



LEE'S SUMMIT
ECONOMIC DEVELOPMENT COUNCIL

LSEDC Report – 1st Quarter 2017

Presented to the:

Lee's Summit City Council

June 1, 2017

Business Retention/Expansion Efforts

Purpose of Visits

- To identify expansion needs, growth opportunities, barriers for growth in the community, and workforce needs

Who we meet with

- Companies in our target industries: advanced manufacturing, warehouse/distribution, healthcare, data centers/IT, FIRE/ HQ's

Number of Visits

- 23 companies contacted, 14 visits conducted

Goal


- To meet with LS medium – larger employers, specially paying attention to those at the 50 employee mark and on the verge of expanding

Business Retention/Expansion Efforts

Focus of conversation

- Products/Service, Market, Industry, Management, Workforce, Technology, Utility Services, Quality of Life, and Community Services

By Issue	# of assists
Export/Import Assistance	2
Utility - Electric	1
Workforce Attraction	9
Workforce Layoff Aversion	2
Workforce Networking	24



Ongoing Workforce Efforts

Website page for LS employers hiring

HR Roundtable

- 10 local employers, first roundtable focused on internship/apprenticeship experiences

Participating in workforce opportunities

Discussion about public transit needs and solutions

BRE visits



Success Stories

Ultrax and MIC Programming track internship partnership

Great participation in first HR roundtable

Business community proactive on using our hiring page

Jobs in Lee's Summit

You are here: > [Lee's Summit, Missouri Economic Development Council](#) > [Jobs in Lee's Summit](#) > [Jobs in Lee's Summit](#)

Internship/Apprenticeship Opportunities

JCI Industries

Entry Level Mechanic Apprenticeship – Lee's Summit, MO

- General mechanical knowledge including troubleshooting
- Demonstrates commitment to safety utilizing all appropriate PPE consistently
- Use of hand and power tools
- Able to lift 55 lbs from the floor to waist height
- Experience handling components with forklift, overhead cranes, jib cranes, and proper lift strap usage
- Understanding of fractional and decimal measurements
- Experience with reading a part/equipment print
- Good written and verbal communication skills

New & Updated Projects

January – March 2017

- Awarded 1 Project
- Submitted 7 RFIs/proposals
- Total of **16** Active Projects



Projects Awarded: January - March

Project Laser - KCADC project. Animal Health company. They have signed a lease for space in Lee's Summit. They will start small 3-4 jobs with potential of 25-35 jobs in the future. We will be announcing with KCADC once everything has been formally decided.

Non Participating Projects: January - March

Project Rotag – Large manufacturing company needing rail served 300-500 acres. Client would require an environmental air permit.

Project Stanley – Manufacturing company looking Northwest Missouri only. Existing building of 250,000 sq. ft. We did not submit.

Prospective New Projects: January - March

Project Team - This project will be for co-work and start-up space. Company is current in North Kansas City and is looking to expand with a possible site here. Company President was here for city tour and discussions. They will not be making any decisions until 2018.

Project Strategy - KCADC project as an inbound customer service center with 200-300 employees. The project will hire 20-25 bilingual individual with Spanish language skills. We provided information on Summit Technology Campus and demographics of our Hispanic population (school and general). 4 areas selected in the KC metro area being considered.

(Platte/Airport area, Lee's Summit, South KC and Olathe)

Prospective New Projects: January - March

Project Apollo - Inbound Customer service operation in insurance and medical support. KC Missouri (only) is a short list finalist for real estate. Existing space on one floor of 32,000 sq. We have submitted Summit Technology Center.

Project Alpha - Manufacturing company looking for 15-25 acres with rail service. Submitted Lemone-Smith Business Rail Park as site. Also submitted incentive possibilities.

Project Dory - Distribution client considering Midwest. KCADC has submitted general information.

Project Bomber - Undisclosed office client with potential of 100-200 jobs. KCADC has submitted general information on the area.

On-going Projects: January - March

Project Aces – Financial services company within the green energy industry. Could bring 40 jobs within first 2 years.

Project Max – New analytical laboratory for pet food industry. Could provide 15 jobs within first 3 years, possibly 25 new jobs over 5 years time.

Project Discover – This project has changed in scope hence the reason for the name change. Three area satellite facilities will merge into one location. Company will build new facility approximately 150,000 sq. ft. and employ 125. Average wage will be approximately \$65,000. Company wants to be operational by 1st quarter of 2018.

Project Chilli – West Coast-based Insurance company; seeking operating cost reductions in a new market. 250-300 person projected head count. High-wage, high-skill level. 30,000 sq. ft. facility required.

On-going Projects: January - March

Project Ribeye - The client is a food-grade manufacturing company looking for a manufacturing facility in the Midwest. (*Submitted rail site, Lemone-Smith Rail Park.*) Existing buildings 250,000 sq. ft. expandable to 450,000 sq. ft. with availability to expand up to 600,000 sq. ft. in the future. 15-25 acre land sites are being considered, certified or shovel ready preferred.

Important factors for this project include water and sewer. The client needs to be operational Q4 2017 or Q1 2018.

Project Renewal – Submitted a potential incentive package and land sites in an office park setting including Strother Crossing and Chapel Ridge Business Park. 191,400 sq. ft. minimum required. 500 total employees by 2022, with 170 transferees from existing location. Average annual wages: \$144,395.

Marketing

Where Have We Been – Where Are We Headed?



Marketing

- **Salute to Local Hero's campaign:** Collaboration with City of LS, LS Chamber and LSEDC. 106.5 The Wolf radio advertisement.
- **Advisory Board Luncheons –**
 - **Investor Spotlight – Aircraft Electronic Association:** Association headquartered in Lee's Summit, AEA hosted LSEDC luncheon in January. 53 Investors attended.
 - **KC SmartPort/World Trade Center:** 36 Investors attended this presentation from Ivry Karamitros, Director of WTC and Chris Gutiérrez, KC SmartPort on Import/Export in the KC Metro region.
- **Tribune Column:** LSEDC President Rick McDowell and Marketing Coordinator Krista Klaus collaborate on this monthly column submission.
- **Speaker's Series featuring Toby Rush, EyeVerify:** Press release sent prior with follow up on social media.



Marketing *(Continued)*

- **Catalyst:** LSEDC President Rick McDowell submitted quarterly columns for January and April.
- **City Blood Drive:** LSEDC President Rick McDowell on air interview.
- **Lee's Summit ED – The Examiner:** Article submitted for Mayor Rhoads
- **Diodes/FabTech Statement:** Division of Workforce Development
- **CapStone Awards submission:**
- **Third Wednesday's – Hump Day:**
LSEDC sponsored event, hosted monthly at Llewelyn's. This event continues to be a great networking opportunity for our Investors. Open dialogue is creating new business deals and the potential for new investment in the LSEDC. Attendance has grown each month.

Marketing *(Continued)*

Public Relations and Media

LSEDC related articles submitted to local media outlets including LS Journal, LS Tribune, KC Star, KC Business Journal and online outlets including social media channels. Monthly newsletters, E-blasts and Website news feed on the following topics:

1. **LS Tribune** - Toby Rush, Speaker Series, Lee's Summit Airport, KCADC/WTC Advisory Meeting, Jessica Hamilton; Q & A, Diodes/FabTech Statement
2. **LS Journal** – Diodes/FabTech Statement, Hometown Hero's campaign
3. **Examiner** - LS ED- Mayor Rhoads
4. **MetroWire Media** – KCADC/WTC Advisory Meeting
5. **KCBJ** – People on the Move:
Stephani Bordner
Jessica Hamilton

Marketing *(Continued)*

6. Social Media: Weekly E-blasts,

Facebook – 872 Followers and 48 Posts.

Top Posts – 50 & 291 Bids open, Diodes/FabTech statement, Smoke Brewing Company, LSEDC welcomes Break Time, Catholic HS nearing completion.

Twitter – 333 Followers at end of 1st Quarter.

LinkedIn – New LSEDC group created for HR Roundtable.

MML Economic Development Article



Collaboration

- A. Business Development Center
- B. Lee's Summit Chamber of Commerce
- C. DLSMS
- D. Civic Roundtable
- E. KCADC/EJCDA/MO Partnership
- F. Division of Workforce Development
- G. KC SmartPort and World Trace Center
- H. Workforce – LS R-7, STA, MIC, MCC, UCM
- I. Crew KC

