“Lakeside with the Guild”

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• Guild consultants who visited for “Lakeside”
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About the Site Selectors Guild

• Formed in 2011
• Held first state-specific event in Texas (4/2011)
• Held first Guild annual conference (1/2012)
• Currently seeking locations for second Guild annual conference (2013)
• 26 member consultants and growing
• Promotes understanding of site selection
Guild Members at “Lakeside”

- Didi Caldwell, Global Location Strategies (Greenville, SC)
- Dennis Donovan, WDG Consulting (Raritan, NJ)
- Deane Foote, Foote Consulting (Phoenix)
- Will Hearn, Site Dynamics (Atlanta)
- Matt Jackson, Jones Lang LaSalle (Washington, DC)
Guild Members at “Lakeside”

• Mike Mullis, J.M. Mullis Inc. (Memphis)
• Jim Renzas, RSH Group (Irvine, CA)
• Jonathan Sangster, CB Richard Ellis (Atlanta)
• Phil Schneider, Schneider Consulting (Chicago)
• Gary Yates, Jones Lang LaSalle (Atlanta)
Participant Goals for “Lakeside”

• Develop new consultant relationships
• Strengthen existing consultant relationships
• Identify and understand current site selection trends in various key industries
• Learn how to competitively position your community or region for new investment
• Cultivate potential resources for future economic development planning needs
Review of Agenda

• Sunday, June 17\textsuperscript{th}
• Monday, June 18\textsuperscript{th}
• Tuesday, June 19\textsuperscript{th}
Agenda – Sunday, June 17th

• Sponsors’ welcome reception and dinner for consultants
  – Reception held at Camden-on-the-Lake
  – Dinner held at Baxter’s Lakeside Grille
Agenda – Monday, June 18th

• General panel discussions (2)
• Targeted industry roundtables (2)
  – Automotive/aviation/advanced manufacturing
  – Back-office/call centers
  – Biotech/life sciences
  – Data centers
  – Food processing
  – Warehouse/distribution
Agenda – Monday, June 18th

• “Anything Goes” roundtables (2)
• Best practices roundtables (2)
  – Certified sites
  – Incentives
  – RFP process
  – Site tours/prospect visits
  – Websites/marketing materials
Agenda – Tuesday, June 19th

• Policy roundtable discussion with key legislators from both chambers and parties
• Organized in partnership between MEDC and Missouri Chamber of Commerce
• Also attended by Missouri Growth Association
• Discussion topics included workforce issues and skills training needs, incentives (general and targeted), marketing/promotion, regulatory processes, and site selection decision factors
Participants and Sponsors

• Individual participants
  
  City of Union (Joey Graves)
  City of Washington (Darren Lamb)
  East Central College (Gretchen Pettet)
  Electrical Connection (Jim Curran)
  Kirksville REDI (Carolyn Chrisman)
  Lebanon REDI (Mark Stombaugh)
  Northeast Missouri ED Commission (George Walley)
  SCI Engineering (Tony Kreutz)
Participants and Sponsors

- Organizational participants
  - Cape Area MAGNET (John Mehner / Scott Sattler)
  - Central Missouri EDA (Donna Brown / Stan Moore)
  - East Central Missouri (Josh Beck / Kelly Hardcastle)
  - KCP&L (John Engelmann / Lisa Franklin)
  - NEMODEVP (Denise Bennett / Teresa Keller)
Participants and Sponsors

- Lakeside Sponsors

  Ameren Missouri (Mike Chell / Skip Smallwood)
  Cuba Development (Jim Barnett / Mardy Leathers)
  Joplin Regional Partnership (Rob Harrington / Marsha Wallace / Kevin Welch)
  Missouri CORE (Bernie Andrews / Missy Bonnot / Bruce Hackmann)
Participants and Sponsors

• Lakeside Sponsors, cont’d.

  Rolla Regional Economic Commission (Cyndra Lorey)
  Springfield Chamber (Jonas Arjes / Ryan Mooney / Jeff Seifried)
  St. Charles EDC (Scott Drachnik / Larry Tucker)
  St. Louis County EDC (Monica Conners / Alison Zeidler)
  St. Louis RCGA (Jim Alexander / Lori Becklenberg)
Participants and Sponsors

- Missouri Partnership supporting staff
  - Christopher Chung
  - Janet Muhm
  - Clint O’Neal
Key Takeaways from “Lakeside”

• Consultants are not a monolithic group with a singular view of the world
• Relationships matter and trust creates opportunities to compete
• Site selection is a truly global game
• There is no “silver bullet” or panacea for Missouri’s economic development challenges
Next Steps / Q&A

- Satisfaction survey sent to Lakeside participants
- Consultant discussion outlines sent to participants
- Identify improvements and modifications for Lakeside 2013
“Lakeside with the Guild”
Planning Committee

Lori Becklenberg
Janet Muhm
Christopher Chung

Josh Beck
Cara Cannon