



Presents:

SHOW ME THE MONEY: RESOURCES FOR MANUFACTURERS

With many manufacturers looking for a way to grow revenue, cut costs, and improve their bottom lines with fewer dollars, KCMN has identified some ways to do more with less. Our March 10 breakfast meeting will feature a series of speakers who work with manufacturers and understand the resource environment. Find your way through the maze of options and get to know your fellow manufacturers:

Tuesday, March 10 at 7:30 - 9:30 AM (note extended time)

The Hilton Garden Inn

520 Minnesota Avenue, Kansas City, Kansas

Expanding your Business Through Exporting - Regina Heise, Director, U.S. Commercial Service Are you looking for ways to grow and increase revenue? Are you looking to foreign markets for the first time or interested in expanding to new international markets? Now is the perfect time to look at exporting, but do you know how to navigate the export process, look for new markets, identify customers, and avoid common pitfalls?

Tax Reduction Strategies for 2009 – Stephen Katz, Property Tax Advisory Group Are you looking for ways to boost your bottom line without selling one more product or performing one more service? If so, Property Tax Advisory Group (PTAG) may be able to help. PTAG specializes in helping companies and institutions increase profitability by reducing the burden of real and personal property taxes at no out of pocket expense to you.

Beating Foreign Competition – Theresa Hauk, Trade Adjustment Assistance Center Trade Adjustment Assistance for Firms (TAA) is a federal program that provides financial assistance to manufacturers affected by import competition. Sponsored by the U.S. Department of Commerce, this federal assistance program helps pay for projects that improve a firm's competitiveness.

Kansas Business Incentives– J.R. Robl, Kansas Department of Commerce As the State's lead economic agency, the Department of Commerce administers various programs and services that create jobs and attract new investment. The Department delivers its programs through six divisions: Agriculture Marketing, Business Development, Community Development, Trade Development, Travel & Tourism and Workforce Development

Missouri Programs for Manufacturers – Tony Grandison, Missouri Department of Economic Development The focus for Small Manufacturing Business will include the Missouri Quality Jobs Program-Small and Expanding Business, the Enhance Enterprise Zone and Workforce Training and Development.

Our founding sponsors, Mid America Manufacturing and Technology Center (www.mamtc.com) and Missouri Enterprise, (www.missourienterprise.org) will be our sponsors for this event. The event is open to area manufacturers and their suppliers. We invite you to join with us to make KCMN the premier resource for manufacturers.

We are now **accepting reservations online** at: <https://www.123signup.com/register?id=zcvqg> no later than March 7th. Registration is \$15 for KCMN members, or \$25 for guests. **Due to our need to cover the event costs, no shows will be billed. Cancellations will be accepted no later than 3 business days prior to an event. Cancellations of reservations paid by credit card will be assessed a \$10 processing fee by the registration service, or contact us for event credit for a future event.** You may register as a guest for up to 2 events before membership is required. For questions or comments, please contact Donna Gordon at 816-304-7958

Kansas City Manufacturing Network . www.kcmn.org . 816-304-7958

SPEAKER PROFILES

Regina Heise, Director, U.S. Commercial Service-Kansas City

Regina Heise has been the Director of the U.S. Commercial Service-Kansas City office since October 2005. In this capacity, she works daily with U.S. companies to pursue international sales opportunities and coordinates efforts with the larger international trade community to bring value-added programming to area businesses. An agency of the U.S. Department of Commerce, the U.S. Commercial Service is the main trade promotion arm of the U.S. Government. The Kansas City office works with companies in Northwestern Missouri and Eastern Kansas. Regina has been with the Department of Commerce since 1996, previously serving in Washington, D.C. as the Deputy Director of the Trade Information Center

Stephen Katz – Property Tax Advisory Group

Stephen Katz brings over 28 years in representing clients in the reduction of their real and personal property assessments nationwide. His knowledge of the Ad Valorem tax area and his esteemed reputation in the field makes him the premier expert in equitable taxation, as well as a popular keynote speaker. Stephen holds a BSBA from the University of Missouri Columbia, and is a Senior member of the American Society of Appraisers, the National Association of Real Estate appraisers, and has provided expert testimony on Ad Valorem tax issues in numerous states.

Theresa Hawk, Trade Adjustment Assistance Center

Import-impacted manufacturers can receive matching funds for projects that strengthen operations and sharpen competitiveness through Trade Adjustment Assistance for Firms (TAA). We are a network of eleven regional, non-profit organizations that manage the TAA program. Known as Trade Adjustment Assistance Centers (TAACs), we are funded by the U.S. Department of Commerce. Our staff of experienced business professionals has worked with thousands of manufacturers since the program's inception in 1974.

J.R. Robl, Kansas Department of Commerce

J.R. Robl is the Regional Project Manager for the Kansas Department of Commerce, representing a six county metropolitan area. In this role, he helps direct the agency's efforts to promote economic development while maintaining relations with city, county and chamber executives. Over the course of his five years with Commerce, he has become a specialist in the use of tax credits and represents a useful bridge between the non-profit, business and government sectors. Mr. Robl also leads up the advisory board for community development assistance, which authorizes nearly \$10 million in annual tax credit funds for non-profit organizations.

Tony Grandison, Missouri Department of Economic Development

Tony Grandison has worked for the Missouri Department of Economic Development for 16 years in Attraction, Expansion and Retention statewide. The Department of Economic Development administers programs through International Development, Community Development, Tourism, Workforce Development, Missouri Economic Research and Information Center(MERIC). This also includes Economic Development partnerships with the Department of Agriculture and the Missouri Partnership. The focus for Small Manufacturing Business will include the Missouri Quality Jobs Program-Small and Expanding Business, the Enhance Enterprise Zone and Workforce Training and Development.