Dear Certified Professional/Chapter Meeting Attendee:

The professional and technical presentations delivered at today’s Chapter Meeting qualify as a source of Professional Development Hours (PDH) or Continuing Education Units (CEUs) that professional certifying boards require be earned on an annual basis as a condition of maintaining the corresponding certification(s). Most certifying organizations require the certification holder to maintain a log and be responsible for “self-tracking” continuing education opportunities. This log will typically document information such as the type of activity claimed, title or specific subject, sponsoring organization, location, duration, date, instructor's or speaker's name, and PDH credits earned.

To better assist our respective Members in taking advantage of the educational opportunities afforded by the events sponsored by the Chapter, we have taken the step of documenting today’s activities suitable for easy inclusion in the attendee’s PDH Tracking Log. The information recorded below along with attendance verification records in the form of an invoice or other documents supporting evidence of attendance should satisfy the self-reporting requirements of most certification boards, including that of the State of North Carolina Board of Examiners.

Please contact Leah Farlow at (336) 273-9587 or leah.farlow@etrol.net should you have any questions.

**Presenter(s):**
- Ben Rojahn, Vice-President
- James Coe, Sr. Principal
- Sam Westbrook, Vice-President

**Company**
- CB Richard Ellis (CBRE)
- Syska Hennessy Group
- Holder Construction

**Title Topic:**
Emerging Trends in the Data Center Industry

**Agenda / Objectives of Presentation:**
Panel discussion to review data center industry trends (both Macro and Micro) and offer perspective from the Design, Real Estate and Construction perspectives. Covered in depth were Cloud Computing and its impact on data center design and operations, Site Selection and market vitals (Southeast Focus) and how Owner requirements in response to these trends are influencing the design and construction of data centers. (See Notes for details on the topics discussed and concepts presented).

**Date:** August 12, 2016

**Duration:** 75 minutes

**Location:**
Hyatt Place
560 King Street
Charleston, SC 29403

**Activity Type**
- Design
- Construction
- Commissioning
- Industry
- Technology
- Operations
- Other

**Event**
- 7x24 Exchange – Carolinas Chapter
- 2016 Summer Conference
**Presenter Name:**
See Speaker(s) Above

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**Presenter(s) Phone:**
- James Coe: 678.401.0200
- Ben Rojahn: 704.331.1267
- Sam Westbrook: 770.988.3379

**Presenter(s) Email:**
- James Coe: jcoe@syska.com
- Ben Rojahn: Ben.Rojahn@cbre.com
- Sam Westbrook: swestbrook@holder.com

**Presenter's Experience / Credentials:**

**James Coe** is the Critical Facilities Director for Syska Hennessy Group, where he leads the firm’s Data Center and Critical Facility Design and Consulting Practice. He has over 30 years of experience in Engineering Operations, Project Management, and Design, and is a Professional Engineer (PE) registered in 41 US States and a Registered Communications Distribution Designer (RCDD). James has a Bachelor's of Science in Electrical Engineering from the US Naval Academy and a Master's of Science in Electrical Engineering from the Georgia Institute of Technology. Prior to entering the consulting field, he served in the US Navy as a Nuclear Engineer and Surface Warfare Officer.

**Ben Rojahn** has been in commercial real estate services in the Charlotte, NC market for the past 20 years. He is presently a Vice President with CB Richard Ellis (CBRE) and a member of its Data Center Solutions Team where he specializes in expert–level support in all aspects of data center and critical facilities site selection, and transaction management. Since 2010 Ben has held a 70% market share of brokered transactions in the state of North Carolina. Ben has served as a board member for the 7x24 Carolinas Chapter since 2015.

**Sam Westbrook** is Vice President, MEP Services of Holder Construction Company, leading the design, preconstruction, construction and commissioning of new and existing data centers. He has over 16 years of experience inclusive of work on over 45 data centers located throughout the United States and Canada. Sam received a B.S. in Industrial Engineering from the Georgia Institute of Technology. He is an Uptime Tier Accredited Specialist, and is LEED Accredited by the United States Green Building Council. He is a current board member of the Atlanta Chapter of the 7X24 Exchange and is a member of the Construction Owner's Association of America (COAA).
Panelists topics discussed and concepts presented included:

- Cloud Computing
- EDGE Data Centers
- Smart Technologies
- Software Driven Infrastructure
- Redundant Scalability
- Migration to the Cloud
- Colocation Solutions
- Data Center Demand Drivers
- Data Center Markets and M&A
- Data Center Space Pricing and Supply Trends (Southeast)
- Cloud Services and Deployment Models