



LEE'S SUMMIT
ECONOMIC DEVELOPMENT COUNCIL



CITY COUNCIL PSA PRESENTATION | TUESDAY, MARCH 03, 2026

Attraction of New Business

- Focus on companies with 50 - 100+ employees
- Large capital investment and balanced tax base

Retention & Expansion of Existing Business

- Focus on companies with 50 - 100+ employees
- Large capital investment and balanced tax base

Workforce Development

- Work with major employers to establish talent pipeline streams, host collaborative discussions amongst peers, and connect with area schools
- Facilitate the **Lee's Summit Workforce Alliance**, creating larger collaboration between education and industry

Marketing & Communication

- Target site selectors, developers and individual companies looking to relocate
- Highlight relevant news and information about our community on various media channels

WHAT WE DO





OFFICERS 2025-2026

- ❖ **Mike VanBuskirk, Chairperson**
Newmark Zimmer
- ❖ **VACANT, Vice Chairperson**
- ❖ **Jon Ellis, Secretary**
LSEG, LLC
- ❖ **Jackie McCormick-Heanue, Treasurer**
McCormick-Heanue Law Firm, LLC

Programs & Events Committee:

- ❖ **Jon Ellis**
LSEG, LLC
- ❖ **Meghan Litecky**
Dysart Taylor
- ❖ **Erica Miller**
LSR-7 Board of Directors

Finance Committee:

- ❖ **Jackie McCormick-Heanue**
McCormick-Heanue Law Firm, LLC
- ❖ **Councilmember Hillary Shields**
City of Lee's Summit
- ❖ **Doug Bates**
Walker & Dunlop



Bill Baird
CITY OF LEE'S SUMMIT MAYOR



Mike VanBuskirk
NEWMARK ZIMMER CHAIRPERSON



Jackie McCormick-Heanue
MCCORMICK-HEANUE LAW FIRM
TREASURER



Jon Ellis
LSEG, LLC SECRETARY



Hillary Shields
CITY OF LEE'S SUMMIT
COUNCILMEMBER -FINANCE
COMMITTEE



Doug Bates
WALKER & DUNLOP - FINANCE
COMMITTEE



Matt Baird
LEE'S SUMMIT CHAMBER OF
COMMERCE



Bill Brown
PARAGON STAR



Dr. David Buck
LSR-7 SCHOOL DISTRICT
SUPERINTENDENT



Ryan Crider
MCC-LONGVIEW



Cori Day
LEE'S SUMMIT VISITORS BUREAU



Mark Dunning
CITY MANAGER



Laurel Hogue
UNIVERSITY OF CENTRAL MISSOURI



Tom Jackson
CENTRAL BANK



Bob Jerome
BLUE SPRINGS R-4 SCHOOL
DISTRICT



Meghan Litecky
DYSART TAYLOR



John Lovell
CITY OF LEE'S SUMMIT
COUNCILMEMBER



Erica Miller
LSR7



Roger Summers
FOGEL ANDERSON



Donnie Rodgers, Jr.
DOWNTOWN LEE'S SUMMIT MAIN STREET

LSEDC BOARD OF DIRECTORS 2025-2026

Officers: Mike VanBuskirk, Chairperson, Jon Ellis, Secretary, Jackie McCormick-Heanue, Treasurer

Finance Committee: Jackie McCormick-Heanue, Councilmember Hillary Shields, Doug Bates



LEE'S SUMMIT

ECONOMIC DEVELOPMENT COUNCIL

VISION STATEMENT

To position Lee's Summit as a model for economic innovation and growth, driven by a diverse economic base, strong community partnerships, and a commitment to developing a high-skill future ready workforce. Our vision is to make Lee's Summit the premier destination for businesses and residents alike, ensuring a vibrant and sustainable future for all.

CORE VALUES

- **Collaborative**
 - Prioritize key relationships
 - Build consensus
 - Connect stakeholders
 - Engage in community needs
- **Ethical**
 - Accountable to stakeholders
 - Exhibit integrity
 - Dedicated to professionalism
 - Focused on quality engagements
- **Future Focused**
 - Centered on sustainability and resiliency
 - Innovative
 - Proactive
- **Intentional**
 - Guided by results
 - Communication with key stakeholders
 - Engaged advocacy
 - Utilize data driven analysis

STRATEGIC PLAN

Goal 1: Strengthen Business Retention & Expansion

Goal 2: Target Industry Attraction

Goal 3: Develop Sites & Infrastructure Readiness

Goal 4: Advance Workforce & Education Partnerships

Goal 5: Ensure Organizational Sustainability

Goal 6: Increase Visibility & Accountability

LEE'S SUMMIT
ECONOMIC DEVELOPMENT COUNCIL

LSEDC ANNUAL INVESTOR MEETING

Speaker
Michelle Hataway

Friday, August 8, 2025

12:00PM

REGISTER NOW

LOCATION: JOHN KNOX VILLAGE PAVILION
520 NW MURRAY RD, LS, MO 64081




INVESTOR ENGAGEMENT

- Spring Quarterly Investor Meeting - Collaboration
- Annual Meeting with Director of MoDED and Speaker of the House as guest
- Fall Quarterly Investor Meeting on Workforce
- Winter Quarterly Investor Meeting on City Certainty



Join us for the next LSEDC Quarterly Investor's Luncheon

A Community Leadership Forum

Hear directly from the leadership of Lee's Summit's civic support organizations, including:

			
Matt Baird, <i>President</i> Lee's Summit Chamber of Commerce	Cori Day, <i>Exec. Director</i> Lee's Summit Visitor's Bureau	Joe Perry, <i>President</i> LS Economic Development Council	Donnie Rodgers, <i>Exec. Director</i> Downtown LS Main Street

Don't miss this opportunity to gain insights from a collaborative panel discussion on key challenges and opportunities.



INVESTOR ENGAGEMENT

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Process

- City Professional Staff

Outcomes

- City Council, Planning Commission, other appointed

Service Provision

- Roads, Water Services, Parks, Social Services

Financial Stability

- City reserves, ability to make proactive investments,
& conduct proper maintenance



LS
LEE'S SUMMIT
 ECONOMIC DEVELOPMENT COUNCIL

Networking Reception
 May 21, 2025, 4 - 6 PM
 Unity Village Patio
 1901 NW Blue Parkway (Off Grand Ballroom)

OUR SPONSORS:

Strings Trio

Hawthorn Bank **LEE'S SUMMIT SYMPHONY**
 EXPERIENCE THE SOUND - EST. 2003

Drink Tickets Venue

FOGEL ANDERSON **unity**
 EST. 1917 Village

Investors, Friends & Prospective Investors
 are encouraged to attend



INVESTOR ENGAGEMENT

- Investor Reception at Unity
- Investor Reception at Stanley Rooftop
- Evergy Seminar (on YouTube Channel now)



LS **LEE'S SUMMIT**
 ECONOMIC DEVELOPMENT COUNCIL

LSEDC SEMINAR AND RECEPTION

Wednesday, January 28, 2026
 Evergy Seminar 3:30 pm
 Reception 4:30 pm

Location: ReeceNichols Community Room
 222 SW Main St, Lee's Summit, MO 64063

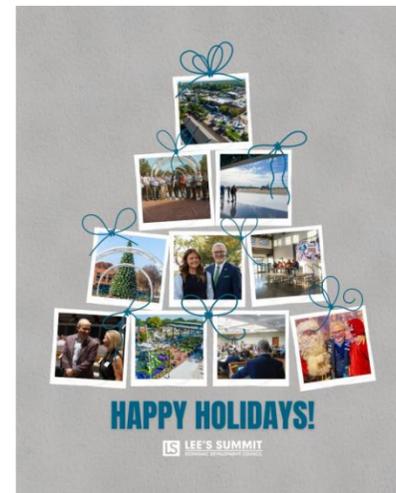
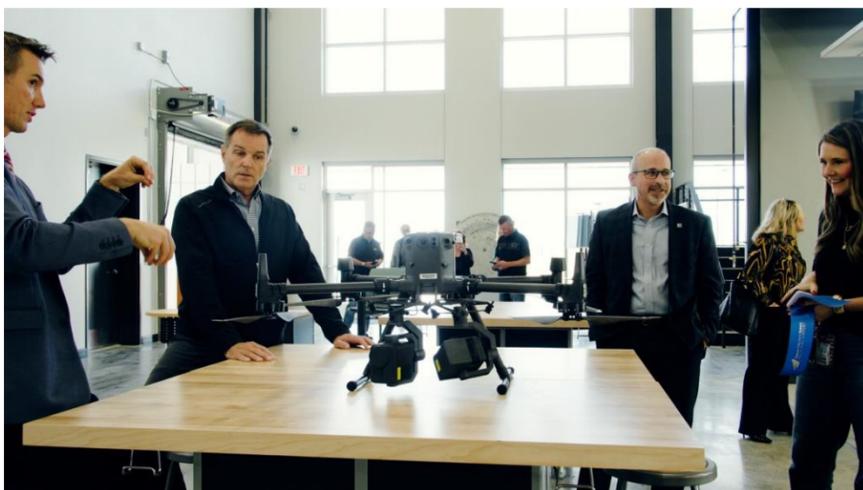
**POWERING THE FUTURE:
 EVERGY'S ENERGY DEMAND APPROACH**
 SPEAKER: JASON KLINDT, SENIOR DIRECTOR OF EXTERNAL AFFAIRS

WE'D BE DELIGHTED TO WELCOME YOU
 FOR ONE OR BOTH EVENTS.

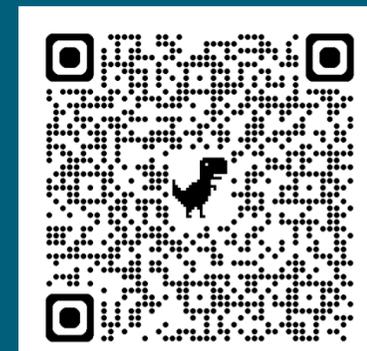
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WEBSITE & SOCIAL MEDIA

- New Website went live in Fall 2025
- More than 1000% increase in social media followers and even bigger increase in social media engagement
- Multiple social media and luncheon videos (on YouTube Channel)



**GREEN STREET
VIDEO LINK**



**ENERGY SEMINAR
VIDEO LINK**



TOGETHER WE BUILD
PUBLIC SECTOR FEATURED PANELISTS

BILL BAIRD
MAYOR
CITY OF LEE'S SUMMIT

TIM COWDEN
PRESIDENT & CEO
KCMRA DEVELOPMENT COUNCIL

JOE PERRY
PRESIDENT
LEE'S SUMMIT EDC

CURT SKOOG
MAYOR
CITY OF OVERLAND PARK

MARIO VASQUEZ
DIRECTOR OF CITY PLANNING
CITY OF KANSAS CITY, MO

KRISTEN KOERBER
ASSOCIATE
LATHROP GPM

— ANNUAL —
INTERFACE
KANSAS CITY RETAIL
AUGUST 18 » THE WESTIN KANSAS CITY AT CROWN CENTER
PRODUCED BY INTERFACE CONFERENCE GROUP, A DIVISION OF FRANCE MEDIA

Bill Maas
Vice President
Block & Company

Ray Washburne
Owner
Country Club Plaza

David Block
President & Principal
Block & Company

Joe Perry
President
Lee's Summit
Economic
Development
Council

HUNT MIDWEST | **OLATHE** CHAMBER OF COMMERCE ONE VISION. ONE VOICE. | **LEE'S SUMMIT** ECONOMIC DEVELOPMENT COUNCIL

ABC MEMBER \$60 | NON-MEMBER \$90 | WEDNESDAY JUNE 4 | GRAND STREET CAFE KANSAS CITY

DEVELOPERS PANEL BREAKFAST

BANKING ON KC

Joe Perry
of Lee's Summit Economic Development Council:
Powering Growth Through Collaboration

PRESENTED BY **COUNTRY CLUB BANK**



KC DOWNTOWNERS
SPEAKER: **JOE PERRY** – PRESIDENT OF LEE'S SUMMIT EDC

Joe Perry is the President of the Lee's Summit Economic Development Council, where he leads efforts to drive business growth, strengthen workforce development, and foster collaboration between public and private sectors. With more than a decade of experience in real estate and development—including 14 years with Port KC—Joe has helped shape some of the region's most transformative projects, such as the \$800 million Berkley Riverfront development.

At this month's luncheon, Joe will share insights on Lee's Summit's revitalized growth, its 40th anniversary as a development council, and what's next for one of the metro's fastest-evolving communities. Don't miss the chance to hear from a leader driving progress and partnership across the Kansas City region.

EXTERNAL SPEAKER EVENTS

- Mesh KC Panel (with Mayor Baird)
- Banking on KC Podcast
- ULI Spring Meeting
- Association of Building Contractors Panel
- Lee's Summit Civic Roundtable
- Interface KC Retail Panel
- LSR-7 District Leadership Institute
- MCC's Executive Cabinet Retreat Speaker
- Affinis Industry Summit Speaker
- Making a Great City Series
- KCRAR Economic Outlook
- Lee's Summit Rotary Presentation
- International Trade Zone Conference
- Partners in Progress – Economic Development Regional Panel
- Midwest CRE Podcast
- KC Downtowners Speaker
- KCRAR Commercial Update

SCORECARD

**30 Project Brought to LSEDC
(Last 11 months)**

21 KCADC

9 LSEDC

18 Submitted

9 KCADC

9 LSEDC

12 Still In Running

5 KCADC

7 LSEDC

3 City
Submissions

3 LSEDC

LSEDC FINANCIAL POSITION

- **Top Line Budget: \$555,475.00**

LSEDC POLICY CHANGES

- **Reserve Policy – Established a reserve policy to ensure ability to weather economic cycles.**
- **In-Kind Policy – Now allow private Investors to make in-kind and financial investments.**
- **Revamped Investor Levels**

PROGRESS



Future Work Considerations:

- Identifying traditional and creative opportunities to secure talent to assist with KPI/Strategic Plan Implementation, Business Retention & Expansion, Workforce Development, and Social Media & Communications.



LEE'S SUMMIT
ECONOMIC DEVELOPMENT COUNCIL

INVESTORS

Grand Champion



LEE'S SUMMIT
R-7 SCHOOLS
Learning for Life

Patron

- ABI Corporation
- Baird Realty Group
- BMO Bank
- Bushyhead, LLC
- CEAH Realtors
- Centric Construction
- Cerris Builders, Inc.
- Country Club Bank
- DLR Group
- Emprise Bank
- Eskie & Associates
- FOCAL Design
- Gale Communities
- Geiger Ready Mix Co., Inc.
- Heartland Business Capital
- Hunt Midwest
- KC Dumpster Company LLC
- Lane4 Property Group
- LSEG, LLC.
- MAR Building Solutions
- McCormick-Heanue Law
- Mechanical Breakdown Protection
- Mid-Continent Public Library
- Monarch Build
- NAI Heartland
- Polsinelli
- Russell Construction
- Service Mark
- SilverTree Companies
- Spilker McKeone & Nelson
- Straub Construction
- UMB Bank
- Walker & Dunlop
- Ward Development

Pacesetter



Leadership Partner



Benefactor



QUESTIONS



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