



**LEE'S SUMMIT**  
ECONOMIC DEVELOPMENT COUNCIL

# **LSEDC Report – 3rd Quarter 2017**

July – August - September

Presented to the:

**Lee's Summit City Council**

**December 14<sup>th</sup> , 2017**



# Business Retention/Expansion Efforts

## Purpose of Visits

- To identify expansion needs, growth opportunities, barriers for growth in the community, and workforce needs
- All information collected from the business visits are kept strictly confidential and reported only in aggregated form

## Who we meet with

- Companies in our target industries: advanced manufacturing, warehouse/distribution, healthcare, data centers/IT, finance, insurance, real estate/headquarters

## Goal

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

# Business Retention/Expansion Efforts

## Focus of Conversation

- During BR|E visits we discuss products/service growth, markets for the product/service, industry trends, management changes, workforce needs, technology needs for growth, satisfaction of utility services, quality of life, and community Services

### Q3 Total Assists – 41

By Issue	# of assists
Business Retention and Expansion	1
Export/Import Assistance	2
Workforce Attraction	33
Workforce Layoff Aversion	2
Workforce Networking	3

### Total Assists – 141 (1/1/17 -9/30/17)

By Issue	# of assists
Business Retention and Expansion	7
Export/Import Assistance	10
Utility - Electric	1
Workforce Attraction	51
Workforce Expansion/Retention	1
Workforce Layoff Aversion	4
Workforce Networking	56
Workforce Training	1

# Ongoing Workforce Efforts

## Website page for LS employers hiring (4/1/2017 - 9/30/2017)

- Launched 4/25/2017
- 35 companies listed
- Employers proactive on utilizing the site for job exposure
  - 13 postings from employers reaching out
  - Ex. job openings, job fairs, & internship opportunities
- Shared consistently on social media (4/1/2017-9/30/2017)



8934 individuals reached



5806 impressions



4175 individuals impression

# Ongoing Workforce Efforts

## Connections between Industry and Education Partners

- Worked with STA on the development of an apprenticeship program and connecting with local manufacturing companies
- Members of the LSR-7 Business roundtable and STA Advisory Board

## LaborShed Study

- Signed contract and will have draft of report before 12/25/2017.

# Success Stories

## Ultrax Partnership with Summit Technology Academy

- Hired 2 Summit Technology interns in the Spring of 2017 that will stay through end of 2018 school year.
- 4 former STA students completed internships in Summer of 2017.
- Hired former STA student as a regular FT production employed in Sept. 2017.
- Hired former STA student as a temporary, FT ME intern in Aug. 2017 through Feb. 2018.
- Hired two current STA seniors PT after school through end of 2018 school year. Will be eligible to apply for FT internship positions in Summer 2018.

# New & Updated Projects

July – September 2017

- New Project Opportunities **9**
- Submitted **4** RFIs/proposals
- Total of **15** Active Projects



## **Non Participating Projects: July - September**

***Project Black Walnut*** – Required existing USDA/FDA food grade manufacturing facility seeking 30,000-50,000 sq. ft.

***Project Cold*** – 60,000-80,000 sq. ft. manufacturing facility with 20 ft. minimum ceiling height.

***Project Charge*** – 20-30 acres with 185,000 sq. ft. existing manufacturing facility. Harmful chemical substances including lead-acid batteries and sulfuric acid are treated on site.

***Project Reach*** – Required 250 acres for new facilities with 2 buildings of approximately 800,000 sq. ft.

***Project Rotag*** – Heavy manufacturing requiring rail served site with 150+ acres. Nucor – Sedalia announcement – Regional Benefits.



# Prospective New Projects: July - September

*Project Aloha* – Small HQ relocation and Industrial facility for food processing and packaging company with 65 employees.

*Project Hive* – Company currently located on the eastern side of Missouri. HQ building to house 550 employees by 2022. Considering retrofit and new construction with minimum 200,000 sq. ft.

*Project Barley* – 1000 person office and technology delivery center looking at the KC Region after focused research of demographic data.

# On-going Projects: July – September

***Project Discover*** – 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.

***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.

***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.

# On-going Projects: July - September

**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)

**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 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 Wins & Losses: July - September

## Wins:

**Project Laser-** Companion Animal Health announced Lee's Summit as its first investment in the KC Animal Health Corridor, with the establishment of a regional office and training center located at 657 SE Bailey Road.

## Losses:

**Project Snapple-** Project will not be moving forward, although Lee's Summit was the final selection in the Region.

Shared service operation with 300 - 350 jobs, primarily in accounting and IT.  
National real estate team visited in May.

# Marketing

Where Have We Been – Where Are We Headed?



# Marketing

- **LSEDC Annual Meeting:** Highlighting the year in review with the Annual Report and the official hand-off from Outgoing Chair; Christine Bushyhead to Incoming Chair; Keith Asel. 134 investors and guest celebrated with us.
- **Developers Showcase:** Featuring speakers from Paragon Star, The Grove @ Lee's Summit and New Longview. 126 attendees learned what has happened and what to expect next.
- **KCADC Animal Health Homecoming Dinner:** Announcement that Companion Animal Health choose Lee's Summit as their first regional office and training facility in the KC Animal Health Corridor.
- **SIOR (Society of Industrial & Office Realtors) & Developers Showcase:** EJCDA (Eastern Jackson County Development Alliance) was one of 100 exhibitors with several thousand attendees.

# Marketing *(Continued)*

- **Developers Showcase** - Produced by MetroWire Media, sponsored by LSEDC.
- **The Grove @ LS Groundbreaking** - REJournals, KCTV, KSHB, Fox4, LS Journal, LS Tribune, KCBJ, MetroWire Media
- **B&B Theatre Groundbreaking** – Web Story, MetroWire Media, LS Tribune
- **SIOR** - KCBJ, City of LS, Social Media, Web Release.
- **LS Municipal Airport** – Local and Regional Media, MetroWire Media, FOX4, KC Star
- **Longview Farms Historical Redevelopment** – Social Media.
- **Companion Animal Health** – Local and Regional Media
- **Amazon HQ2** – RFI writing.

# Marketing *(Continued)*

## 6. Social Media: Quarterly Statistics

Facebook – 3532 likes during quarter. 63 Posts in the quarter.

Top Posts – **LSEDC Video – We Invite you to LIVE, WORK & PLAY in LEE'S SUMMIT – 102,763 people reached, 39,000 Views, 571 Shares**

Twitter – 394 Followers at end of 3rd Quarter.

LinkedIn – Using activity with HR Roundtable and Work Force groups.

## 7. 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.



# Collaboration

- A. Business Development Center
- B. Lee's Summit Chamber of Commerce
- C. DLSMS
- D. Civic Roundtable
- E. KCADC – Team KC/EJCDA/MO Partnership
- F. Council of Supply Chain Management Professionals (CSCMP)
- G. World Trade Center
- H. Workforce – LS R-7, STA, MIC, MCC, UCM
- I. Crew KC
- J. MEDC
- K. Eastern Jackson County Development Alliance

