



ECONOMIC DEVELOPMENT CORPORATION

Building The Future Kansas City

ECONOMIC DEVELOPMENT CORPORATION OF KANSAS CITY, MISSOURI / ANNUAL REPORT / 2017...2018

Helped promote the **"Better KCI"** initiative

Convention Hotel – "Without the innovative use of the financing tools provided by the LCRA and TIF Commission, this **\$325 million** project could not have happened." – **Michael Burke, attorney, Michael Burke, LLC CEO**

North Loop – EDCKC commissioned a study to bring rigor to the planning process for options on the future of the north loop.

Linwood Shopping Center TIF – East Side revitalization

"There's so much activity downtown right now. It's incredibly exciting. And when we came across this location for our new headquarters, we really loved the views, the location and the opportunity to be right in the middle of the action." – **Chris Giuliani, Spring Venture Group CEO**

Helped create the bid for **Amazon's HQ2**

Hotel Indigo – "We are very pleased that with the assistance from the EDC, we were able to take a dangerous building and make it into a beautiful hotel and apartment loft space." – **Kevin Page, KP Property Development LLC, founder**

Legislative Advocacy – made 12 visits to Jefferson City to lobby for development, transportation and workforce issues as well as community improvements, low income housing and historic preservation

2017-2018

Message From Chair and President

We are pleased to present the FY 2018 Annual Report of the EDCKC covering the period of May 2017 through April 2018. The EDCKC team worked diligently to build the future of Kansas City by creating jobs, increasing capital investment, growing business opportunities and producing new land development projects.

This past year was an important one for Kansas City as big strides were made in advancing the City's status on the regional and national level. From approval to build a new airport terminal in the Northland and the start of construction on a new downtown convention center hotel, to urban renewal and expansion on the East Side through projects like the Linwood Shopping Center and Blue River Valley Industrial Corridor, Kansas City continues to see advancement across the entire geographic area.

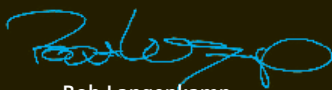
With 3,564 new jobs and 748 retained, 4,678 new construction jobs, 253 business retention visits and a total of 67 projects with \$1.02 billion in capital investment for the City, the EDCKC had an especially productive year.

Most importantly, we want to thank our many partners for their support and collaboration. It takes many players working together to build our economy and position Kansas City for future growth. We wish you all the best.

Thank you again.



Bridgette Williams
Chair



Bob Langenkamp
President

About the EDC

EDCKC's mission is to grow, attract and retain jobs, businesses and investment in Kansas City.

What We Do

- Business Retention / Expansion
- Business Recruitment
- Redevelopment / Land Development
- Marketing / Promotion of KCMO
- Financial Support Through Capital Access

EDC FY in Review

2017 was a prosperous year for Kansas City, Missouri, economic development. From the new KCI terminal in the north to the Honeywell expansion in south Kansas City, new construction and renovation projects are building the future of Kansas City. In addition our Business Retention and Expansion (BRE) team proactively met with existing businesses throughout the year to gain feedback, uncover any unmet needs and determine if there are opportunities for growth. Understanding the business climate and actively engaging in the community helps ensure that local companies stay and grow in Kansas City.

- **Total Projects: 67**
- **Total Investment: \$1,022,997,631**
- **New Jobs to Kansas City, Missouri: 3,564**
- **Retained Jobs: 748**
- **New Construction Jobs: 4,678**
- **Business Retention & Expansion Visits: 253**

Initiatives

Blue River Valley Industrial Corridor

Long-term vision to revive the Blue River area's once prosperous economy and environment with new businesses and recreation.

Urban Land Initiative (ULI) North Loop Study

Formation of panel to evaluate options for the north loop of downtown.

LaunchKC

Start-up contest that has awarded \$1.5 million in cash grants to 20 start-up businesses willing to call Kansas City, Missouri home.

Legislative Advocacy

EDCKC actively advocates and lobbies in support of economic development, STEM training, entrepreneurship, workforce development and more. EDCKC's blog provides updates on ongoing efforts; below are the top agenda items from this past year.

Legislative Agenda Items from 2017:

- **Preserved TDD and CID legislation**
- **Renewed and extended Missouri Works and Skilled Workforce until 2030**
- **Preserved Historic Tax Credits and Low-Income Tax Credits**
- **Prevented dramatic changes to TIF**
- **Secured funding for new Buck O'Neil Bridge, Missouri Highway Patrol and local infrastructure**
- **Helped pass legislation that expands computer science education for students in Kindergarten through high school**
- **Restored funding to Missouri Partnership**

New Construction
and Renovation
Projects are
Building the Future
of Kansas City.



Kansas City at a Glance

Growth in Population from 2016 – 2017

Source: US Census Bureau



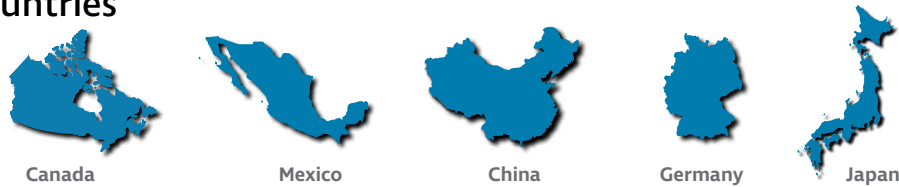
Unemployment Rate

Source: Bureau of Labor Statistics April 2018

Missouri Department of Labor April 2017



Top Export Countries



Top Industry Sectors for Kansas City Exporters

Transportation equipment, chemicals, processed foods, computer and electronic products and agricultural products



EDCKC FY2017 at a Glance

67 Projects
Investment \$1,022,997,631

New Jobs to Kansas City, Missouri 3,564

748 Retained Jobs

New Construction Jobs 4,678

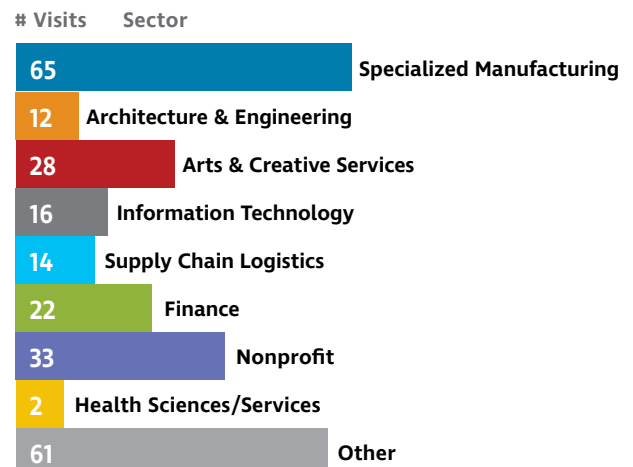
Projects by Industry

Architecture & Engineering 2
Arts & Creative Services 1
Finance 6
Health Sciences/Services 2
Information Technology 8
Other 11
Specialized Manufacturing 6
Supply Chain Logistics 2

Projects by Type

Hotel 5
Commercial 6
Mixed-Use 8
Residential 10
Expansion 21
Attraction 16
Retention 1

Business Retention & Expansion (BR&E) Visits 253



Featured Projects

Company	Investment
NBKC Bank	\$2.5M
FishTech	\$16.4M
Hy-Vee Aisles	\$29M
Spring Venture Group	\$12M
GlynnDevins	\$2.5M
Custom Truck	\$16M
Affinity Worldwide	\$17M
WeWork	\$6M
WELD Racing	\$1M
Catalent CTS	\$43.6M
Loews Convention Hotel	\$322M
Three Light	\$120M
Bitterman Building	\$1.865M
La Quinta – Beacon Hill	\$14.9M
850 Main	\$17.9M
Oak Park Townhomes	\$8.4M
Emanuel Cleaver 2 Sr. Living Facility	\$11.4M

Six-year-long Vision for Convention Center Hotel Becomes Reality

2018 marked the year Kansas City finally received something that's been on its wish list for many years – a new four-star downtown convention center hotel. The 24-story, 800-room hotel, owned and operated by Loews Hotels, broke ground in early 2018 and is expected to be complete in spring 2020.

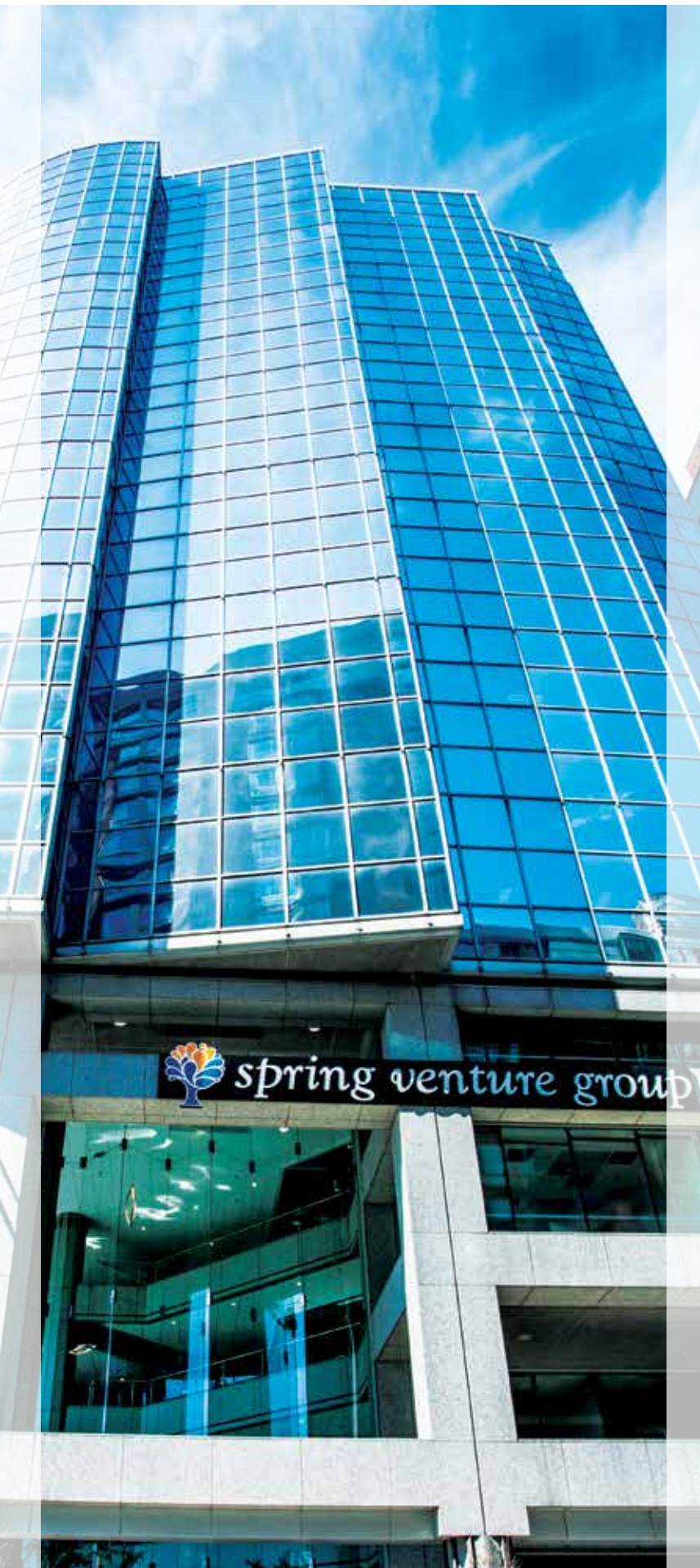
The **\$325 million development** will include 80,000 square feet of meeting space; 15,450 square feet of restaurant, bar and retail; a 469-space garage; 9,913 square feet of recreational facilities; and a 4,500-square-foot terrace. It will occupy a 3-acre city block across from the Bartle Hall Grand Ballroom from Truman Road to 16th Street, between Wyandotte Street and Baltimore Avenue. An enclosed walkway will connect it to the ballroom.

Local attorney Michael Burke has shepherded the project since its inception. He called it one of the most complex he's worked on and the first time in his memory that the Land Clearance for Redevelopment Authority (LCRA) has issued bonds.

"The EDC was a constant partner in helping to bring this complex project to groundbreaking," said Burke.

"Without the innovative use of the financing tools provided by the LCRA and TIF Commission, this project could not have happened."





Spring Venture Group Plans to Bring 1,000 New Jobs to Downtown Kansas City

Spring Venture Group, a direct-to-consumer distributor of Medicare supplement insurance, plans to **add 1,000 new jobs over the next six years** to its new downtown headquarters in the 18-story Twelve Wyandotte Plaza office building at 120 W. 12th St. The company, which has disrupted the traditional insurance sales model through technology, data analytics and its consultative sales philosophy, has experienced rapid growth and required more space than what was available at its previous Crown Center location.

In finding new office space for its mostly millennial employee base, the company knew it wanted to stay downtown. **"There's so much activity downtown right now, it's incredibly exciting,"** said Chris Giuliani, CEO. **"And when we came across this location, we really loved the views and the opportunity to be right in the middle of the action."**

The Enhanced Enterprise Zone Board, an EDCKC-affiliated agency, recommended approval of property tax abatement for the new headquarters. The new Spring Venture Group home makes use of a building that was vacant for the past four years.

Honeywell Adds 450 Jobs and Unique Workforce Development Efforts

Honeywell Federal Manufacturing & Technology LLC, manufacturer of non-nuclear components for the United States nuclear stockpile, announced plans in 2017 to hire **450 additional employees** in manufacturing roles such as welders, machinists, inspectors and electrical technicians.

The company has seen explosive growth in recent years and as a result, Honeywell began working one-on-one with area high school vocational program teachers and school counselors, inviting students to visit the plant where they can see first-hand the high-tech, modern

equipment and employees at work. The effort enables students to envision themselves on the job, creating a connection to Honeywell. Through its efforts, Honeywell has been able to identify students to invest in – through mentoring, scholarships to help with training and certifications and, finally, offering a job.

The initiative has been very well received by economic and workforce development professionals, school officials and, most importantly, the students. Honeywell has successfully created an innovative approach to manufacturing its next generation of skilled workers.





Linwood Shopping Center Renovation Brings Jobs and New Grocery Store to East Side

After struggling for many years, the Linwood Shopping Center was renovated and is now open, which is creating jobs, removing blight and eliminating an East Side food desert. Established in 2016, the center's Tax Increment Financing (TIF) Plan enabled a **\$14.9 million renovation** that delivered a 38,000-square-foot Sun Fresh Market with additional projects rehabbing existing retail spaces.

Located at the intersection of Linwood Boulevard and Prospect Avenue, the project demolished a long-vacant grocery building and anticipates the redevelopment of retail on each side of the Sun Fresh, bringing 26,000 square feet of additional retail space as well as surface parking and landscaping improvements.

The Linwood Shopping Center project joins more than \$2 billion in other private and public investment in the City's East Side for projects that are completed, underway or approved since 2011.

Hotel Indigo Project Redevelops Brookfield Building

Vacant and deteriorating for more than a decade, the historic Brookfield Building at 101 W. 11th St., in Kansas City, Missouri, opened in December 2017 as the city's first, and the nation's 50th, Hotel Indigo.

The Brookfield Hotel Redevelopment Corporation completed the **\$36 million redevelopment of the historic Brookfield Building**, transforming a dilapidated downtown property into a modern, high-efficiency mixed-use building that includes the 113-room Hotel Indigo and 27 Fairfax Lofts.

The principals of Kothe Real Estate Partners, Great Lakes Management Group, and KP Property Development formed a partnership, Brookfield Hotel Investment LLC, to redevelop the historic Brookfield Building. **"We are very pleased with the assistance from the EDC. We were able to take a dangerous building and make it into a beautiful hotel and apartment loft space,"** said Kevin Page of KP Property Development LLC.



EDC Board of Directors

Chair	Bridgette Williams, <i>Heavy Constructors Association of Kansas City</i>
Vice Chair	Spencer Fields, <i>Willis Towers Watson</i>
Treasurer	Madeline Romious, AT&T Ed Ford, <i>Ford & Cooper, P.C.</i> Jeff Krum, <i>Boulevard Brewing Company</i> Rosana Privitera Biondo, <i>Mark One Electric Co.</i> Troy Schulte, <i>City Manager, City of Kansas City</i> Councilman Scott Taylor, <i>Chair of Planning, Zoning & Economic Development Committee, City of Kansas City</i> Sylvester "Sly" James, <i>Mayor, City of Kansas City</i>

EDC Staff

Robert Langenkamp, <i>President & CEO</i>
Heather Brown, <i>Executive Director, Tax Increment Financing Commission</i>
Lee Brown, <i>Controller</i>
Greg Flisram, <i>Senior Vice President, Business & Real Estate Development, Executive Director, Land Clearance for Redevelopment Authority (LCRA)</i>
Dawn Kennedy, <i>Executive Director, EDC Loan Corporation</i>
T'Risa McCord, <i>Senior Vice President & CAO</i>
Drew Solomon, <i>Senior Vice President of Business & Job Development, Executive Director, Enhanced Enterprise Zone Boards (EEZ)</i>
Aarron Knight, <i>Accountant</i>
La'Sherry Banks, <i>Administrative Coordinator</i>
Kiah Banks, <i>Receptionist / Administrative Assistant</i>
Cathleen Fournoy, <i>Sr. Business Development Officer, Legislative Affairs</i>
Morgan Franklin, <i>Sr. Business Development Officer, Marketing & Communications</i>
Narbeli Galindo, <i>Director of International Affairs</i>
Carrie Habib, <i>Administrative Assistant, Community Economic Development</i>
Jamilah Jones, <i>Business Development Officer</i>
Kimberlyn Jones, <i>Business Development Officer</i>
Alvin Liow, <i>International Trade Assistant</i>
Robert "Bob" Long, <i>Development Services Specialist</i>
Jim Malle, <i>Business Development Officer</i>
Dan Moye, <i>Principal Development Analyst</i>
Janine Pettitt, <i>Administrative Coordinator, Tax Increment Financing Commission</i>
Sandra Rayford, <i>Contract Compliance Manager</i>
Steve Rinne, <i>Business Development Officer</i>
Gary Sage, <i>Research & Policy Officer</i>
Brandon Smith, <i>Business Development Officer</i>
Susan Tumey, <i>Administrative Assistant, Land Clearance for Redevelopment Authority</i>
Jill Quinn, <i>Corporate Secretary & Executive to CEO</i>



People's Choice Award Winner: Veterans Community Tiny Homes Project



Plexpod at Westport Commons



Mayor Sly James, left, with Mr. Leo Morton, UMKC Chancellor Emeritus, Lifetime Achievement Award Winner



2017 - 2018 Cornerstone Award Winners



Linwood YMCA / James B. Nutter Sr. Community Center

FY2017-2018 Cornerstone Award Winners

- AutoAlert
- Cable Dahmer Headquarters and Collision Center
- Cerner Innovations Campus
- Hotel Indigo & Fairfax Lofts
- Hunt Midwest SubTropolis Animal Health Corridor
- Kansas City Urban Youth Academy
- Linwood YMCA / James B. Nutter Sr. Community Center
- NBKC Bank
- Plexpod at Westport Commons
- Spring Venture Group
- Urban Café KC

Special Recognition

- A Better KCI
- Amazon HQ2 Proposal Team
- KCP&L Customer Innovation
(Clean Charge Network & KCP&L Connect)

People's Choice Award

- Veterans Community Tiny Homes Project

Lifetime Achievement Award Winner

- Mr. Leo Morton, UMKC Chancellor Emeritus

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2017-2018



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