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Date: 11/21/2016 10:01:54 AM
Subject: With Edits

Hartley Powell

Hartley joined KPMG LLP in June 2000 as a senior manager in the State and Local Tax practice. In 2005, he was promoted to Tax Managing Director and the National Practice Leader of the Global Location and Expansion Services practice. In 2007, he became a principal of the Firm. Hartley has over 25 years of experience in economic development, industrial development, and state/local tax incentives in the public and private sectors. Prior to joining KPMG, he practiced business and corporate law. Subsequently he joined the South Carolina Department of Commerce, serving three years in Frankfurt, Germany as Director of South Carolina's European Office, advising European investors and businesses on the benefits of doing business in the US. Hartley returned from Europe in 1996 to serve as Chief of Staff of the South Carolina Department of Commerce. As a practicing lawyer, public servant, private advisor, and tax professional, Hartley has worked with communities, industry, private businesses and public entities on a variety of matters.

Experience

Principal

KPMG LLP (June 2001 – October 2016)

- Assisting international and domestic corporations on the legal aspects of doing business in the United States.
- Helping companies mitigate their start-up and operational costs on both a tax and non-tax basis, including incentive analysis and negotiation, strategic planning, and corporate site selection.
- Negotiating tax and business incentives, real estate and development agreements, and financing alternatives with state and local communities.
- Providing economic development services for a variety of public sector clients, reviewing their tax incentive policies and economic structures. Past clients include State of Georgia, State of North Carolina, State of Louisiana and various local economic development organizations.
- Steering committee of KPMG's Global Location and Expansion Services.
- Frequent lecturer at U.S. and global economic development/tax forums, Industrial Asset Management Council's conferences, and KPMG's Global International Corporate Tax summits. He has been the keynote speaker for the Louisiana Governor's Council, Georgia's Economic Development Board, and Expansion Magazine's consultant forum.
- Featured in the April 2008 issue of Business Facilities Magazine.

Attorney and Consultant

Haynsworth Sinkler Boyd/Powell Consulting (January 1998 – May 2001)

- Provided economic development and legal services for companies looking to locate in South Carolina.

Chief of Staff/Project Manager

South Carolina Department of Commerce (May 1988 – January 1998)

- Served as an international project manager in the Business Development Division of the SC Department of Commerce for approximately 5 years. Then transferred to Frankfurt, Germany and served three years as the Director of South Carolina's European Office. Returned from Europe to served as Chief of Staff for Secretary of Commerce for last two years.

Education

University of South Carolina Law School

- Juris Doctorate, Law (1981 – 1983)

Erskine College

- Bachelor of Arts, Behavioral Sciences (1974 – 1978)