

*ANNUAL  
REPORT  
2009*



# Message from the Board

*T*he Hawthorn Foundation offers a unique value proposition by providing a venue for education and conversation among people representing a variety of perspectives on prosperity. The common thread among the members of the Hawthorn Foundation is an interest in a healthy, growing economy in Missouri.

The Hawthorn Foundation was originally formed in 1982 by then Governor Christopher S. “Kit” Bond to facilitate Missouri based business and community leader participation in statewide business recruitment, retention and development efforts. The Foundation is organized as a private 501(c)(6) organization and run by a non-partisan board of 35 director-investors representing the best of Missouri leadership from private business and the public sector.

Hawthorn’s historical role was to provide financial support for trade missions and business development events to recruit new investment. Starting in 2007, The Hawthorn Foundation assumed a vital role in the recruitment of new investment to Missouri by funding a portion of the costs associated with the work of the Missouri Partnership; a not-for-profit corporation engaged in recruiting new investment to Missouri. The Partnership was formed to provide continuity in professional marketing, business recruitment and relationship management for new investment.

The newest role of the Hawthorn Foundation is to provide a unique opportunity for a valuable and productive exchange of information and ideas for supporting a healthy and expanding Missouri economy. The Foundation’s membership is building into a highly diverse group of investors from several different interests and parts of Missouri. As a non-partisan mix of leading Missouri businesses, community developers, labor leaders, elected representatives and government officials, the Foundation can ultimately forge a Missouri culture by bringing diverse interests from all parts of the state into a conversation about moving the state forward to enhance prosperity. The challenge will be to craft truly substantial opportunities for discussion.

As always, we are grateful for the ongoing support of our existing membership.

*A message from Mike Esser, Chair:*

*As we look back on 2009 from mid-2010, Hawthorn made several important transitions. We saw the arrival of David Kerr to vivify the ongoing Hawthorn and Missouri Department of Economic Development partnership with new enthusiasm and energy. We saw the arrival of a full-time executive director dedicated to steering Hawthorn towards accomplishment of its mission and values by embracing clear measurable, attainable, strategies and programs. We saw the work of our membership committee bear fruit in the additions of eight new members!*

*As the state economy pulls out of the doldrums, Hawthorn stands ready to capture the spirit of Missouri’s business and government leaders to attract and retain business and grow jobs.*

*Thank you for your investment!*



# Relationships

1

THE MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT contracts with the Hawthorn Foundation for Marketing Services.

2

THE HAWTHORN FOUNDATION contracts with the Missouri Partnership for Marketing Services — and pays 20% of the cost from membership investments.

3

THE MISSOURI PARTNERSHIP works with the Missouri Department of Economic Development to provide Business Attraction services.



# Financial Summary

## 2009 ASSETS AND NET ASSETS FOR HAWTHORN FOUNDATION AND MISSOURI PARTNERSHIP

	Hawthorn Foundation	Missouri Partnership
Assets	890,492	1,055,194
Receivable from Affiliate		625,000
<b>Total</b>	<b>890,492</b>	<b>1,680,194</b>
Property and equipment		137,888
<b>Total assets</b>	<b>890,492</b>	<b>1,818,082</b>

## LIABILITIES

	Hawthorn Foundation	Missouri Partnership
Payable to affiliate	625,000	
Total current liabilities	625,000	
Unrestricted net assets		
Undesignated	149,489	1,818,082
Board designated (conferences)	116,003	
<b>Total unrestricted net assets</b>	<b>265,492</b>	<b>1,818,082</b>
<b>Total liabilities and net assets</b>	<b>890,492</b>	<b>1,818,082</b>

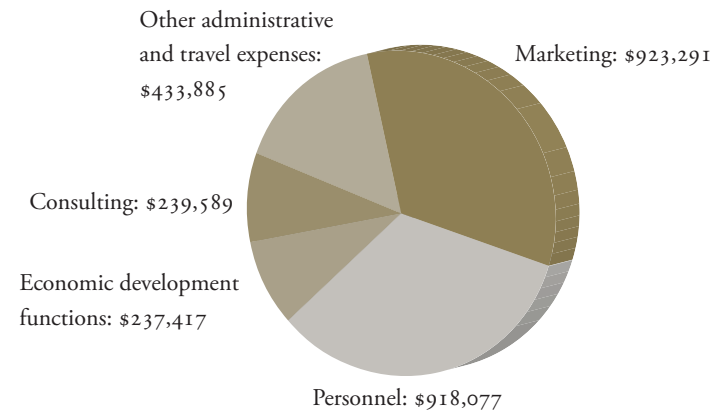
## NET ASSETS FOR HAWTHORN FOUNDATION

	2009	2008
Current Assets (Cash and cash equivalents)	\$1,945,686	\$1,199,336
Noncurrent assets (Property and equipment, net)	\$137,888	\$154,895
<b>Total assets</b>	<b>\$2,083,574</b>	<b>\$1,354,231</b>

## CONSOLIDATED REVENUES 2009

Contributions	\$2,500,000
Membership dues	\$528,000
Conference and trade show income	\$446,403
Interest income	\$7,199

## CONSOLIDATED EXPENSES: \$2,752,259



# Board of Directors

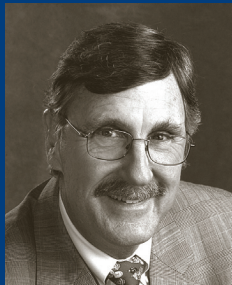
## EXECUTIVE COMMITTEE

Chair: Mike Esser  
Principal, Government Relations  
Edward Jones

Chair-Elect: William H. (Bill) Dunn, Jr.  
Senior Vice President  
J. E. Dunn Construction Company

Secretary: Tracy Foster  
Hallmark Cards, Inc.

Treasurer: Scott A. Zajac  
Managing Director  
Advantage Capital Partners



M. Esser



T. Foster



B. Dunn



S. Zajac

## CITY, COUNTY, AND NON-PROFIT ORGANIZATION MEMBER

William L. McCoy  
Principal  
Xaxax Analytics NP

Dean Thompson  
Director — Economic Development  
City Utilities of Springfield

## EX-OFFICIO MEMBERS

James B. Anderson  
President  
Springfield Area Chamber of Commerce

Benjamin Jones  
President  
Missouri Economic Development Council

Kristi Wyatt  
President — Interim  
Greater Kansas City Chamber of Commerce

David Kerr  
Department Director  
Missouri Department of Economic Development

## HAWTHORN FOUNDATION BOARD OF GOVERNORS

Carl Casale  
Executive VP, North America & Latin America  
Monsanto

Nelson Grumney, Jr.  
Principal  
Neland Investment Management, LLC

## EMERITUS DIRECTORS

W. H. (Bert) Bates  
Lathrop & Gage

C. R. (Bob) Lock

## ADVISORY COUNCIL

Christopher S. (Kit) Bond  
United States Senator, State of Missouri

Hugh J. Zimmer  
Chairman  
The Zimmer Companies, Inc.

## HAWTHORN FOUNDATION STAFF

Elizabeth Bax  
Executive Director

Heather Grote  
Development Director

## DIRECTORS

Dick Bartow  
Executive Vice President  
George K. Baum & Company

Roger Edgar  
Executive Vice President  
George K. Baum & Company

Marilyn Bush  
Senior VP, Government Commercial Bank  
Bank of America

Larry Chapman  
Principal, Clayco Realty Group  
Clayco



# Directors

## DIRECTORS CONTINUED

Bryan Cook  
Chairman & Chief Executive Officer  
First National Bank of St. Louis

Max Cook  
President  
Missouri Bankers Association

Ron Corker  
Burns and McDonnell

Jack Craft  
Partner  
Lathrop & Gage, L.C.

Rudolph (Rudy) Farber  
Chairman of the Board  
Community Bank & Trust

Richard C. D. Fleming  
President  
St. Louis Regional Chamber & Growth Association

Gib Garrow  
President  
Neosho Chamber of Commerce

Keith Gregston  
President  
Noranda Aluminum, Inc.

James W. (Jim) Grice, Esq.  
Partner  
Spencer Fane Britt & Browne LLP

Nelson Grumney, Jr.  
Principal  
Neland Investment Management LLC

Stacy Hastie  
Chairman and Chief Executive Officer  
Environmental Operations, Inc.

Ben Jones  
Director of Public Affairs — Missouri/Kansas  
Union Pacific

Allan Kells  
Vice President — Investor Relations  
Cerner Corporation

Steve Kidwell  
Vice President of Regulatory Affairs  
Ameren

Ken Lueckenotte  
Chief Executive Officer  
RMI

R. Dennis McClelland  
Chief Executive Officer/Executive Vice President  
Missouri Association of Realtors

Tom McDonnell  
Chief Executive Officer  
DST Systems Inc.

Chris McKee  
President  
Optimus Development

Daniel P. (Dan) Mehan  
President & CEO  
Missouri Chamber of Commerce

David Nichols  
President, AT&T Missouri  
AT&T

David Queen  
President and Managing Director  
Gilmore & Bell

Robert M. (Bob) Robuck  
Vice Chairman  
Central Bank and Central Bancompany

Rodger Riney  
Founder, President & CEO  
Scottrade Inc.

Ellen Sherberg  
Publisher  
St. Louis Business Journal

Duane Simpson  
Regional Director for State & Local  
Government Affairs  
Monsanto

Michelle Sweeney  
Vice President  
Ingram's Magazine

Jon Zindel  
Chief Financial Officer  
American Century Investments



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