

DLSMS 2024 Public Service Agreement Discussion

History

Downtown Lee's Summit Main Street was formed in December 1989 as a partnership between the City of Lee's Summit and the downtown merchants and property owners to reverse the decline and vacancy of our once vibrant heart. In those early years, the City matched what the merchants could raise dollar for dollar (up to \$20,000) to get those efforts started. This investment and partnership has been vital to the transformation of our community for the past 35 years. We've valued our close partnership with the City since day one. We are so proud that this partnership has led to an award-winning, nationally recognized downtown that continues build upon its successes.

Best Practices

We are one of eight nationally accredited Main Street programs in Missouri. Since the beginning, the National Main Street Center has been a vital resource for us for trainings, leadership development, networking and best practices. The National Main Street Center recommends communities like ours strive for a balance in their funding with 1/3 coming from the city, a 1/3 from events and a 1/3 from private donations. This more balanced budget approach will allow the organization to react to changes better. We experienced why this is so important during COVID when we had to cancel Downtown Days, which is our largest fundraiser. However, we did not reduce our services, but spent down our reserve at that time to make sure we were able to help our community when we were needed most.

Current Funding

DLSMS has been at \$60,000 since 2011. At that time DLSMS annual budget was at \$271,000, with public funding at 22.14% of the annual budget.

FY2024 public funding remains at \$60,000, which is 13% of DLSMS's current annual budget of \$460,000.

In FY2024, for every \$1 in public funding from the City of Lee's Summit, DLSMS raises an additional \$6.67 in private funding to reinvest back into downtown.

Over the last 13 years, there have been no changes to public funding levels as the cost of living and inflation has grown considerably. Cumulative inflation since 2011 is 39.45% or \$83,673.

Fellow Accredited Main Street Communities in the metro:

Liberty receives \$125,000 from their city, 28.9% of annual budget of \$433,000.

Independence receives \$100,000 from their City, 28.9% of annual budget of \$346,000.

Our Funding Request

Year 1- \$120,000- Budget of \$520,000- 23%

Year 2- \$140,000- Budget of \$540,000- 26%

Year 3- \$180,000- Budget of \$580,000- 31%

This increase would help us continue to be one of the best downtown revitalization organizations in the nation. As costs over the last few years have risen dramatically, it has put pressure on the organization to continue to operate at high level while offering more than 100 free activities and events each year. We have an amazing small, dedicated professional staff and will need to be able to grow that staff in the next few years as downtown grows. We also need to make sure we are able to be more competitive on salary and benefits to continue to retain the amazing staff we have developed and grown locally.

Key Organizational Statistics:

Since 2009:

- 56,689 volunteer hours (\$31.80 per hour- \$1,802,710.20 in donated time)
- 109 Net New Businesses
- 826.5 Net New Jobs
- \$73M in private funds invested in building renovations and new construction

Taxable Sales in FY2016 in Downtown- \$28.7M.

Taxable Sales in FY2023 in Downtown- \$61M- 113% increase in 7 years.

Annually hosts over 100 activities and events that are free for families and residents to attend.