The American Economy continues to be the central focus of most Americans and the rest of the world. Recent headlines have contained conflicting data concerning government bailouts, consumer spending, tax incentives, and the true unemployment rate. In addition, the lingering question that still exists is whether or not the commercial real estate industry has truly hit bottom.

CBIZ and Mayer Hoffman McCann P.C. along with Polsinelli Shughart are proud to be hosting a real estate and economic outlook seminar designed to give you an advantage as we peer into the future. This seminar will be beneficial to real estate developers, commercial lenders, investment bankers, underwriters, licensed real estate agents, investors, accountants, attorneys, government officials involved with the housing and development markets, as well as other professionals giving advice to people in the real estate industry and the general business community.

Our two firms are very excited to bring a well-seasoned, diverse, talented group of speakers together for the day to share their knowledge and expertise about their perspective on what is taking place today and its impact into the future. We hope you can join us on November 16th to learn and hear their thoughts on how the current recession is affecting their industries. This is an event you don’t want to miss!

Warmly,

Scott Slabotsky
CBIZ MHM, LLC & Mayer Hoffman McCann P.C.

William J. Sanders
Polsinelli Shughart
Presented by KANSAS CITY REAL ESTATE AND ECONOMIC OUTLOOK
FRIDAY, NOVEMBER 16, 2012 FROM 8:00 AM UNTIL 3:00 PM AT THE DOWNTOWN KANSAS CITY MARRIOTT HOTEL

your real estate questions answered...
7:30 – 8:10  Registration
8:10 – 8:20  Introduction
8:20 – 9:10  KEYNOTE SPEAKER – MICHAEL ROGERS
Making the Most of the Long Recovery
9:10 – 10:00  How Governmental Incentives Help Revitalize Cities
10:00 – 10:15  BREAK
10:15 – 11:10  Is Washington, D.C. Going to Help us or Hurt us? | Year-end Tax Strategies
11:10 – 12:00  What can States do to Help Themselves?
12:00 – 1:00  LUNCH
1:00 – 2:00  How National Developers View the Kansas City Metropolitan Area
2:00 – 2:50  The Hottest Platform Going for the Kansas City Metropolitan Area — “Life Sciences”
Michael Rogers is an author, technology pioneer and futurist, who most recently served as futurist-in-residence for The New York Times. He has worked with companies ranging from FedEx, Boeing and NBC Universal to Microsoft, Pfizer and Siemens, focusing on how companies can think about the future in useful ways. He speaks to audiences worldwide and is a regular guest on radio and television.

Mr. Rogers began his career as a writer for Rolling Stone magazine. He co-founded Outside magazine and then launched Newsweek’s technology column, winning numerous journalism awards. For ten years he was vice president of The Washington Post Company’s new media division, leading both the newspaper and Newsweek into the new century and earning patents for multimedia technology. He is also a best-selling novelist whose books have been published worldwide, chosen for the Book-of-the-Month club and optioned for film.

Mr. Rogers earned degrees in physics and creative writing at Stanford University, with additional studies in finance and management at the Stanford Business School Executive Program. He lives in New York City and is currently working on book and television projects.

MAKING THE MOST OF THE LONG RECOVERY

Michael Rogers has long argued that even without the recession, three key elements will characterize successful businesses in the next decade: virtual organization, Web 2.0, and the extended internet. We’re seeing a perfect storm of technology, infrastructure, and millennial workforce capabilities converge to let small businesses, from sole proprietorships to multinationals, decrease costs while increasing reach and productivity. For savvy organizations, today’s downturn actually represents the perfect opportunity to rethink and restructure, using low-cost software tools, to fit this emergency paradigm.
How Governmental Incentives Help Revitalize Cities

FORMER MAYOR KAY BARNES

Founding Director and Distinguished Professor for Public Leadership, Park University, Hauptmann School for Public Affairs

Kay Barnes currently serves as a Distinguished Professor for Public Leadership at Park University, Hauptmann School for Public Affairs. Prior to that, she was elected in 1999 as Kansas City’s first woman mayor; reelected in 2003 (term limited; tenure ended May 1, 2007). During that time she led initiatives which produced more than $4.5 billion in public and private investment in Kansas City’s greater downtown, including a new downtown arena and a nine-block entertainment, retail and restaurant district. She oversaw initiatives which doubled the amount of tax dollars dedicated to infrastructure improvements. In addition, Kay Barnes worked extensively to develop public/private collaborations between the City of Kansas City and corporate partners including H&R Block, AEG, the Cordish Company, Sprint and others.

FORMER MAYOR CAROL MARINOVICH

Carol Marinovich served 10 years as mayor and as Mayor/CEO of Unified Government of Wyandotte County/Kansas City, Kan. The former educator has gained national recognition for her expertise in economic development and her proven skills in thinking big, forging partnerships, and moving visions to reality. Elected the first female mayor of Kansas City, Kan. Mayor Marinovich led the efforts to turn around the fortunes of the city. As a first step, she helped to consolidate the governments of Kansas City, Kan. and Wyandotte County, pledging greater efficiency and lower costs.

She also is credited as the driving force behind the Kansas Speedway, Village West and the Kansas Speedway bring eight to 10 million visitors to Wyandotte County each year from the Midwest region and beyond.

JOHN MCGURK

Chief of Staff to Mayor Sly James

John McGurk is a native of south Kansas City and received his undergraduate degree in 2002 from the University of Wisconsin-Madison. After living in Wisconsin, Ireland and Washington, DC, Mr. McGurk returned to Kansas City to receive his law degree from UMKC. He practiced real estate and economic development law in Kansas City for five years prior to being appointed by President Obama to the Heartland Region of the General Services Administration. He now serves as Kansas City, Missouri Mayor Sly James’ Chief of Staff.

DENNIS HAYS

County Administrator, UG of Wyandotte County

Dennis Hays was named County Administrator for the new Unified Government of Wyandotte County/Kansas City, Kansas in October 1997. Mr. Hays was responsible for managing the transition of merging City and County to a Unified Government. Prior to his appointment Mr. Hays had served Kansas City, Kansas as City Administrator since 1996; Interim City Administrator 1995-1996; Deputy County Administrator from 1985-1995; Assistant City Administrator from 1983-1985; and Assistant Director of the Department of Community Development 1976-1985.
KENNY HULSHOF

Public Policy Shareholder, Polsinelli Shughart (Former Congressman)

Former Congressman Kenny Hulshof has established a strong national reputation as a leader with integrity. For 12 years (1997-2009), he served with distinction in the U.S. House of Representatives, representing Missouri’s Ninth Congressional District. Mr. Hulshof has championed legislation reflective of his diverse district: education savings accounts; biofuels incentives; telemedicine and health IT initiatives. He rose to national prominence when he co-authored the Ticket to Work and Work Incentives Act. The bill, signed into law by President Bill Clinton, helps individuals with disabilities lead independent, productive lives.

Mr. Hulshof was appointed by former Speaker of the House Newt Gingrich to the powerful Ways and Means Committee. He served on this prestigious committee during his entire congressional tenure and was a member of the Health and Trade subcommittees.

MARTIN FROST

Public Policy Shareholder, Polsinelli Shughart (Former Congressman)

Former Congressman Martin Frost is a keen observer of national politics who has held a number of leadership positions for the Democratic Party and is considered one of the party’s top strategists.

From 1979-2005, Mr. Frost served as a member of Congress representing the Dallas-Fort Worth area in north Texas. During his career in the House, he served from 1999-2003 as Chair of the Caucus, the third highest elected leadership position for democrats. Mr. Frost also served for six years on the House Budget Committee and was chairman of the Health Task Force from 1985-88. During the 1996 and 1998 election cycles, Mr. Frost was the chair of the Democratic Congressional Campaign Committee, helping his party to a net gain of 14 House seats. When Mr. Frost departed Congress, he was the senior southern democrat in the House and the dean of the Texas congressional delegation.

SCOTT M. SLABOTSKY

Lead Managing Director, CBIZ MHM, LLC

Scott Slabotsky has more than 30 years of experience in tax planning and consulting for closely held corporations and partnerships. He is a Lead Managing Director of CBIZ MHM, LLC, as well as a Director in the Company’s Tax Department and has primary responsibilities for heading up the Partnership Taxation Group and the Real Estate Advisory Services Group. Over the last few years he has been heavily involved in the structuring of business mergers, acquisitions and syndications. Mr. Slabotsky also has extensive experience in business valuations and due diligence work for many different types of litigation support engagements.

BILL SANDERS

Tax Practice Group Chair, Shareholder, Polsinelli Shughart

Through more than 25 years of practicing law, William J. Sanders has developed broad tax expertise in corporate, partnership, limited liability company, complex business transactions and workout/bankruptcy issues. He regularly represents clients in implementing tax-advantaged structures for all types of business transactions including complex mergers and acquisitions, real estate and limited liability/partnership transactions, joint ventures, workouts in and outside of bankruptcy and business succession/wealth planning matters. Mr. Sanders also regularly represents clients nationwide before the Internal Revenue Service at all levels including audits, the Appeals Division and in court.
Born to Robert and Nancy Brownback, Sam grew up on the family farm near Parker, Kansas. His parents still live and work on the family farm.

Growing up, Sam learned the importance of hard work, responsibility and family. He watched his parents persevere during droughts and heavy rains. He worked alongside his family to bring in the crops and take care of the livestock.

Education Sam’s passion for public service began when he attended Prairie View High School when he was elected state president of the Future Farmers of America and then later national FFA vice-president. His participation in FFA taught him about leadership.

After graduating for Prairie View in 1974, Sam attended Kansas State University in Manhattan where he served as KSU student body president his senior year. He also belonged to the Alpha Gamma Rho Fraternity. He received his degree in Agricultural Economics in 1978.

After working for a year hosting a radio show, Sam attended the University of Kansas Law School where he was his class’ president before completing his law degree in 1982.

Family Sam met his wife Mary while they were both in law school. They have been married for 28 years. Sam calls Mary “the glue that holds our family together”. They live in Topeka and have five children – Abby, Andy, Liz, Mark and Jenna. After their own adoption experience, the Brownbacks helped establish the Building Families Fund to assist Kansas families with adoption expenses.

After law school, Sam and Mary moved to Manhattan where Sam went to work for a local law firm and Mary commuted to Lawrence to finish her law degree. While in Manhattan, Sam also taught agricultural law at Kansas State University and co-authored two books on the subject.

A Career of Public Service In 1986 two events took place for Sam and Mary. Their first child, Abby, was born and Sam became Secretary of the Kansas Board of Agriculture, the youngest in state history.

The farming industry was struggling in the late 80s. Sam worked to renew the rural heartland by actively engaging in re-opening U.S. beef trade in Asia; expanding market opportunities for agriculture products; and promoting new uses of farm commodities. During his time as Ag Secretary, Sam served as a White House Fellow in the first Bush Administration.

In 1994 Sam was elected to congress in the Republican Revolution that brought the first Republican-controlled House of Representatives to Washington since Dwight D. Eisenhower was President. Sam was selected by his classmates to be the head of the New Federalist, a group focused on producing a smaller federal government and a balanced budget.
**T.J. DROUGHT**  
*Executive Vice President, Director of Leasing, Glimcher Realty Trust*

Thomas J. Drought, Jr., is the Executive Vice President, Director of Leasing of the Company and has held this position since January 1, 2011. Since joining the Company in March 1997, Mr. Drought has served in various leasing positions with the Company, including Regional Leasing Director and Vice President of Leasing. Mr. Drought is responsible for directing and overseeing leasing of all properties within the Company’s real estate portfolio. Mr. Drought has more than 25 years of extensive real estate leasing experience and holds the designation of Senior Certified Leasing Specialist from ICSC. Mr. Drought holds a Bachelor of Arts in Business Administration from Southern Methodist University.

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**Brian E. McKiernan**  
*Vice President of Development, CenterPoint Properties*

CenterPoint Properties is a company focused on the development, acquisition and management of industrial property and transportation infrastructure that enhances business and government supply chain efficiency. Mr. McKiernan is responsible for managing several aspects of the development process including overseeing the construction schedule and budget, as well as coordinating with the engineering and legal teams associated with a project. He is also responsible for working with local, state and federal agencies to negotiate zoning and fee issues and acts as the quality control team to ensure the design and structural integrity of a facility meets the established specifications. Prior to joining CenterPoint in 2006, Mr. McKiernan served as a captain in the United States Air Force from March 2001 until he was honorably discharged in March 2006. He most recently served as a business advisor to the United States Central Air Force, Middle East Division, where he managed the deployment and budget for 25 offices in 18 countries and advised senior leadership on business operations for 200 acquisitions and construction project valued in excess of $250 million. Mr. McKiernan graduated from the United States Air Force Academy with a B.S. in management in June 1999.

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**JAMES “JIM” E. THOMAS, JR.**  
*Partner, Hearthview Residential*

Jim Thomas, Jr. is a founding partner of Hearthview Residential, a development and construction firm specializing in the development of high-end multifamily residential properties.

He has been the developer on over $700 million of real estate and nearly 10,000 units during his career including, since 1993, nearly $300 million and 4,000 units in metro KC, primarily in the Johnson County and Lee’s Summit markets. Mr. Thomas is preparing to break ground on a $30M+ community at the PrairieFire development in Overland Park and is developing elsewhere throughout Kansas City.

Mr. Thomas was previously Executive Vice President of AMLI Residential Properties Trust, a NYSE-traded REIT. Prior to AMLI, he was a partner at Trammell Crow Residential, responsible for the lower Midwest from Kansas through Ohio. Mr. Thomas was also a developer and consultant in Boston, MA and worked for an architectural firm in Kansas City, MO.
BOB MARCUSSE
President and CEO, Kansas City Area Development Council

Bob Marcusse joined the Kansas City Area Development Council (KCADC) in 1991 as president and chief executive officer. During his tenure, KCADC along with its state and local partners have attracted companies that have created more than 40,000 new jobs and added more than $5.0 billion in capital investment to the 18-county, bi-state Kansas City region.

Mr. Marcusse has an extensive background in domestic and international corporate attraction, business growth and retention, and regional marketing. He has spearheaded major growth initiatives in the region such as the Kansas City Area Life Sciences Institute, KC Animal Health Corridor, KC SmartPort, and KCnext – The Technology Council of Greater Kansas City.

Mr. Marcusse’s community involvement extends well beyond his role at KCADC. He serves on the Executive Committees of KC SmartPort, KCnext and Missouri BIO. He is a member of the University of Kansas Edwards Campus Advisory Board, and University of Missouri Economic Development Cabinet. Mr. Marcusse is immediate past Chairman of the University of Kansas Medical Center Research Institute and is a member of the listing review committee for BATS, the country’s third largest stock exchange.

KENT GLASSCOCK
President of Kansas State University’s Institute for Commercialization

Kent Glasscock is focused on making Kansas State University Institute for Commercialization (KSU-IC) a national leader in knowledge-based economic development. KSU-IC, a 501(c)3 non-profit organization, serves as the intellectual property licensing and commercialization entity for the university. KSU-IC also is the intellectual property licensing/commercialization agent both for Wichita State University with its National Institute for Aviation Research as well as for MRI Global, with headquarters in Kansas City, MO. Since 1977, MRI Global has been the contract operator of the DOE National Renewable Energy Laboratory in Golden, Colorado.

A veteran of private business himself, Mr. Glasscock still serves as Chairman and CEO of successful family retail lumber and construction businesses with operating locations in Missouri, Iowa and Kansas. He has also had financial and leadership involvement in many commercial and residential real estate projects.

Previous to joining KSU-IC in 2003, Mr. Glasscock enjoyed sixteen years in local and state public service, retiring as Speaker of the Kansas House of Representatives in 2003.

WAYNE O. CARTER, DVM, PHD, DIPL. ACVIM
President and CEO, Kansas City Area Life Sciences Institute

Wayne Carter became President and CEO of the Kansas City Area Life Sciences Institute (KCALSI), effective June 18, 2012.

Prior to joining KCALSI, Mr. Carter was the Vice President of Global Research at Hill’s Pet Nutrition in Topeka, Kansas where he led nutrigenomics research for new product discoveries and commercialization.

Prior to joining Hill’s, Mr. Carter worked for Pfizer Human Health in Groton, CT for 11 years and was an Executive Director of Global Clinical Technology. In that role, he was responsible for translational research and led the company’s North American clinical facilities in the development, validation and implementation of new clinical technologies to accelerate development decisions for human pharmaceuticals.
Please RSVP by **Monday, November 12, 2012** for this informative Real Estate seminar that will address the state of Kansas City’s real estate industry and where it’s headed.

The cost of this seminar is $150 per person. You may register by phoning Brenda Phillips at **913.234.1005** or by e-mailing her at **bphillips@cbiz.com**.