



MEFA

Missouri Economic Development Financing Association



Kansas City Convention & Visitors Association

2014

ANNUAL CONFERENCE



GOLD SPONSORS

OCTOBER 9-10, 2014

THE WESTIN ST. LOUIS HOTEL ST. LOUIS, MISSOURI





Join us in St. Louis for the 2014 MEDFA Annual Conference. The Westin St. Louis Hotel 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@edckc.com or visit www.medfa.com.

10:00 A.M. - 11:30 A.M. Board of Directors Meeting

11:30 A.M. - 12:00 P.M. Conference Registration

12:00 P.M. - 1:30 P.M. Opening General Session & Luncheon

Welcome Remarks Charles Miller, MEDFA President
Lewis Rice and Fingersh

Recognition of Sponsors & Conference Host Committee

General Membership Meeting
• Nominating Committee Report

Legislative Update & Forecast for 2015

Speakers: Doug Stone, Chair, MEDFA Legislative Committee
Husch Blackwell

Randy Scherr
Government Relations Consultant
RJ Scherr & Associates

CDFA & MEDFA Partnership: Toby Rittner, DFCP, EDFP
President & CEO
Council of Development Finance Agencies

Mr. Rittner will join with MEDFA President Charles Miller to discuss the new partnership between MEDFA and CDFA and the CDFA Missouri Financing Roundtable.

Federal Economic Development Financing Issues, Trends & News

Mr. Rittner will address CDFA's perspective on what is happening in the federal arena.

1:30 P.M. - 1:45 P.M. Break

1:45 P.M. - 3:15 P.M. General Session - "Catalysts and Tools of Change"

This two-part session provides insight into how institutions and developers are the catalyst for change in communities large and small, and how economic development finance tools have helped create a dynamic interchange for continued community development. Part One: "Catalysts of Change" explores how core institutions provide a bedrock on which to build and the economic impact surrounding those efforts. Part Two: "Tools of Change-the Evolution" showcases how economic development finance tools redefine jurisdictional boundaries and partner with private vision to create an ongoing community investment. This part features two iconic St. Louis developments - the Delmar Loop and Manchester Road.

Moderator: Steve Smith
CEO
The Lawrence Group

Part One Panelists: Mike Sullivan
CFO & General Counsel
CORTEX

Beth Russell, PhD
Assistant Provost for Graduate Studies
Webster University

Part Two Panelists: Brian Phillips
Executive Director
Washington University Medical Center
Redevelopment Corporation

Rachelle L'Ecuyer
Director of Community Development
City of Maplewood

Mary Campbell
Assistant Vice Chancellor
Washington University

3:15 P.M. – 3:45 P.M. Break/Meet for Walking Tour or Bus Tour

3:45 P.M. – 5:30 P.M. Bus Tour & Walking Tour

WALKING TOUR: Highlighting downtown features discussed in Catalysts of Change. This tour provides attendees additional information about ongoing downtown developments, including the St. Louis University Law School, the Arcade Building, which will include Webster University, the Magnolia Hotel, the MX Complex, Laclede Gas Headquarters and Ballpark Village.

BUS TOUR: The driving tour highlights further the evolution of the Manchester Rd. Corridor – from St. Louis' The Grove to Maplewood, and how continued vision turns into reality. This shows the results of the utilization of economic development financing tools and allows participants a front row look at businesses reinvesting in their community.

5:30 P.M. – 7:00 P.M. Networking Reception & Richard A. King Award Presentation
Polsinelli Law Firm Office
100 S. Fourth Street (Downtown St. Louis)

Celebrate economic development excellence, and enjoy MEDFA camaraderie as you network with other organization members and attendees. This event will be held at the beautiful Polsinelli offices in Downtown St. Louis. The event will feature a CityArchRiver Project vignette by Maggie Hales, Executive Director of CityArchRiver 2015 Foundation, as the audience overlooks the Gateway Arch and Mississippi River. The evening's highlight will be the recognition of MEDFA's 2014 Richard A. King Award winner.

7:00 P.M. Return to The Westin Hotel and Dinner on Your Own

**OPENING SESSION
LUNCH SPONSOR**



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

Table Topics

(other topics may be added)

- “Broadband – Is It Infrastructure – Two sides of the debate?” (Hosted by Rob Droney, Polsinelli)
- “Strategic Collaboration – A Year Later with the St. Louis Partnership” (Hosted by Doug Rasmussen, St. Louis Economic Development Partnership)
- “MEDFA Member Outreach – Benefits, Goals and Opportunity to Make and Discuss Suggestions” (Hosted by Charles Miller, Lewis Rice and Fingersh, MEDFA President)
- “Legislative Outlook” (Hosted by Doug Stone, Husch Blackwell)

9:00 A.M. – 10:00 A.M. General Session – “Infrastructure – Fitness and Finance”

The challenges of financing local public infrastructure requires knowing and analyzing the options and developing an implementation strategy. This session will provide a primer on the various methods of financing revenue and non-revenue producing projects and opportunities for pairing traditional financing methods with certain economic development tools.

Moderator: John Brancaglione
Vice President, Urban Consulting
Peckham Guyton Albers & Viets, Inc.

Panel: Jason Dorhmann, P.E.
Regional Transportation Manager
HR Green, Inc.

Deborah Rush
Partner
Thompson Coburn LLP

10:00 A.M. – 10:15 A.M. Break

10:15 A.M. – 11:15 A.M. General Session – “The Real Deal: Drivers and Measures of Incentives”

Learn more about what’s expected in putting together a finance deal, when it’s appropriate to offer incentives, and how those incentives are measured by the private and public sectors. This session includes highlights of innovations in economic development finance.

Speaker: Neal Wieschhaus
Director
Duff and Phelps – Valuation & Corporate Finance Advisors

11:15 A.M. – 12:00 P.M. General Session – “Ask the Experts”

Panel of experts in their fields offer answers to questions previously submitted from MEDFA membership and from the conference audience. This is an opportunity to hear the answers to tough-asked questions regarding economic development financing, use of funds, building the base for support, planning development and when-to-hold or when-to-fold.

Moderator: Mark Levin
City Manager
Maryland Heights, MO

Panelists: Larry Marks
Principal
Development Strategies

Neal Wieschhaus
Director
Duff and Phelps

Amelia Lewis
Partner – St. Louis Real Estate Practice
Thompson Coburn LLP

Matt Webster
Managing Director
Oppenheimer & Co. Inc.

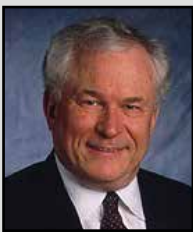
12:00 P.M. – 12:10 P.M. Closing Remarks – Charles Miller, President



RECEPTION 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.



Patrick M. Bannister (1952-2013)
Former Director of Economic Development/Deputy Director
St. Louis Development Corporation

Patrick M. Bannister spent his entire 38-year career in economic development and as an advocate of business development and community development. He graduated from Saint Louis University with a Bachelor of Arts in Urban Affairs and worked his first ten years in public service at the St. Louis Community Development Agency and then with the National Development Council as the Director of the St. Louis Office. He returned to service for the City of St. Louis as the Director of Economic Development/Deputy Director of the St. Louis Development Corporation until his death in December 2013.

Over his career, Mr. Bannister was instrumental in the issuance and approval of over \$2 billion in bonds, loans, and creative financing to attract new businesses or to help those existing businesses grow and create jobs. He was honored in 2008 by the State of Missouri with a Career Service Award at the Governor's Conference on Economic Development. In 2014, the Missouri Growth Association awarded him posthumously its first ever Lifetime Achievement Award. He served on the Business Expansion and Retention Task Force associated with the most recent Missouri Dept. of Economic Development Strategic Plan. Additionally, he served on numerous boards and commissions including the St. Louis Local Development Co., the St. Louis Industrial Authority, the Executive Committee and Board of the Center for Emerging Technologies, and the Clean Energy Development Board (PACE Board).

REGISTRATION FORM

Name _____ Title _____

City/Firm/Agency _____

Address _____

Telephone _____ E-Mail _____

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

Bus Tour _____ or Walking Tour _____ (select one)

Opening Session Lunch _____

Evening Awards/Networking Reception at Polsinelli _____

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 opening session & lunch, tours, evening reception, breakfast buffet, refreshment breaks, and all program material.

No refunds if cancellation after October 6, 2014

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 17, for the MEDFA Conference (conference rate is \$139.00). Room reservations can be made by calling (314) 552-5806 and ask for Missouri Economic Development Financing Association Group Rate.



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Financing Association**

1100 Walnut, Suite 1700
Kansas City, MO 64106
www.medfa.com

