



Missouri Economic Development Council

2018 ANNUAL CONFERENCE

***Opportunities...
Right Here,
Right Now!***

June 12-14, 2018

Camden on the Lake Resort, Spa and Yacht Club

2359 Bittersweet Road

Lake Ozark

2018 MEDC Annual Conference ● ● ● ● ●

THEME: Opportunities...Right Here, Right Now!

Conference Schedule:

Tuesday, June 12, 2018

12 Noon	REGISTRATION
1:30 p.m.	WELCOME AND BRIEF OPENING REMARKS – JESSICA CRAIG, MEDC President
1:40 p.m.	WELCOME TO LAKE OZARK
1:50 pm.	Kickoff Keynote: SUCCESSFULLY PROVING TALENT – HOW WILL A SITE SELECTION CONSULTANT ANALYZE YOUR COMMUNITY’S LABOR MARKET? BRIAN M. ALLEN, Research Project Manager, Client Strategy CBRE – Labor Analytics
2:45 p.m.	TALENT ATTRACTION MARKETING – DCI Development Counsellors International (DCI) specializes in economic development marketing and lead generation. Their tailored approach raises a community’s image, increases project inquiries and generates investment opportunity.
3:40 p.m.	Break
4:00 p.m.	RECAP OF THE 2018 LEGISLATIVE SESSION What happened? What does it really mean? And, where do we go from here? BRIAN GRACE – MEDC Legislative Consultant, Nexus Group SHAWNA SEARCY & BRIAN GERAU – MEDC Public Policy Committee Chairs
4:30 p.m.	DISCOVER THE NEW TRAINING NETWORK BEING DEVELOPED BY MISSOURI COMMUNITY COLLEGE ASSOCIATION (MCCA)
5:00 p.m.	Day One – WRAP-UP AND REMINDERS
6:00 p.m.	RECEPTION – Outside Pool Bar Area (Bring your Drink Tickets)
7:00 p.m.	DINNER ON YOUR OWN

Wednesday, June 13, 2018

7:30 a.m.	BREAKFAST BUFFET
8:00 a.m.	DISTRICT CAUCUS MEETINGS Members will meet to discuss District news and select MEDC District Directors for the 2018 – 2019 year.
8:30 a.m.	MEDC ANNUAL MEETING
9:30 a.m.	MARKETING TO THE C-LEVEL DECISION-MAKER - DCI
10:45 a.m.	Break
11:00 a.m.	MISSOURI STATE UNIVERSITY – CLIF’S NOTES ON STATEWIDE STEM PARTNERSHIPS AND THE IMPACT ON ECONOMIC DEVELOPMENT CLIF SMART, President of Missouri State University
12 Noon	MEDC AWARDS LUNCHEON
1:30 p.m.	MISSOURI PARTNERSHIP – PREPARED COMMUNITIES WIN AND OTHER UPDATES STEVE JOHNSON, CEO & TEAM, Missouri Partnership
2:30 p.m.	STATEWIDE WORKFORCE ASSESSMENT PROJECT Learn about the Statewide Workforce Assessment Project being developed in partnership with the Missouri Department of Labor, Missouri Department of Economic Development and the Missouri Department of Higher Education. ZORA MULLIGAN, Commissioner for Higher Education ROB DIXON, Director, Missouri Department of Economic Development
3:00 p.m.	HAWTHORN FOUNDATION UPDATE STEVE OSLICA, Executive Director
3:30 p.m.	Break
3:45 p.m.	30 IDEAS IN 30 MINUTES Moderator: RYAN MOONEY, CEcD, Senior Vice-President, Economic Development, Springfield Area Chamber of Commerce
5:00 p.m.	Day Two – WRAP-UP AND REMINDERS
6:00 p.m.	RECEPTION – <i>Toad Island</i> (Drink Tickets provided for the evening)
6:30 p.m.	BANQUET – <i>Toad Island</i>
7:30 p.m.	Entertainment – Live Band - <i>Five Turn Knot</i> – <i>H Toads Outdoor Stage</i> Five Turn Knot was formed in 2009, in Jefferson City, MO and voted Jefferson City’s best band. Playing #1 hits from bands like Journey, Bruno Mars, Guns and Roses, AC/DC, REO Speedwagon, Justin Timberlake and Van Halen just to name a few.

Thursday, June 14, 2018

7:30 a.m.	BREAKFAST
8:30 a.m.	HELPING BUSINESS OWNERS EXIT SUCCESSFULLY – BUSINESS SUCCESSION RESOURCES GREG TUCKER, Extension Statewide SBTDC Director, Missouri SBTDC State Office JOHN HOUSE, Founder, JH Specialty Sales
9:30 a.m.	DISCOVER CHAPTER 100 AND HOW TO WISELY UTILIZE THIS INCENTIVE TO SUCCESSFULLY CREATE JOBS AND INVESTMENT MARK GRIMM, Gilmore & Bell
10:30 a.m.	BEST IN THE MIDWEST – PLANNING A NEW STRATEGY AND STRUCTURE FOR DED ROB DIXON, Director, Missouri Department of Economic Development
11:00 a.m.	BUILD MY FUTURE Build My Future invites students from throughout the Ozark Region to learn about career opportunities in construction and business-related trades through a hands-on approach. While attending the expo, students and teachers participate in a variety of activities such as brick laying, a welding simulation, tiling, roofing, test-driving heavy equipment and more, while also learning about the vast variety of careers connected to the construction industry. Planned by the Ozark Region Workforce Development Board and the Build My Future Collaborative, the second-annual Build My Future was held at the Ozark Empire Fairgrounds in Springfield, MO on March 28, 2018. Moderator: JONAS ARJES, CEcD, EDFP, Executive Director - Taney County Partnership Panelists: SALLY PAYNE, Assistant Director for the City of Springfield's Department of Workforce Development MEGAN SHORT, Executive Director at Springfield Contractors Association CHARLYCE RUTH, CEO of the Home Builders Association of Greater Springfield
NOON	WRAP-UP AND CLOSING REMARKS Drawing for the \$100 door prize and Adjourn

HOTEL INFORMATION:

For hotel reservations contact:

Camden on the Lake Resort, Spa & Yacht Club

2359 Bittersweet Road, Lake Ozark, MO

888-365-5620

A block of rooms has been reserved for MEDC at Camden on the Lake with \$127.00 (Deluxe King Suites or Deluxe Double Suites) or \$147.00 (One Bedroom Suites). Please identify that you are calling to reserve a room in the MEDC block – MEDC0618. This room block will be released on May 14, 2018. Pricing cannot be guaranteed after that date. Rooms in our block are subject to availability and the hotel typically sells out for our event.

Online Hotel Reservations: Visit the www.camdenonthelake.com website – go to Group Booking Login – your ID and password are MEDC0618.

SPECIAL INFORMATION:

No-shows are responsible for payment of registration.

No refunds after June 4, 2018.

Attire is Business Casual for the conference.

QUESTIONS OR SPECIAL NEEDS?

Contact MEDC – Pat Amick– (573) 636-7383 or email to pat-amick@showme.org

MISSOURI ECONOMIC DEVELOPMENT COUNCIL, P. O. Box 105918, Jefferson City, MO 65110

EXHIBITORS:

A limited number of Exhibit Spaces are available at this conference. The Exhibitor Fee is \$150 plus registration. Table top exhibits will be placed inside our meeting room giving great visibility for the booths. Exhibitors are cautioned that the table top booths will not be accessible during general sessions.. Contact Pat Amick at the MEDC office if interested – 573-636-7383.

FUNDRAISER AUCTION:

We will once again be holding a fundraiser Auction to benefit the MEDC Scholarship Fund. The items donated will be on display during the entire conference with the Silent Auction closing mid-morning on Thursday, June 14. Cash, check or credit cards will be accepted.

Your assistance with auction items is being requested. Please consider donating an item that you think would be greatly desired – sports tickets, hotel overnights, gift baskets with goodies from your area, special products made/sold in your district.

Please send information on your items to the MEDC office (P. O. Box 105918, Jefferson City, MO 65110 – pat-amick@showme.org - 573-636-7383) and bring to the event.

EVENT CERTIFICATIONS:

