

2nd Quarter 2016 PSA Report

I. Projects in Review (April - June 2016)

- A. Received **6** new prospects from KCADC
- B. Submitted **4** RFIs/Proposals
- C. Generated **2** new local projects
- D. Total of **11** Active Projects:
 - **Project Cyclone** – Animal health technology, 24 employees. Shovel ready, class B office space.
 - **Project Scout** – KCADC initiated, major manufacturer operation requires shovel ready site of 275 + acres, 5,000 employees. (*Did NOT submit. Could not meet requirements*)
 - **Project Quartz** – (KCADC) Fortune 500 company looking for class A space 60-75,000 sq. ft., but will consider 40,000 temporary space until permanent facility is constructed. Need approximately 500 employees with college degree requirements.
 - **Project Edison** - KCADC initiated, 100,000 sf back-office facility that will eventually employ 700 (significant parking needed). The Kansas City region is one of three markets under consideration for this requirement which is planned to be operational either by the end of this year or by Q1 2017.
 - **Project George** – Animal health project – foreign company evaluating North America. They are currently researching all metro areas including the KC area.
 - **Project Genesis** – Insurance industry project looking for 150-200,000 square feet of existing space. 1,000 potential new jobs.
 - **Project Toto** – Distribution center requiring 85-100 acres for build to suit 1M square feet. 350 employees with \$115M capital investment. *We were eliminated after site visit.*
 - **Project Bronco** - Denver based company looking for office and R&D location. Want to build 100,000 sq. ft. facility. *Company officials visited in April.*
 - **Project Wheelie** – This is a local company looking to expand. They are proposing an investment of \$11 million in new equipment. Initially they will create 15-20 new jobs.
 - **Project Outing** – This is a manufacturing company seeking 25 acres with rail spur. We submitted 4 possible sites. *They have recently announced their location in Harrisonville.*
 - **Project Watershed** – company considering a major expansion more than doubling in size adding an additional 60,000 square feet. *This has been postponed until 4th quarter 2016.*

- **Project Caterpillar** - *Company executives are currently developing scope and requirements for facility – hope to have that complete in 3rd quarter 2016.* I visited current facility out of state. Requirements have changed making this a larger project. Company representative has been in town twice to tour existing available facilities. This is a manufacturer looking for existing site up to 75,000 sq. ft. Initial discussion stated adding 20 new jobs at an average of \$44,000 annual salary.

II. Marketing

A. Intern KC

KCADC group of Kansas City area interns (#InternKC) came Friday, June 24th for a “Night in Lee’s Summit”. This was tagged on to our already festive activities which included 4th Fridays, Art Walk and Music in the Park.

- Students checked-in at the depot where they signed-in and received wristbands (yours truly) which enables them to receive exclusive merchant discounts.
In addition, the LSEDC hosted a raffle for prizes from area businesses.
- KCADC promoted Lee’s Summit and prospective employers prior to event.

B. Heartland Basic ED Class, tour of Downtown Lee’s Summit

Economic development representatives from across the Midwest toured downtown Lee’s Summit as a part of the Heartland Basic Institute for Economic Development event. Approximately 100 attended the event which was professional training for new economic development professionals. The Lee’s Summit Economic Development Council hosted the event, which kicked off with an introduction in the Council Chambers of City Hall followed by a tour and history of the growth and operation of Downtown Lee’s Summit Main Street. DLSMS Board members represented as tour guides and received very positive feedback from attendees.

C. LSEDC Annual Meeting – 30 year Anniversary

Jackson County Executive Frank White helped the Lee’s Summit Economic Development Council celebrate its 30th anniversary at its annual meeting and luncheon on July 13 at the Gamber Community Center Ballroom. Past Chairman was also present, highlighting remembrance from their years of service. The 2015-16 annual report was also presented as a year in review.

D. EJC Alliance – Airport Presentation

The Eastern Jackson County Alliance is a regional group comprised of Lee’s Summit, Blue Springs, Raytown, Independence, Grain Valley and Oak Grove ED professionals who collaborate, communicate and share information for collective action. Lee’s Summit is the current leadership for this group. We presented the airport growth to the group and openly discussed the benefit it brings to the region.

E. KCADC Panel

LSEDC President Rick McDowell represented Lee's Summit at KCADC's quarterly investor breakfast the first week in June. The first question: What gets you up in the morning? Rick's reply: Working in a community that just wrapped up \$1 billion in investment and figuring out a way to do it again-- and then some!

F. KMBZ Spotlight’s Lee’s Summit

LSEDC President Rick McDowell helped kick off the day with a prerecorded interview about unprecedented growth and new projects around the city that aired on Kansas City's Morning News

with EJ and Ellen, and LSEDC Chair Bill Brown and Assistant City Manager Mark Dunning both offered development highlights during live interviews on TrendKC with Zak and Jayme. Additional full-length, live interviews included Mayor Randy Rhoads, City Manager Steve Arbo, Downtown Lee’s Summit Main Street Executive Director Donnie Rodgers, Chamber Chair Vicky Cundiff and MCC-Longview President Dr. Kirk Nooks. During Dana and Parks, Lee’s Summit Main Street Chair Lynn Hinkle and Chamber Community Marketing Manager James McKenna chatted live about downtown Lee’s Summit nightlife and tourism. Throughout the day, pre-recorded interviews with Police Chief Travis Forbes, Fire Chief Rick Poeschl, Historic Preservation Commission Chair Kathy Smith and Teacher of the Year Michelle Uptegrove also were featured. Lee’s Summit is the first City spotlight on 98.1 FM KMBZ. Residents were buzzing around City Hall and were quoted in saying how “proud” they were to be showcased.

G. 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. **Tourism:** KMBZ, KC Star native content
2. **Developers Showcase:** MetroWire Media, LSEDC Website
3. **\$1B Investment:** LS Journal, MetroWire Media, all over social media
4. **Westcott/Spec. Industrial needs:** MetroWire Media, LS Tribune
5. **New City tourism and Royals Campaign:** KC Star online, local social media
6. **KMBZ broadcast:** 98.1 FM, and multiple other outlets and social media mentions
7. **Summit Orchard Development:** TBD
8. **RELO Magazine:** Tourism focus
9. **Examiner’s EJC Business Review**
10. **Paragon Star:** 41 Acton News, MetroWire Media, KC Business Journal, multiple outlets
11. **Cabela’s:** KMBC 9
12. **H&M Expansion:** KC Star, KC Business Journal
13. **LS Workforce Development Feature:** Thinking Bigger Magazine and media.

III. Collaboration:

- A.** Business Development Center
- B.** Chamber
- C.** DLSMS
- D.** Civic Roundtable
- E.** KCADC/EJCA/MO Partnership
- F.** Market Center of Ideas
- G.** Workforce – LS R-7, MIC, MCC, UCM