



**Missouri Economic Development
Financing Association**

**2018 ANNUAL
CONFERENCE**

PRESENTING SPONSOR

STIFEL

GOLD SPONSORS



OCTOBER 18-19, 2018

**HYATT REGENCY
ST. LOUIS AT THE ARCH
ST. LOUIS, MISSOURI**

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. - 1:00 P.M. **Opening General Session & Lunch**

Welcome Remarks MEDFA President

Recognition of Sponsors & Conference Host Committee

Guest Speaker Rob Dixon
Director
Missouri Dept. of Economic Development

Missouri Legislative Update & Forecast for 2019

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

Drawing for \$200 Gift Certificate - Presented by M R Capital Advisors

General Membership Meeting and Nominating Committee Report

1:00 P.M. - 1:15 P.M. **Break**

1:15 P.M. - 2:15 P.M. **General Session - Lessons Learned from the Amazon HQ2 Proposal Process**

St. Louis and Kansas City each submitted proposals for this major project. Although neither was successful in making the list of finalists for Amazon's second headquarters, many positive outcomes were experienced from the proposal process. This session will review what each city considered when preparing their applications, what went well and what lessons were learned.

Sheila Sweeney
Chief Executive Officer
St. Louis Economic Development Partnership

Robert Langenkamp
President & CEO
Economic Development Corporation of Kansas City

LUNCH SPONSOR



SILVER SPONSORS

DEVELOPMENT
STRATEGIES®



**TAX INCREMENT
FINANCING COMMISSION**
OF KANSAS CITY, MO.



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.

THURSDAY, OCTOBER 18 - continued

2:15 P.M. – 2:30 P.M. Break

2:30 P.M. – 3:30 P.M. General Session – Residential Revitalization: An Urban and Rural Issue

Panelists will discuss ways to promote and incentivize the revitalization of residential areas, including both renovation of existing structures and new construction.

Rosalind Williams
Director of Community Development
University City, MO

Brent Buerck
City Administrator
Perryville, MO

Mark Stroker
Director of Real Estate Development
Rise Community Development

3:30 P.M. – 3:45 P.M. Break

3:45 P.M. – 4:45 P.M. General Session – City Foundry STL

The City Foundry STL includes the adaptive reuse of 15 acres of urban industrial land into a 21st century mixed-use development that celebrates creative concepts in food, commerce and entrepreneurship. Financing this type of project is never easy and this session will explore the various incentives and financing sources used for this project.

Steve Smith
Founding Principal/CEO
The Lawrence Group

**5:00 P.M. – 7:00 P.M. Networking Reception
Richard A. King Award Presentation**

Covo St. Louis (Top Floor Ballroom & Terrace)

7:00 P.M. Dinner on your own



*Join us in St. Louis for the 2018 MEDFA Annual Conference.
Experience a welcoming, contemporary environment with seamless travel
amenities at the newly renovated Hyatt Regency St. Louis at The Arch.*



7:45 A.M. – 9:15 A.M.

Breakfast Buffet & General Session – Overview of Missouri Economy

Charles S. Gascon
Regional Economist, Senior Coordinator
Federal Reserve Bank of St. Louis

BREAKFAST SPONSOR



Breakfast Buffet will open at 7:45 a.m. Session begins at 8:15 a.m.

9:15 A.M. – 9:30 A.M.

Break

9:30 A.M. – 10:45 A.M.

General Session – Developing in a Changing World for Retail Shopping

Communities, businesses and developers are seizing opportunities that take into consideration:

- new shopping habits of consumers,
- a continued need for bricks and mortar,
- that a growing number of products are being purchased via e-commerce,
- the consolidation of retailers,
- changing uses for malls and regional shopping centers,
- accommodating “hot” retailers, and
- innovative mixed-use projects.

Moderator

Jim Lahay
Managing Director
Stifel

Panelists

Alan Bornstein
President
UTW

Chase Martin
Senior Vice President
Brookfield Property Group

Ian Silberman
Principal
L3 Corporation

10:45 A.M. – 11:00 A.M.

Break

11:00 A.M. – 12:00 P.M.

General Session – Ballpark Village Phase II & the Importance of Tourism/Conventions to Economic Development

Panel will discuss the role projects such as Ballpark Village Phase II have on attracting tourists, and the impact on economic development that conventions and tourism have on our regions and communities.

Mike Whittle
Vice President & General Counsel
St. Louis Cardinals

Linda Martinez
Deputy Mayor for Development
City of St. Louis

12:00 P.M. – 12:15 P.M.

Closing Remarks and Adjourn

Vince Garozzo, MEDFA President

**Drawing for Grand Prize
iPad – Sponsored 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.



Otis Williams

Otis Williams is the Executive Director of the St. Louis Development Corporation (SLDC). SLDC is the economic development agency for the City of St. Louis and reports directly to the Mayor.

Williams leads the agency's economic development activities City-wide aimed at bringing people, jobs, and investment to the City.

Prior to joining SLDC, Williams served over 28 years in the U.S. Army and retired at the rank of Colonel. Key assignments included duty as Chief of Staff of the U.S. Army Corps of Engineers (1996-1998), Executive Director of the Corps' Military Programs Directorate (1995-1996), and Commander and District Engineer of the Corps' Tulsa Engineer District (1992-95).

Since coming to St. Louis in 1998, Williams has served as a Senior Project manager, Director of Major Projects, and Deputy Executive Director for the St. Louis Development Corporation. In those positions, Williams had a leadership role in several multimillion-dollar development projects that are revitalizing the City's downtown and neighborhoods.

Williams previously served three years on the National Board of Directors of the Society of American Military Engineers. He was the 1997 recipient of the National Black Engineer of the Year Award for Government Service; received the Better Family Life in Excellence Community Service Award (2014); he was selected by the Community Development Administration (CDA), City of St. Louis as the 2015 Executive Director of the Year; was honored with the Joe Rinke Owner Award by the St. Louis Construction Cooperative at the Eighth Annual Construction Awards Luncheon, August 2015; received the 2016 J.H. Poelker Levee Stone Award from the Downtown STL., Inc; received the 2016 Governor's Award for Career Service in Economic Development and recently received the 2017 NAACP- Frankie Muse Freeman/Norman R. Seay Commitment to St. Louis Award. He is a registered professional engineer in the District of Columbia, and is a member of the International Council of Shopping Centers, The Urban Land Institute, and other professional and social organizations.

Williams is a native of Covington, Georgia and is married to the former Gwen Smith of St. Louis. They have two adult daughters.



REGISTRATION FORM

Member Regular Fee (prior to 10/7/17) - \$175.00
Member Late Fee (10/7/17 or later) - \$200.00
Non-Member Regular Fee - \$225.00
Non-Member Late Fee (10/7/17 or later) - \$250.00
Elected Officials Fee - \$100.00
Student Fee - \$65.00
Spouse/Guest Fee - \$40.00 (Reception)

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

No refunds if cancellation after October 17, 2018
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 26, for the MEDFA Conference (conference rate \$159). Room reservations can be made by calling (314) 655-1234 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

Name _____ Title _____

City/Firm/Agency _____

Address _____

Telephone _____ E-Mail _____

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

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.)

