



LEAVENWORTH
COUNTY



DEVELOPMENT CORP

DEDICATED TO THE
INDUSTRY OF INNOVATION

ANNUAL
REPORT

MISSION STATEMENT

To facilitate the creation and retention of jobs
and capital investment in Leavenworth County

OVERVIEW

2017 was filled with challenges, opportunities, and several real successes. The year saw the long-awaited construction of a new Army Reserve Center. And after 18 months of negotiations and the development of shovel-ready land, Unilock agreed to locate a new facility in Tonganoxie. We continued to increase our efforts in assisting small, entrepreneurs grow their companies through the countywide Grow Leavenworth County program and our own micro-grants.

LCDC facilitated the creation and retention of **112 jobs** and **capital investment of \$22.4 million** in 2017. The future looks even brighter as Leavenworth and Tonganoxie, with financial support from Leavenworth County, are completing work on two new business parks. Retail opportunities in Lansing and Basehor are proving more and more attractive to businesses in the market to expand.

Private sector funding to our organization continued to increase as we added 9 new investors as members committed to growing the county. We also welcomed Lisa Haack to our team as our new Economic Development Coordinator. Ashley Hardin has stepped into a part-time role to spend more time with her young family and will focus on grants and special projects.

LCDC is a vital leader in the development of Leavenworth County. We are committed to continuing to make a positive impact on the creation of quality jobs and investment in our county.



DAVID SCHROEDER, LCDC PRESIDENT

LEAVENWORTH COUNTY PORT AUTHORITY



Port authorities in Kansas were established in state statute in 1969. The Leavenworth County Port Authority (LCPA) has been the most active in the state as it has developed two business parks and built numerous spec buildings to spur economic development. In 2017, as the LCPA adopted a more aggressive pricing of lots in the Urban Hess Business Park, it became clear that state law prevented this approach.

With Rep. Jim Karleskint carrying the bill and with the effort and support of the rest of our delegation, legislation which allows port authorities the ability to negotiate the price of land based on jobs and economic impact rather than appraised value passed both houses and was signed into law by the Governor.

With this added flexibility, LCPA has received renewed interest from companies in land it owns in its two business parks. Additionally, two new parks being developed by the cities and county with help from LCPA should be complete by mid-2018 and will add more than 215 additional acres for development.

One of the key leaders in economic development in the county, Bill New, stepped down from the board at the end of 2017 after a remarkable 43 years of service. **Bill's tenure on the board exemplifies the deep commitment of private sector volunteers to the development and growth of the county.**

COMMUNICATION AND NETWORKING

LCDC members, supporters, community leaders, business owners and others gathered for the LCDC Annual Meeting in January at Riverfront Community Center. The guest speaker was Tim Cowden, President & CEO of the Kansas City Area Development Council (KCADC), on the topic of partnership and collaboration of communities and their economic development organization's efforts. In September, **LCDC raised a record \$7,500 at the 2017 LCDC Golf Tournament** as 24 teams participated. LCDC thanked its members at our annual VIP Event in November held for the first time at Grinders in Leavenworth.

\$7,500 RAISED AT THE 2017
LCDC GOLF TOURNAMENT

WORKFORCE DEVELOPMENT

LCDC has several tools to address workforce development challenges and opportunities when they arise throughout the year. We worked with Mid Star Lab when the company was expanding and helped them secure a \$4,000 Kansas Industrial Training (KIT) contract to train its new employees. Baker Construction and Cameron Industries each utilized Workforce Partnership participants in return for on-the-job training. LCDC partnered with the University of Kansas, University of St. Mary and Kansas City Kansas Community College on an educational assessment to identify gaps in available educational opportunities in the county. As we have for many years, LCDC held two Classroom to Career events. Thirty-eight high school seniors from Basehor-Linwood, Tonganoxie, Lansing and Pleasant Ridge learned more about health occupations at Cushing Hospital in the spring and manufacturing jobs at Cereal Ingredients in the fall. Also participating were representatives from the University of St. Mary, Kansas City Kansas Community College, University of Kansas and Workforce Partnership.

MARKETING

LCDC staff travelled to Dallas in May to spread the word to site location consultants about business opportunities in Leavenworth County. Closer to home, staff attended numerous events and lunches with commercial brokers and realtors in the Kansas City market to promote the county. LCDC sponsored a 2/3 page in K.C. Options promoting living and working in Leavenworth County. LCDC was also featured for the first time in print and on-line versions of Business in Focus magazine. We continued to send out e-blasts to commercial realtors featuring available properties.

The number of unique visitors to our LCDC website increased 30% from last year and nearly 66% over the past two years. As the year ended, staff began discussions with the cities and county along with KCADC and the Kansas Department of Commerce about an even more aggressive marketing campaign to promote the county in 2018.



RECRUITMENT, RETENTION AND EXPANSION

LCDC began the year with the announcement that **Compassus**, a national hospice and palliative care company, was moving its regional office to Lansing with 5 administrative jobs and 11 more in the field. The year ended with the news that **Unilock**, a landscape paver manufacturer headquartered in Toronto, would become the first company to locate in the new business park in Tonganoxie. LCDC introduced Unilock to the property in mid-2016 and had worked with city officials and the company to ensure the successful location of the facility that will within 5 years employ 17 new jobs. LCDC also assisted entrepreneurs like **Elite Auto Detail** and **Str8 Edge Barber Shop** open operations in Lansing, **Fun and Fabulous Floral** in Tonganoxie and **Island Spice Jamaican Restaurant** in Leavenworth. Cameron Industries opened a new **Daylight Donuts** with its 10 jobs in Basehor as the company continued to grow with help from LCDC.

LCDC'S IMPACT ON THE LEAVENWORTH COUNTY ECONOMY IN 2017



Grow Leavenworth County E-Community program made loans to 17 businesses in 2017 totaling \$996,500. Not only did the coverage of the program and the number of deals increase but the maximum amount allowed per loan increased to \$75,000. The amount of activity and oversight provided by the GLC board has made it one of the most successful programs of its kind in the state.

In its first full year since its inception, the LCDC Micro-Grant Program awarded five companies small grants ranging from \$250-\$750. Recipients were **Trent Peter Agency**, **Elite Auto Detail**, and **Str8 Edge Barber Shop** in Lansing, **Fun and Fabulous Floral and Gifts** in Tonganoxie and **Fat Cat's Dog Boarding** in Basehor. The LCDC Micro-Grant program is designed for small business expansions and start-ups.

LCDC staff provided consultant services to expanding companies to assist with the application process for the state's High Performance Incentive Program (HPIP). Five companies throughout the county participated in HPIP, which saved them a total of \$41,515 in cash and \$160,535 in tax credits.

Lt. Governor Jeff Colyer presented the 2017 Governor's Award of Excellence to Cereal Ingredients, Inc. (CII) at the Team Kansas Awards Banquet on June 6. This award is the highest honor given by the state to a business.

"Our team thanks the City of Leavenworth, the Port Authority and LCDC for welcoming us to Kansas and for their continued support," said Bob Hatch, CII CEO.

OFFICERS & EXECUTIVE COMMITTEE

President

DAVID SCHROEDER

Vice-President

HARLAND RUSSELL

Treasurer

JOSH HOPPES

Past President

BLAINE WEEKS

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JEREMY GREENAMYRE

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Jeremy Greenamyre
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Robert Hatch
Josh Hoppes
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Mike Nixon
Pete Payne
Chuck Peterson
Mike Reilly
Gayle Runnels
Harland Russell
Rick Schneider
David Schroeder
Blaine Weeks
Lloyd Martley – City Administrator,
City of Basehor
Tim Vandall – City Administrator, City
of Lansing
Paul Kramer – City Manager,
City of Leavenworth
George Brajkovic – City Manager,
City of Tonganoxie

Ex-Officio Board Members

Ashley Razak – Basehor Chamber
Col. Marne Suttin – Ft. Leavenworth
Brandon Johannes
Leavenworth-Lansing Chamber
Wendy Scheidt
Leavenworth Main Street
Steve Christensen
Tonganoxie Chamber

Staff

Steve Jack – Executive Director
Lisa Haack – Economic Development
Coordinator
Mary Mack – Office Manager
Ashley Hardin – Special Projects

2017 Members

Platinum Level

First State Bank & Trust

Gold Level

Cereal Ingredients
Citizens National Bank
Citizens Savings & Loan
Commerce Bank
Country Club Bank
Educational Consortium – Ft.
Leavenworth
Exchange National Bank & Trust
Geiger Ready Mix
GBA Architects & Engineers
Great Western Manufacturing
Kansas Gas Service
Mather Enterprises
Mutual Savings
RD Johnson Excavating/Hamm
Saint John Hospital

Silver Level

Armed Forces Insurance
Canaan Stoneworks
Community National Bank
Falcon Lakes Golf Club
Greenamyre Rentals
Hallmark Cards
Kansas City Kansas Comm. College
Kramer & Associates
Leavenworth County Cooperative
Leavenworth Water Department
Lexeco
Managed Energy Systems
Marlow White Uniform Company
Morrill & Janes Bank
Reilly & Sons/Coldwell Banker
Renaissance Infrastructure Consulting
S.I. Property Investments
Saint Luke's Cushing Hospital
TranSystems
University of Saint Mary
Westar Energy
Zephyr Products Inc.

Bronze

Advantage Printing
Al J. Mueller Construction Company
Benesch
Central Bag Company
Century Van Lines
Chapman Services
Compassus Hospice – Kansas City
CoreCivic – Leavenworth
Detention Center
CSE Emblem
Evans Real Estate
Grinders High Noon
Heatron
HMC Performance Coatings
Holy-Field Vineyard & Winery
JF Denney
Kaaz Construction
Kansas Secured Title
KC Construction
Leavenworth -Jefferson
Electrical Coop
Leavenworth Times
Mary R. Scott CPA, LLC
McCaffree-Short Title Company
McDonald Marketing
Mid-Srar Lab
Peruvian Connection
Schlagel & Associates, P.A.
Storage Box, Inc.
Studdard Moving & Storage
U.S. Engineering
University of Kansas
Wesley Properties
Young Sign Company

Supporter Level

27 Committee
Basehor - Linwood USD #458
Cecilia Harry
Leavenworth County Humane
Society
Leavenworth USD #453
Marcia McCown
Tom Meier
J.C Tibbetts
David Waters

To view this year's annual report online, visit us at: LVCountyEd.org

LEAVENWORTH COUNTY DEVELOPMENT CORPORATION

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