



**Missouri Economic Development
Financing Association**

2023 Annual Conference

October 11-12, 2023

The Chase Park Plaza Hotel

ST. LOUIS, MISSOURI

CONFERENCE AGENDA

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WEDNESDAY, OCTOBER 11

10:00 A.M. – 11:30 A.M. Board of Directors Meeting
Lenox Room

11:30 A.M. - 12:00 P.M. Conference Registration/Check-In
Starlight Ballroom

12:00 P.M. – 1:00 P.M. Opening General Session & Lunch
(60 Minutes CLE Credits)

Opening Remarks Andrew Struckhoff
MEDFA President

Recognition of Sponsors & Conference Host Committee

Guest Speaker: Rep. Dean Plocher
Speaker
Missouri House of Representatives

Missouri Legislative Update & Forecast for 2024

Panel: Doug Stone
Attorney – Lewis Rice LLC
Chair - MEDFA Legislative Committee

Randy Scherr
MEDFA Legislative Relations Consultant
RJ Scherr & Associates

1:00 P.M. – 1:15 P.M. Break

1:15 P.M. – 2:15 P.M. General Session – The View from the Capitol
(60 Minutes CLE Credits)

Most of the tools we use locally to support economic development were born in the State Legislature, and their continued vitality rests with our State lawmakers. Not surprisingly, our elected legislators bring vastly different perspectives to the subject of development incentives. This session will be a candid discussion of the varied perspectives with those who hold them.

*Moderator: Doug Stone
Attorney
Lewis Rice LLC*

*Panelists: Rep. Bill Falkner
Missouri House of Representative*

*Sen. Andrew Koenig
Missouri State Senate*

2:15 P.M. – 2:30 P.M. Break

**2:30 P.M. – 3:30 P.M. General Session – The View from City Hall
(60 Minutes CLE Minutes)**

Incentives at the local level are critical tools in both business development projects and new developments. This panel of experts from the municipal and county levels will discuss the roles of these incentives and processes involved.

*Moderator: Michelle Stuckey
Vice President Business Development
St. Louis Economic Development Partnership*

*Panelists: Councilwoman Katheryn Shields
Kansas City, Missouri*

*Scott Drachnik
President & CEO
Economic Development Council of St. Charles County*

*Mark Dunning
City Manager
City of Lee's Summit, MO*

3:30 P.M. – 3:45 P.M. Break and Board Bus

3:45 P.M. – 5:30 P.M. The View from the Street - Tour of St. Louis Projects

Join us as we tour project sites in the St. Louis area with potential stops at CityPark, St. Louis' new MLS soccer stadium, and in Hazelwood, Mo.

**5:30 P.M. – 7:00 P.M. Networking Reception
Zodiac Room
Chase Park Plaza Hotel
Richard A. King Award Presentation**

7:00 P.M. Dinner on your own

THURSDAY, OCTOBER 12

8:30 A.M. – 12:00 P.M. Breakfast & General Session (210 Minutes CLE Credits)

General Membership Meeting and Nominating Committee Report

General Session – The View from the Negotiating Table

This session will include a panel of development stakeholders guiding attendees through a case-study in project development in an evolving economic landscape. Discussion will focus on pre-development considerations developers face, how developers and municipal leaders evaluate projects and how economic incentive tools may best be utilized, and how selected incentives can best be deployed in project financing.

Moderator: *Rob Klahr* *Ernesto Segura*
Attorney *Attorney*
Armstrong Teasdale *Husch Blackwell*

Panelists: *Matt Zimmerman*
City Manager
City of Hazelwood, Mo.

Jeff Tegethoff
Operating Partner
CRG

John Klaus
Director
Stifel

12:00 P.M. Closing Remarks and Adjourn
Andrew Struckhoff, MEDFA President