



Yumiko Nakazono, MANAGING DIRECTOR, JAPAN OFFICE - GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT

Yumiko Nakazono joined Georgia's Japan office in 1989, and was promoted to the position of managing director just five years later. She served under six Georgia governors, and during that time the Japanese corporate presence in Georgia has grown significantly. She was presented the Governor George Busbee Award in 2007, which recognizes an individual who has contributed towards building ever stronger relationships between Japan and Georgia. Japan is one of the state's leading investor nations and top trading partners. Approximately 30,000 Georgians are employed by Japanese-owned advanced manufacturing facilities and other businesses in communities across the state. In 2019, Georgia exports to Japan totaled \$1.48 billion.



Tom Croteau, SENIOR MANAGING DIRECTOR, MAXIS ADVISORS:

Before joining Maxis Advisors, Tom served as Deputy Commissioner, Global Commerce for the Georgia Department of Economic Development, where he focused on job creation and investment through locating new and expanding businesses as well as growing small businesses. After assuming the role of Deputy Commissioner in 2013, he led the Global Commerce team to establish nearly 1,700 projects creating more than \$23 billion in investment and roughly 127,000 new jobs for Georgia. Significant recruitment projects during his tenure included Mercedes-Benz, USA, Honeywell, ASOS, and Sentury Tire. He earned his Bachelor's degree in Economics from Florida State University and has many years experience of economic development including MEAG Power (currently Electric Cities of Georgia) and the Metro Atlanta Chamber. Tom focuses on business development and incentives negotiation services. He is based in our Atlanta office to serve clients in the Southeastern U.S. region.



Shelly Carmichael, SR. MANAGER OF CLIENT SERVICES, MAXIS ADVISORS

Shelly Carmichael helps our manufacturing clients improve ROA and reduce costs associated with capital investments and expansion and relocation. After earning her Bachelor's degree in Communications/Public Relations from Kennesaw State University, Carmichael began her career in business development by creating product marketing campaigns for national manufacturers and conducting product and technology leveraging training to sales teams across the Southeast. Her start provided a foundation to pursue and introduce business incentives and tax credits as a resource for increased profitability. Carmichael comes to Maxis from the ADP in Atlanta where she worked in the Tax Credit Services Division with manufacturers, distributors, fabricators, architects, and engineering firms to help them secure business incentives.