

From: Priester, Nicole <NicolePriester@gov.sc.gov>
Required: Webb, Beth <BethWebb@gov.sc.gov>
Pippin, Zach <ZachPippin@gov.sc.gov>
Symmes, Brian <BrianSymmes@gov.sc.gov>
Adams, Chaney <ChaneyAdams@gov.sc.gov>
Godfrey, Rob <RobGodfrey@gov.sc.gov>
Subject: Boston Consulting Group Industrial Goods of North America Annual Meeting
Location: The Belmond Charleston Place Hotel, 205 Meeting Street, Charleston, SC
When: 4/28/2015 3:00:00 PM - 4:00:00 PM
Attachments: ATT31835
ATT05981
ATT34289

EVENT: Boston Consulting Group Annual Meeting

DATE: April 28, 2015

TIME: 3:00 – 4:00 PM

LOCATION: The Belmond Charleston Place Hotel, 205 Meeting Street, Charleston, SC
Room – The Pavillion, 2nd Floor

PARKING: Main Entrance Circle. Greg Mallory, North American Leader for Industrial Goods Practice will be there to greet the Governor, as will Nicole Piasecki, VP and GM for the Propulsion Systems Division of Boeing Commercial Airplanes.

Note: Ashton, please call or text Greg Mallory or Melanie Baier five minutes prior to arrival. Contact information is below.

PURPOSE: This is an annual meeting that brings together executives in the industrial goods practice from Canada, Mexico and the U.S. to speak on best practices and review case studies. This year's theme is *The Power of North American Manufacturing*.

Audience will be made up of BCG's Industrial Goods team leaders (approx.. 150 consultants) from across the U.S., Canada and Mexico, whose clients are C-level executives of the Fortune 500 manufacturers in the U.S. and globally.

LOCATION SET-UP: The event will be held indoors and will be set in theater style, with a raised platform stage and podium for speakers. Event room images here, <http://charlestonplacemeetings.com/rooms/pavilion/>

ON-SITE LOCATION CONTACT:

On-site contacts:

Greg Mallory, North American Leader for Industrial Goods, 310-922-7051

Melanie Baier, Assistant to Managing Director, 414-587-5238

Karen McDermott, Practice Area Coordinator, 646-712-0993

Security Contact: Shawn Crawford, Hotel Security, 843-810-6010

SEATED ON STAGE: No one will be seated on stage. There will be a podium only. The Governor will walk in and go directly on-stage.

KEY COMPANY PERSONS:

1. Greg Mallory: North America Leader, Industrial Goods Practice; Senior Partner and Managing Director

1. Hubi Meinecke, Global Leader, Industrial Goods Practice; Senior Partner and Managing Director

NOTABLE CONFIRMED ATTENDEES: No legislators will be in attendance. However, other notable confirmed attendees include Nicole Piasecki, vice president and general manager of the Propulsion Systems Division of Boeing Commercial Airplanes; and Linda Hudson, former President and CEO of BAE Systems, Inc.

GIFT: No Gift

PRESS: No press at this event

PUBLIC: Not to be included on the Governor's public calendar.

ACCESS TO EMPLOYEES: Yes, questions from the audience only.

INTRODUCED BY: Greg Mallory

LENGTH OF SPEAKING: 10 minutes with 20 minutes for Q&A

LINE-BY-LINE:

3:00 pm: Governor to arrive at Belmond. Greg Mallory will greet her upon arrival.

3:08 pm: Greg Mallory to introduce the Governor to Nicole Piasecki, VP & GM for the Propulsion Systems Division of Boeing Commercial Airplanes.

3:13 pm: Greg Mallory will introduce Governor Haley to the group.

3:15 pm: Governor Haley begins remarks

3:25 pm: Governor Haley to conclude remarks / beginning of audience Q&A

3:45 pm: Conclusion of Q&A / closing remarks/thank you by Greg Mallory

3:55 pm: Governor Haley departs

HISTORY OF COMMUNICATION: The Governor met Nicole Piasecki at a Boeing event a few months ago.

COMPANY OVERVIEW: The Boston Consulting Group was founded in 1963 and is a privately held firm.

- The Boston Consulting Group is a global management consulting firm and one of the world's leading consulting firms. They work with clients from the private, public and not-for-profit sectors across the world. The Boston Consulting Group provides a "customized approach" which "combines deep insight into the dynamics of companies and markets with close collaboration at all levels of the client organization".
- The Boston Consulting Group is considered one of the "Big Three" consulting firms, a group that includes McKinsey & Company and Bain & Company. These three companies are considered the world's three largest consulting firms by total revenue. They are also considered the most prestigious consulting firms in the world.
- In the 2015 Fortune "100 Best Companies to Work For," The Boston Consulting Group finished second only behind Google. This follows up the 2014 Fortune "100 Best Companies to Work For" in which The Boston Consulting Group finished third only behind Google and SAS.
- The Boston Consulting Group hires consultants from a wide range of backgrounds including biochemistry, engineering and psychology to support consulting across a wide range of industries. The industries include automotive, energy, insurance and even metals and mining.

Community Involvement –

- The Boston Consulting group partners with multiple organizations around the world that seek to impact the world. They support these organizations by providing consulting services. The social-

- impact work is conducted through global and local partnerships.
- The Boston Consulting Group focuses social impact efforts among eight topic areas: The Environment, Development, Health, Education, Community, Culture, Business & the Social Sector and Investing for Impact.
- In the past year, The Boston Consulting Group completed approximately 250 social-impact projects with about 140 organizations worldwide.

SOUTH CAROLINA OPERATIONS

- The Boston Consulting Group does not have any obvious direct business activities in South Carolina. The most direct connection that can be found is Matt Dunbar, the Managing Director for the Upstate Carolina Angel Network, is a former consultant with The Boston Consulting Group.

FINANCIALS

- During FY 2014 the company's gross revenue totaled \$4.55 Billion, an increase of 15% over 2013 revenues of \$3.95 Billion.

EMPLOYEES

- The company has 10,500 employees.

LOCATIONS

- The Boston Consulting Group is based in Boston, Massachusetts with more than 80 offices in 45 countries.

SUGGESTED TALKING POINTS:

- Thank you for having me here today to talk one of the things we are most proud of in our state. Manufacturing.
- Manufacturing is engrained in our state's history – we have always been a state full people who build things.
- Our entire country was built by people who build things, but when it manufacturing around the country started to decline, South Carolina stood strong and continued doing what we did best.
- And because of that, in the last four years, South Carolina's manufacturing industry has been growing faster than anywhere else in the Southeast region.
- We are developing a manufacturing workforce that is more efficient. It is a higher skilled labor force now focused on technology and innovation.
- Despite the worldwide recession, South Carolina's job recruitment and capital investment from manufacturers saw steady growth.
- Since 2011, the state has announced almost \$14 billion in manufacturing projects, and nearly 35,000 new manufacturing jobs. (*\$13.9 billion / 34,835 jobs as of 4/22/15*)
- Now we are leading the way in so many areas: in tire production, and in automotive with BMW, Mercedes Benz Vans and Honda ATVs, and aerospace.
- If I could take a minute to talk about one of our favorite South Carolina companies – Boeing is a company that chose South Carolina in 2009, during the recession, and with record high unemployment in the manufacturing industry And now, six years later, look what they have

- accomplished in the State of South Carolina
- They are currently employing more than 7,500 hardworking South Carolinians
- And we're seeing the ripple effects as more and more suppliers and aerospace-related companies are locating in South Carolina
- This is one example of what the power of North American manufacturing looks like: a business-friendly state, a skilled workforce and top-quality training programs, and a state that treats companies like partners.
- It truly begins with a world class workforce.
- When I discuss South Carolina with the CEOs of companies looking to relocate, I need to have confidence that we have the workforce ready to meet their demands.
- Thankfully, I can say without hesitation that we do!
- Programs like readySC tailor training programs for specific employers by leveraging the S.C. Technical College System.
- Since the program's inception in 1961, over 280,000 people have been trained through readySC – nearly 5,000 in Fiscal Year 2013-14 with over 80 companies served.
- This continues to be a key component of the state's workforce development for manufacturing and other industries.
- ReadySC serves some of the largest employers in the state.
- Now, we're trying to replicate that model for our smaller suppliers and manufacturers with a program called Succeed South Carolina. This program is a workforce development program is making its way through the state legislature.
- It will help us develop workers with in-demand skills, but it will also help alleviate some of the financial burdens and barriers to this kind of training.
- And we are going to keep working to keep talented people in the State of South Carolina – because talented people mean a thriving economy.
- We are proud of our state's manufacturing history and we are excited about its future. South Carolina is a great example of what the power of North American manufacturing looks like!

BIOS

Nicole Piasecki, Boeing
Vice President and General Manager of the Propulsion Systems Division

Nicole Piasecki is vice president and general manager of the Propulsion Systems Division of Boeing Commercial Airplanes. In this role, she is responsible for engine and propulsion systems strategy,

procurement, contracting, engineering, and manufacturing integration for all commercial airplane programs, in addition to support for more than 12,000 in-service airplanes. She was named to the position in March 2013.

Prior roles with Boeing include:

- Vice President of Business Development and Strategic Integration for Boeing Commercial Airplanes
- President of Boeing Japan
- Vice President of Business Strategy & Marketing for Commercial Airplanes
- Vice President of Sales, Leasing Companies, for Commercial Airplanes

Piasecki joined Boeing in 1992 as a customer engineer on the 777 program. She holds a bachelor's degree in mechanical engineering from Yale University and a master of business administration degree in operations management from Wharton at the University of Pennsylvania. Piasecki also has attended the Keio Business School in Japan as part of her business degree program.

Other past appointments include the U.S. Federal Aviation Administration Advisory Council, the Board of Governors of the American Chamber of Commerce in Japan, and nonprofit boards, including the YWCA of Puget Sound in Washington State.

Piasecki has a single-engine pilot's license, is married and has three sons.

Greg Mallory

North America Leader, Industrial Goods Practice

Global Leader, Aerospace and Defense

Senior Partner and Managing Director

Washington, DC

Greg Mallory relocated to the Washington, DC office from Los Angeles in 2010. He first joined BCG in 2000 in DC and was in BCG's LA office from 2002 - 2009. Greg leads BCG's Aerospace and Defense practice in the Americas. Greg holds a Ph.D. in aerospace engineering from MIT, a M.S. in physics and a B.Sc.Eng. in electrical engineering from the University of New Brunswick.

Hubi Meinecke

Global Leader, Industrial Goods Practice Area

Senior Partner and Managing Director

Hamburg

Hubertus is a member of BCG's Executive Committee and the global leader of the Industrial Goods practice.

He has worked for leading global companies in the resource, [engineered products](#), and [automotive](#) industries in Asia, Europe, Africa, and the U.S. His functional expertise centers around large-scale transformation.

Hubertus holds a PhD in business administration from the University of St. Gallen, Switzerland, and he earned his master's degree in industrial engineering from the Technical University of Darmstadt.