

## Hawthorn Foundation News: July 2011



### Message From the Chairman

**Mike Esser – Edward Jones**

### **Advanced manufacturing is the topic for August 26th Springfield Meeting.**

**Fort Leonard Wood field trip a success -  
Whiteman AFB next in fall .**

Does it surprise you that there are 517  
manufacturing companies in Missouri?

Did you know that 100 Missouri cities are home  
to at least one such enterprise?

Would it surprise you to know that Springfield  
ranks 7th in the top 10 manufacturing cities in  
the state?

We'll reserve August 26th on your calendar to  
attend the Summer Hawthorn meeting to hear a  
new report on the breadth and depth of  
Advanced Manufacturing in Missouri. Learn  
how industry creates jobs and capital from a  
new report being created at the request of MO  
DED Director David Kerr which will be presented  
to the directors at that time.

Next a distinguished panel of Manufacturing  
Executives will react to the report and field

### Save the Date!

**August 18<sup>th</sup> - Hawthorn Foundation  
Business Meeting Conference Call  
8 a.m. – 9a.m.**

**August 26 - Hickory Hills Country Club in  
Springfield  
11:00 a.m. to 1:30 p.m.**

**(Special Optional Event) – Tour and Lunch  
at Whiteman AFB, Knob Noster: date TBD  
September**

**November 4 - Kauffman Center for the  
Performing Art in Kansas City  
10 a.m. until 2 p.m.**

*This is our annual meeting and will include  
an orientation for all new members.*

questions from the Directors, members and  
guests assembled for the event.

Panelists Include:

- Mr. Don Flatau, General Manager, John Deere – Springfield
- Ms. Sylvia Propps, Plant Manager, 3M Company – Springfield
- Mr. Jim Schwarz, President and CEO, Able Manufacturing –Joplin
- Mr. Jack Stack, President and CEO, SRC Holdings- Springfield

We wish to say thanks, in advance, to these  
panelists for their valuable time. I also want to  
convey a special thanks to Jim Anderson,  
President of the Springfield Chamber of  
Commerce, for securing this prestigious panel  
for our discussion.

The Fort Leonard Wood field trip was a great  
success. Twenty Directors and guests toured the  
facility on June 24th. Participants were amazed  
to learn that the Fort is Missouri's 5th largest  
city during work hours each day. Public -Private  
partnerships also are creating jobs at the  
University of Missouri Research Park on Fort  
Leonard Wood.

-The next field trip is to Whiteman AFB in Knob Noster this fall.

I'll see you in Springfield!

Respectfully,



**Michael J. Esser, Edward Jones  
Chairman**

### **Membership Committee Report Marilyn Bush, Committee Chair**

Chairwoman Marilyn Bush is pleased to announce two new members to the Hawthorn Foundation:

**Plumbers and Pipefitters Local #562** (St. Louis) will be joining Hawthorn at the Board of Director level. They will be represented by Mr. Pat Kellet, Business Manager

And,

**Olsson and Associates** (Springfield) will become a Friend of the Hawthorn Foundation. They will be represented by Mr. Kevin Lowe

We anticipate additional new memberships in August. Thanks very much to the great work and dedication of the membership committee.

### **Missouri Partnership Update Christopher Chung, CEO**

Marketing:

During June, the Partnership represented Missouri at a variety of targeted industry events, including the annual BIO International summit, the largest annual gathering for the global biotech and biosciences community, held this year in Washington D.C. The Partnership teamed up as always with the Missouri Biotechnology Association to promote the state for new investment in the human, animal, and plant sciences.

The Partnership also continued to market Missouri aggressively through its relationships with the site selection consulting profession. Beginning with a high-visibility Missouri sponsorship at the Area Development Consultants Forum in early June, and continuing with "in-market" consultant events that the Partnership helped support (including the Missouri Economic Development Council's annual "Lakeside with the Locators" event in mid-June and the Kansas City Area Development Council's annual KC "familiarization tour" event in late June), the Partnership reached more than 20 unique site location consultants through its marketing activities in June.

Business Recruitment:

At the end of June 2011, the Partnership was maintaining a pipeline of 85 prospects and active projects, representing a potential economic impact of more than 18,000 new jobs, \$531 million in new annual payroll, and \$3.5 billion in new capital investment. The proportion of projects in the pipeline being represented by a third-party site selection consultant held steady at approximately 41 percent of projects, while foreign-direct investment projects continued to represent more than one-quarter (26 percent) of the pipeline. Total pipeline activity was down slightly from May 31st (89 projects), but up slightly from activity levels as of December 31, 2010 (83 projects).

Missouri Strategic Plan for Economic Development:

The Partnership continues to work on implementing its key deliverables as outlined in the recent Missouri Strategic Initiative for Economic Growth (aka the Missouri strategic economic development plan). Based on recommendations contained in the plan, the Partnership has already revamped its website aimed at corporate site selectors, while also

adding a new mobile website platform to deliver content to this same audience. Additionally, the Partnership is incorporating a number of the plan's recommendations as it begins its planning for the 2012 marketing/sales campaign

**Executive Director Report**  
**Elizabeth Bax, Executive Director**

Thanks very much to all who attended the tour of Fort Leonard Wood and thanks to our hosts; DCG, Dr. Rebecca Johnson, Dr. Mike Nichols and Greg Williams of the University of Missouri System, and Joe Driskill of the Leonard Wood Institute.

A special thanks to Ms. Nancy Gregory, (Executive Assistant to the Command Group) and Dorsey Newcomb ( Leonard Wood Institute). We had a great day. All attending were surprised by the level of investment and easy access to the post.



We followed our post tour with an informal tour of the Solar Village at the Missouri University of Science and Technology in Rolla. Thanks very much to Ms. Angela Rolufs for making this opportunity available for interested parties on such short notice.

**Some interesting facts on Fort Leonard Wood –**  
FLW Snapshot - “Supported Population” and Impact on the Economy:

6,946 - Permanent party Military  
12,322 - in Training  
12,692 - Active Duty Family  
5,702 – DA Civilians  
5,702 – Other Civilians  
55,170 – Retirees/Family Members  
Total – 96,657 (*Missouri’s 5<sup>th</sup> largest city*)

Plus 200,000 visitors per year

Investment/Economic Impact  
MILCON FY 10 - \$286M (military construction)  
MILCON FY 11 - \$118M(military construction)  
MILCON projects underway \$680M (military construction)

Economic Impact estimated at \$3 Billion/annually

Missions for the *Maneuver Support Center of Excellence* involve Joint military, interagency, Intergovernmental and multinational training. Specializing in:

- Leader development and education, Engineer Training.
- Chemical/biological/radiological/nuclear disaster response training
- Military Police training.



## Upcoming Events

### Hawthorn Foundation Board of Directors Conference Call Meeting Thursday, August 18<sup>th</sup> at 8:00 a.m.

The primary agenda items will be review and approval of the Hawthorn Foundation contract with the Missouri Department of Economic Development for Marketing and Administrative Services. We will also review the Hawthorn Foundation contract for marketing services for \$2.25 million with our subsidiary the Missouri Partnership. In addition to contracts we anticipate acceptance of three new members at Board of Director level and renewal of those doing so in this quarter.

*Call information will go out next week.*

### Hawthorn Foundation Luncheon

Friday, August 26<sup>th</sup>

Hickory Hills Country Club in Springfield  
11:00 a.m.-1:30 p.m.

We will be hearing about Advanced Manufacturing in Missouri.

*An optional tour of the Jordan Valley Innovation Center is offered at 10 a.m. – a bus will leave from Hickory Hills. The JVIC is a great study in successful renovation of an obsolete grain storage facility to become a University based research and business development facility.*

### Hawthorn Foundation Luncheon and Annual Meeting

Friday, November 4

Kauffman Center for the Performing Arts in Kansas City ....**and yes, you will be**

**among the first to see this phenomenal new facility!**

11:00 a.m. to 1:30 p.m.

An optional Hawthorn Foundation Board Orientation will be offered at at 10 a.m

*Please indicate your interest in this event as soon as possible to Elizabeth Bax at [hawthornfoundation@gmail.com](mailto:hawthornfoundation@gmail.com) or 573-301-7202*

The Hawthorn Foundation was asked to underwrite the cost of The Strategic Initiative for Economic Growth.

To see that study go to:

[Strategic Initiative for Economic Growth « MO.gov | Official Website of the State of Missouri](#)

*Target Clusters and Marketing*

<http://ded.mo.gov/Strategic.aspx>



**As always, you are welcome to contact Chairman, Mike Esser or Executive Director, Elizabeth Bax with any comments, questions or concerns at [hawthornfoundation@gmail.com](mailto:hawthornfoundation@gmail.com) or 573-301-7202**



***We are grateful to our members and friends  
actively supporting economic development in  
Missouri.***

Terry Akins, IBEW #124  
Olivier Biebuyck, LaFarge  
Marilyn Bush, Bank of America  
Marie J. Carmichael, Missouri Development  
Finance Board  
Robert Clark, Clayco  
Russ Cofano, Missouri Association of Realtors  
Ron Coker, Burns and McDonnell  
S. Bryan Cook, St. Louis Regional Business  
Council  
Max Cook, Missouri Bankers Association  
Jack Craft, Lathrop & Gage LLP  
Jim Curran, Electrical Connection-IBEW Local  
#1-NECA  
Frank Davis, Noranda Aluminum  
Jim Donahue, Deffenbaugh Industries, Inc.  
William H. Dunn, Jr., J.E. Dunn Construction  
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Michael Esser, Edward Jones, Chair  
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Barry Hart, Associated Electric  
Stacy Hastie, Environmental Operations  
Byron Hill, ABC Laboratories  
Ben Jones, Union Pacific  
David Kerr, Missouri Department of Economic  
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Greg Kindle, KCPL  
Clyde Lear, Learfield Communications  
Ken Lueckenotte, RMI  
John McClain, Exergonix  
Tom McDonnell, DST  
Daniel P. Mehan, Missouri Chamber of  
Commerce and Industry  
James Mello, Armstrong Teasdale  
Robert D. Millstone – The Millstone Company  
Michael F. Nichols, University of Missouri  
System  
David Norton, Express Scripts  
Rob O'Brian, Joplin Chamber of Commerce  
Jim Owen – Missouri Employers Mutual  
David Queen, Gilmore & Bell

Tony Reinhart, Ford  
Rodger Riney, Scottrade  
Robert M. (Bob) Robuck, Central Bank and Central  
Bancompany  
Ellen Sherberg, St. Louis Business Journal  
Duane Simpson, Monsanto  
John Sondag, AT&T  
Michelle Sweeney, Ingram's Magazine  
Ray Wagner, Enterprise Rent A Car  
Randell Wallace, Lathrop and Gage, Missouri  
Partnership  
John Wanamaker, BKD  
Warren Wood, Ameren  
Scott Zajac, Advantage Capital Partners,  
Treasurer  
David Zimmerman, Sheet Metal Workers Local  
#36

**Friends of the Hawthorn Foundation**

Randy Allen, Jefferson City Chamber of  
Commerce  
Scott Atkins, Atkins Investments  
Ann Auer, Missouri Growth Association  
Dr. Jim Baker, Missouri State University  
J. Michael Brooks, Columbia REDI  
Jeffry Byrne, Jeffery Byrne and Associates  
Troy Carlson, Initiatives, Inc.  
Linda Christie, Economic Development  
Sedalia-Pettis County  
Jim Clarke, City of Odessa  
Denny Coleman, St. Louis County EDC  
Steve Erdel, Boone County National Bank  
Greg Gaffke, CenturyLink  
Don Greenwell, The Builders' Association  
Karla Goldstein, Donald Danforth Plant Science  
Center  
Karen Grim, St. Charles County  
Governor Bob Holden  
Gordon Ipson, Northeast Missouri Electric  
Power Cooperative  
John Komlos, ARCO Construction  
Tony Kreutz, SCI Engineering  
Gary Laffoon, Missouri CORE Partnership  
Cyndra Lorey, Rolla Regional Economic  
Commission  
Robert Marcusse, KCADC

Chris McKee, Optimus Development  
John Mehner, Cape Girardeau Chamber of  
Commerce  
Duane Michie, First State Bank and Trust of  
Caruthersville  
Matt Penning, Empire District Electric  
John Parry, The Parry Group  
Jewell Patek, Patek and Associates  
Rosana Priviera-Biodno, Mark One Electric  
Company, Inc.  
Ora Reynolds, Hunt Midwest Real Estate  
Development, Inc.  
Myles Smith, Ozark Heritage Region  
Dean Thompson, City Utilities of Springfield  
Roger Walker, Missouri Energy Initiative

**Ex-Officio**

Tracy Branter, Missouri Economic Development  
Council  
James Anderson, Springfield Area Chamber of  
Commerce  
Richard C.D. Fleming, St. Louis Regional  
Chamber and Growth Association  
Jim Heeter, Greater Kansas City Chamber of  
Commerce

**Board of Governors**

John Raines, Monsanto

**Emeritus Directors**

W.H. (Bert) Bates, Lathrop and Gage  
C.R. (Bob) Lock  
Hugh Zimmer, The Zimmer Companies