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Subject: Economic Development Facility Visit and Roundtable: Calder Brothers
Location: Calder Brothers, 250 E. Warehouse Court, Taylors, SC
When: 8/30/2016 11:00:00 AM - 12:00:00 PM
Attachments: ATT98274
ATT37401
ATT96223
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ATT37286
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ATT64362

Advance: Brian Welch
(864)982-3937

EVENT: Calder Brothers Facility Tour

DATE: August 30, 2016

TIME: 11:00 AM

LOCATION: Calder Brothers, 250 E. Warehouse Court, Taylors, SC

PARKING: Spaces will be reserved in the front parking lot of the facility. The four brothers will greet the Governor's car when she arrives: Glen Calder, Vice President of Operations, David Calder, Vice President of Design Engineering, Wayne Calder, Vice President of Manufacturing Engineering, and Cameron Calder, Vice President of Sales. George Acker with the Department of Commerce will attend the event, but he will not greet the Governor's car when she arrives.

PURPOSE: To tour the Calder Brothers facility and meet with company executives, as well as members of the Association of Equipment Manufacturers (AEM).

LOCATION SET-UP: The warehouse area is adjacent to the factory floor and will be the staging area (no air conditioning). They have arranged for a PA system both with wired and wireless microphones.

ON-SITE LOCATION CONTACT:

Security contact: Glen Calder at gcalder@calderbrothers.com or 864-335-4813

Day of event: Mike O'Brien at mobrien@aem.org or 419-343-9759

STAFF: Abby Scott and Brian Symmes

PROJECT NAME: Project Calder (from 2007)

COMPANY NAME: Calder Brothers Corporation

CITY AND COUNTY: Greenville/Greenville County

JOB NUMBER AND INVESTMENT NUMBER: Last expansion was in 2007 with 35 jobs / \$4.9 million investment

SEATED ON STAGE: No stage, but a podium will be present for the Governor to speak to employees.

VIDEOGRAPHER/PHOTOGRAPHER: An AEM photographer will be present during the entire meeting and tour to take pictures for the company.

KEY COMPANY PERSONS:

1. Glen Calder, Vice President of Operations at Calder Brothers
2. David Calder, Vice President of Design Engineering at Calder Brothers
3. Wayne Calder, Vice President of Manufacturing Engineering at Calder Brothers
4. Cameron Calder, Vice President of Sales at Calder Brothers
5. Dave Gasmovic [Gas-mo-vick], President and CEO McLaughlin Group, Inc. (AEM member)
6. James Hills, Co-founder of Hills Machinery Company. Hills is a Calder Brothers dealer – sells their equipment in South Carolina and Georgia.
7. Lynne Venesky [Venn-s-ski], President of Venesky Asphalt

NOTABLE CONFIRMED ATTENDEES: Senator Ross Turner will be attending the facility tour.

GIFT: No Gift

PRESS: The Calder Brothers welcome media. They would prefer to arrange several staging points for cameras, rather than having the press follow the entire tour.

PUBLIC: Yes

ACCESS TO EMPLOYEES: Yes, the Governor will be able to meet employees as she tours the facility. Also, a group of employees who are big fans of her would like to take a group picture before she leaves.

INTRODUCED BY: Glen Calder

LENGTH OF SPEAKING: 5 minutes to speak to the employees with Q&A to follow

LINE-BY-LINE:

11:00 AM	Governor arrives at Calder Brothers
11:05 AM	Meet with company executives, AEM member Dave Gasmovic and Jim Hills, a dealer for the Calder Brothers
11:20 AM	Calder Brothers will lead a facility tour
11:40 AM	Governor Haley will deliver remarks to company employees
11:45 AM	Governor will conduct a Q&A session with employees. David Calder will facilitate the Q&A
11:50 AM	Governor to take a few pictures with employees
11:55 AM	Meet with any available press
12:00 PM	Governor departs

HISTORY OF COMMUNICATION: Company executives have never met or spoken with the Governor.

COMPANY OVERVIEW: Calder Brothers Corporation is a family-owned, multi-generational manufacturer of commercial paving products under the Mauldin Paving Products brand. The company produces pavers, asphalt distributors, tack tanks, motor graders, maintainers, rollers and water tanks at its factory in Taylors, S.C.

The company traces its roots to 1994, when the company purchased Mauldin Brothers Equipment. The company set down roots in South Carolina, and moved to its current facility in Taylors in 2007.

The company supports about 70 jobs in manufacturing at its facility, which represents a rebound for the

business after the recession in 2009. Recently, the company has made additional investments to expand and modernize the business, reflecting the stable growth in the commercial paving market.

About the Calder Brothers:

Calder Brothers Corporation is administered by all four Calder brothers – David, Wayne, Cameron and Glen – who all hold the title of vice president in the company, and share in executive decisions about the company's activities.

About AEM:

The Association of Equipment Manufacturers (AEM) is an international trade association based in Milwaukee, Wisconsin representing over 850 companies and more than 200 product lines in the agriculture, construction, forestry, mining and utility manufacturing sectors.

Eleven AEM members have their corporate headquarters or operate divisions in South Carolina. In addition to the Calder Brothers, several major AEM members maintain operations in the state, including Terex Corporation, Bridgestone Americas, Michelin, BOMAG Americas, KOBELCO USA, and McLaughlin Inc.

AEM is governed by a 20-member Board of Directors who serve rotating terms. Companies represented on AEM's board include Caterpillar, Deere & Company, Volvo, AGCO, CNH Industrial and more. AEM is a member-driven organization, and the association's strategic direction – including on issues of advocacy – are determined by the board.

AEM's President is Dennis Slater, a veteran of the organization for over three decades. Slater has served as president since 1998, and had previously served in public relations and trade show management roles in the past at AEM's predecessor organization, CIMA.

AEM's Washington office consists of seven team members, including two vice presidents of the association. The Washington office leads advocacy work on behalf of the association. A brief primer on some of AEM's core issues:

- **Infrastructure Investment:** AEM advocates for increased investment in surface transportation, water, aviation, port, pipeline and utility infrastructure. Infrastructure projects stimulate demand for various product manufactured by AEM members, and also supports the agricultural economy by enabling farmers to move their product to market more efficiently.
- **Expanded trade:** AEM is a strong supporter of free trade agreements. Many AEM members sell the products they manufacture all over the world; a third of CNH Industrial's 2015 sales were attributable to exports. For that reason, AEM supported Trade Promotion Authority (TPA) and is supportive of the Trans-Pacific Partnership (TPP). AEM also advocated for reauthorization of the Export-Import Bank. Trade is also important for agricultural producers, since many farmers rely on exports for their produce.
- **Pro-manufacturing tax policy:** AEM has advocated for several tax provisions that benefit manufacturers, namely Section 179 expensing and bonus depreciation in the federal tax code, which enables equipment manufacturers' customers to write off more of the cost of capital expenditures. AEM is overall supportive of broader corporate tax reform that allows equipment manufacturers to compete globally.
- **Strong agriculture policy:** Because AEM's farm equipment manufacturers depend on a strong agricultural sector to promote sales of agricultural equipment. Recently, AEM has focused on supporting the Renewable Fuel Standard and ensuring that Congress maintains crop insurance funding as an important backstop for farmers. AEM also works to support each Farm Bill when it comes up for reauthorization.
- **Stopping regulatory overreach:** AEM works to ensure that regulations aren't arbitrarily applied and don't hurt manufacturing businesses. AEM has opposed the Waters of the United States

- (WOTUS) rule for its implications for manufacturers and farmers and has worked to educate EPA officials on various proposed regulations' effects on manufacturers.
- **Protecting manufacturers at state capitols:** AEM is involved in an array of state issues of import to manufacturers. AEM has opposed service information bills that would jeopardize members' intellectual property and harm dealer networks. It has also opposed legislation to redefine manufacturers' relationship with dealers. AEM has also been a force in favor of implements of husbandry laws to help enable farmers and equipment users to fairly and safely navigate roadways.

I Make America

The I Make America campaign (IMA) was founded in 2010 to mobilize AEM member companies and their employees as a grassroots army to advocate for pro-manufacturing public policies. Since its inception, AEM has engaged hundreds of members in the I Make America program.

The IMA program consists of several key elements, most notably an annual tour to AEM member companies to educate employees about manufacturing issues, sign them up as IMA supporters and given them an opportunity to meet with their elected officials whenever possible. I Make America has enlisted a nationwide grassroots list of over 40,000 supporters, who are asked on occasion to take action on behalf of a piece of legislation or issue of importance to the equipment manufacturing industry.

In 2016, the focus of the IMA campaign is to educate manufacturing voters about the issues that are important to AEM members in the context of state and federal elections. The I Make America campaign will visit upwards of three dozen AEM members this year featuring a customized trailer in which employees play a short video game to sign up for the campaign, learn about manufacturing issues and enter to win a prize. The game is separately available as a smartphone app, the highest scorer on which will win a 55-inch LED SMART TV after the election.

COMPANY BRAGGING POINTS: Employment is up 75% in recent years, back to pre-recession levels, and the brothers are making significant investments in the company, including the installation of a plasma cutting system.

SUGGESTED TALKING POINTS:

- It's another great day in South Carolina!
- It's a privilege for me to be here at one of our South Carolina-based manufacturing firms – Calder Brothers Corporation.
- As a daughter of a family-owned business, I'm always excited to see another family-owned business having such tremendous success.
- I know the passion and the hard work that goes into this. I know the sleepless nights and incredible moments of joy that go into this.
- To all four brothers – David, Wayne, Cameron and Glen – I thank you for your leadership, drive and commitment to this community.
- A member of Team South Carolina since 1994, Calder Brothers Corporation has truly thrived here in Taylors.
- And, as a result, this facility supports approximately 70 manufacturing jobs. That means there are dozens of families that are supported by this company. That's special.
- In South Carolina, our people have built a reputation that is known all around the globe – we make things, and we make them well.
- We make cars and planes. We make tires and boats. And, right here in Taylors, at this facility, we make pavers, asphalt distributors, rollers, water tanks and much more.

- All of these things are made with pride right here in South Carolina.
- To the workforce here at Calder Brothers Corporation, I want you to know – you are the reason for all of the success this state is having.
- You are the reason we are the ‘Beast of the Southeast’ in economic development.
- You are the reason we’ve been able to announce the creation of more than 79,000 new jobs since 2011. Companies want to do business here because of you.
- When a client receives a product that rolled off an assembly line here in South Carolina, they know they’re getting a first-class product. And, that certainly rings true for the products that come out of this facility.
- I know we have several other members of the Association of Equipment Manufacturers here with us today.
- They can all attest to the highly-skilled, world-class workforce we have here in South Carolina.
- To David, Wayne, Cameron and Glen, I again want to thank you for having me here today.
- I also want to reaffirm our state’s commitment to you.
- When we bring companies here, we commit to having their back every step of the way. We want to make sure you have all the resources you need to succeed.
- I look forward to watching Calder Brothers Corporation continue to thrive here for many years to come.
- Thank you and God bless.

BIOS:

Calder Family overview - The Calder brothers, Wayne, Glen, David and Cameron were born in Hamilton Ontario Canada and are the sons of Robert (now deceased) and Marjorie Calder. Robert was transfer to Chicago from Canada in 1977 and the family obtained permanent resident status at that time. The boys entered high school there and quickly assimilated to their new American environment. After college the four boys found themselves working in careers that had them scattered across the United States. The boys soon began discussing a family business and specifically targeted South Carolina for its manufacturing friendly policies and strong family values. In 1994, they purchased a distressed manufacturing business with eighteen employees in Greenville, SC and began the long process of turning it around. Today, the company employs seventy people and sells machinery all over the USA and Canada through its dealer network.

Glen Calder

V.P. Operations/Owner – Calder Brothers Corporation

Glen Calder is the owner of Calder Brothers since 1994. He has a BA in Economics, from the University of Iowa, and an MBA from the University of Central Florida. Glen has been an active member of AEM since 2004. He is married to Tammy, and they have two boys, ages 22 and 16.

David Calder –

V.P. Design Engineering/Owner – Calder Brothers Corporation

David has worked as the V.P. Design Engineering since 1994. He has a BS in Mechanical Engineering from Queens University (Canada), and an MBA from Oakland University (Michigan). David is an active

member of AEM. He is married to Sally, and they have three girls, ages 16,14 and 12.

Cameron Calder

V.P. Sales & Marketing/Owner – Calder Brothers Corporation

Cameron has worked as the V.P. of Sales and Marketing since 1994. He has a BBA in Industrial Marketing from the University of Western Michigan. Cameron is an active member of AEM and the Association of Equipment Distributors (AED). He is married to Tara, and they have an 8 year old son.

Wayne Calder

V.P. Manufacturing Engineering/Owner – Calder Brothers Corporation

Wayne has been the V.P. of Manufacturing Engineering since 2000. He has a BS in Mechanical Engineering from the University of Illinois. Wayne is married to Gail, and they have two girls and a boy, ages 25, 23 and 21.

Dave Gasmovic

President and CEO, McLaughlin Group, Inc. (AEM member)

McLaughlin Group is a company founded in Joliet, Illinois in 1921. The company moved to Greenville in the mid 1960's and expanded and moved their headquarters to Greenville in 1988. They employ approximately 110 people in Greenville, which has grown from about 40 employees in 2004. Gasmovic purchased the company in 2004 and is the President and CEO of McLaughlin Group, Inc., which manufactures air and water vacuum excavators, auger boring machine, pneumatic piercing tools, and pipe and cable locators for utility damage prevention.

Gasmovic have served on various AEM committees including the Underground Council which is developing a damage awareness campaign. He is a member of the Gas Research Institute Keyhole Committee promoting safe vacuum excavating practices and keyhole technology in the natural gas industry.

James Hills

Co-founder Hills Machinery Company, LLC

Hills is the co-founder of Hills Machinery Company and is an equipment dealer for the Calder Brothers, selling in South Carolina, North Carolina and Georgia. He is a distributor for new and used construction equipment and operates seven locations in S.C. and N.C. with company revenues of \$65 million.

Hills attended Clemson University with a degree in Management Science. He is married to Lisa and they have three children. Hills resides in Johns Island, South Carolina.

Lynne Venesky

President of Venesky Asphalt

Venesky Asphalt Paving & Grading, LLC was started in June 1994 by Gary and Lynne Venesky. Prior to founding the business, Gary had worked in the paving industry for approximately 10 years, bringing his total experience in the field to over 30 years.

Lynne also had previous experience in construction prior to the founding of Venesky Asphalt Paving & Grading, and has worked closely with Gary since the company's inception.

The company is a licensed contractor in South Carolina, and is prequalified by SCDOT and bonded by RLI Insurance Services.

Venesky Asphalt Paving & Grading performs contract paving and grading work for private landowners, residential, commercial, industrial and institutional organizations.