The uncertainty that exists in the American Economy continues to be the central focus of most Americans as we try to structure our transactions for the balance of 2013 and start of 2014. Recent headlines have contained conflicting data concerning budget wranglings, government shutdown, the true cost of Obamacare, tax incentives, and the unemployment rate. In addition, another question that has hit our radar screen is whether we are going to suffer another bust in the real estate market.

CBIZ and Mayer Hoffman McCann P.C. along with Polsinelli 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 15th 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
your real estate questions answered...

13 KANSAS CITY REAL ESTATE AND ECONOMIC OUTLOOK

FRIDAY, NOVEMBER 15, 2013 FROM 8:00 AM UNTIL 3:00 PM
AT THE DOWNTOWN KANSAS CITY MARRIOTT HOTEL

Presented by

CBIZ

MHM Mayer Hoffman McCann P.C.

POLISINELLI
7:30 – 8:10 Registration

8:10 – 8:20 Introduction

8:20 – 9:10 KEYNOTE SPEAKER – PETER RICCHIUTI
What Are the Financial Markets Telling Us About the Future?

9:10 – 10:00 Can Governmental Incentives Help Our Community

10:00 – 10:15 BREAK

10:15 – 11:10 The Changing Face of Residential Development

11:10 – 12:00 Are Local Banks Lending Money Again?

12:00 – 1:00 LUNCH

1:00 – 2:00 What Can We Do to Minimize Our Income Tax Liability Since the Obama Tax Cuts Have Passed?

2:00 – 2:50 Is Washington Going to Help Us?
WHAT ARE THE FINANCIAL MARKETS TELLING US ABOUT THE FUTURE?

“If the majority of people were right, the majority of the people would be rich...and they’re not!” Following the herd has rarely produced superior long-term results. Tulane University’s Peter Ricchiuti will share his informative and entertaining perspective on financial markets, the importance of proper diversification and the cyclical nature of both stocks and other investment sectors including real estate.
RUSS WELSH  
Chairman and Chief Executive Officer, Polsinelli

With three decades as a commercial trial attorney and sixteen years as Chairman and CEO of Polsinelli, W. Russell Welsh develops strong business and personal relationships. His leadership style demonstrates an uncompromising work ethic, business insight, trust and honesty to the clients who choose Polsinelli as their counsel and to the attorneys who choose Polsinelli as their career choice.

Russ continues to guide the firm’s strategic growth trajectory, positioning Polsinelli as a comprehensive national business, regulatory and litigation law firm. He oversees the 680 attorney firm, which has grown from just 90 attorneys at the beginning of his tenure as Chairman. In 2013, The American Lawyer named Polsinelli the number one law firm in the United States in revenue and growth highlighting Russ’ strategic vision.

SLY JAMES  
Mayor of Kansas City, Missouri

Mayor Sly James was elected on March 22, 2011 and sworn in on May 1, 2011. Mayor James focuses his efforts to make Kansas City best in 4 areas: Education, Employment, Efficiency, and Enforcement. He has had many accomplishments including streamlining processes at City Hall, providing safe activities for young people, creating a culture of innovation in city government through the Chief Innovation Office and the Challenge Cabinet, collaborating with many city services organizations and the University of Missouri-KC to launch KC NoVa, a community-based, multidimensional approach to crime reduction, and investing in the City’s water and street infrastructure, to name a few.

LAURA McCONWELL  
Mayor of Mission, Kansas

Mayor Laura McConwell has served as the Mayor of Mission, Kansas since March 2002. Shortly after becoming Mayor, Mission created a community vision which established a road map for the future. Through her leadership, Mission developed great relationships with neighboring cities as well as with county, state and regional interests. In 2008 Mayor McConwell was recognized as Kansas Mayor of the Year by the Kansas Mayor’s Association. Mission has maintained its high quality of services and healthy fund balances as it has improved its infrastructure systems to allow for redevelopment. As a result, Mission is a vibrant and busy place.

CARL GERLACH  
Mayor of Overland Park, KS

Carl Gerlach was elected Mayor of Overland Park in April 2005 and re-elected in 2009 and 2013. He served on the City Council from 1995 to 2005 as a representative of Ward 3.

He has maintained his community involvement, currently serving on the board of Shawnee Mission Medical Center, on the Johnson County Education Research Triangle (JCERT) Authority Board of Directors, and as a board member of Mid-America Technology, Inc. He is the chairman of the Kansas Lottery Commission and a Johnson County Community College Foundation board member. In the past Carl has served on the Friends of Johnson County Developmental Supports board, along with the Greater Kansas City Chamber of Commerce board of directors.
CHASE SIMMONS
Shareholder and Practice Chair, Polsinelli

Chase concentrates on large-scale employment and real estate development projects and all manners of public financing and government relations. He regularly appears on behalf of his clients before state agencies, municipal boards, and councils across the region and country. As a result, in addition to his real estate development practice, he has experience in fields as diverse as green energy vouchers, tax increment financing, Corp of Engineers environment approvals, and new market tax credits. Chase’s familiarity with tax and governmental finance, as well as the nuances of governmental entities gives him a unique perspective and breadth of experience from which to draw when representing client interest at local, state, and federal levels of government.

NICK BENJAMIN
Executive Director, The Power & Light District, Cordish

Nick Benjamin has been the Kansas City Power & Light District’s Development Director and Executive Director responsible for leasing, development and property management since 2009. He is a member of the Board of Directors of the Kansas City Economic Development Corporation and serves on the Executive Committee and Board of Directors of the Kansas City Downtown Council. Prior to joining the Cordish Company in 2008, Benjamin was an attorney at Simpson Thacher & Bartlett LLP in New York, New York. He has a B.A. from Princeton University and a J.D from the University Of Virginia School Of Law.

DAROL RODROCK
President, Rodrock Development

For the past 35 years, Darol’s focus has been on developing residential communities with amenities such as pools, walking trails, and the Mom’s Councils, where people can gather to get acquainted and become friends, creating the sense of living in a small town. The Mom’s Councils have special meaning to Darol because of his childhood. “The enjoyment of seeing families spend time together is worth it all.” His commitment to the families is unwavering.

Rodrock Development has developed more than 75 Johnson County residential communities and over 28,000 people call a Rodrock Community “home”. Darol is still actively purchasing additional ground for future developments.

NATHANIEL HAGEDORN
Chief Executive Officer, Northpoint Development

Nathaniel has been involved in commercial real estate for 12 years and founded NorthPoint Development in 2008. Since that time NorthPoint has raised over $350,000,000 in capital for various real estate projects. NorthPoint principally focuses on industrial and multifamily projects and currently owns and manages over 3.5 million sq. ft. of commercial space and nearly 1,000 apartments in the Kansas City metropolitan area.
SCOTT 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.

GRANT BURCHAM

President, Missouri Bank

A lifelong banker, Grant Burcham has grown Missouri Bank from $63 million in assets when he took over in 1994, to more than $550 million today. He literally has worked in every position in the bank – from teller to CEO. Burcham and his bank focus on small businesses. He understands small business owners because he is one; Missouri Bank was the KC Chamber's Small Business of the Year in 1999. Burcham was also named Ernst & Young’s Entrepreneur of the Year in 1999. Ingram’s Magazine named Burcham one of their 40 under 40 in 2000.

Missouri Bank is a boutique bank with customers who comprise an eclectic, exceptional network of Kansas City area professionals, artists, entrepreneurs and visionaries. Burcham is personally, deeply ingrained in that network and derives unique and remarkable insights from it.

MARK LARRABEE

Regional President, Arvest Bank

Mark Larrabee has been President and CEO for Arvest Bank in Kansas City since 2009, when Arvest acquired Harrington Bank, where he served as Regional President and Chief Commercial Lending Officer. At Arvest, he oversees a $600 million banking operation with 225 associates.

Mr. Larrabee started his banking career in Dallas, TX in 1981 with Interfirst Bank, a $21 billion institution. Subsequently, he has held leadership positions in various community and regional banks in the Kansas City area beginning with the founding and start-up of Mission Hills Bank in 1984. He earned his undergraduate degree in business from the University of Kansas and an MBA from the University of Missouri.

REED NIXON

Regional President, ANB Bank

J. Reed Nixon brings more than 27 years’ experience in lending and banking combined with strong leadership skills to head ANB’s three branches in the Kansas City area. ANB Bank is a large, independently owned community bank with over 35 banking centers located in Colorado, Wyoming and Kansas. Its parent company, Sturm Financial Group, Inc. is headquartered in Denver, Colorado and has financial strength embodied in over $2 billion in assets.
SETH LEIBSON

Managing Director, CBIZ MHM, LLC

Seth Leibson joined the firm in 1987 and is a licensed CPA with over 25 years of experience in public accounting. Located in the Leawood, Kansas office, Seth provides a variety of tax and consulting services to real estate firms, corporations, partnerships, limited liability companies, and individuals. He also spends a significant amount of his time working with clients on transactional and complex tax issues.

SCOTT LINDSTROM

Shareholder, Polsinelli

Scott Lindstrom brings a personal and customized approach to each client’s unique situation. This defines how he handles tax and business matters for the wide variety of clients he serves. Scott helps businesses and individuals with a broad range of tax planning and controversy matters, estate planning, and business transactions. He also represents clients in many aspects of business and general corporate transactions, including formation, operation, disposition, business contractual matters, and international taxation matters.

Scott regularly represents clients in tax controversy matters, including dealing with the U.S. Tax Court, Internal Revenue Service Appeals Conferences and various state and local levels of the Department of Revenue. Scott earned a Master of Laws in Taxation from the University of Missouri-Kansas City in 2007. He is also a Certified Public Accountant with big-four public accounting tax compliance and tax consulting experience. Scott brings a high level of experience, sound judgment, and personal attention to help solve his clients’ tax business matters.
JOHN PETERSEN
Shareholder and Real Estate Division Chair, Polsinelli

John Petersen’s idea of a perfect horizon is one dotted with construction cranes on client properties. This type of visual progress is an indication that he has done his job by helping clients successfully navigate the challenging waters of real estate development and finance. As Chairman of the Firm’s Real Estate Division, John has national insight into industry trends that enhances his counsel and advice at the federal, state, and local levels.

With 25 years of real estate experience, John is known for his client advocacy, as well as his unique perspective of the governmental process. Initially trained as a litigator, John has held significant leadership positions within state and federal government, including his service as Deputy Chief Counsel to a United States Senator and Chief Counsel to a Governor.

ALAN WHEAT
Senior Policy Advisor, Polsinelli

With 18 years of experience as an elected official, the Honorable Alan Wheat remains a highly regarded figure in Washington among his peers and former colleagues, many of whom now occupy Washington’s most senior leadership positions both on Capitol Hill and within the Administration. Recognized in Congress for his extraordinary skill in building coalitions, Congressman Wheat continues to garner support for important client concerns and initiatives in his role as Chairman for Polsinelli’s Public Policy practice.

KENNY HULSHOF
Public Policy Shareholder, Polsinelli

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 served on the powerful Ways and Means Committee during his entire congressional tenure and was a member of the Health and Trade subcommittees.

DR. CHRIS KUEHL
Managing Director, Armada Corporate Intelligence

Chris Kuehl is the co-founder (with Keith Prather) and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for corporate clients.

Chris is a frequent commentator for the media – locally and nationally. He is a regular economic/business analyst for KMBZ radio, KSHB-TV (local NBC affiliate) and has been extensively quoted in national newspapers, magazines and trade publications.

He holds a Masters Degree in Soviet and East European Studies, a Masters in East Asian Studies and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.
Please RSVP by **Monday, November 11, 2013** 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 e-mailing **RESeminar@cbiz.com** or by phoning Brenda Phillips at **913.234.1005.**