



**ATLANTA  
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# GOVERNOR'S International

**AWARDS**

2016



## GOVERNOR'S INTERNATIONAL AWARDS

## FINALISTS

## MEDIUM COMPANY

## Pond &amp; Co.

Norcross-based **Pond & Co.** has come a long way from the basement-headquartered operation it was 51 years ago.

Today, the architectural and engineering consulting services firm employs 380 people and has offices in 15 other U.S. cities as well as international offices in Sasebo, Japan; New Brunswick, Canada; and Rota, Spain. It ranks among the top 500 U.S. engineering firms according to Engineering News Record.

Over the past 18 months Pond expanded to Europe and to the Pacific. In the Pacific, Pond opened the full-time operation in Japan, which has doubled size in one year, and is already slated to double again by the end of this calendar year. To continue the company's growth, Pond recently negotiated a contract that will allow the firm to open operations in South Korea by the end of 2016. To support Pond's growth across the Pacific Rim, the company recently opened an office in Honolulu, Hawaii. In Europe, Pond expanded to six countries – Italy, England, Spain, Germany, Turkey and Portugal – and tripled its staff of engineers, designers, accounting and administrative personnel.

"Understanding the legal, operational and cultural differences in each country Pond conducts business in has been both an incredible challenge and a unique opportunity," said Lorraine Green, senior vice president, oil and gas at Pond. "A key to our successful growth across these regions has been our strong working relationships with local companies, and consultants."

To ensure Pond has the right alliances, and that



Lorraine Green

## MEDIUM COMPANY

## American K-9 Detection Services LLC

**American K-9 Detection Services LLC** in West Point performs over 4.3 million K9 detection searches each year to mitigate the threat of explosive hazards to the company's clients around the world.

"We work with the toughest clients who have most difficult problems in the world's most austere environments," said AMK9 Senior Manager Christopher Daniels. "Our clients depend on our services to protect their most valuable resources. To meet these challenging requirements, our team works relentlessly to develop innovative solutions that are reliable, scalable and flexible. We excel at deploying and operating large-scale and geographically dispersed projects."

AMK9 specializes in short-notice delivery of certified explosives and

narcotics detection, patrol, and dual/multi-purpose canine teams. AMK9 provides canine services to the U.S. government, NATO, private security companies, international oil companies and other private firms. The company's operations span more than 80 work sites and 10 regional project management offices and training centers.

Since being established in 2003, AMK9 has implemented over 70 international contracts and deployed more than 1,500 canine detection teams to conflict areas worldwide.

American K-9 Detection Services is a finalist for the International Company award in the medium-size company category in the 2016 Governor's International Awards.

## INTERNATIONAL COMMUNITY

## Griffin-Spalding Development Authority

Industrial parks and "eco-friendly" are not phrases typically associated with each other; the **Griffin-Spalding Development Authority** is credited with helping do that.

In 2011, the development authority began development of The Lakes at Green Valley, a 570-acre eco industrial park supported through Special Purpose Local Option Tax (SPLOST) dollars. The first green industrial park in Georgia, it was marketed to international companies from the start.

"They believe our eco park could assist them in the marketing of their 'green' product in the United States by being in a green park," said David Luckie, executive director of the Griffin-Spalding Development Authority. "The Japanese were a target market as we already have several

Japanese companies in our community."

Within 12 months, three Japanese manufacturing companies – Otsuka Chemical America Inc., Toppan USA Inc. and Marukan Vinegar (USA) Inc. – committed to locate in the park. According to Luckie, the authority is preparing to announce a fourth Japanese company choosing it.

The authority is a finalist for the International Community award in the 2016 Governor's International Awards.

The location of the companies in Griffin have created hundreds of manufacturing jobs and millions of dollars of capital investment in the area, according to Scott McMurray, division director, Global Commerce, at the Georgia Department of Economic Development.