

Hawthorn Foundation News: July 2011



Message From the Chairman

Mike Esser – Edward Jones

An Exciting Event Planned for Springfield on August 26th

We are looking forward to a great event on August 26th featuring a special reception with our Governor, Jay Nixon. If you have not already done so, please be certain to reserve your seat with our Executive Director, Elizabeth Bax. We also look forward to hearing from a distinguished panel of Manufacturing Executives with their reaction to the report recently released by the Department of Economic Development on Advanced manufacturing.

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. Todd Sherman, Plant Manager, Kraft Foods, inc. - Springfield
- Mr. Jack Stack, President and CEO, SRC Holdings- Springfield

We wish to say thanks, in advance, to these panelists for their valuable time.

Save the Date!

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

**November 4 – Hawthorn Foundation
Luncheon and Annual Meeting - 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 members.*

**February 2, 2012 – Hawthorn Foundation
Luncheon in Columbia**

**May 18, 2012 – Hawthorn Foundation
Luncheon in St. Louis**

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.

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 three 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

Thompson Coburn, LLP (St. Louis) will also be joining the Hawthorn Foundation at the Board of Director level. They will be represented by Mr. Mike Lause. **Olsson and Associates** (Springfield) will become a Friend of the Hawthorn Foundation. They will be represented by Mr. Kevin Lowe

Missouri Partnership Update

Christopher Chung, CEO

Business Recruitment

As of the end of July 2011, the Partnership had under its management a pipeline of 87 prospects and active projects, including 6 new projects that were “opened” during the month. Two of the newly opened projects entail proposed advanced manufacturing facilities each employing more than 500 each – one in metalworking and the other in solar power generation systems. The total potential economic impact represented by the pipeline includes 18,900 new jobs, \$554 million in new annual payroll, and \$3.7 billion in new capital investment. Approximately 44 percent of projects in the current pipeline are being represented by site selection or third-party consultants, and 23 percent of projects continues to involve foreign-direct investment.

In early August, the Partnership, together with its state, regional, and local partners, celebrated the successful recruitment of SyMyCo, an Indian plant sciences R&D firm. SyMyCo (aka “Project Hawk”) will result in the creation of 81 new jobs and \$3.3 million in new annual payroll in St. Louis. The project marks the second foreign-direct investment recruitment success for Missouri in 2011 to-date; the first project was French commodities trading firm Touton USA’s headquarters relocation to Kansas City in February.

Marketing

July is traditionally a quiet period for the Partnership’s national advertising and events-based marketing efforts. However, working with its public-relations firm, the Partnership continues to pitch for earned media opportunities in major business and industry trade publications. Earned media placements in July included stories regarding Missouri’s “Top 10” designation in a recent survey of states’ economic competitiveness by the American Legislative Exchange Council, as well as Missouri’s string of 25 job-creation announcements (including existing business expansions and new business attraction) over the past 90 days.

The Partnership has also commenced its planning for the 2012 marketing and sales campaign. In 2012, as in years past, the Partnership’s annual marketing schedule will include a significant number of “cooperative marketing” opportunities – centered on advertising and events – that allow regional and local economic development partners to cost-share in efforts to promote Missouri for new investment.

Personnel

The Partnership has completed the evaluation and hiring process for its remaining unfilled Vice President of Business Recruitment position. In September, Clint O’Neal will be joining the Partnership as its newest VP of Business Recruitment. Clint has worked for nearly 4 years in business attraction, retention, and expansion for the Arkansas Economic Development Commission, the state’s primary economic development organization. In hiring Clint, the Partnership relied on the input of numerous site selection consultants who work actively around the country. These consultants were asked to validate Clint’s suitability and previous performance as an economic development professional. Clint’s candidacy was also vetted by members of the Partnership’s Advisory Council, which is comprised of economic development veterans from around the state.

After an initial training period at the Partnership’s office in St. Louis, Clint will be based out of the Kansas City region long-term. Additionally, to assist in Clint’s transition aboard the Partnership, current VP of Business Recruitment Subash Alias will also be based out of Kansas City on an interim basis through early 2012. The Partnership is in the process of finalizing a lease for office space in Kansas City.

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 or 573-301-7202



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

Terry Akins, IBEW #124
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Marilyn Bush, Bank of America
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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
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