

### 3rd Quarter 2016 PSA Report

#### I. Projects in Review (July – Sept. 2016)

- A. Received **7** new prospects from KCADC
  - Submitted **4** RFIs/Proposals
  - Generated **2** new local projects
  - **1** Existing Business Expansion
- B. Total of **12** Active Projects:
  - **Project 20/20** – Dallas-based beverage production and distribution facility. Operation could create approximately 100 new jobs with a capital investment of \$48M. They require a shovel ready site at 150,000 SF on 20 acres with room for a 50,000 SF expansion. (*Considering buildings 1<sup>st</sup> – we have submitted sites.*)
  - **Project Turtle** – Automotive supplier in search for a “build-to-suit” for 20-25 acres, 15,000 SF manufacturing facility in phase 1 – expandable to 275,000 SF in phase 2. (*We have submitted properties.*)
  - **Project Heavy** – In search of a vertical ready site, 20-50 acres to build a 400,000 SF or two 200,000 SF heavy manufacturing facilities. Large water/sewer capacity is essential. (*Site has been submitted.*)
  - **Project Keep** – Client looking for 85,000-200,000 SF industrial facility. Must be rail-served to the building. (*No building, we did not submit.*)
  - **Project Bigfoot** – Manufacturing company seeking expansion in the KC Metro. Will have the potential to add 159 jobs with an investment of \$21M. In search for 200,00 – 300,000 SF space. (*No building, we did not submit.*)
  - **Project Royale** – Florida based company in search of a building 350,000 SF expandable to 500,000 SF. Must be operational by 1<sup>st</sup> QTR 2018. (*No building, we did not submit.*)
  - **Project Scout** – Support role for EJCA and KCADC. Major manufacturer operation requires shovel ready site with 275+ acres, 5,000 employees. (*We did not submit – could not meet requirements.*)
  - **Project Blue** – Company interested in building a “spec” building to sale/lease.
  - **Project Chip** – Large food company looking for land to build a small distribution facility 20-30,000 SF.
  - **Project Wheelie** – Local company looking to expand. They are proposing an investment of \$11M in new equipment. Initially it will create 15-20 new jobs. (*We were eliminated for this project.*)

- **Project Quartz** – Telesales operation requiring 4 yr college graduates with an average of \$50,000 salary. Need 60-70,000 SF, Class A space but will consider a 40,000 SF temporary space until permanent facility is constructed.
- **Project Peapod** – Kansas based company looking for 15-25,000 SF for mixed-use including office and R&D space.

## II. Marketing

### A. **St. Louis Trip**

LSEDC President Rick McDowell met with a large hotel developer and our partner, LaCledé Gas.

### B. **B&B Theaters**

August was the LSEDC's biggest month in press and social media, with our B&B announcement. We reached a record number of social media followers, with **29,100** users with this post!

### C. **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.

### D. **EJCDA**

We had our bi-monthly meeting in August, which was hosted by Independence and their WerksLab. Paragon Star provided a presentation to the group which was well received.

### E. **Royals Radio Give-Away**

Winners were HSMC Orizon, Lee's Summit Medical Center and Equity Bank. Each received a free 30-second commercial pre/post game thanks to our Community Brand Manager.

### G. **Social Media:**

Over 1500 new likes and 45,000 unique users during the 3<sup>rd</sup> quarter.

### H. **SIOR:**

LSEDC shared a booth with EJCDA and attended with Krista Klaus to network and collaborate on LS presence next year.

## III. 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. **Workforce Development:** Thinking Bigger Magazine, Social Media
2. **H&M expansion:** KC Star, KC Business Journal, MetroWire Media, LSEDC Website
3. **Rick McDowell:** LS Journal, Social Media
4. **LSEDC Annual Meeting:** LS Journal
5. **\$200M Summit Corridor:** Fox 4, MetroWire Media, LS Journal
6. **B&B Theaters:** KMBC, KCTV, KCBJ, MetroWire Media, LS Journal, LS Tribune, Social Media
7. **West Side Story:** Missouri DED, Colliers, Kansas City Business Journal
8. **Cerner Campus, Spinoff projects:** Kansas City Business Journal

## IV. 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