

Spring Conference

Opportunities in Tough Times 2009

June 3-5, 2009
Lodge of Four Seasons
Lake Ozark



Spring Conference

Program at a Glance

Wednesday, June 3, 2009

- Noon **Registration - Marbella A**
- 1:00 pm **Welcome - President Ben Jones - Marbella B**
- 1:05 pm **Best Practices Panel with Site Location Consultants**
Have a chance to hear firsthand what the site location consultants are seeing in way of projects and activity. Also, bring your questions, the panel will be prepared to answer!
 Moderator:
 CHRIS CHUNG, CEO, Missouri Partnership
 Panelists:
 TRACEY BOSMAN, Grubb & Ellis Strategic Consulting, Chicago, IL
 TIM MONGER, Colliers Location Advisory & Incentives Practice, Indianapolis, IN
 BRIAN PRATT, Deloitte & Touche, St. Louis
 JONATHAN SANGSTER, CB Richard Ellis, Atlanta, GA
 DON SCHJELDAHL, Austin Consulting, Cleveland, OH
- 2:30 pm **Break to View Exhibits - Marbella A**
 Silent Auction items will be on display.
- 3 pm **Are You Smarter Than a CEO?**
Find out if you made the same decision a CEO did on where to locate his facility.
 JONATHAN SANGSTER, CB Richard Ellis, Atlanta, GA
- 4 pm **Investment Attraction Strategy for Renewable Energy: Near Term and Long Term**
 DON SCHJELDAHL, Austin Consulting, Cleveland, OH
- 5:30-6:30 pm **Reception - Seachase**
Dinner On Your Own – Group signup sheets available at MEDC registration. Sign up to dine at one of our featured restaurants - build friendships - meet new friends.

Thursday, June 4, 2009

- 7:30 am **Breakfast with Special Omelet Station - HK's Room**
- 8:30 am **District Caucuses - HK's Room**
Join members of your MEDC District to select leadership and discuss opportunities and challenges in your area.
- 9 am **Marketing Place, the Economic Developer's Dilemma - Marbella B**
 MARK J. JAMES, CEcD, ED Solutions, Inc., Powell, OH
With over 12,000 economic development (ED) organizations in the US alone, it is often difficult to communicate with and market to site consultants, corporate end-users, and others. In this session, attendees will be given straightforward, well-grounded tools, techniques and strategies for developing an effective and efficient marketing campaign. The last half of the session will be spent

discussing the same topic but within the context of how to "Market Place Through Technology™". Mark James, CEcD with ED Solutions, Inc. is the leading trainer on the topic of technology applications and economic development. The sessions are always full of great content which can be implemented immediately and he makes presentations enjoyable and lively!

- Noon **Luncheon, MEDC Annual Meeting and Awards - Granada C**
- 1:45 pm **Competing for the Data Center Market - Marbella B**
According to several recent surveys, companies with data centers in their real estate portfolio will need to add capacity despite the economic pressures. This presents an opportunity for Missouri communities. This session will help attendees to better understand the dynamics around data center opportunities by addressing three areas: the terms that are unique to data center requirements; what data center operators look for when searching for sites; and what communities are doing outside of Missouri to address the opportunities.
 TAD DAVIES, Bick Group, St. Louis
- 3 pm **Break to Network and View Exhibits - Marbella A**
- 3:30 pm **Access to Alternative Sources of Capital -- Panel Discussion - Marbella B**
- 6 pm **Reception - Granada B**
- 6:30-9 pm **Dinner and Casino Night - Granada B/C**
 Not interested in Casino games, no problem! Enjoy great food, visit with colleagues, watch the Mouse Race and EVERYONE will have a chance to win fun prizes.

Friday, June 5, 2009

- 7:30 am **Buffet Breakfast - HKs**
 (Bids close on the Silent Auction in Marbella A at 9:45 am and items will be available for pickup before the close of the conference.)
- 8:45 am **Missouri Partnership Update - Marbella B**
 CHRISTOPHER CHUNG, CEO, Missouri Partnership
- 9:45 am **Missouri Department of Economic Development Update - Marbella B**
 LINDA MARTINEZ, Director, MO DED
- 10:30 am **Comments by Governor Nixon - Marbella B**
 GOVERNOR JAY NIXON (Invited)
- 11 am **Understanding & Accessing Missouri's Recovery Dollars -- Panel Discussion - Marbella B**
 Experts Invited to Speak
- Noon **Drawing for \$100 door prize and Adjourn.**

Spring Conference Registration

2009 MEDC SPRING CONFERENCE REGISTRATION

Yes, register me for the MEDC 2009 Spring Conference...

PART ONE - REGISTRATION INFORMATION (Please Print)

Name _____

Name on Badge _____ (include CECD if applicable)

Organization _____

Address _____

City/State/Zip _____

Phone _____ E-mail _____

REGISTRATION: Includes All Sessions and Meals on Wednesday, Thursday and Friday

Quantity	Description	Price	Total
_____	MEMBER Registration (before May 15)	\$225.00	\$_____
_____	MEMBER Registration (after May 15)	\$240.00	\$_____
_____	NON-MEMBER Registration (before May 15)	\$245.00	\$_____
_____	NON-MEMBER Registration (after May 15)	\$260.00	\$_____

EXTRA TICKETS for SPOUSES/GUESTS:

(only for a second person/guest attending - these events are included with full registration.)

_____	RECEPTION on 6/3	\$30.00	\$_____
_____	AWARDS LUNCHEON on 6/4	\$30.00	\$_____
_____	RECEPTION/DINNER/CASINO PARTY on 6/4	\$55.00	\$_____

TOTAL \$_____

This event is recognized by the International Economic Development Council (IEDC) as a professional development event that counts toward the recertification of Certified Economic Developers (CECD).



INTERNATIONAL
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COUNCIL

*The Power of
Knowledge and Leadership*

PART TWO - PAYMENT INFORMATION

- Check Enclosed - Payable to MEDC Check Being Processed
 Charge to Credit Card (Circle one: VISA MASTERCARD AMERICAN EXPRESS)

Card Number _____ Exp. Date _____ Code _____

Name on Card _____ Signature _____

PART THREE - MISCELLANEOUS

- No-shows are responsible for payment of registration. No refunds after May 29, 2009.
- Hotel reservations must be made by May 3, 2009 to honor the MEDC room block rate.
- Dress for Conference is Business Casual for Sessions, Business Attire for Awards Luncheon.
- Questions or Special Needs? Contact Pat Amick, CMP - 573-636-7383 or e-mail to pat-amick@socket.net

RETURN FORM TO MEDC

FAX TO 573-636-5783

MAIL TO: MEDC, 204 E. High, Jefferson City, MO 65101-3287

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Information



For hotel reservations contact:

Lodge of Four Seasons, Lake Ozark, MO, 888-265-5500

A block of rooms has been reserved at the Lodge of Four Seasons for \$109.00 single/double. Please identify that you are calling to reserve a room in the MEDC block. This room block will be released on May 3, 2009. Room availability or pricing cannot be guaranteed after this date.

Exhibitors:

A limited number of Exhibit Spaces are available at this conference - The Exhibitor Fee is \$200. Exhibits will be placed in the room adjacent to our general session and certain times have been assigned for viewing. Contact Pat Amick at the MEDC office - 573-636-7383 if interested.

Looking for Items for Silent Auction and Casino Night:

A Silent Auction will be held during the Spring Conference. Bidding for items displayed in the Exhibit Area will close on Friday morning. Cash, check or credit cards will be accepted. If you have items for the Casino Night Drawings or the Silent Auction, please send to the MEDC office by May 10. (MEDC, 204 E. High St., Jefferson City, MO 65101 or contact Pat Amick at 573-636-7383.)

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What A Way To Grow
MEDC