



**Missouri Economic Development
Financing Association**

**2016 ANNUAL
CONFERENCE**



GOLD SPONSORS



Urban Renovation and Innovation

October 13-14, 2016

**The Cheshire St. Louis Hotel
ST. LOUIS, MISSOURI**



Photography by: Randy Allen

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

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

12:00 P.M. - 12:45 P.M. Opening General Session & Lunch

Welcome Remarks Mark Grimm, MEDFA President
Shareholder, Gilmore & Bell, P.C.

Recognition of Sponsors & Conference Host Committee

Drawing for \$200 Gift Certificate to Bar Italia Ristorante -
13 Maryland Plaza in the Central West End of St. Louis
(must be present to win)

Keynote Speaker - The Honorable Francis G. Slay Mayor
St. Louis, Mo. Otis Williams
Executive Director
St. Louis Development Corporation

Mayor Slay/Mr. Williams will speak on the National Geospatial-Intelligence Agency's new \$1.75 billion facility in North St. Louis City.

12:45 P.M. - 1:15 P.M. Missouri Legislative Update & Forecast for 2017

Panel: Doug Stone Member - Lewis Rice
Chair - MEDFA Legislative Committee Randy Scherr
Government Relations Consultant
RJ Scherr & Associates

1:15 P.M. - 1:30 P.M. Break

1:30 P.M. - 2:45 P.M. General Session - Urban Redevelopment
and the Role of Universities

We often forget how instrumental our universities and colleges have been as economic development partners. This session will focus on the results of just some of the partnerships with these institutions and local governments and the State and the major economic impacts of these efforts.

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

OPENING SESSION
LUNCH SPONSOR



Join us in St. Louis for the 2016 MEDFA Annual Conference. The Cheshire St. Louis 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.



THURSDAY, OCTOBER 13 - continued

Panelists:

Mary Campbell
Assistant Vice Chancellor for Real Estate
Washington University

Betty Van Uum
Assistant Vice Chancellor for Public
Affairs and Economic Development
University of Missouri-St. Louis

Allen Kunke
Associate Vice President for
Economic Development
Missouri State University

2:45 P.M. – 3:00 P.M. Break

3:00 P.M. – 3:30 P.M. Cortex-St. Louis Innovation District
Dennis Lower
CEO, Cortex

The Cortex Innovation Community is home to a vibrant 200-acre innovation hub and technology district integrated into St. Louis' historic Central West End and Forest Park Southeast residential neighborhoods, surrounded by nationally ranked universities and medical centers and abundant cultural and recreational assets that include the Grand Center arts district, the Missouri Botanical Garden, and 1,400-acre Forest Park that is host to the St. Louis Zoo, the St. Louis Art Museum, the Missouri History Museum, the St. Louis Science Center, biking and walking trails and two public golf courses. The area has been described as a little European, a little New York, and totally St. Louis.

3:30 P.M. – 4:00 P.M. Break and Board Bus for Tour

4:00 P.M. – 5:30 P.M. Bus & Walking Tour of Cortex-St. Louis Innovation District

5:30 P.M. – 6:30 P.M. Networking Reception
The Cheshire Hotel

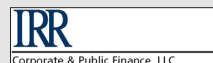
Richard A. King Award Presentation

6:30 P.M. Dinner on your own

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.



SILVER SPONSORS



8:00 A.M. – 8:30 A.M. General Session & Breakfast Buffet

- General Membership Meeting and Nominating Committee Report
- Update on Changes to Reporting Requirements for Municipalities

Speakers:

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| Rob Klahr Partner Armstrong Teasdale | Shannon Creighton Shareholder Gilmore & Bell |
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BREAKFAST SESSION SPONSOR



8:30 A.M. – 9:30 A.M. General Session – How to Make Community Improvement Districts Work

Municipalities seeking to facilitate economic development by providing additional improvements or services within a targeted area have increasingly opted to establish community improvement districts (CIDs). CIDs can address such issues as community safety, business recruitment and retention, beautification, infrastructure improvements and recreational activities, depending upon the needs of the communities they serve. This session will focus on how CIDs can provide the “extras” that enhance the unique qualities of a community and make it attractive for economic development.

Moderator: Rob Klahr
Partner
Armstrong Teasdale

Panelists:

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|---|--|--|
| Rachel Witt Executive Director South Grand Community Improvement District | Marla Mills Executive Director Old Town Cape | Mary Lilly Smith Director, Planning & Development City of Springfield, Mo. |
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9:30 A.M. – 9:45 A.M. Break

9:45 A.M. – 10:45 A.M. General Session - The Latest on Tax Increment Financing in Missouri

According to the Missouri Dept. of Revenue, approximately 504 projects reported TIF revenue in some way in 2015. From blight to conservation, the types of projects that TIF supports in Missouri are diverse, making TIF a very flexible financing tool. During this session, speakers will discuss how TIF is used in Missouri and the creative ways to maximize this tool moving forward.

Moderator: Charles Miller
Member
Lewis Rice, LLC

Panelists:

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| Andrew Murray Senior Project Manager Peckham Guyton Albers & Viets, Inc. | Dan Moye Development Services Specialist Economic Development Corporation of Kansas City | Aaron March Partner White Goss |
|--|---|--------------------------------------|

10:45 A.M. – 11:45 P.M.

General Session – “Workforce Attraction & Development”

Workforce development is an essential component of business attraction and retention. This session will explore how workforce trends are measured and analyzed in Missouri on a macroeconomic level and how LaunchCode, a St. Louis nonprofit organization, is working to solve a shortage of tech talent on a microeconomic level.

Moderator: Mark Spykerman
Shareholder
Gilmore & Bell, P.C.

Panelists:

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| Brendan Lind Executive Director LaunchCode | Alan Spell Research Manager for the Economic Analysis and Workforce Analysis Teams Missouri Economic Research and Information Center (MERC) |
|--|---|

11:45 P.M. – 12:00 P.M. **Closing Remarks and Adjourn**

Mark Grimm, MEDFA President

Drawing for Grand Prize - iPad Air 2
Presented by BOK Financial
(Must be present to win)

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.



Mike Downing
Director of the Missouri Department of Economic Development
Certified Economic Developer (CEcD)

Mike Downing is the Director of the Missouri Department of Economic Development and a Certified Economic Developer (CEcD) authorized by the International Economic Development Council. As a true believer in developing strong partnerships, Downing works tirelessly with local and regional economic developers as well as with like-minded institutions, educational and research organizations, and other agencies in the business of growing the State of Missouri.

From leading expansion negotiations with major global companies like Cerner, Monsanto and Boeing to helping tech and bioscience startups access the resources they need to create jobs and develop their product or service, Downing is in the business of helping businesses grow. As a result, Missouri led the country in new business creation in 2013 and became a top 10 state for startup funding for the first time ever (Forbes).

As a member of the Governor's Automotive Task Force created in 2009, Downing played a crucial role in the automotive resurgence, working with labor union leaders, education and workforce organizations, and executives at Ford and GM to help develop strategic economic incentives needed to revitalize this industry. Missouri's auto sector has since rebounded over the past six years with plant employment doubling the 2010 levels.

During his time as director, Missouri landed the nation's largest expansion project for 2014 (Cerner announces plans to embark on \$4.45B expansion in Kansas City, creating 16,000 new jobs), was awarded its first Gold Shovel from Area Development Magazine (one of five states), and was named by Pollina Corporate as having the #1 economic development agency in the nation.

Mike has also helped lead several successful trade missions around the world to increase trade and connect Missouri businesses with foreign markets. The state's exports reached record sales in 2012 followed by the second highest year on record in 2014. And to develop local talent and enhance economic development for rural Missouri, the department spearheads the Certified Work Ready Community initiative. As the state with the first CWRC in the nation, Missouri now has (35) counties fully certified and (55) more on their way to certification—which involves having a percentage of the local workforce obtain career readiness certificates.

Mike has a Masters degree in Public Administration from the University of Missouri-Columbia and a Bachelor's degree from Arkansas State University. A native Missourian from the Kennett area, Mike has been with DED from 1982, except for nearly two years as Executive Director for the Missouri CORE Partnership. He also serves on boards for the following organizations:

- Missouri Development Finance Board
- Missouri Technology Corporation
- Missouri Partnership
- Hawthorn Foundation
- Missouri Economic Development Financing Association
- Missouri Economic Development Council
- Missouri Workforce Investment Board
- Missouri Small Business and Technology Development Centers

REGISTRATION FORM

Name _____ Title _____

City/Firm/Agency _____

Address _____

Telephone _____ E-Mail _____

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

Bus Tour _____

Opening Session Lunch _____

Evening Awards/Networking Reception _____

Breakfast Buffet Session _____

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 10/7/16) - \$175.00
Member Late Fee (10/7/16 or later) - \$200.00
Non-Member Regular Fee - \$225.00
Non-Member Late Fee (10/7/16 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 11, 2016
CLE credits will be available for this conference

Register online at www.medfa.com
or make checks payable to:

MEDFA

1100 Walnut, Suite 1700
Kansas City, Missouri 64106

E-mail: jquinn@edckc.com

Hotel Information:

Please make your own hotel reservations. A block of rooms has been reserved until September 21, for the MEDFA Conference (conference rate is \$125.00). Room reservations can be made by calling (314) 647-7300 and ask for Missouri Economic Development Financing Association Group Rate.



Missouri Economic Development Financing Association

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

