



Missouri Economic Development  
Financing Association



# 2009

ANNUAL  
CONFERENCE



PLATINUM SPONSORS

OCTOBER 8 - 9, 2009

ARGOSY CASINO HOTEL  
RIVERSIDE, MISSOURI



# THURSDAY, OCTOBER 8



10:00 a.m. – 12:30 p.m. **Pre-Conference Walking Tour of the “New” Downtown Kansas City**

**Hosts:** Todd Abplanalp  
King Hershey

Charles Miller  
Lewis Rice & Fingersh

Over the last several years, downtown Kansas City has enjoyed a significant resurgence after billions of dollars of investment in redevelopment, including the Power & Light Entertainment district, the Sprint Center, the Midland Theater and the Cosentino’s grocery store. Experts in downtown Kansas City development will lead attendees on a walking tour of some of this new development. Tour guides will discuss details of the projects, how they came about, and how they were financed.

11:30 a.m. - 1:00 p.m. **Conference Registration**

1:00 p.m. – 2:15 p.m. **Opening General Session**

**Conference Opening & Overview**  
Doug Stone, MEDFA President

**Recognition of Sponsors**  
Doug Stone, MEDFA President

**General Membership Meeting**  
**Nominating Committee Report – Rob O’Brian**  
Election of 2009-10 Board of Directors

**Legislative Panel Discussion**

**Moderator:** Doug Stone, MEDFA President

**Panel:** Rep. Tim Flook  
Missouri House of Representatives

Rep. Mike Talboy  
Missouri House of Representatives

Randy Scherr  
MEDFA Governmental Relations Consultant  
RJ Scherr & Associates

John Britton  
MEDFA Governmental Relations Consultant  
John Britton Associates

2:15 p.m. – 2:30 p.m. **Break**

2:30 p.m. – 3:30 p.m. **General Session – The New Normal in Public/Private Financing Policy: Through the Looking Glass**

In this capstone session we will look at the “New Normal” in economic development from a policy viewpoint guided by a panel of industry experts with unique perspectives as we step “through the looking glass” and seek to understand how economic development in Missouri can thrive in this new environment.

**Moderator:** Dane Lee  
Vice President  
Wells Fargo Corporate Trust Services

**Panel:** Sallie Hemenway  
Division Director  
Missouri Dept. of Economic Development –  
Division of Business and Community Services



For further information on the conference contact Jill Quinn, Program Consultant, at (816) 691-2120, or email at [jquinn@edckc.com](mailto:jquinn@edckc.com) or visit [www.medfa.com](http://www.medfa.com).

**Panel Cont'd:** Jason Paulnock  
Vice President/Team Leader  
Government Education and Nonprofit Banking  
Wells Fargo Bank

Peter Glick  
Board Member – Council of Development  
Finance Agencies (CDFM)  
Sr. Vice President – Wells Fargo Brokerage  
Services, Inc.

James L. Smith, III  
Managing Director & Head of P3/  
Infrastructure Group  
Global Markets & Investment Banking –  
Merrill Lynch

3:30 p.m. – 3:45 p.m. **Break**

3:45 p.m. – 5:00 p.m. **Virtual Bus Tour**

**Hosts:**

John Brancaglione  
Vice President-Urban Planning  
Peckham Guyton Albers & Viets, Inc.

Sarah Gallagher  
Economic Development Director  
City of Boonville

Ann Perry  
Division Manager  
Mo. Dept. of Economic  
Development

For the past three years the State of Missouri has partnered with PGAV, Inc. to assist designated communities by supporting small town development through the Downtown Revitalization and Economic Assistance for Missouri (DREAM) program. The DREAM Program selects 10 communities each year and has been running for three years. PGAV currently works with 30 communities. The entire DREAM program runs for three years and helps communities to assess the current status and envision their future downtown by providing facilitation, planning, and program support. The Virtual Tours will highlight some of these communities and their progress, as well as showcasing the contribution PGAV is making to the growth of the state by assisting these communities in the achievement of their DREAMs. Join our virtual bus tour as we traverse the state to learn what these communities are achieving: City of Boonville, City of Kirksville, City of Louisiana, City of St. Charles.

5:30 p.m. – 8:30 p.m. **Reception & Dinner**  
Argosy Casino Hotel

5:30 P.M.-6:30 P.M. **Networking Reception**  
Sponsored by UMB Bank



6:30 p.m. **Dinner**  
Special Guest Remarks  
Katie Steel Danner, Deputy Director  
Mo. Dept. of Economic Development  
Presentation of Legislative Awards  
Presentation of Richard A. King Award  
Keynote Speaker – To Be Determined

8:30 p.m. – 10:30 p.m. **Wells Fargo Cordial & Dessert Reception**  
Argosy Casino Hotel



GOLD SPONSORS

STIFEL  
NICOLAUS

PECKHAM GUYTON ALBERS & VIETS



ARCHITECTURE  
DESTINATION CONSULTING  
URBAN CONSULTING



STINSON  
MORRISON  
HECKER LLP

Attorneys At Law

SILVER SPONSORS



King Hershey PC  
ATTORNEYS AT LAW



Corporate & Public Finance, LLC

HUSCHBLACKWELL  
SANDERS LLP

Polsjelli  
Shughart PC



ECONOMIC DEVELOPMENT CORPORATION

LEWIS RICE

FINGERSH LLC

LATHROP & GAGE LLP

THOMPSON COBURN LLP

# FRIDAY, OCTOBER 9

7:15 a.m. – 8:15 a.m. **Networking Breakfast Buffet**  
Sponsored by Stinson Morrison Hecker LLP

8:15 a.m. – 9:15 a.m. **General Session – The New Retail Reality**

**With challenges come opportunities. By any measure, the retail industry has been experiencing challenging conditions in the past year. Reductions in consumer spending are reducing important sales tax revenues in many communities. The weakened leasing and financing markets are delaying many projects and canceling many others. On the other hand, certain aspects of the retail industry continue to offer opportunities. We will review the current conditions in the retail industry and discuss the challenges and opportunities with this panel of leading retail developers.**

**Moderator:** Jerome A. Riemann  
Senior Analyst  
Integra Realty Resources/IRR Corporate & Public Finance, LLC

**Panel:** Dan Lowe  
Partner  
RED Development

Bob Johnson  
President  
R.H. Johnson Company

Owen Buckley  
President  
Lane 4 Property Group

9:15 a.m. – 9:30 a.m. **Break**

9:30 a.m. – 10:30 a.m. **General Session – New Reality in Financing**

**This session will explore how financing tools have been affected in the current economic climate. This will include discussion of municipal bonds, bank financing, coupled with incentives. Specific examples will be presented by the panelists with Q&A.**

**Moderator:** Robert Mayer  
President  
M R Capital Advisors LLC

**Panel:** William M. Dana, Jr.  
President & CEO  
Central Bank of Kansas City

Laura Radcliff  
Senior Vice President, Public Finance  
Stifel Nicolaus & Co.

James L. Smith, III  
Managing Director & Head of P3/Infrastructure Group  
Global Markets & Investment Banking – Merrill Lynch

Jeffrey A. Yates  
CFO/Director of Finance  
City of Kansas City, MO

10:30 a.m. – 10:45 a.m. **Break**

10:45 a.m. – 11:45 a.m. **General Session – They Did What? A Case Study of How Lee's Summit Creatively Solved a Project Financing Need**

**This session will be a panel discussion by representatives of the City of Lee's Summit and RED Development regarding a unique loan by the City to an affiliate of RED to pay for certain public improvements related to a large shopping center under construction.**

**Moderator:** Charles F. Miller  
Attorney  
Lewis, Rice & Fingersh

**Panel: Julie Jurden**  
**Vice President of Development**  
**RED Development, LLC**

**Kevin Nunnink**  
**Chairman, Integra Realty Resources**  
**Chief Executive Officer, IRR Corporate & Public Finance, LLC**

**David Frantze**  
**Attorney**  
**Stinson Morrison Hecker LLP**

**Steve Arbo**  
**City Manager**  
**City of Lee's Summit**

11:45 a.m. - 12:00 p.m. **Closing Remarks**  
**Doug Stone, MEDFA President**

12:15 a.m. - 2:30 p.m. **Board of Directors Meeting & Luncheon**  
**(Ticketed event for members only)**

**LEGISLATIVE AWARDS**

The MEDFA Board has established legislative awards to recognize Missouri legislators who have provided outstanding service in support of economic development in Missouri.



**Outstanding Legislator of the Year – Missouri Senate**  
 The Honorable John Griesheimer  
 District 26  
 Chairman, Senate Committee on Jobs, Economic Development, and Local Government



**Outstanding Legislator of the Year – Missouri House of Representatives**  
 The Honorable Tim Flook  
 District 34  
 Chairman, House Committee on Job Creation and Economic Development



**Rising Star Legislator of the Year**  
 The Honorable John Diehl  
 District 87  
 Member, House Committee on Job Creation and Economic Development



**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.



**Mayor Karen Messerli**  
**City of Lee's Summit**  
**2009 Richard A. King Award Winner**

As Mayor since 1994, Karen Messerli has led Lee's Summit through a period of tremendous growth. During this time, Mayor Messerli has been a champion of economic development to provide employment opportunities and services to her residents and to diversify the City's tax base. She has led the City through the use of Missouri economic development tools to facilitate major development and redevelopment projects that could not have occurred otherwise. Her activities beyond the office of mayor further demonstrate her commitment to economic development and community betterment not only in Lee's Summit, but across the state.



# REGISTRATION FORM

Member Fee - \$175.00 per person.  
Non-Member Fee - \$225.00 per person  
Spouse/Guest Fee - \$40.00  
Student Fee - \$65.00

*Fee includes reception, dinner, breakfast buffet, Board luncheon, refreshment breaks, and all program material.  
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](mailto:jquinn@edckc.com)**

**Hotel Information:**  
*Please make your own hotel reservations. A block of rooms has been reserved until October 1, 2009, for the MEDFA Conference (Conference rate is \$125.00). Room reservations can be made by calling the Argosy Hotel at 1-800-270-7711 and ask for Missouri Economic Development Financing Association Group Rate.*



**Missouri Economic Development  
Financing Association**  
1100 Walnut, Suite 1700  
Kansas City, MO 64106

Name \_\_\_\_\_ Title \_\_\_\_\_

City/Firm/Agency \_\_\_\_\_

Address \_\_\_\_\_  
\_\_\_\_\_

Telephone \_\_\_\_\_ E-Mail \_\_\_\_\_

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

Pre Conference Walking Tour \_\_\_\_\_

Reception & Dinner \_\_\_\_\_

Wells Fargo Dessert & Cordial Reception \_\_\_\_\_

Networking Breakfast \_\_\_\_\_

Board of Directors Luncheon \_\_\_\_\_

(Ticketed Event - MEDFA members only)

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.)

