

**2018 JCEDC ANNUAL PROGRESS REPORT
MAYOR AND CITY COUNCIL – JANUARY 28, 2019**

SUMMARY OF ACCOMPLISHMENTS - JANUARY 1 – DECEMBER 31, 2018

1. Budget and Funding

- a. Added five additional investors while continuing to strategically broaden impact and partnerships
- b. Janet Ady Final Presentation event – 2 new special program sponsors
- c. New Jobs Training Grant (SFCC) to pay for rent and utilities at DTDC Training Center (net savings to JCEDC of \$8,900)
- d. \$9,500 in investor contributions over this time last year
- e. 4 contracts for services
- f. Began utilizing investor tracking program - Bloomerang

2. Organizational Improvements

a. Committees

2018 Committee Functions Retained

Partnership & New Revenue Committee
Infrastructure & Development TF*
Business Visit Team*
Incentives Committee
Microloan committee
Talent Task Force*

**paused briefly for
strategic planning results*

2019 Realigned Committees

Partnership & New Revenue Committee
Infrastructure & Development TF
Business Visit Team
Incentives Committee
Microloan Committee
Talent Supply Task Force
Employers Talent Task Force
Innovation & Entrepreneurship TF
Housing TF

- b. Considerations to realign staff for 2019 – adjust Communications Coordinator’s roles/responsibilities and add part time intern in early 2019

3. Incentives Strategy:

- a. Continue to communicate with taxing jurisdictions and elected officials to improve the understanding of incentives, financing tools and policies – much of this has been project driven and in conjunction with C K Enterprises.
- b. Additional ongoing conversations related to confidential projects
- c. Warrensburg – Opportunity Zone award for 2 census tracts

4. Johnson County Plan for Growth 2021

- a. Targeted Industry Analysis, Talent Assessment, and Organization Strategic Plan
- b. Site visit in February 2018
- c. Goals & Visioning Session May 2018
- d. Final Draft delivered June 2018
- e. Final Presentation held July 2018
- f. Focus Groups – September 2018
- g. Strategic Retreat – Refined work items – October 2018

5. Enhanced Enterprise Zone

- a. 2018 Annual Activity Report Summary:
 - i. 2 EEZ Benefiting Employers
 - ii. 6 new Full-time Jobs created in 2018
 - iii. \$2,341,000 in total investment to date
- b. 2018 = 2 EEZ Applications Distributed
- c. 1 Application recommended for approval
- d. 1 Application still in process
- e. EEZ 2 year anniversary was on July 28, 2018
- f. About 22.5 years remaining

6. Johnson County PWSD #3 EPA Grant

- a. \$3.2 million wastewater treatment project has been completed
- b. The impact of this new infrastructure will be the catalyst for significant future development
- c. Johnson County (EPA grant) has provided a 55% match for construction on the wastewater treatment facility in the amount of \$721,727
- d. PWSD#3 awarded a bid to Caldwell Tanks for the construction of the new elevated storage (drinking water) tank and began construction of new water mains for a total cost estimate of \$1,164,200.00 – EPA funds will contribute 55% toward the total eligible construction cost for these two major projects for an estimated total of \$539,000.

7. Workforce Development

- a. Continue to support UCM and Missouri Innovation Campus
 - i. 2018 Request For Funds completed in October
Training Funds: \$31,366
JCEDC Administrative Fees: \$1,568
- b. CMEDA has completed the 2018 Labor Study – A summary of the results and trend analysis to be completed in 2019

8. Site Preparation

- a. Brady Commerce Park
 - i. Master Plan completed
 - ii. Blue Skybots Drone Video completed
- b. Holden Business Park
 - i. EPA has awarded grant to pay for a Phase II Environment Assessment complete with soil boring and ground water analysis. TetraTech will be performing the Phase II, report estimated to be complete in February 2019.
 - ii. Blue Skybots Drone Video completed
- c. Shamrock Business Park
 - i. Working to release blanket easements
 - ii. Blue Skybots Drone Video completed
- d. Drone Video: next step is to package videos on all 3 sites

9. Brand/Marketing

- a. New JCEDC website completed and active
- b. Marketed Dollar Tree Construction Photos, Videos, and Job Openings on Facebook

- c. Facebook Page – “Likes” increased 58% to 579 (between Jan 1-Dec 18)
Largest post interactions/engagements:
 - 1. Job postings – Dollar Tree, Enersys, Janesville, Stahl – TOTAL: 51,000+ reach
 - 2. Dollar Tree Drone Aerial – 5,000 reach
 - 3. Miller Mausoleum article – 1,800 reach
- d. Increased activity on JCEDC Twitter page
- e. Economic Development Week social media campaign – May 2018
- f. Buffer website used to schedule content in advance
- g. Increased marketing of microloan program to Knob Noster in addition to Warrensburg
- h. Increased awareness of JCEDC support & services through Community Engagement Committee
- i. Partnership & New Revenue Committee – Investor Relations visits
 - i. CLIMB Class – September 2018
 - ii. Early Bird Rotary – October 2018
 - iii. Knob Noster Revitalization Commission – November 2018
- j. Ongoing work to update Available Sites & Buildings on LOIS
 - i. Currently on LOIS-
 - 33 Buildings and spaces for sale or lease
 - 21 Sites for sale, lease/build to suit and ready for development
 - ii. Ongoing work with economic development partners to connect LOIS platform to partner websites

10. Business Retention & Expansion Program

- a. Business Visit Team currently paused
- b. Existing business development assistance for 6 primary employers
- c. Site selection services and existing business development assistance for 29 small business owners and entrepreneurs
- d. Microloan
 - i. 2 microloan applications reviewed
 - ii. 1 new microloan approved for \$2,500
 - iii. Microloan amount loaned to 13 Johnson County business owners since 2006: \$115,000
 - iv. 3 microloans – all current
 - v. Funds still available: \$35,158

11. Business Recruitment

- a. During 2018, JCEDC received 29 new prospect inquiries as follows
 - i. 25 Missouri Partnership RFIs- responded to 1 of these
 - ii. 4 locally generated leads
 - iii. 3 site visits
 - iv. 2 leads still active
 - v. 1 New Business Announcement = C K Enterprises (former WINCO Fireworks)
- b. CMEDA – in conjunction with Missouri Partnership
 - i. Ad in Missouri Magazine (pg 21 & editorial content)
 - ii. Team Visits with 52 Site Consultants and Influencers, as follows:
 - a. Lakeside with the Locators
 - b. Philadelphia/Washington DC Mission trip
 - c. Cleveland/Pittsburgh Mission trip

- d. Atlanta/Greenville Mission trip
- e. Dallas Mission Trip

12. Dollar Tree Distribution Center & BreakTime Convenience/Truck Center

- a. 1.2 million square foot facility / \$110 million investment
- b. Approximately 550 currently working, surpassing 3 year goal in less than 6 months. Currently 4th largest employer in Johnson County.
- c. Training Center established at Santa Fe Trails Shopping Center from April to June 11 – truly a community effort
 - i. J.W. Franklin Co. changed about 60 light bulbs, fresh coat of paint, fixed a broken water line and air conditioner motor
 - ii. All furniture (see attached list) moved in April 2018 and returned June 2018
 - iii. Space Cleaned (carpets & new toilet seats)
 - iv. Thank you to Holiday Trucking!
- d. Dollar Tree Grand Opening event – July 2018
- e. BreakTime Convenience/Truck Center opening event in 3rd Quarter 2018

13. Special Projects – WALC / Hawgsmoke 2018

- a. Hawgsmoke 2018 Oct 17-20, 2018
- b. 12 A-10 squadrons from across the U.S. at Whiteman AFB – pilots, crew chiefs, etc.
- c. WALC was the fiscal sponsor for Hawgsmoke 2018 Committee