It has been an honor to have served as the Chairperson of the Platte County Economic Development Council. The year went by quickly since project activity and development are at a much increased pace compared to previous years. That is indeed good news for Platte County!!

We had a remarkable year of accomplishments. All of the hard work of our staff and partners helped contribute to the following:

- 50 projects/prospects in 2016, 24 of which are still considered active.
- Six successful projects which created 895 jobs and $166.3 million in total investment.
- In December, we honored 13 businesses which represented $113.2 million in new investment and 790 new jobs—jobs that give our Platte County families an opportunity to grow and prosper! Wow!!

The theme of our recent Business Excellence Awards was “Prospering through Partnerships” and we are thankful for every one of our partners. Partnerships with our business members, elected officials, schools, property owners, government officials and staff all help to make Platte County strong and to be on the top of many lists as to being one of the best places to live, work and play.

As I reflect on my past year as Chairman, I am grateful for all the input and teamwork of our board of directors, members, community leaders and our EDC staff. Leadership is much easier when we all work together. We have a fabulous community in Platte County and I hope you will continue to utilize the great resources of the Platte County Economic Development Council to grow your business and creating new partnerships to make this County the best it can be!

I am proud that the Platte County EDC is a model of prospering through partnerships. As a community, we do economic development for many reasons—valuation is up, retail sales look good, businesses are growing—all of which impact our quality of life which is #1 according to the Robert Woods Johnson Foundation. The best way to impact quality of life is a job. Jessica has kept workforce quality and quantity at the top of our business retention priorities including partnerships with our school districts.

Thanks to our many funding partners, we are operationally healthy as we have a balanced budget and continue to grow our reserve fund; getting close to our goal of a 90-day operational contingency.

Stephanie has done a great job with our economic development partners in responding to prospects/projects and sharing the good news. In mid-December we made the official announcement about the mega distribution center (762,000 square feet) for CVS. We have enjoyed our interaction with “non-mega” projects like Lifeflight Eagle, the KCI Auto Auction expansion, Gridliance’s office location and Berlin Packaging that expanded into new space in Riverside.

The Platte County EDC has led the way in community development, too. The Twin Creeks report completed last year is NOT sitting on a shelf getting dusty. We continue to implement the recommendations from the report including identification of a regional destination. The Platte County EDC works with its partners to coordinate the infrastructure work for the KCI TIF and Platte Purchase Development District which I gently remind you—keep our taxing jurisdictions whole by capturing only the economic activity taxes, NOT Real Estate and personal property taxes.

All Platte County communities participate in economic development. In Platte County, we will continue to prosper through our partnerships.
PCEDC Member Activities

- Two Business Tours – McCormick Distillery and Engaged Companies
- Two Member Roundtables
- Two CEO Conversation Luncheons
- VIP Reception at the Business Excellence Awards

Quarterly Luncheon Attendance

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<td>2015</td>
<td>12 to 468 Recipients</td>
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<tr>
<td>2016</td>
<td>12 to 490 Recipients</td>
<td>39.50%</td>
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December Awards Luncheon Attendance

<table>
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Prospering Through Partnerships
In 2016, the Platte County EDC worked on 42 projects and 8 prospects resulting in:

- Six deals closed
- 895 new jobs created
- $166,344,560 in new investment

**Highlights of 2016 marketing efforts include:**

- The Platte County EDC hosted 42 commercial brokers and 15 community representatives and sponsors at its second Community Development Day, held at The National Golf Club of Kansas City.
- Additional broker outreach included residential broker updates, marketing events such as the SIOR Development Day and meetings that reached a total of 883 contacts.
- Site selection marketing included attendance at the Women in Economic Development Conference, Lakeside with the Locators, visits with five Chicago-based site selectors and the KCADC BBQ Crawl, as well as targeted e-newsletters.
- Participation in RECon, the national conference of the International Council of Shopping Centers (ICSC), with 12 appointments and networking events.
- Participation in ICSC Heartland Ideas Exchange.
- Four drone videos were created for development-ready sites at the KCI Intermodal BusinessCentre, Riverside Horizons Industrial Park, Parkville and Platte City.
- Addition of a new certified site at the KCI Intermodal BusinessCentre (Riverside Horizons was the first certified site in Platte County).
- Participation in the Commercial Real Estate for Women (CREW) Kansas City chapter, including events, committee participation and attendance at the National CREW Convention.
- A new website was launched in mid-2016.
- Website pageviews and sessions both increased 5% over 2015.
- Twitter follower numbers grew by 23% from year-end 2015, reaching 1154 followers.
- The Platte County EDC launched both a YouTube channel and a LinkedIn page.
The Platte County Economic Development Council, with its members’ support, has had an impact on the overall economy of the county:

**Platte County New Jobs**

**Platte County Capital Investment**

**Platte County Sales Tax**
Source: Platte County Treasurer

**Platte County Single Family Building Permits**
Source: HBA

**Platte County Retail Sales**
Source: MO Department of Revenue

**Platte County Industry Establishments**
Source: Bureau of Labor Statistics

**Platte County Total Assessed Valuation**
Source: Platte County Clerk

**Platte County Industry Employees**
Source: Bureau of Labor Statistics
Business Retention & Expansion

The 2016 Platte County EDC business retention interviews represented 48 non-retail businesses. These businesses provided us feedback in the Business Outreach Program to gauge the business community’s economic health. Our local partners, the Parkville Economic Development Council, City of Riverside and the EDC of KC, also assisted in the business retention interviews. A special thanks to KCP&L, which provides the master license of the Synchronist software.

All information collected from the business visits is kept strictly confidential and reported only in an aggregated format. All graphs and numbers contained in this report are based upon direct answers given by 48 participating business executives.

Key Findings

- Businesses interviewed represent diverse sectors. Transportation and distribution were the two most prevalent business sectors interviewed this year.
- Businesses interviewed represent diverse sizes. The majority of businesses interviewed employ between 101 and 250 employees.
- 42% of the businesses interviewed plan to expand in the next three years. This is an opportunity for Platte County that will bring new jobs and capital investment.
- Most businesses in Platte County are either maintaining or increasing their market share.
- Businesses interviewed experienced stable or increasing sales; no businesses had decreasing sales.

Strengths:

- Location
- Economy/Community Stable
- Building Availability/Cost
- Business Climate Positive

Opportunities:

- New Development
- Expansion
- Relationships

Challenges:

- Workforce Availability
- Public Transportation

Threats:

- Workforce

Workforce

In 2016, the Platte County EDC increased its efforts to assist businesses with workforce challenges. The PCEDC hosted four Workforce Solutions Roundtables for our employers to share their workforce challenges and work together to find solutions. In addition to the roundtables, the PCEDC connected local companies to education partners to help build a future pipeline of employees. These partnerships led to donated training equipment and to student participation in National Manufacturing Day through business tours. The PCEDC website includes a jobs page that lists Platte County employers that are hiring as well as hiring events.
Business Retention & Expansion

Total Roundtable Participation
• 81 total participants.
• 14 companies from the following industries: manufacturing, hoteliers, distribution and transportation.
• 12 employment service providers including Park Hill School District, Northland CAPS, Northland Career Center, Metropolitan Community College, Park University, Division of Workforce Development, U.S. Veterans Affairs and several PCEDC staffing agency members.
• Four support groups: KCATA, City of Riverside, EDC of KC and MARC.

Workforce Successes in 2016
• Partnership developed with Haldex to donate an air board to the NCC Diesel Technology Program at Northland Career Center.
• Started the process for ACT Work Ready Community.
• New bus stop added for Harley-Davidson and other businesses along Congress Avenue.
• Hosted Platte County job fair in conjunction with the Full Employment Council.
• Platte County students participated in National Manufacturing Day by touring local manufacturing companies Haldex, MULTIVAC and Marlen International.
• Hosted Workforce Convening Session to identify challenges and provide solutions for future planning.
• Participation in PCEDC’s CEO Critical Conversations.

Workforce Ratings
Source: Platte County Businesses

![Workforce Ratings Graph](image)
2016 Public Policy Action Team
Co-Chairs: Aaron Schmidt and Jeff Elsea

Topics Discussed:
- Out-of-State Vehicle Sales Tax
- Kansas City Earnings Tax
- Senate Bill 849
- Platte County Commission Candidates
- Platte County State Representative Candidates
- KCMO Transit Oriented Development Policy
- Workforce
- KCMO Proposed Ordinance 160383
- Kansas City Area Transportation Authority
- Mid-Continent Public Library Ballot Issue

2016 Platte County Industrial Development Authority (IDA)
Chair: Edie Ballweg • Vice-Chair: Ed Bradley

The Platte County EDC contracts with the IDA to provide administrative, management and marketing services. The IDA met six times in 2016 and issued bonds for the following:
- Zona Rosa CID/TDD Refunding
- Park University

2016 KCI Corridor TIF Advisory Committee
Chair: Tim Kristl

With its partner, the EDC of KC, the Platte County EDC coordinates the meetings of the KCI TIF Advisory Committee. Each month the committee hears reports about projects throughout the KCI TIF boundaries, such as the improvements to Greenhills Road in preparation for Menard’s. The Committee tracks the progress of projects such as the engineering for the Old Tiffany Springs Road Bridge over I-29 and trails.

2016 Platte Purchase Redevelopment District
Chair: Alicia Stephens

The Platte County EDC, with the EDC of Kansas City, coordinates the new Platte Purchase Redevelopment District meetings. The advisory committee was created in September to nominate a chair and discuss the initial project list. Project updates include 88th Street widening and a new traffic signal to accommodate the new Costco.

2016 KCI Area Development Action Team
Chair: Darren Hennen • Vice-Chair: Dr. Mike Reik

Topics Discussed:
- Platte County Office Market
- Road Improvement and Design Projects
- PIAC Project Updates
- Twin Creeks Area Top Construction Priorities
- Twin Creeks Destination Opportunity Subcommittee
- Twin Creeks Landowner Subcommittee
- Platte Purchase Redevelopment District Update
- KCI TIF Projects
- Aviation Department
- KCMO GO Bond Issue
- Platte County Housing
- Kansas City Housing
- Residential Development
- Commercial Development
- Platte County School District Updates

Action Team Attendance

![Bar chart showing attendance over the years from 2009 to 2016]
2016 Marketing and Business Outreach Action Team
Co-Chairs: Mike Kearns and Joe McBride

Topics Discussed:
• New PCEDC website
• Google Analytics
• Social Media Strategies and Analytics
• Marketing Plan
• Business Excellence Luncheon
• Development Day
• Workforce Solutions Roundtable
• Business Tours
• Business Retention Process
• Member Roundtable
• Critical Conversation Luncheon
• BRE/Member Visits

2016 Finance Committee
Chair: Aaron Schmidt

The committee met quarterly to review all things financial, including reports, policies and procedures. The Committee put into place a mechanism and policy for a reserve fund – the PCEDC’s goal is to have 90 days of operating money in a reserve fund (90 days is a recommended amount for not-for-profit organizations).

2016 Office Administration Improvements

The Platte County EDC’s finance policies regarding growth of reserve fund and the end of year annual review were both reviewed and modified.
PCEDC & Investors

2016 Executive Committee

Patricia Jensen  
Chair

Aaron Schmidt  
Vice Chair

Mike Klingensmith  
Secretary/Treasurer

Brett Daffron  
Immediate Past Chair

Duane Soper  
Platte County Commission

2016 Board of Directors

Jim Bowers, MD Management representative  
Ed Bradley, Platte County IDA  
Dale Brouk, National Golf Club  
Cory Clark, GBA Architects & Engineers  
Helmut Derra, Haldex  
Doug Doll, KCI Auto Auction  
Tim Dougherty, Dougherty Companies  
Mike Duffy, City of Riverside  
John Engelmann, Kansas City Power & Light  
Carlose Estes, Tyco Integrated Security  
Lori Haskell, Hilton  
Tim Kelly, Argosy Casino Hotel & Spa  
(replacing Aaron Rosenthal)  
Pat Klein, City of KC Aviation Dept  
Vince Migliazzo, MarkOne  
John Mink, Harley Davidson Motor Company  
Brent Roberts, Freeman Realty  
Beverlee Roper, Platte County Commission  
Rosemary Salerno, Zona Rosa  
Ron Schieber, Platte County Commission  
Frank Weatherford, TranSystems

2016 PCEDC Staff

Alicia Stephens  
Executive Director

Stephanie Neppl  
Marketing & Public Relations Manager

Jessica Hamilton  
Business Member & Outreach Manager
2016 Investors

**Leadership**
City of Kansas City Aviation Department
City of Riverside
Kansas City Power & Light
Platte County Commission
Platte County IDA

**Platinum Plus**
Mosaic Life Care
North Kansas City Hospital
Southwest Airlines
Zona Rosa

**Platinum**
Argosy Casino Hotel & Spa
EDC of Kansas City
Freeman Real Estate Holding Group
Gardner Construction Company Inc.
Harley-Davidson Motor Company
Hunt Midwest
KCI Auto Auction
M D Management
National Golf Club of Kansas City
Park Hill School District
Platte Co R-III School District
Platte-Clay Electric Cooperative
Saint Luke’s North Hospital
Trammell Crow Company
TranSystems Corporation
Velociti
Wells Bank of Platte City
White Goss

**Gold**
Ameritas
AT&T
City of Parkville
City of Platte City
City of Weston
Commerce Bank
Embank Suites KCI
JE Dunn Construction
Mark One Electric Co
McRuer & Associates
Missouri Gas Energy
Park University
Platte Valley Bank
Pro Athlete
Tyco Integrated Security
West Platte School District
Worth Harley-Davidson

**Silver**
Bank of Weston
BankLiberty
Burns & McDonnell
Citizens Bank & Trust
Community America Credit Union
Emery Sapp & Sons, Inc.
First Bank of Missouri
Full Employment Council
Garver LLC
GBA Architects & Engineers
Gilmore & Bell
Hilton Kansas City Airport
HTNB Corporation
Kansas City Airport Marriott
R H Johnson Company
UMB Bank

**Bronze**
Aerotek
ARCO National Construction-KC, Inc.
Bank of Kansas City
Bells Management
BHC Rhodes
Blue Nile Contractors
BMO Harris Bank NA
Charles F Curry Real Estate Co
City of Kansas City Planning & Development
City of Kansas City Water Services
Cochran Head Vick & Co
Congressman Sam Graves
Crossland Construction Company, Inc
Datapipe
Dougherty Company
Eagle Animal Hospital
Embassy Landscape Group
Engaged Companies
Equity Bank
Ernst Brothers Home Construction
Four Points by Sheraton KCI
Gary Kerns Homebuilders, LLC
Geiger Ready Mix Co Inc
Greater Kansas City Community Foundation
Haith & Co Inc
Haldex
HDR Engineering, Inc.
Heart of America Food Services LLC
Heartland Business Capital
Holiday Inn
Imko Workforce Solutions
Irrigation Management Company
Kansas City Testing and Engineering LLC
Kaw Valley Engineering Inc
Lawson Bank
Lewis Rice & Fingersh LC
Lutjens, Inc.
MacDon Inc
Mann Company
Martin Financial Group
Martinrea Riverside LLC
MCC Maple Woods
Miller Stauch
Multatech
National Beef Packing Co.
New Horizons Enterprises, LLC
Newmark Grubb Zimmer
Northland Regional Chamber
Olsson Associates
Piper Jaffray & Co
Premium Waters
Pro Staff/Hunter Hamilton
Randy Reed Buick-GMC, Inc
Shafer Kline & Warren Inc
Smithfield
Stewart Title
The Land Source
Turner Construction Company
United Private Network
US Farathane
Valkyrie Land Investment
Williams Spurgeon Kuhl & Freshnock
Yangfeng Automotive Interiors
YMCA of Greater Kansas City

**Solo Proprietor**
Audra Heller & Associates
Ballweg & Associates
BM Scott & Associates
Dillingham Enterprises and JoDill Corp
Chris Donnelli
Dennis Fisher
Ford & Cooper
Tim Kristl
Bill Skaggs
The 27 Committee
VSM Engineering, LLC
Welch & Webb LLC