

September 14, 2017

## “What’s Ahead Economically?”

### Presenters:

Terry L. Clower, Ph.D.  
Professor of Public Policy at George Mason University

Cord D. Dannen, CFA  
Northern Trust Vice President Senior Institutional Portfolio Manager

Michael H. Orfini, Senior Vice President  
Northern Trust Senior Wealth Strategist

### Presentation Overview:

Today’s business environment for small and mid-size companies is a changing landscape of challenges, unique opportunities & unknowns. Global, local, government, start-ups, M&A, shrinking & rapidly expanding industry segments – all of us are trying to sort out the best future economic path for OUR company.

Three acclaimed “financial future” experts from Northern Trust will give the CXO Members & invited guests a riveting look at the economic future from local, national & global views. Short, strong, simple, powerful, and clear (as possible).

### About Our Presenters:

**Michael H. Orfini, Senior Vice President  
Northern Trust Senior Wealth Strategist**



Mike has more than 14 years of experience in wealth management. He is a Senior Vice President and Senior Wealth Strategist in our Washington D.C. office. His primary responsibility is to develop customized financial solutions to meet the unique needs of his clients by leveraging Northern’s expertise in financial planning, investment management, credit and technology. Previously, Mike served as a principal at Bessemer Trust Company, where he was responsible for business development and client account management throughout the Mid-Atlantic region. Prior to joining Bessemer, Mike was a

Vice President and investment professional for high-net-worth clients at Goldman Sachs & Company. A retired U.S. Naval Aviator, Mike served in the White House as a Navy Captain and Military Advisor to two U.S. Vice Presidents. He received a bachelor’s degree from Villanova University, a master’s degree from University of Southern California and master’s degree in public administration from Harvard University, John F. Kennedy School of Government.

Date | Time | Location

THURSDAY  
September 14, 2017

12 noon to 2 pm  
Networking and Lunch

CXO Forum  
Presentation

Congressional Country  
Club  
8500 River Road  
Bethesda, MD 20817  
(301) 469-2000

For directions, visit  
[www.cxoforum.com](http://www.cxoforum.com)

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Bring A Guest!

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Volunteer For A Committee

September 14, 2017

**Terry L. Clower, Ph.D.**  
**Professor of Public Policy at George Mason University**



Terry L. Clower is Northern Virginia Chair and Professor of Public Policy at George Mason University. He is also director of GMU's Center for Regional Analysis. The Center provides economic and public policy research services to sponsors in the private, non-profit and public sectors. Prior to joining GMU, he was director for the Center for Economic Development and Research at the University of North Texas. Dr. Clower also spent 10 years employed in private industry in logistics and transportation management positions.

Dr. Clower has authored or co-authored over 170 articles, book chapters, and research reports reflecting experience in economic and community development, economic and fiscal impact analysis, housing, transportation, land use planning, and economic forecasting. His scholarly articles have appeared in Economic Development Quarterly; Urban Studies; Economic Development Review; Regional Studies, Regional Science; the Australasian Journal of Regional Studies; Regional Studies Regional Science, Sustaining Regions; and Applied Research in Economic Development. He previously served as regional (Americas) editor for the journal Regional Science Policy and Practice.

Dr. Clower received a B.S. in Marine Transportation from Texas A&M University in 1982, a M.S. in Applied Economics from the University of North Texas in 1992 and a Ph.D. in Information Sciences from the University of North Texas in 1997 specializing in information policy issues and the use of information resources.

**Cord D. Dannen, CFA**  
**Northern Trust Vice President Senior Institutional Portfolio Manager**



Cord Dannen is a Senior Institutional Portfolio Manager within Northern Trust's Foundations & Institutional Advisors practice. He partners with institutional clients located across the Mid-Atlantic region and is based in Washington, DC. Cord works closely with staff and committees to develop, implement and monitor customized investment programs that support the missions and long term investment goals of Northern Trust's institutional clients. Prior to joining Northern Trust, Cord was an Investment Director at Cambridge Associates in Arlington, Virginia. His team that functioned as an outsourced investment office for several institutional clients.

Cord received his Bachelor of Business Administration degree from the Goizueta Business School at Emory University and his MBA and his Master of Science in Accounting degree from American University. Cord is a CFA Charterholder and member of the CFA Society in Washington, DC. He also completed the Series 3 and is a Registered Associated Person with the National Futures Association.

Cord is a member of the Oxford College of Emory University's Board of Counselors. The Board provides focused counsel to university and college leaders regarding issues it considers to be the school's highest current priorities.

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