

----- Forwarded message -----

From: "Fleming, Dick" <dfleming@stlrcga.org>
To: Jason Van Eaton <jason@spectrumcgllc.com>
Date: Thu, 28 Apr 2011 12:55:57 -0500
Subject: [LIKELY_S-P-A-M]Re: Aerotropolis Bill update

Concur on kudos to Senator Schmitt. By phone, he joined a panel of Ed Monser, Mayor Slay, Jeff Rainford, Rhonda, David Barklage, Steve and me at the RCGA Board of Directors meeting this morning in debriefing our Board on the important breakthroughs that took place last night in the Senate.

Congrats and thanks to all who have and continue to work so hard to get us to this point.

Dick

Sent from my iPhone

On Apr 28, 2011, at 9:26 AM, "Jason Van Eaton"

<<<mailto:jason@spectrumcgllc.com>>jason@spectrumcgllc.com<<mailto:jason@spectrumcgllc.com>>> wrote:

As everyone probably knows by now, the Aerotropolis substitute amendment passed the Senate as a part of a larger economic development package early this morning. There are several articles out this morning that review the process and final product. Bottom line, it has now passed the House and Senate but in different forms and different bills. There is still much work to do before this becomes law but last night was a major hurdle.

Thanks to everyone that played a role in this accomplishment.

There were many people involved in making this happen but please join me in recognizing Senator Schmitt's leadership and diligence. Without his absolute commitment to this bill, there is no way we would have gotten it this far.

FYI—there were some changes to the original package that reduced the overall price tag to \$360m over 15 years, but the bulk of the package remained intact.

Thanks,
Jason

Jason Van Eaton
P.O. Box 7056
Columbia, MO 65205-7056

[573/256-2111](tel:573/256-2111) Work
[573/808-3922](tel:573/808-3922) Cell

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[573/808-3922](tel:5738083922) Cell

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From: Jeff Rainford <RainfordJ@stlouiscity.com>

To: 'David Kerr' <david.kerr@ded.mo.gov>, 'assistant Kerr' <dawn.overbey@ded.mo.gov>, 'Sallie Hemenway' <sallie.hemenway@ded.mo.gov>, David S. "Lancaster" <DSLancaster@flystl.com>, Rhonda Hamm-Niebruegge <RKHamm-Niebruegge@flystl.com>, Stacey Putnam <SLPutnam@flystl.com>, Vicki Ware <VSWare@flystl.com>, 'Tom Irwin' <tirwincp@gmail.com>, 'Michael Wang' <Michael@jpp-ltd.com>, 'Stephen Perry' <stephen@lexcorltd.com>, 'Chris Chung' <chris@missouripartnership.com>, 'assistant Mehan' <ayoder@mochamber.com>, 'Dan Mehan' <dmehan@mochamber.com>, 'Brain Weiler' <Brian.Weiler@modot.mo.gov>, 'Joe Pestka' <joseph.pestka@modot.mo.gov>, 'Kevin Keith' <Kevin.Keith@modot.mo.gov>, 'assistant Keith' <Sharon.Monroe@modot.mo.gov>, "George, Jennifer" <jgeorge@sccmo.org>, "Ehlmann, Steve" <SEhlmann@sccmo.org>, "Huesemann, Vicky" <VHuesemann@sccmo.org>, "Coleman, Denny" <DColeman@slcec.com>, "Potts, Douglas" <dpotts@slcec.com>, "Steiger, Joyce" <JSteiger@slcec.com>, "Walsh, Michele" <MWalsh@slcec.com>, Jason Van Eaton <jason@spectrumcgllc.com>, "Hollins, Edna" <ESHollins@stlouisco.com>, "Jones, Mike" <MWJones@stlouisco.com>, "Richard C. D. Fleming" <dfleming@stlrcga.org>, 'assistant Johnson' <fholyfield@stlrcga.org>, 'assistant Fleming' <kbutchko@stlrcga.org>, "Steven S. Johnson" <sjohnson@stlrcga.org>, 'assistant Stone' <kkokesh@stoneleyton.com>, "Steven M. Stone" <smstone@stoneleyton.com>, 'Richard McClure' <richard_mcclure@unigroupinc.com>, 'assistant McClure' <Susan_Falcone@unigroupinc.com>, "Nowak, Tim" <TNowak@worldtradecenter-stl.com>

Date: Thu, 28 Apr 2011 10:26:46 -0500

Subject: Re: Aerotropolis Bill update

I want to second what Jason said about the senator.

As he said, we have more work to do.

But, the Hub Commission deserves a great deal of credit for the work on this legislation, and putting us in a position to be able to use it.

I will not be able to attend the award ceremony. But, it is well deserved.

Thanks,

Jeff

>>> "Jason Van Eaton" <jason@spectrumcgllc.com> 4/28/2011 9:31 AM >>>

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To: "Walsh, Michele" <MWalsh@slcec.com>, "Huesemann, Vicky" <VHuesemann@sccmo.org>, 'assistant Fleming' <kbutchko@stlrcga.org>, 'assistant Johnson' <fholyfield@stlrcga.org>, "Hollins, Edna" <ESHollins@stlouisco.com>, 'assistant Keith' <Sharon.Monroe@modot.mo.gov>, 'assistant Kerr' <dawn.overbey@ded.mo.gov>, 'assistant McClure' <Susan_Falcone@unigroupinc.com>, 'assistant Mehan' <ayoder@mochamber.com>, 'assistant Rhonda' <vsware@flystl.com>, 'assistant Stone' <kkokesh@stoneleyton.com>, 'Brain Weiler' <Brian.Weiler@modot.mo.gov>, 'Chris Chung' <chris@missouripartnership.com>, 'Dan Mehan' <dmehan@mochamber.com>, 'David Kerr' <david.kerr@ded.mo.gov>, "Coleman, Denny" <DColeman@slcec.com>, "Potts, Douglas" <dpotts@slcec.com>, 'Jason Van Eaton' <jason@spectrumcgllc.com>, 'Jeff Rainford' <rainfordj@stlouiscity.com>, "George, Jennifer" <jgeorge@sccmo.org>, 'Joe Pestka' <joseph.pestka@modot.mo.gov>, "Steiger, Joyce" <JESieger@slcec.com>, 'Kevin Keith' <Kevin.Keith@modot.mo.gov>, ""Lancaster, David S."" <DSLancaster@flystl.com>, "Jones, Mike" <MWJones@stlouisco.com>, 'Michael Wang' <Michael@jip-ltd.com>, 'Rhonda Hamm-Niebruegge' <rkhamm-niebruegge@flystl.com>, ""Richard C. D. Fleming"" <dfleming@stlrcga.org>, 'Richard McClure' <richard_mcclure@unigroupinc.com>, 'Sallie Hemenway' <sallie.hemenway@ded.mo.gov>, 'Stacey Putnam' <SLPutnam@flystl.com>, 'Stephen Perry' <stephen@lexcorltd.com>, "Ehlmann, Steve" <SEhlmann@sccmo.org>, ""Steven M. Stone"" <smstone@stoneleyton.com>, ""Steven S. Johnson"" <sjohnson@stlrcga.org>, "Nowak, Tim" <TNowak@worldtradecenter-stl.com>, 'Tom Irwin' <tirwincp@gmail.com>

Date: Thu, 28 Apr 2011 09:31:10 -0500

Subject: [LIKELY_S-P-A-M]Aerotropolis Bill update

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From: "Fleming, Dick" <dfleming@stlrcga.org>

To: "Ehlmann, Steve" <SEhlmann@sccmo.org>

Date: Tue, 26 Apr 2011 16:13:50 -0500

Subject: [LIKELY_S-P-A-M]FW: SB 390 Economic Pro Forma Report 4/19/11, Highlights of Report, and Copy of Regional Economic Development Campaign Strategy Summary

Steve,

Following up our conversation last evening, attached please find the summary report of the Estimated Economic Impact Associated with "Aerotropolis" Legislation and the Proposed International Freight Hub at Lambert International Airport. The economic model illustrates the economic impact of a fully utilized incentive for "qualifying gateway facilities" in SB 390 through its 15 years. It quantifies impacts for both 15 years and 20 years, including both the eight years of construction jobs and the cumulative operations/full time jobs impact.

Please let me know if you would like to discuss. My cell is [\(314\) 660-1100](tel:3146601100). Thanks.

Richard C.D. Fleming
President and Chief Executive Officer
St. Louis Regional Chamber & Growth Association (RCGA)
1 Metropolitan Square, Suite 1300
St. Louis, MO 63102
[\(314\)444-1100](tel:3144441100) (direct)
[\(314\)444-1177](tel:3144441177) (fax)
dfleming@stlrcga.org

www.gotostlouis.org

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From: "Fleming, Dick" <dfleming@stlrcga.org>

To: ""Brian.Weiler@modot.mo.gov"" <Brian.Weiler@modot.mo.gov>, ""chris@missouripartnership.com"" <chris@missouripartnership.com>, ""dmehan@mochamber.com"" <dmehan@mochamber.com>, ""david.kerr@ded.mo.gov"" <david.kerr@ded.mo.gov>, "Coleman, Denny" <DColeman@slcec.com>, "Potts,

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Date: Wed, 20 Apr 2011 10:34:24 -0500

Subject: [LIKELY_S-P-A-M]Aerotropolis Article in USA Today

As I mentioned on this morning's call, USA Today did a feature story on Aerotropolis efforts in several regions around the country, discussing this emerging new form of economic development. We're clearly on the right track...

<http://www.usatoday.com/money/industries/travel/2011-04-19-airports-as-commerce-hubs.htm?loc=interstitialskip>

Above is a link to the story.

Richard C.D. Fleming
President and Chief Executive Officer
St. Louis Regional Chamber & Growth Association (RCGA)
1 Metropolitan Square, Suite 1300
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[\(314\)444-1100](tel:(314)444-1100) (direct)
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dfleming@stlrcga.org

www.gotostlouis.org

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From: "Stone, Steven" <smstone@stoneleyton.com>

To: "Rainford, Jeff" <RainfordJ@stlouiscity.com>, "Ehlmann, Steve" <SEhlmann@sccmo.org>, "Hamm-Niebruegge, Rhonda K." <RKHamm-Niebruegge@flystl.com>, "Jones, Mike" <MWJones@stlouisco.com>, Dan Mehan <dpmehan@mochamber.com>, "Rich McClure@unigroupinc.com" <Rich_McClure@unigroupinc.com>, "Coleman, Denny" <DColeman@slcec.com>, "Nowak, Tim" <TNowak@worldtradecenter-stl.com>, "Fleming, Dick" <dfleming@stlrcga.org>, "Johnson, Steve" <sjohnson@stlrcga.org>, "jason@spectrumcgllc.com" <jason@spectrumcgllc.com>, Stephen Perry <stephen@lexcorltd.com>

Date: Mon, 11 Apr 2011 09:46:48 -0500

Subject: FW: Sen Blunt trip--last week of May

Jason and I thought it would be helpful for you to have this earlier email as well.

From: Stephen Perry [mailto:stephen@lexcorltd.com]

Sent: Saturday, April 09, 2011 2:01 AM

To: Jason Van Eaton

Cc: Stone, Steven; Michael Jones

Subject: RE: Sen Blunt trip--last week of May

Yes my advice remains the same – to go in August with the Governor . The Chinese have picked up on materials in the press and elsewhere and are worried about the lack of a unified support for the route .

You all need to stop fighting and unite behind all this legislation .

For any senior person to go to China during this period will risk the whole problem reaching the ears of Ministers and the Vice Premier .

I do not know the background to the Aerotropolis legislation but if it does not now pass in its entirety then there is little prospect of the route happening .

I do not know who has done what , or why the Embassy has become cautious but it has happened . CAAC and the Ministry of Foreign Affairs have ceased communicating with China Cargo . Why ? Not clear . That goes to the core as the Ministry were the source of support for the subsidies from CAAC . I think they are waiting to see what the State does . If the Bill fails then I do not think Missouri or St Louis has much future in China .

Shanghai city postponed their visit , and so has the Ministry of Commerce . The Ministry of Agriculture has said let's wait on the seminar as they had no reply on their counter – proposal . I do not know why none of you replied to the Ministry of Agriculture – I guess it has to do with other things and lines .

The best thing you all can do is pass the legislation , negotiate with China Cargo and then , hopefully , move forward . You are close to opening the route and seem intent on risking it all .

I suggest you focus on the legislation and presenting a united front . My comments are not aimed at anyone in particular because I do not know the detailed background . I do not know why some people say that you can pass the minor legislation and not the whole Bill . It will not work .

I am sure some people will benefit from this legislation . That is always the case when you have growth . But to try and stop it for this reason is to be blind to the source of growth . It comes from gaining the enthusiasm of many , including those who own assets . That is how the United States was built.

But you must stop creating an impression in China of lack of unity . Too many other Mid West cities and states are just hoping you mess this up , so they can take your place .

As far as I can see there is more at stake than the China prospect .

Lambert looks to me saddled by huge debt which can only be solved by imaginative refinancing and new income sources . If this bill falls then Lambert is beyond recovery and the media will see that and how that happened .

As far as I can see the fighting is risking bringing into focus the huge debt that Lambert is saddled with , and their negotiating position with users will be badly undermined .

You all need to focus on the Bill and get it done , regardless of the why's and wherefore's , regardless of who did what to whom and when .

It is a time for men of stature to lead . Leave Roy , Claire and the Governor out of China till you sort this out .

I wish you all luck and focus . The alternative is not good .

Regards

Stephen

. **rom:** Jason Van Eaton [mailto:jason@spectrumgllc.com]

Sent: 08 April 2011 22:30

To: Stephen Perry

Cc: Steven M. Stone; Michael Jones

Subject: Sen Blunt trip--last week of May

Stephen,

I am meeting with Senator Blunt and his staff in Washington early next week. Do you have any guidance I can share with him beyond what we have discussed in the past?

I hope to have confirmed dates from them by midweek.

Thanks,

Jason

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Date: Sun, 10 Apr 2011 17:44:34 -0500
Subject: FW: Sen Blunt trip--last week of May
Per Stephen's request.

From: Stephen Perry [mailto:stephen@lexcorltd.com]

Sent: Sunday, April 10, 2011 3:40 PM

To: jason@spectrumcgllc.com

Cc: Stone, Steven; Michael Jones

Subject: RE: Sen Blunt trip--last week of May

Thanks Jason . Perhaps this email should be shared ahead of the conference call on Tuesday .

The Business Journal Article has shaken everyone and with its implications of arguing within the Commission , and that some believe – totally mistakenly – that the Chinese would accept the whole bill going down , but a small part about forwarders being retained .

It has undermined support for the Bill .

What is the St Louis response to the Minister of Commerce's letter of January 19th ? It was a sensible and rational Bill .

Perhaps it was not started with all the communication it might have had . Perhaps it is not 100PC right , but it is a good judgement call on a middle ground between what Missouri might do , and what the Chinese might accept .

I was not involved in its drafting or content , but I can say that I think it is the best middle ground bet I have seen .

It is also not China dependant . It is based on the widest thesis – of resuming St Louis's central position based on air freight services , and those services which should attach themselves to that . No money is spent unless migration develops .

A huge amount of work has gone into it and everyone should be behind it .

The Business Journal could not have written that article without some briefing from around our group .

Who did it ?

Who has told them the huge potential damage they have done to St Louis , and to check their motives and those who briefed them ?

Someone needs to find out who briefed the Journal and why . They need to be made aware of the huge damage they have done .

Mike needs to come out with a strong statement of complete support for the Bill , to avoid any more doubt .

My advice on the Senator's visit to China in May has not changed . I advised against it because of the risk of going to China after a failed Bill .

I told you clearly it is too risky and now you can see why .

Is there another reason for the Senator to go to Asia in May ? If so , let us all know and we can think about it , but I think it is very risky with all this media hype about China and the Bill .

Concerning the Ministry of Agriculture , we are waiting your response to the proposed budget , and the proposed content . You were going to work with Dick and Mark and get right back to us .

Rgds

Stephen

From: Jason Van Eaton [mailto:jason@spectrumcgllc.com]
Sent: 09 April 2011 16:51
To: Stephen Perry
Cc: Steven M. Stone; Michael Jones
Subject: Re: Sen Blunt trip--last week of May

That legislation is the focus now and HAS to be. If we come out of this session without this bill passed, it is a major blow from which we may not be able to recover with the Chinese.

I spent a couple of days this week in Jefferson City in support of the work Steve and Sen. Eric Schmitt have been doing. As of Thursday, Eric was feeling good about the prospects of passage. This was a day after the House passed it overwhelmingly. I spoke with Speaker Tilley who was pleased with the vote and was willing to do it again this session if Senate actions made that necessary.

There are detractors to this effort. We learned more about that yesterday unfortunately. We have to determine who they are and get them on board or get them out of they way. That is the work of the coming days/weeks.

My understanding from our last call was that the MOA project was on hold until sponsorship/funding was confirmed and we got closer to August. No one is talking to MOA except you and your team but I thought they already knew we were serious about the trip. What is the Ministry expecting from us at this point so far away from the trip?

On Sen Blunt, I'll let him know that we appreciate his support of the project and we'd appreciate his continued efforts to encourage the Amb to visit Missouri but that we do not need him to make a stop in China for this project on his May trip.

Thanks,
Jason

Sent via BlackBerry by AT&T

From: Stephen Perry <stephen@lexcorltd.com>
Date: Sat, 9 Apr 2011 08:00:33 +0100
To: Jason Van Eaton<jason@spectrumcgllc.com>
Cc: Steven M. Stone<smstone@stoneleyton.com>; Michael Jones<mwjones@stlouisco.com>
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Date: Fri, 8 Apr 2011 23:56:47 -0500

Subject: Steamboats and Trains and Bridges

I attended an RCGA Trustee Meeting today to present Aerotropolis with Senator Schmitt, Jeff Rainford and David Barklage.

As I was walking out I stopped to talk with Rich Sauget who suggested that he was somewhat disappointed that there was not one single mention of MidAmerica Airport by anyone on the panel or by any of the RCGA Trustees.

He changed course and briefly discussed the Legislation---said that he was supportive---wanting, as always, Lambert to succeed.

He then mentioned that MidAmerica was "copying" the Legislation.

It is a smart and opportunistic move on their part.

It brings them into alignment with the direction we are heading in.

Is it dangerous to Lambert?

Only if Missouri fails to pass Aerotropolis.

That thought is really quite sobering—Lambert without Aerotropolis; and MidAmerica on the make with our legislation--legislation that has already been endorsed by China Cargo.

Are we to be second---a second time?

Shaping up that way—unless the people on this side of the river, who are seen as leading on China, come together--for just 45 days--and deliver a unified message of support to the Media and Senate leadership.

That obviously did not happen today.

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Date: Thu, 28 Apr 2011 09:31:10 -0500

Subject: [LIKELY_S-P-A-M]Aerotropolis Bill update

As everyone probably knows by now, the Aerotropolis substitute amendment passed the Senate as a part of a larger economic development package early this morning. There are several articles out this morning that review the process and final product. Bottom line, it has now passed the House and Senate but in different forms and different bills. There is still much work to do before this becomes law but last night was a major hurdle.

Thanks to everyone that played a role in this accomplishment.

There were many people involved in making this happen but please join me in recognizing Senator Schmitt's leadership and diligence. Without his absolute commitment to this bill, there is no way we would have gotten it this far.

FYI—there were some changes to the original package that reduced the overall price tag to \$360m over 15 years, but the bulk of the package remained intact.

Thanks,

Jason

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