ECONOMIC DEVELOPMENT COUNCIL MEETING

Wednesday, April 17, 2024 – 8:15 A.M.

Training Room - 210
Blue Springs City Hall
903 W Main St.
Blue Springs, Missouri

1. Call Meeting to Order
2. Confirmation of Quorum
3. Approval of February 21, 2024 Minutes
4. Project and Development Update
    a. KCADC Projects - Review
    b. Development and Permits Quarter 1 2024 data
    c. Retail Strategies
    d. KCATA Bus Service
    e. City-owned property on Adams Dairy Parkway update and Request for Proposals
    f. Colonial Gardens Community Improvement District
    g. Economic Development position update
5. Comments/Questions from EDC Members
6. Adjourn

Posted Monday, April 15, 2024 at City Hall, 903 W Main Street, Blue Springs, MO and on the City's website. A quorum of the City Council may be in attendance; however, no City Council votes will be taken.

CITY OF BLUE SPRINGS, MISSOURI
MINUTES OF ECONOMIC DEVELOPMENT COUNCIL MEETING
WEDNESDAY, FEBRUARY 21, 2024

A meeting of the Blue Springs Economic Development Council was held at 8:15 a.m. on Wednesday, February 21, 2024, in the Administration Training Room of Blue Springs City Hall, 903 W. Main Street with Vice Chair Lyle Shaver presiding.

CONFIRMATION OF QUORUM	Lyle Shaver, Vice Chair Ann Benson Terri Gilgour- Absent Adam Hathhorn	Kirk Lair Kirk Sampson Robin Terry-Revels - Absent Lara Vermillion
STAFF & OTHER ATTENDEES	Economic Development Director Jason Norbury, Senior City Development Director Mike Mallon	
CALL MEETING ORDER	Vice Chair Shaver called the meeting to order at 8:15 a.m.	
APPROVE AUGUST 16, 2023 MINUTES	Member Vermillion moved to approve the minutes of the August 16, 2023 meeting of the Economic Development Council. The Motion was seconded by Member Lair and carried unanimously.	
APPROVE DECEMBER 20, 2023 MINUTES	Member Lair moved to approve the minutes of the December 20, 2023 meeting of the Economic Development Council. The Motion was seconded by Member Vermillion and carried unanimously.	
APPROVE 2023 ANNUAL REPORT	Member Lair moved to approve the 2023 Annual Report of the Economic Development Council. The Motion was seconded by Member Vermillion and carried unanimously.	
PROJECT UPDATES	Economic Development Director Norbury provided updates to various projects throughout the City. Senior City Development Director Mallon provided updates to the Downtown Master Plan process and timing	
EDC COUNCIL 2024 PRIORITY AND PLANS SURVEY RESULTS	Economic Development Director Norbury provided an overview of the EDC Survey responses related to the desired improvements, priorities, and interests of EDC members for 2024	
NEXT MEETING	The next scheduled meeting of the Council will be Wednesday, April 17, 2024.	
ADJOURNMENT	At 8:56 a.m., with no further business to come before the Economic Development Council, Member Lair moved the meeting be adjourned. The Motion was seconded by Member Vermillion and carried unanimously.	

DRAFT

BLUE SPRINGS ECONOMIC DEVELOPMENT COUNCIL

_____

Lyle Shaver, Vice Chair

Economic Development Council
April 17, 2024

April 17, 2024 Agenda

1. KCADC Projects - Review
2. Development and Permits Quarter 1 2024 data
3. Retail Strategies
4. KCATA Bus Service
5. City-owned property on Adams Dairy Parkway update and Request for Proposals
6. Colonial Gardens Community Improvement District
7. Economic Development position update

Attraction Project Pipeline
Leads/Opportunities

- Project Awake. U.S.-based consumer packaging manufacturer seeking either 40-acres or an existing 250,000 sq. ft. Must directly served by rail. The project expects to create 136 full time direct positions with an average wage of $23/hour and will invest approximately $57 million.
- Project Lemontree. Confectionary manufacturing plant. $700 million and will create 1,000 new jobs by 2027. The building footprint for phase 1 is expected to be ~1.2 million sq. ft. There is potential for a phase 2 expansion which could grow the project to 3 – 4 million sq. ft. and 2,500 jobs. Minimum 300 acres Site must be able to accommodate a max building height of 135 feet.

Attraction Project Pipeline
Leads/Opportunities

- Project Nordiques. KCADC Canadian-based transportation company seeking an existing warehouse on a rail served site in the Kansas City region. Within 35 miles of Kansas City. 60,000 - 100,000 sq. ft. existing building on 10 acres. 28-30' ceiling height. Rail served (CPKC or a short line from Genesee & Wyoming). Ability to unload box cars, outside yard for steel/lumber storage
- Project Horizon Facility for assembly and testing of electric grid components that will be used in the clean energy transformation. The company is planning to invest $50 million and create 70 full time jobs. Real Estate Requirements• 110,000 sq. ft. existing building Only single-tenant buildings up to a maximum of 200,000 sq. ft. will be considered

Attraction Project Pipeline
Leads/Opportunities

- Project Atlas. Construction machinery manufacturing operation new 300,000 sq. ft. facility with room for a 200,000 sq. ft. expansion. The project anticipates creating 300 full-time jobs and $60 million in capital investment. The client is seeking a 40-acre site for sale or a build-to-own opportunity. Initial building footprint will be 300,000 sq. ft. but the site must be able to accommodate a future 200,000 sq. ft. expansion. The site should be zoned to accommodate a heavy industrial use and must allow for outdoor storage
- Project Railport. Site to manufacture and assemble microreactors. The project will create 250+ jobs and make a capital investment of $225 million. Real Estate Requirements. Existing structures, greenfield development sites, or pad-ready development sites will be considered, but greenfield or brownfield are preferred. Rail access required. Barge access required. 20 acres with ability to expand preferred Building Requirements. 150,000-200,000sf across multiple buildings

Project Updates

- Hoot Owl Meadows
- Adams Ridge
- Hudson Estates
- 105 SW 9th Street 4-Plex
- Colonial Gardens – Zoning and CID

DEVELOPMENT & REDEVELOPMENT Activity Summary

Building Permit Activity

Type of Permit	Mar 2024	Mar 2023	YTD 2024	YTD 2023
Single-Family Detached	13	5	29	20
Single-Family Attached	0	0	0	0
Two-Family	0	0	3 (6 units)	0
Multi-Family	0	0	6 (24 units)	0
Total Dwelling Units	13	5	59	20
Miscellaneous Residential (additions & alterations)	17	22	45	50
Commercial—New	1	1	4	6
Commercial—Alterations	3	3	19	10
Total Building Permits*	108	95	250	250

*Includes all the above permits plus non-structural permits (mechanical, plumbing, etc.)

DEVELOPMENT & REDEVELOPMENT Activity Summary

Building-Related Activity

	Mar 2024	Mar 2023	YTD 2024	YTD 2023
Total Square Feet	203,327	22,763	565,600	118,941
Total Construction Cost	$4,355,260	$1,528,853	$16,146,328	$7,083,878
Total Inspections	429	507	1,331	1,444

Retail Strategies

- City contracted with Retail Strategies for retail recruitment in 2023, 3-year contract.
- City has signed a new contract to update terms, products and services for one additional year.
- The City utilizes Retail Strategies to help identify needed services and retail sectors in Blue Springs, and aid in recruiting appropriate retailers to Blue Springs.
- Represent City at ICSC, direct retailer recruitment, in-market real estate analysis
- June 2024 – City Council presentation

City-owned property on Adams Dairy Parkway

- Property located north of golf course and south of St. Luke's Specialty Clinic
- City declared property as surplus August 2023
- Request for Proposals Issued in October 2023 – developments with emphasis on high quality jobs
- New RFP April/May 2024 – retail/mixed-use/residential

Colonial Gardens – Community Improvement District (CID)

- Property at the northwest corner of Adams Dairy Parkway and Wyatt Road
- Rezoning to Planned Development (PD) on April 15th to allow unique destination and agro-tourism that includes retail, wholesale nursery, office and specialty retail, and outdoor entertainment.
- 1.0% sales and use tax for 27 years
- The CID to reimburse and fund public improvements, including Wyatt Road, other allowed CID activities (maintenance, marketing, security, etc.)

QUESTIONS?



2023 Summary
Redacted

Blue Springs Team,

In this update, you will find a list of all of the feedback we've gotten for Blue Springs, as well as a list of retailers we've reached out to. This update will also spotlight some select prime properties we've identified as being promising for retail opportunities.

In our efforts for Blue Springs, we've actively engaged with 38 retailers and pinpointed 13 prime locations. We've participated in both the ICSC Las Vegas and ICSC Central conferences to strengthen our network with industry professionals, further benefiting Blue Springs. Through our analysis of the community, we've identified the most suitable retail categories for your community: General Merchandise, Clothing, Food & Beverage, Grocery, and Health & Personal Care.

Blue Springs, MO

Kam South

(205) 413-6082

ksouth@retailstrategies.com

retail strategies

Blue Springs, MO

2023 Retail Recruitment

Retail Outreach

- **Frozen Custard**
  - A frozen custard establishment is interested in the Blue Springs market and is considering a previously owned restaurant location for potential expansion.
- **Fast-Casual Chicken**
  - A fast-casual chicken restaurant likes the market for expansion and has forwarded the market information to their local franchisee. Follow-up for an update is planned.
- **Specialty Tea Retailer**
  - A specialty tea retailer expressed interest in the market, and further communication is awaited to decide the next steps.



retail strategies

Blue Springs, MO

2023 Retail Recruitment

Retail Outreach

- **Sports-Themed Restaurant**
  - A sports-themed restaurant is also interested in Blue Springs, specifically eyeing the same previously mentioned restaurant site. Follow-up for next steps is underway.
- **Major Telecommunications Company**
  - A major telecommunications company is strongly interested in a location at Sunset Plaza and has advanced the site for final review.
- **Health-focused bowl restaurant**
  - A health-focused bowl restaurant is waiting for a franchisee to acquire the territory that includes Blue Springs before proceeding with further review.



retail strategies

Blue Springs, MO

2023 Retail Recruitment

Retail Outreach

- **Fitness Franchise**
  - A fitness franchise is interested in Blue Springs, but the initially considered site has a gym restriction. Alternative sites fitting their criteria are being identified for them.
- **Discount Grocery**
  - A discount grocery store has decided not to pursue the Blue Springs market due to a discrepancy between the area's median income and their target demographic.
- **Franchised Steakhouse**
  - A franchised steakhouse has declined the market opportunity at this time but may reconsider in the future.



retail strategies

Blue Springs, MO

2023 Retail Recruitment

Retail Outreach

We have also reached out to the following brands and have not heard back. We know the high volume of site proposals these real estate managers receive, which can easily lead to emails being overlooked. **We make it a point to follow up regularly to ensure we stand out.**

A casual dining restaurant chain, a chicken-focused fast food restaurant, a classic American fast food chain, an Asian-inspired tea shop, a gourmet burger restaurant, a bakery specializing in Eastern European pastries, a cookie bakery chain, two Mexican-inspired fast food chains, an Italian-American fast food chain, a deli-style café chain, a chiropractic clinic, a pharmacy, a fitness center, a handmade soap retailer, a men's clothing store, an outdoor apparel retailer, two specialty coffee chains, a footwear retailer, a thrift clothing store, and an Italian eatery.



retail strategies

Blue Springs, MO

2023 Retail Recruitment

Primary Objective - 2024

For Blue Springs in 2024, our primary objective is to concentrate on expanding the grocery sector. This approach aims to enrich the community's food retail landscape and meet the growing demand for diverse grocery options. **We've already reached out to 6 notable brands.**



retail strategies

Blue Springs, MO

2023 Retail Recruitment

Property Highlight
Sunset Plaza

Sunset Plaza, with its prime visibility and robust traffic along I-40, has become an outstanding retail destination. This location not only offers diverse vacancies suitable for a range of retailers but also boasts recent upgrades such as an enhanced façade and improved signage. The attractive and competitive leasing rates further enhance its appeal. Consequently, we have presented this site to a multitude of retailers.

For Lease

SUNSET PLAZA

SW Corner 40 Highway and 7 Highway, Blue Springs, MO 64015



Join new 85,000 SF Price Chopper grocery anchor behind center

- 1,950 SF – 4,270 SF available for lease
- Under new ownership and management
- Completed access improvements
- Facade and Signage Upgrades
- Aggressive rates
- Traffic counts of 28,268 CPD

Adam Lyngar
adam@cadencekc.com

Hunter Seabaugh
hunter@cadencekc.com

CADENCE COMMERCIAL REAL ESTATE

retail strategies

Blue Springs, MO

2023 Retail Recruitment

Property Highlight
Adams Dairy

Adams Dairy, prominently located on a corner with exceptional visibility from I-70, boasts a robust co-tenancy, making it an ideal location for retailers. Throughout the year, as various vacancies have arisen, including a pad site with prime visibility from I-70, we have actively presented this site to select retailers.



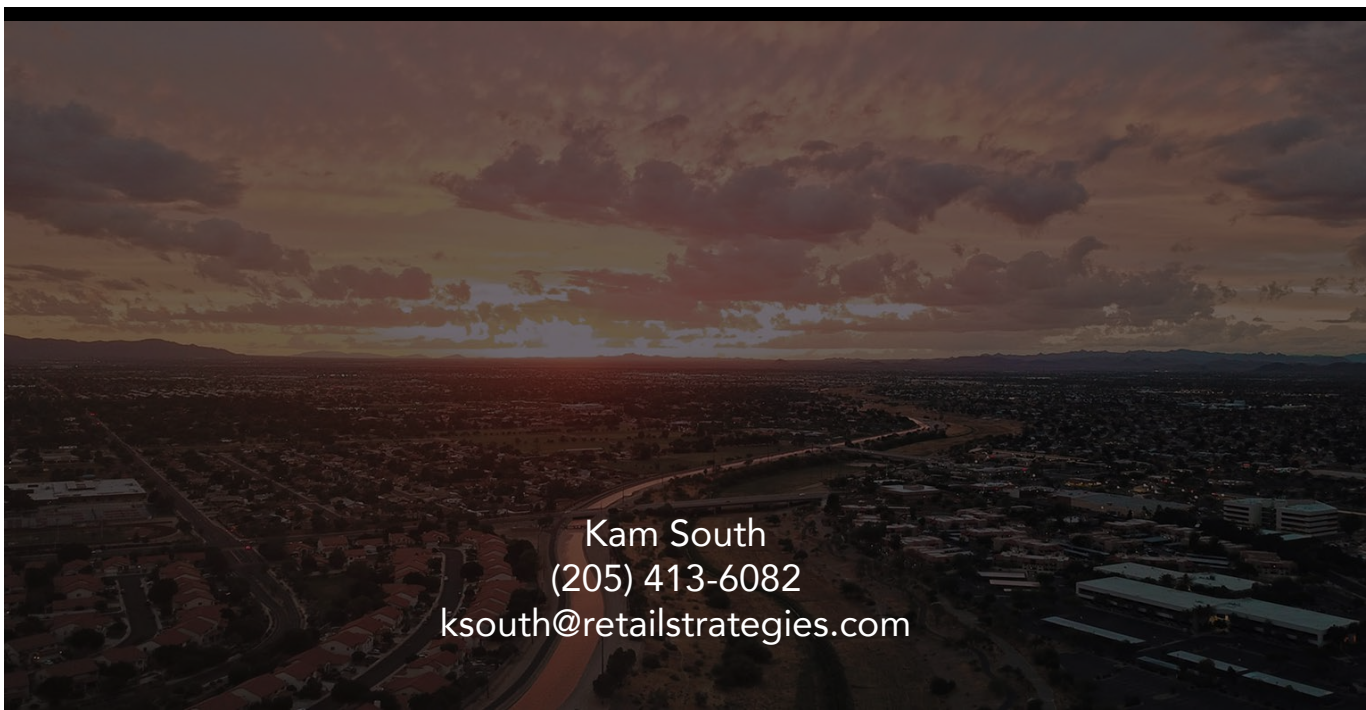
retail strategies

Blue Springs, MO

2023 Activity Report

2024 Action plan

- **Focus on Grocery Sector Expansion**
  - Prioritization will be given to communications with various grocery chains, including specialty, conventional, organic, and regional grocers.
- **Engage with Key Retail Prospects**
  - Ongoing discussions will continue with a selection of retail and restaurant entities, including a frozen custard shop, a fast-casual chicken restaurant, a specialty tea retailer, and a sports-themed restaurant, among others.
- **Persistent Follow-Ups**
  - Regular follow-ups will be conducted with a variety of brands in the food and beverage sector, ensuring continued visibility and consideration for expansion opportunities.
- **Continue Outreach**
  - We will continue to reach out to other potential retailers and restaurants and present the community to them for expansion.



Kam South
(205) 413-6082
ksouth@retailstrategies.com