

# Targeted Industries

Community and Economic Development  
Committee

September 11, 2024



**LEE'S SUMMIT**  
MISSOURI



*Yours Truly*

# Targeted Industries

- Professional Services
- Science & Technology Industries
- Healthcare
- Manufacturing
- The Arts
- Entrepreneurship

## Regional Job Growth by Sector

Within the City, 49.5 percent of jobs (based on 2017 data) are in economic sectors projected for quick growth throughout the U.S.—construction, transportation and warehousing, professional, scientific and technical services, educational services health care and social assistance, and hospitality and food service. In 2002, 43.9 percent of Lee's Summit's jobs were in these sectors, suggesting a trend toward greater resilience. In addition, 58.6 percent of jobs at the City's 35 largest employers are in ascending sectors.

Location quotients for Lee's Summit and Jackson County show strengths in the healthcare sector, the retail and food service sectors, educational services, professional, technical and scientific services, and construction. These are "export sectors" to target for further recruitment and retention—they are also among the most rapidly growing sectors in the United States and in the Kansas City metropolitan area. In many ways, Lee's Summit is well positioned with a diverse and resilient economic base.

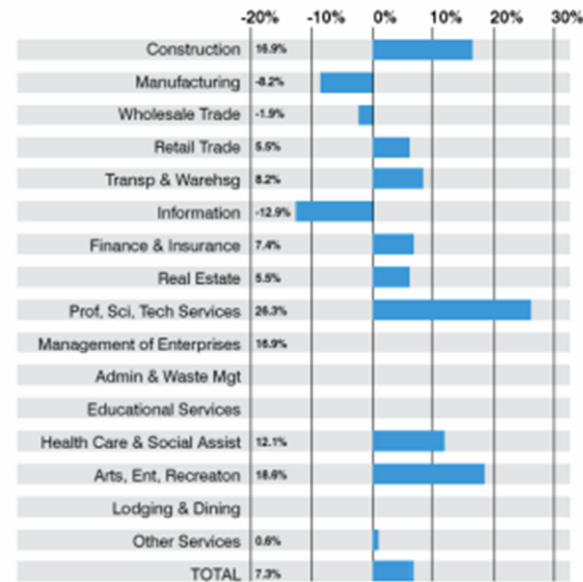
Another potential strength is Lee's Summit Municipal Airport. With City demographics

Lee's Summit, Missouri

favoring higher income households and the executive class, the Lee's Summit's airport traffic could increase with additional corporate and private air travel. This might also become a crucial center for quick delivery of online purchases by households, businesses, and the healthcare sector.

Ten-Year Projected Job Growth Rates, KC Metro Area  
By Major Economic Sector 2016-2026

Source: Missouri Economic Information & Research Center



While less complete and two years earlier, the Kansas City metro area rates of projected job growth from 2016 to 2026 are illustrated to the left. These show some inconsistency with the national projections.

The fastest growing sector in the Kansas City area would be professional, scientific, and technical services at 26.3 percent over ten years. Health care and social assistance jobs would increase by 12.1 percent, somewhat lower than the national rate, but this would also be only the fourth fastest growing sector in greater Kansas City. The arts and construction would be the second and third most rapidly expanding job sectors.

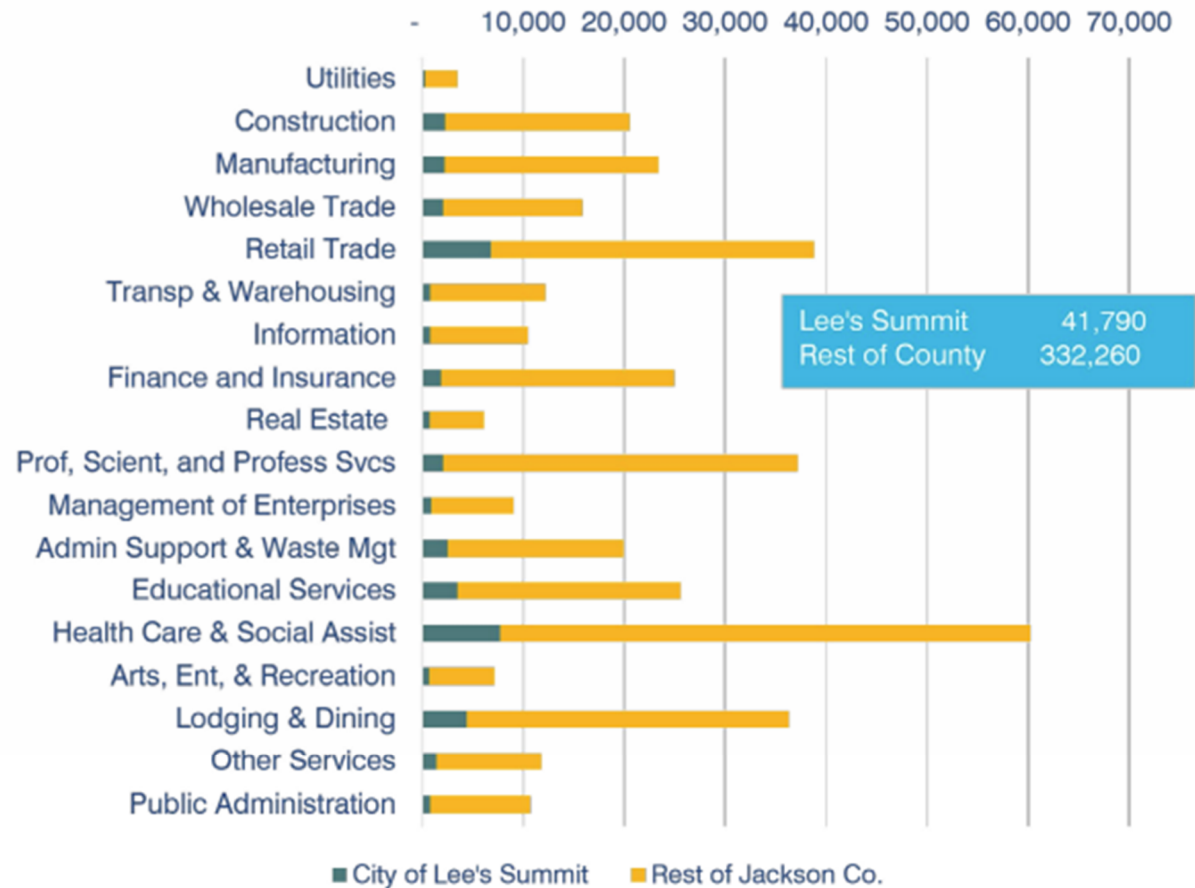
### Lee's Summit Projected Job Growth by Sector

In 2017, Lee's Summit had an 11 percent share of all jobs in Jackson County.

- Retail trade in Lee's Summit represented 17 percent of all retail jobs in the county.
- Educational services in Lee's Summit were 14 percent of the county total.
- Health Care and Social Assistance jobs made up 13 percent of all county jobs in this sector.
- On the other hand, Lee's Summit's share of jobs in the professional, scientific, and technical services sector was only six percent.
- The transportation and warehousing sector and the finance and insurance sector made up only seven percent each.

### Jobs by Sector in Lee's Summit and Rest of Jackson County, 2017

Source: U.S. Census Bureau LEHD



Nonresidential Floor Area by Job Sector	# of Jobs 2020 (ESRI)	% of Jobs 2020	Increase Jobs By 2040	Percent Increase in Jobs by Sector 2040	Total Jobs in 2040	Percent of Jobs in 2040
Construction	3,941	4%	1,360	35%	5,301	4%
Education	8,868	9%	1,510	17%	10,378	9%
Health Care	15,398	16%	4,330	28%	19,728	28%
Industry/Manufacturing	8,025	8%	1,600	20%	9,625	8%
Information Technology	3,267	3%	-70	-2%	3,197	3%
Lodging & Dining	4,123	4%	790	19%	4,913	4%
Management of Enterprises	191	0%	4,070	2131%	4,261	4%
Other Sectors	19,398	20%	3,530	18%	22,928	19%
Other Services	3,508	4%	770	22%	4,278	4%
Prof Services, Science, Technology	17,660	18%	4,880	28%	22,540	19%
Real Estate	2,355	2%	200	8%	2,555	2%
Retail Trade	8,737	9%	1,230	14%	9,967	8%
<b>Total Jobs by Sector</b>	<b>95,471</b>	<b>100%</b>	<b>24,200</b>		<b>119,671</b>	<b>112%</b>

By 2040, Increase Jobs by 24,200 (25%).  
 By 2040, Increase Commercial Development by 9.9 million square feet.  
 By 2040, Increase Industrial Development by 1.6 million square feet.

<b>Current Jobs</b>	<b>95,471</b>
<b>Future Projected Jobs</b>	<b>119,671</b>
<b>Increase In Jobs</b>	<b>24,200</b>
<b>% Increase in Jobs</b>	<b>25%</b>
<b>Current Acres of Nonresidential Development</b>	<b>2980.94</b>
<b>% Increase</b>	<b>20%</b>
<b>New Commercial Square Feet</b>	<b>9,873,500</b>
<b>New Industrial Square Feet</b>	<b>1,600,000</b>



Nonresidential Floor Area by Job Sector	# of Jobs 2020 (ESRI)	% of Jobs 2020	Increase Jobs By 2040	Percent Increase in Jobs by Sector 2040	Total Jobs in 2040	Percent of Jobs in 2040	Additional Square Feet by Sector	Additional Sq Ft Floor Area Needed to Meet Demand	% of Additional Sq Ft Floor Area
Construction	3,941	4%	1,360	35%	5,301	4%	200	272,000	2.40%
Education	8,868	9%	1,510	17%	10,378	9%	550	830,500	7.20%
Health Care	15,398	16%	4,330	28%	19,728	28%	650	2,814,500	24.50%
Industry/Manufacturing	8,025	8%	1,600	20%	9,625	8%	1,000	1,600,000	13.90%
Information Technology	3,267	3%	-70	-2%	3,197	3%	250	-17,500	-0.20%
Lodging & Dining	4,123	4%	790	19%	4,913	4%	500	395,000	3.40%
Management of Enterprises	191	0%	4,070	2131%	4,261	4%	250	1,017,500	8.90%
Other Sectors	19,398	20%	3,530	18%	22,928	19%	350	1,235,500	10.80%
Other Services	3,508	4%	770	22%	4,278	4%	300	231,000	2.00%
Prof Services, Science, Technology	17,660	18%	4,880	28%	22,540	19%	500	2,440,000	21.30%
Real Estate	2,355	2%	200	8%	2,555	2%	200	40,000	0.30%
Retail Trade	8,737	9%	1,230	14%	9,967	8%	500	615,000	5.40%
<b>Total Jobs by Sector</b>	<b>95,471</b>	<b>100%</b>	<b>24,200</b>		<b>119,671</b>	<b>112%</b>	<b>480</b>	<b>11,473,500</b>	<b>100%</b>

## ECONOMIC DEVELOPMENT VISION

A vision statement is intended to describe a desired future outcome. This vision guides our decision making, allowing for a consistent review and discussion of economic development and the use of incentives. The Mayor, City Council, City staff and community partners intend to guide and direct resources to achieve this vision. In 2013, the Mayor and City Council, with input from our community partners, adopted the following vision;

**Economic Development Vision Statement of the  
Lee's Summit City Council:**

*Lee's Summit will build upon and promote its unique downtown, educational excellence and cultural heritage to create and nurture a business environment which fosters entrepreneurship, commercial and neighborhood redevelopment, and the attraction and retention of high quality jobs in targeted businesses. In doing so, the tax base will grow ensuring the City's continued ability to deliver an outstanding quality of life and services to both businesses and residents.*

The Economic Development Vision emphasizes five areas of focus: Downtown, Entrepreneurship, Redevelopment, Attraction and Retention, and Targeted Businesses. These areas of focus represent a strategic need that is part of a broader economic development strategy. **These areas of focus inform us to 'how' the community should develop; through investment in Downtown Lee's Summit, entrepreneurship, redevelopment, and the attraction and retention of targeted jobs and businesses.** Strategic Economic Development is one of the seven goals of the Ignite Strategic Plan. Through this goal there are four objectives that can be fulfilled through the use of incentives; define and plan for a diversified economic base, focus recruitment and retention efforts, implement economic development plans and ensure fiscal sustainability.

## STRATEGIC DIRECTION

The Mayor, City Council, and community partners have worked to clearly identify targeted development outcomes and targeted areas for development to communicate the City's economic development goals. **These outcomes, or goals, have been created to inform prospective investors of 'what' is desired by development that may make use of incentives.**

### Targeted Outcomes

- Attracts or retains targeted businesses

*The City of Lee's Summit currently enjoys a residential base comprised of highly educated and highly skilled individuals. Creating employment opportunities that allow these individuals to advance their careers within the City of Lee's Summit is a priority. We seek employers that will leverage our existing strengths and workforce resources. We also seek economic sectors that have strong growth potential in the future. The City strives to be a regional hub that provides a fertile environment for the development of **professional services, science and technology industries, healthcare, manufacturing, the arts, and entrepreneurship.***

*To be considered a targeted business, the business shall help create an environment where work opportunities exist to support family households. A quality life is a combination of good income, health, family, and leisure activities. These life experiences are more likely to occur when the workplace is in Lee's Summit. A common measurement of quality jobs is income. Indexes such as compensation that equals or exceeds the average pay for Jackson County, Missouri workers, is often used as a standard.*



## ECONOMIC DEVELOPMENT POLICY STATEMENTS

The City Council of the City of Lee's Summit is the approving body for all projects that make use of economic development incentives. It is the City Council's responsibility to balance the needs for economic development and a positive financial condition for the provision of City services. The City Council reserves its power to judiciously review the merits of all development projects on a case by case basis. Under no circumstance will incentives be approved without consent from a majority of the City Council.

### General Policies

**12. Targeted Businesses and Industries:** Most favorable consideration will be given to projects that cause the construction of facilities which are targeted businesses in accordance with the Strategic Direction of the Incentive Policy.