

# City of Lee's Summit Business and Industry Fund Disbursement Project

City Council Presentation – Final Report

May 4, 2021



## Report Contents

- Executive Summary
- Ordinances
- Project Timeline
- Survey Results
- Preliminary Questions for Joint Sessions
- Community Partner Presentation Slides
- 2019 Strategic Planning Process Report



## Executive Summary

- Project Steps
- Survey Findings – Ranking and Feedback
- Listening Session Summaries
- Overview / Discussion Themes



## Project Steps

- Information Gathering / Survey
- Report Survey Findings
- Provide Instructions to each PSA
- Conduct Joint 'Listening Sessions'
- Review Results with Mayor and City Council
- Final Report



## Survey Findings

- Priority Ranking of Six Elements / Functions
- Examples of Current or Desired Activities
- Examples of Measuring Successful Outcomes
- Potential Funding Amounts per Element
- Other Comments



## Listening Session Summaries

- Executive Leadership Participation
- Formal Presentations / Informal Conversation
- Focus on Collaboration, Communication, Vision and Deliverables



## Overview / Discussion Themes

- Survey Rankings
- Opinions / Beliefs
- Relationships
- Successful Outcomes

# Business & Industry Fund Balance History


	<b>FY19</b>	<b>FY20</b>
<b>B &amp; I Fund Balance History</b>	\$ 208,244	\$ 250,907





Business & Industry  
Fund Revenue  
Projections

	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>
<b>B &amp; I Revenue Projections</b>	\$ 416,426	\$ 470,304	\$ 497,242



Recommended  
Business & Industry  
Fund Expenditures

	<b>FY22</b>	<b>FY23</b>	<b>FY24</b>
<b>B &amp; I Revenue Projections</b>	\$ 416,426	\$ 470,304	\$ 497,242
<b>B &amp; I Revenue Expenditures</b>	\$ 405,000	\$ 460,000	\$ 495,000

Business & Industry  
Fund Distribution  
Option 1  
(Status Quo / Pro Rata)


	65% Funding Model				
	FY20	FY 21	FY 22	FY 23	FY 24
<b>DMO / CVB</b>					
<b>Chamber - Community Marketing</b>	\$ 157,500	\$ 117,255	\$ 102,375	\$ 102,375	\$ 102,375
<b>Chamber - Tourism</b>	\$ 51,000	\$ 38,000	\$ 33,150	\$ 33,150	\$ 33,150
<b>DLSMS</b>	\$ 60,000	\$ 44,669	\$ 39,000	\$ 39,000	\$ 39,000
<b>VELOCITY</b>	\$ 70,000	\$ 52,113	\$ 45,500	\$ 45,500	\$ 45,500
<b>LSEDC</b>	\$ 275,000	\$ 204,732	\$ 178,750	\$ 178,750	\$ 178,750
	<b>\$ 613,500</b>	<b>\$ 456,769</b>	<b>\$ 398,775</b>	<b>\$ 398,775</b>	<b>\$ 398,775</b>
<b>B &amp; I REVENUE PROJECTIONS</b>			<b>\$ 416,426</b>	<b>\$ 470,304</b>	<b>\$ 497,242</b>

# Business & Industry Fund Distribution Option 2 (Fund DMO / CVB)

	Fund DMO / CVB				
	FY20	FY 21	FY 22	FY 23	FY 24
<b>DMO / CVB</b>			\$ 100,000	\$ 225,000	\$ 260,000
<b>Chamber - Community Marketing</b>	\$ 157,500	\$ 117,255	\$ -	\$ -	\$ -
<b>Chamber - Tourism</b>	\$ 51,000	\$ 38,000	\$ -	\$ -	\$ -
<b>DLSMS</b>	\$ 60,000	\$ 44,669	\$ 60,000	\$ 60,000	\$ 60,000
<b>VELOCITY</b>	\$ 70,000	\$ 52,113	\$ 70,000	\$ -	\$ -
<b>LSEDC</b>	\$ 275,000	\$ 204,732	\$ 175,000	\$ 175,000	\$ 175,000
	<b>\$ 613,500</b>	<b>\$ 456,769</b>	<b>\$ 405,000</b>	<b>\$ 460,000</b>	<b>\$ 495,000</b>
<b>B &amp; I REVENUE PROJECTIONS</b>			<b>\$ 416,426</b>	<b>\$ 470,304</b>	<b>\$ 497,242</b>

Business & Industry  
Fund Distribution  
Option 3  
(Fund DMO / CVB  
No Velocity Funding)

	Fund DMO / CVB		No Velocity Funding		
	FY20	FY 21	FY 22	FY 23	FY 24
<b>DMO / CVB</b>			\$ 170,000	\$ 225,000	\$ 260,000
<b>Chamber - Community Marketing</b>	\$ 157,500	\$ 117,255	\$ -	\$ -	\$ -
<b>Chamber - Tourism</b>	\$ 51,000	\$ 38,000	\$ -	\$ -	\$ -
<b>DLSMS</b>	\$ 60,000	\$ 44,669	\$ 60,000	\$ 60,000	\$ 60,000
<b>VELOCITY</b>	\$ 70,000	\$ 52,113	\$ -	\$ -	\$ -
<b>LSEDC</b>	\$ 275,000	\$ 204,732	\$ 175,000	\$ 175,000	\$ 175,000
	<b>\$ 613,500</b>	<b>\$ 456,769</b>	<b>\$ 405,000</b>	<b>\$ 460,000</b>	<b>\$ 495,000</b>
<b>B &amp; I REVENUE PROJECTIONS</b>			<b>\$ 416,426</b>	<b>\$ 470,304</b>	<b>\$ 497,242</b>



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