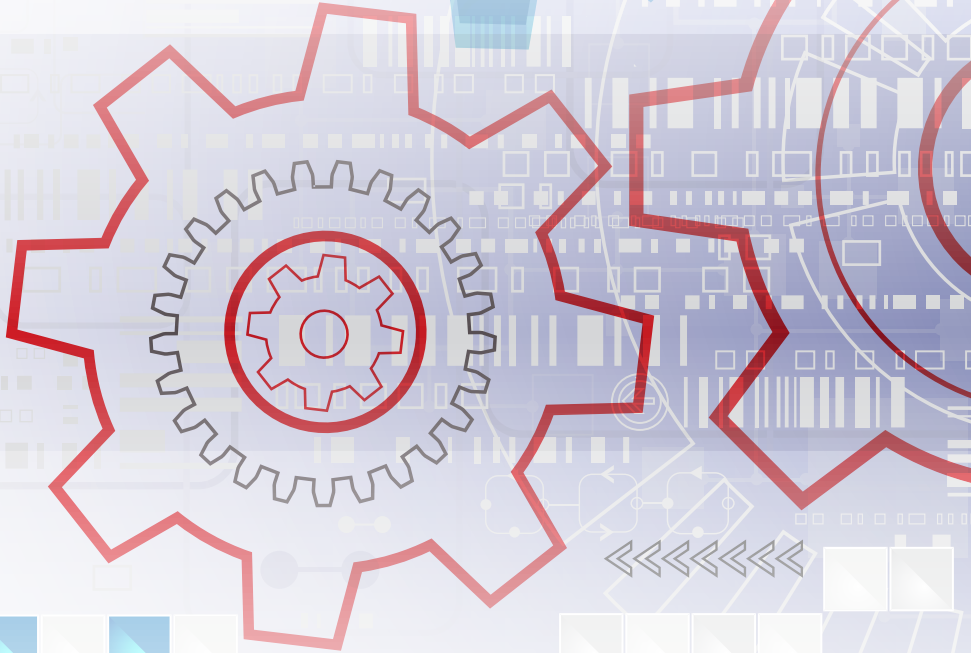








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