



**Missouri Economic Development
Financing Association**

**Capitalizing on the
Economic Recovery**



Kansas City Convention & Visitors Association

2013

**ANNUAL
CONFERENCE**



GILMORE BELL



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GOLD SPONSORS

OCTOBER 10 - 11, 2013

**MARRIOTT COUNTRY CLUB PLAZA
KANSAS CITY, MISSOURI**





THURSDAY, OCTOBER 10

11:00 A.M. - 12:30 P.M.
11:30 A.M. - 1:00 P.M.
11:30 A.M. - 12:45 P.M.

Board of Directors Meeting & Lunch
Conference Registration
Pre-Conference Workshop & Lunch
“Economic Development Financing 101”

Joseph G. Lauber, Attorney
Lauber Municipal Law, LLC

1:00 P.M. - 2:15 P.M.

Opening General Session

Welcome Remarks **Randall J. Landes, Director**
Kansas City, Mo. Finance Dept.

Recognition of Sponsors

General Membership Meeting
• Nominating Committee Report

Legislative Update

Moderator: **Doug Stone, Chair**
MEDFA Legislative Committee

Panel: **Randy Scherr**
Government Relations Consultant
RJ Scherr & Associates

Mike Downing
Acting Director
Missouri Dept. of Economic Development

Guest Speaker: Toby Rittner, DFCP, EDFP
President & CEO
Council of Development
Finance Agencies

Mr. Rittner will discuss the CDFA's efforts to maintain tax exempt financing and to overhaul the industrial revenue bond legislation on a national level.



2:15-2:30 P.M.

Break

2:30 P.M. - 3:30 P.M.

General Session - “Lessons from Joplin’s Recovery”

In the course of initiating the largest redevelopment program in the history of the state, Joplin has made creative use of both some of the oldest and the newest financing tools and incentives available via State statutes. Learn from the Joplin experience and the tools they have used as they launch the first issuance of TIF bonds in what is anticipated to be a \$42 million bond financing just from this source, not including a panoply of State and Federal tax credits, and other funding sources rarely combined for redevelopment projects.

Moderator: **Rob O’Brian**
President
Joplin Area Chamber of Commerce

Panel: **David Wallace**
CEO
Wallace Bajjali Development Partners

Join us in Kansas City for the 2013 MEDFA Annual Conference. The Marriott on the Country Club Plaza will host this year’s conference designed to continue MEDFA’s mission to educate those involved in economic development across the state and to promote the responsible use of the financing tools that are essential to economic growth.



For further information on the conference contact Jill Quinn, Program Consultant, at (816) 691-2120, or email at jquinn@edekc.com or visit www.medfa.com.

(cont'd Panel from page 2)

R. Mark Rohr
City Manager
Joplin, Mo.

Laura Radcliff
Vice President
Stifel Nicolaus

3:30 P.M. – 3:45 P.M. **Break**

3:45 P.M. – 4:45 P.M. **General Session – “Community Improvement Districts – Practical Pointers for Formation and Operation”**

As perhaps the most flexible development tool available in Missouri, Community Improvement Districts are proliferating statewide. This panel, comprised of representatives of retail center CIDs and neighborhood services CIDs, will share their varied experience with pre-formation grassroots efforts, municipal relations, constituent relations and day to day operations and management of CIDs. Bring your questions!

Moderator: Doug Stone
Attorney
Polsinelli

Panel: Sean O’Byrne
Vice President Business Development
Downtown Council of Kansas City

Rusty Worley
Executive Director of Urban Districts Alliance
Springfield, Mo.

Rachel Witt
Executive Director
South Grand CID – St. Louis

Marti Lee
Executive Director
Southtown Council of Kansas City

Suzie Aron
President
Crossroads Community Association – Kansas City

4:45 P.M. - 5:15 P.M. **Break and move to reception**

5:00 P.M. - 7:00 P.M. **Networking Reception & Awards Presentation
Nelson-Atkins Museum of Art – Bloch Building**

Hosted by:  **BANK OF KANSAS CITY**

Presentation of Richard A. King Award

7:00 P.M. **Return to Marriott Hotel and Dinner on Your Own**



7:30 A.M. – 9:00 A.M. **Breakfast Buffet & Roundtables Discussions**

Hosted by:



9:00 A.M. – 9:15 A.M. **Break**

9:15 A.M. – 10:15 A.M. **General Session – “Show Me the Money – Status of Development Financing”**

Financing real estate development projects in today’s capital market environment remains a challenge, though bright spots exist. What is working and what is not? This panel will discuss the types of financing currently being utilized, key issues and what risks and opportunities may lie ahead.

Moderator: **John Hansen**
Managing Director
IRR Corporate & Public Finance

Panel: **Jeff Wheeler**
Senior Vice President Real Estate Finance/Chief Operating Officer
RED Legacy, LLC

Ruben Alonso
Executive Director
Kansas City, Mo. CDE

Matt Webb
Vice President – Commercial Real Estate
Bank of Kansas City

10:15 A.M. – 10:30 A.M. **Break**

10:30 A.M. – 11:30 A.M. **General Session – “Economic Development Incentives Through the Eyes of the Elected Officials”**

The panel will offer insight as to the type of project that attracts the attention and the support of local officials and the contributions the officials expect a project to offer the local community.

Moderator: **Kathleen Hauser**
Attorney
Lathrop & Gage

Panelists: **City Councilman Ed Ford**
2nd District At Large
Kansas City, Mo.

Mayor Pro Tem Jeff Seifried
Springfield, Mo.

Mayor Elaine Horn
Sedalia, Mo.

11:30 A.M. – 12:00 P.M. **Closing Remarks & Adjourn**

Mayor Sly James
Kansas City, Mo.





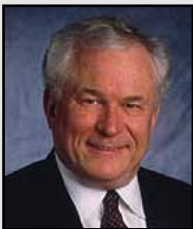
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NETWORKING BREAKFAST
SPONSOR



RICHARD A. KING AWARD



Richard A. King

The Richard A. King Award was established by the MEDFA Board of Directors to honor the memory of one of MEDFA's "Founding Fathers" and most dedicated supporters. Dick served on the Board since the association's beginning in 1991, and as President from 1999-2001.



Sarah (Sallie) Hemenway, CEcD
Director, Division of Business and Community Services
Missouri Department of Economic Development

Sallie is the Director of the Division of Business and Community Services (BCS) in the Missouri Department of Economic Development. The Division's mission is to make Missouri the best place to live, work, play, and do business. The staff of 110 works statewide in the areas of business attraction and expansion (domestic and international), community development, and redevelopment. The Division administers over 30 state and federal financing tools as well as providing economic research and marketing. The goals include facilitating the creation of new jobs, stimulating private investment, supporting community activities that expand local and state growth, and creating an entrepreneurial environment.

Sallie has been with state government in the Department of Economic Development for 19 1/2 years. She has worked previously in local government and in the private sector.

Sallie has served on the Board of the Council of State Community Development Agencies, a national community development advocacy organization. She has served on the Board of the Missouri Economic Development Financing Association and is also a member of the International Economic Development Council and the Missouri Economic Development Council.

Sallie graduated from the University of Colorado, Boulder in 1981. She received a Bachelor of Science in Business Administration with a major in Marketing. She was provided a Fannie Mae fellowship and attended the State and Local Executives Program at Harvard University's Kennedy School of Government and Harvard's Joint Center for Housing Studies. She attained her Professional Economic and Community Developer status (CEcD) from the International Economic Development Council and has also received the National Development Council Housing Finance Professional certification. A St. Louis native, she maintains an apartment near her work in Jefferson City, but resides on a farm in rural western Missouri.

REGISTRATION FORM

Name _____ Title _____

City/Firm/Agency _____

Address _____

Telephone _____ E-Mail _____

I plan to attend the following events (check all that apply)

Pre-Conference Economic Development 101 Session _____

Evening Awards/Networking Reception at Nelson Atkins Museum of Art _____

Networking Breakfast and Roundtable Discussions _____

Spouse/Guest Name: _____

Please specify any special dietary or other needs:

(Please use separate registration form for each individual attending from your office.)

You may copy this blank form.)

Member Regular Fee (prior to 10/1/13) - \$175.00
Member Late Fee (10/1/13 or later) - \$200.00
Non-Member Regular Fee - \$225.00
Non-Member Late Fee (10/1/13 or later) - \$250.00
Elected Officials Fee - \$100.00
Student Fee - \$65.00
Spouse/Guest Fee - \$40.00 (Reception)

Fee includes pre-conference workshop & lunch, evening reception, breakfast buffet, refreshment breaks, and all program material.

No refunds if cancellation after October 7, 2013
CLE credits will be available for this conference

Please make all checks payable to:

MEDFA

1100 Walnut, Suite 1700
Kansas City, Missouri 64106

Fax (816) 691-2170

E-mail: jquinn@edckc.com

Hotel Information:

Please make your own hotel reservations. A block of rooms has been reserved until September 18, for the MEDFA Conference (conference rate is \$134.00). Room reservations can be made by calling (816) 531-3000 and ask for Missouri Economic Development Financing Association Group Rate.



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1100 Walnut, Suite 1700
Kansas City, MO 64106

