

Business Tax Incentives and State Economic Development

Preliminary Program

**Sponsored by the
Midwestern Legislative Conference
of the
Council of State Governments
and the
National Tax Association**

May 13-14, 1988

**Hotel Sofitel
Chicago, Illinois**

Friday, May 13

8:00 a.m.

Registration Opens

9:00 - 11:45 a.m.

Welcome and Program Overview

Senator Stanley Aronoff, President Pro Tem of the Ohio Senate
and Chairman, Midwestern Legislative Conference
Senator Gerald Conway, Nebraska, Chair, Midwestern Legislative
Conference Business Development Task Force
Mr. Stuart W. Connock, President, National Tax Association and
Secretary of Finance, Commonwealth of Virginia

Business Fiscal Incentives -- Problems and Issues

Presenter: *Dr. Frederick D. Stocker*, Executive Director,
National Tax Association

Reactors: *Mr. Robert N. Mattson*, Director of Taxes, IBM
Corporation
Dr. William A. Testa, Regional Economist,
Federal Reserve Bank of Chicago

Moderator: *Senator Gerald Conway*, Nebraska, Chair, Mid-
western Legislative Conference Business
Development Task Force

The Role of Tax Incentives in Business Location Decisions

Professor Michael Wasylenko, Department of Economics,
Syracuse University
Professor James Papke, Department of Economics, Purdue
University

Moderator: *Senator Grace Drake*, Ohio, Vice Chair, Midwestern
Legislative Conference Business Development Task Force

12:00 - 1:30 p.m. **Luncheon**

Interstate Relations: Competitive or Cooperative?

Governor Richard F. Celeste, Ohio (invited)

1:45 - 5:00 p.m.

Business Taxpayer Perspectives on Tax Incentives

Mr. Mike Harper, Chairman and CEO, ConAgra, Inc.
Mr. Howard Doerr, Executive Vice President and Chief Financial
Officer, U.S. West
Mr. William R. Brown, President, Council of State Chambers of
Commerce

Moderator: *Mr. Frederic W. Hickman*, Esq., Hopkins & Sutter

Panel Discussion -- Contrasting Roles in the Development of Business Incentive Packages

The Legislative Perspective: *Senator Vard Johnson, Nebraska*

The Executive Perspective: *Mr. Stuart W. Connock, Secretary of Finance, Commonwealth of Virginia*

The Local Perspective: *Mr. Richard Godfrey, Former Mayor, Normal, Illinois*

The Minority Business Perspective: *Mr. Paul R. Pryde, Chairman, Pryde, Roberts Inc.*

The Existing Business Perspective: *Mr. M. D. (Buck) Menssen, Director of Taxes, 3M Corporation*

Moderator: *Dr. John Shannon, Senior Fellow, The Urban Institute*

Saturday, May 14

9:00 a.m. - 12:45 p.m.

Assessing the Benefits and Costs of Tax Incentives

Representative Mark Lewis, Wisconsin, Chairman, Assembly Trade, Industry and Small Business Committee

Dr. Larry Ledebur, Senior Partner, ASLAN

Professor George Morse, Department of Agricultural Economics, The Ohio State University

Moderator: *Representative Jane Barnes, Illinois, Chair, Midwestern Legislative Conference Fiscal Affairs Task Force*

Looking to the Future: The Most Promising Fiscal and Economic Development Strategies

Dr. Roger Vaughan, Economic Consultant

Mr. R. Scott Fosler, Vice President and Director of Government Studies, Committee for Economic Development

Mr. Robert D. Ebel, Senior Research Associate, The Urban Institute

Professor H. Brinton Milward, Director, Center for Business and Economic Research, University of Kentucky

Moderator: *Mr. Billy Dee Cook, Associate Director for Economic and Tax Policy, Government of the District of Columbia*

Panel of Legislative Responders with Concluding Remarks:

Senator Gerald Conway, Nebraska, Chair, Midwestern Legislative Conference Business Development Task Force

12:45 p.m.

Adjournment

About the Midwestern Legislative Conference . . .

The Midwestern Legislative Conference is one of four regional conferences of the Council of State Governments -- the national organization for all state government officials and their staffs. The MLC is the principal forum for state legislators from the twelve Midwestern states of Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin. The Conference fosters cooperation among the states through promotion of legislative solutions and, where appropriate, regional responses to common governmental problems.

The Midwestern Legislative Conference is located at 641 East Butterfield Road, Suite 401, Lombard, Illinois 60148.

About the National Tax Association . . .

The National Tax Association, organized in 1907, is a nonpolitical, nonprofit educational organization devoted to advancing understanding of the theory and practice of taxation at all levels of government. In addition to the Annual Conference on Taxation, the Association sponsors other conferences, symposia and workshops on various issues in taxation. Through its standing and special study committees it investigates and reports on special tax problems. The Association publishes the quarterly National Tax Journal. Association headquarters are at 5310 East Main Street, Suite 104, Columbus, Ohio 43213.