

Opportunity Zones Webinar Series

Series 3 – *Entrepreneurs and Opportunity
Zones: Sparking Investment*

M I S S O U R I

Department of Economic Development



Opportunity Zone Webinar Series

✓ *complete*: Sept 26 - Updates, Resources and Actions-
What We Can Do Now/What Others are Doing

- Speaker: Michael Eggleston, St. Louis Federal Reserve, Sallie Hemenway, DED)
- *This session provides a refresher on Opportunity Zones in Missouri and nationwide, what resources have been made available in the months since the designation and what activities States and Local governments can undertake to maintain an edge.*

✓ *complete*: Oct 3 - Investors and Deal Flow - Marketing
Your Zone

- Speaker: Director Walters, DOR, Mark Stombaugh, DED
- *This session focuses on the different types of strategies can communities deploy to attract investors.*

Opportunity Zone Webinar Series

- ✓ *today:* Oct 10 - Entrepreneurs and Opportunity Zones/Sparking Investment
 - Speakers: Ross Baird, Village Capital, Bill Anderson, MTC
 - *This session describes using opportunity zone funds to drive entrepreneurial strategies in low-income urban and rural communities.*
- Oct 17 - Fund Management and Treasury Regs
 - Speakers: Brian Bear, DED, UMB Bank representatives
 - *This session reviews the most recent information from Treasury and identifies funds and fund management in the works.*

Today's Presenters

Ross Baird, President

Village Capital

<https://vilcap.com/>

Bill Anderson, Executive Director

Missouri Technology Corporation

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Today's Content

- Webinar Series
 - Next Wednesday at 11:00 AM
 - Guest speakers
- Restoring America's Economic Dynamism –
 - Opportunity Zones – Encouraging Long-term Investment in Low-income Urban and Rural Communities
- Building an Ecosystem to Support Entrepreneurs
- Q&A

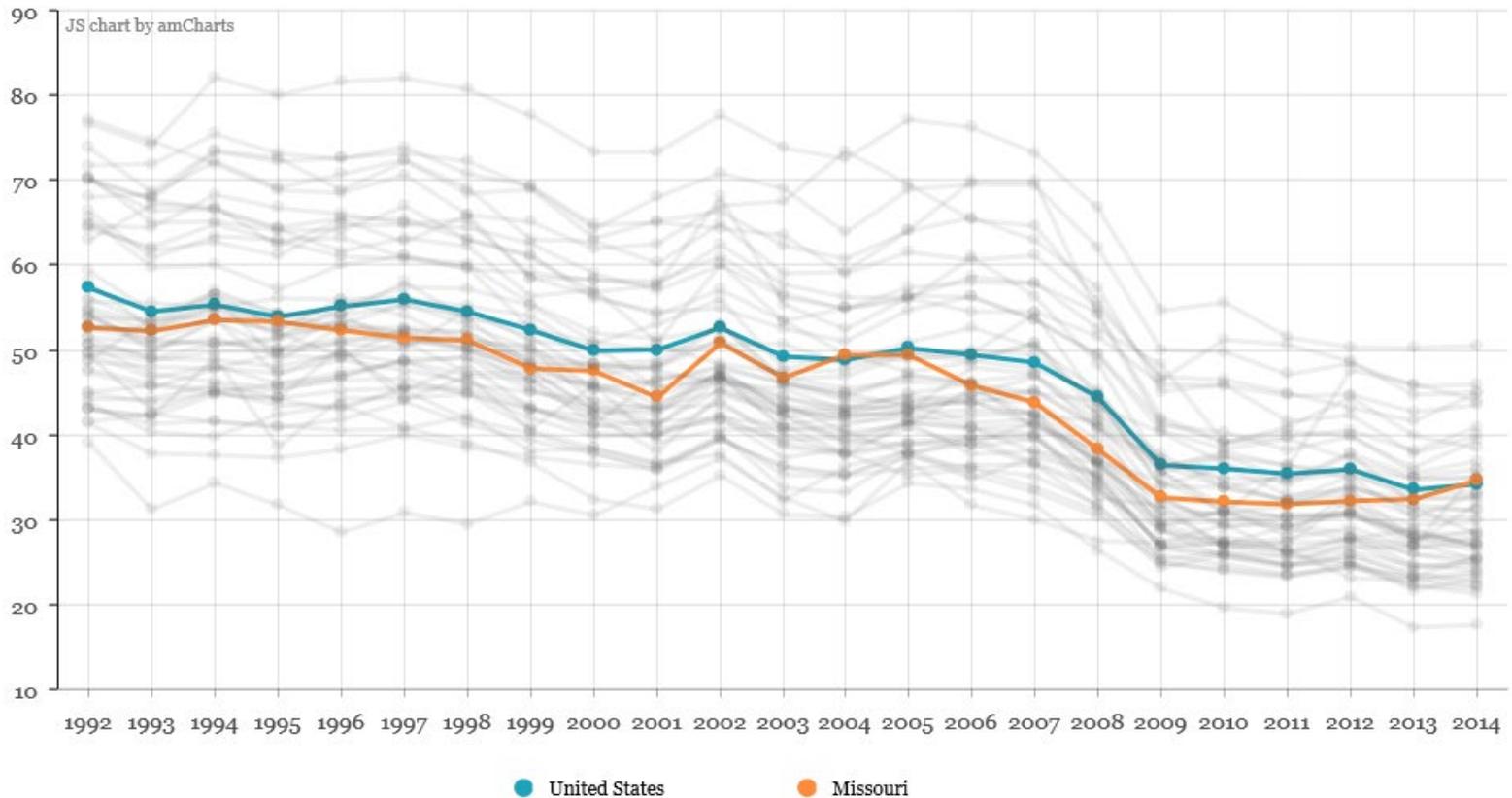
Restoring Economic Dynamism



Ross Baird, President
Village Capital

Economic Dynamism in Missouri

Dynamism Index



Source: Economic Innovation Group, Index of State Dynamism

Ingredients for Success

- Capital/Investors
 - ✓ Opportunity Zone Funds
- Entrepreneurs/Talent
 - Where do we find them?
- Infrastructure/Support Resources
 - How do we support them?

Building an Ecosystem



Building an Ecosystem

- How to find entrepreneurs?
 - Create opportunities to bring entrepreneurs together
 - 1MillionCups
 - Pitch Competitions
 - Startup Weekends
 - Networking events
 - Find or create places where entrepreneurs can interact

Building an Ecosystem

- How do we support our entrepreneurs?
 - Innovation Centers
 - Small Business Technology Development Centers
 - Incubators
 - Mentoring
 - Ask entrepreneurs in your community what they need or how you can help

Building an Ecosystem

- St. Louis



Building an Ecosystem

- Kansas City



Building an Ecosystem

St. Charles



Springfield

Building an Ecosystem

Cape Girardeau



Fulton

Connecting Ecosystems



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Building an Ecosystem

- How can we help?
 - Missouri Technology Corporation
 - Missouri Building Entrepreneurial Capacity Program (MOBEC) <https://www.missouritechnology.com/commercialization-programs/missouri-building-entrepreneurial-capacity>
 - Department of Economic Development
 - Small Business Incubator Tax Credits <https://ded.mo.gov/programs/business/small-business-incubator-tax-credit>

Q&A

Thank you!

