



## Board of Aldermen Request for Action

**MEETING DATE:** 10/17/2023

**DEPARTMENT:** Administration

**AGENDA ITEM:** Appointment of Economic Development Committee Members

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**REQUESTED BOARD ACTION:**

Motion to approve the nominations of Stephen Langley and Pat Luce to the Economic Development Committee.

**SUMMARY:**

The Board of Aldermen appoints members to the Economic Development Committee. Interviews were conducted and the committee comprised of Committee Vice Chair Steve Langley, Board Representative Dan Hartman and staff liaison Gina Pate recommend the appointment of Pat Luce to fill the new term vacancy. Additionally, the committee recommends the re-appointment of Stephen Langley. Both appointments shall hold office for three year terms.

**PREVIOUS ACTION:**

N/A

**POLICY ISSUE:**

Section 155.020 of the Code of Ordinances requires the Board of Aldermen to appoint representative to the Economic Development Committee.

**FINANCIAL CONSIDERATIONS:**

None

**ATTACHMENTS:**

- |  |                                   |
|--|-----------------------------------|
| <input type="checkbox"/> Ordinance                 | <input type="checkbox"/> Contract |
| <input type="checkbox"/> Resolution                | <input type="checkbox"/> Plans    |
| <input type="checkbox"/> Staff Report              | <input type="checkbox"/> Minutes  |
| <input checked="" type="checkbox"/> Other: Resumes |                                   |

# Steve Langley

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Business Development | General Manager | Director of International Sales | Agribusiness | Interim Exec

Agribusiness leader with a track record of developing new markets, driving sales growth, and owning several successful companies both domestically and internationally. Adding value by leading companies in:

- Unifying and expanding domestic sales
  - Developing new international markets
  - Strengthening and supporting management teams to enable successful ownership transition
  - Coaching and mentoring leaders in sales and marketing in privately-owned businesses
  - Preparing companies for successful sale to private equity or strategic buyers
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|------------------------|--|
| • Business Development | • New Markets /International Expansion |
| • Sales Leadership     | • Private Equity Ownership             |
| • Ownership Transition | • Business Coach and Mentor            |
| • Trusted CEO and COO  | • Board Member                         |
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**President** – Strategic Agribusiness LLC., Smithville, MO, 2019 - Present

- Project based Sales Executive with small to medium-sized Agribusiness companies.
- Business development role to grow business with new accounts for swine and poultry operations.
- Introducing cost remediation and profit enhancement to rural America small to medium sized businesses

**Executive Director – Business Development**, Ag. Property Solutions LLC., Emmetsburg, Iowa, 2018 - 2019

- Led business development efforts to diversify the business with major customers, suppliers and partners in a multi-species environment and new products
- Core executive team member leading integration of two very different cultures and business models, working with Sales, Purchasing, Drafting, and Estimating teams to transition them to an updated organizational structure.
- Served as primary representative to the C-level Top 40 and key swine industry executives within the National Pork Producers Council and the layer and broiler industries.

**Senior Vice President Business Development**, Win-Win LLC., Camp Point, Illinois, 2017 - 2018

- Directed operations for the Sales, Marketing, Drafting, Estimating, and Purchasing functions with a team of 15
- Collaborated with the owners to promote and sell large-scale animal production systems.
- Primary Company representative on the National Pork Producers Council
- Closed on the sale of the Company to the strategic buyer, Standard Nutrition Co., completed July 2018.

## **General Manager Animal Health and Nutrition Division / Director of International Sales**

H. J. Baker & Bro, Inc., Shelton, Connecticut, 2015 - 2017

- Directed global commercial sales of multi-species protein concentrates in North America, Asia, LATAM, and Africa.
- Recommended strategic reorganization to transition the 167-year-old family-owned firm away from value-added protein concentrates.
- As General Manager for the Animal Protein division, reduced operating costs by 50% to improve competitive market position. Managed the procurement team to lower costs through better buys on ingredients and animal proteins, increase capacity utilization, and lower operating costs/ton.
- Completed a turn-around of the encapsulated sulphur fertilizer business by leading the China business and increased sales 7X in an 18-month period. Achieved the company's goal to sell the sulphur business to a P.E. firm.

## **Vice President Business Development & Strategic Planning,**

QC Supply, Inc., Schuyler, Nebraska, 2014 - 2015

- Drove sales with major swine integrators reaching the C-Suite Top 40 decision-makers for private equity-owned firm, a leading U.S. distributor for swine and poultry equipment.
- Hired key projects executive to lead turn-key construction business development expanding company reach as swine industry increased sow numbers.
- Collaborated with location managers and the sales teams at multiple locations and their management to increase sales and improve operations.

## **Vice President Pig Business Unit North America, Big Dutchman, Inc., Holland, Michigan, 2011 - 2014**

- Directed start-up business development for highly engineered products that addressed animal care issues, improved swine management and feeding efficiencies, and reduced costs. Closely collaborated with German leadership and all lateral U.S. support teams.
- Reorganized the U.S. swine business by hiring three regional sales managers with over 50 years of direct swine management experience. This resulted in improved credibility and penetration of the North American market.
- Redeployed previous sales director to manage Canadian sales who became a major sales driver by opening the Quebec market resulting in \$4.0 million in annual sales.
- Hired a regional sales manager to open the Mexico market which resulted in significant sales with the key swine integrators and Smithfield Foods joint ventures.

## **Feed Ingredients Director, Dasco Inc., Englewood, Colorado, 2011**

- Directed sales of urea-based feed ingredients in the U.S.

## **President and General Manager, Osborne Industries, Inc., Osborne, Kansas, 2007 - 2011**

- Chief executive for entire company, managed the P&L, focused on team building and strategic planning for over 100 team members of the employee-owned company.
- Rebuilt profitable relationships with large key swine and OEM plastics accounts.
- Increased export sales from 5% to 33% of total company sales at a 70% gross margin, \$1.0 million in net profits.
- Rescued sales to largest thermoset plastics customer which resulted 10x increase in sales during period of declining plastics sales. Five-year impact exceeded \$15.0M in sales and \$3.0M of EBITDA.

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## **EDUCATION AND PROFESSIONAL DEVELOPMENT**

B.S. Agronomy, Agri-Business emphasis, University of Missouri – Columbia

Business competent level of spoken Mandarin Chinese

Member of The Agribusiness Council of Kansas City

Vistage Member – Kansas City

Economic Development Council in Osborne, KS and Smithville, MO

Boy Scouts – Eagle

# Pat Luce

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## PROFESSIONAL SUMMARY

Retired development professional with history of accomplishments in higher education, healthcare and social services. Experienced in delivering the organization's priorities by turning nondonors and current donors into leadership donors and stake-holders in the organization's future.

A collaborative hands-on contributor; both a strategic thinker and planner; integrates new ideas to produce defined results that lead to increased financial support. An experienced volunteer recruiter, manager and leader.

Skilled in annual fund, direct mail strategy, major gifts, cultivation and stewardship, donor communications, public speaking, event planning, donor research and obtainment of challenge grants.

## RELEVANT SKILLS

### Relationship Building

- Identified, cultivated, solicited, and stewarded donors for Washington University. Collaborated with key administrators to cultivate and solicit individuals, culminating in increased financial support and volunteerism; recruitment of board members; and placement of students upon graduation.

### Marketing

- Successfully marketed organizations through data driven annual campaigns, donor communications, public speaking, events and one-on-one relationship building.

## EXPERIENCE

<b>United Way of Greater Kansas City</b> Senior Manager, Individual Gifts and Direct Mail Campaigns	<b>2011-2017</b>
<b>Children's Medical Center, Dallas, TX</b> Director, Annual Giving	<b>2008-2009</b>
<b>Washington University in St. Louis</b> Senior Associate Director of Development, Director of Law Annual Fund	<b>1997 – 2008</b>
<b>St. Louis Society for Children &amp; Adults with Physical Disabilities</b> Director of Development	<b>1995 – 1997</b>

## EDUCATION

**University of Missouri – Columbia**  
**B.S. Degree**