ECONOMIC DEVELOPMENT COUNCIL MEETING

Wednesday, February 19, 2025 – 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 December 18, 2024, Minutes
4. 2024 Economic Development Council Annual Report
5. Recap of Economic Developers Trip to ICSC in Dallas
6. Discussion of the RFP Selection Committee's Results with Next Steps
7. Recent Local Economic Development Changes
8. Answers to Questions from the Last Meeting that Required Research
9. Comments/Questions from EDC Members
10. Board Strategic Planning and Discussion
11. Adjournment

Posted Friday, February 14, 2025 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, December 18, 2024

A meeting of the Blue Springs Economic Development Council was held at 8:15 a.m. on Wednesday, December 18, 2024, in the Administration Training Room of Blue Springs City Hall, 903 W. Main Street with Vice Chair Lyle Shaver presiding.

CONFIRMATION OF QUORUM

Becky Nace, Chairperson
Lyle Shaver, Vice Chair—Absent
Ann Benson
Terri Gilgour
Adam Hathhorn
Kirk Lair
Kirk Sampson
Lara Vermillion
Zachary Harrell
Roy Boyd

STAFF & OTHER ATTENDEES

Economic Development Manager Josh Alexander, Senior City Development Director Mike Mallon, Recording Secretary Traci Breshears, Susan Culpepper District 3 Councilmember

CALL MEETING ORDER

Chair Becky Nace called the meeting to order at 8:15 a.m.

APPROVE August 21, 2024 MINUTES

Member Lair moved to approve the minutes of the August 21, 2024 meeting of the Economic Development Council. The motion was seconded by Member Vermillion and carried unanimously.

UPDATES:

A. OVERVIEW OF ECONOMIC DEVELOPMENT SWOT ANALYSIS

Economic Development Manager, Josh Alexander presented his SWOT (Strength, Weakness, Opportunities, and Threats) Analysis. Mr. Alexander stated that he would send everyone the hard data from the year at the next meeting once the end of year data had been collected.

Member Boyd discussed his work on restaurant and hotel association boards and how that can be useful to the City.

Chairperson Nace asked about incentives for businesses. Senior City Development Director Mike Mallon discussed the incentives the City has and the City's willingness to give them.

B. PROJECT AND DEVELOPMENT UPDATE

Senior Director Mallon presented the development updates happening in the City.

C. COMMENTS & QUESTIONS FROM MEMBERS

Chairperson Nace discussed inputting different ideas.

Councilwoman Culpepper discussed the possibility of presenting trends and growth to City Council.

Member Benson discussed the national housing shortage, particularly for low-income 55+ and disabled.

Chairperson Nace discussed the benefits and challenges of low-income housing.

Member Harrell discussed manufacturing and industrial jobs within the city and their importance within the community.

NEXT MEETING The next meeting of the Council will be Wednesday, February 19, 2025.

ADJOURNMENT At 9:14 a.m. there was no further business to come before the Economic Development Council, Member Lair moved the meeting be adjourned. The motion was seconded by Member Boyd and carried unanimously.

BLUE SPRINGS ECONOMIC DEVELOPMENT COUNCIL

_____

Becky Nace, Chairperson



Economic Development Council
2024 Annual Report

Presented by Joshua Alexander, Economic Development Manager

Agenda

- Economic Development Council Members
- 2024 Meetings Recap
- 2024 Blue Springs Demographic Data
- Holistic Economic Development
- Economic Development by the Numbers
- 2024 Incentives In Use
- Economic Development Manager Activities
- Conclusion



Economic Development Council Members

The Make Up of the Council

The Economic Development Council consists of ten members:

- Six residents of Blue Springs
- One member appointed by the Blue Springs School District
- One member appointed by the Central Jackson County Fire Protection District
- One member appointed by the Blue Springs Chamber of Commerce
- One member appointed by Blue Springs Downtown Alive!

Current Council Members

Board Member	Appointed	Term Expires
Becky Nace - Chair	2024	2025
Lyle Shaver - Vice Chair, Downtown Alive!	2024	2025
Ann Benson	2022	2025
Roy Boyd	2024	2026
Terri Gilgour	2023	2026
Zachary Harrell	2024	2026
Adam Hathhorn	2023	2026
Kirk Lair - CJCFPD	2021	
Kirk Sampson - BSSD	2016	
Lara Vermillion - Chamber of Commerce	2020	





2024 Meetings Recap

Dates and Topic Covered

February 21, 2024

1. Presentation of the 2023 Annual Report

2. Project Development Updates

3. Review of 2024 Priorities and Plans Survey Results

April 17, 2024

1. KCADC Projects Review

2. Q1 2024 Development and Permit Data

3. Retail Strategies Discussion

4. KCATA Bus Service Review

5. City-Owned Property (Adams Dairy Parkway) RFP Update

6. Colonial Gardens Community Improvement

Dates and Topic Covered

June 20, 2024

1. No Tax Rate Increase GO Bond Election Presentation by Mayor Lievsay

2. Retail Strategies Presentation Scheduled for City Council (July 15, 2024)

3. Downtown Master Plan Implementation Task Force Update

4. Economic Development Manager Position Update

5. CoStar and Location One Data Availability Discussion

August 21, 2024

1. Retail Strategies Presentation to City Council Recap

2. Adams Dairy Parkway RFP Update

3. Downtown Master Plan Task Force Presentation Recap (August 19, 2024)

4. Economic Development Manager Position Update

Dates and Topic Covered

October 16, 2024

No meeting held due to lack of quorum.

December 18, 2024

1. Overview of Economic Development SWOT Analysis

2. Project and Development Updates



2024 Demographic Data

The Numbers

- Land Area: 22.7 sq mi
- Population: 60,539 (+3.7% since 2020)
- Median Household Income: $82,965
- Median Age: 36.6 (Female: 38.2, Male: 34.9)
- Average Commute Time: 26.3 minutes
- Education: 34% hold a bachelor's degree or higher







Holistic Economic Development

True economic development transcends mere commercial projects and job creation. For Blue Springs to flourish, it must embrace a holistic vision—one that elevates both the economic landscape and the daily lives of its residents. A thriving city is not just a hub of opportunity but a place where people find purpose, connection, and an exceptional quality of life.

Economic Development in 2024

• **Housing**	190 single-family, 3 two-family, and 7 multi-family permits issued in 2024. Ongoing developments include Ironwood, Adams Pointe Village, and The Links.
• **Schools**	18 public schools serving 12,221 students, ranking in the top 10% in Missouri. The Career Innovation Center is undergoing a $43M expansion.
• **Parks and Recreation**	Blue Surf Bay Waterpark ($42M expansion), Keystone Park playground ($800K), and plans for Central Park transformation.
• **Public Infrastructure:**	$40M bond approved for street maintenance, sanitary sewer pump station ($955K), stormwater replacements ($1.37M), and new sidewalk connectivity ($245K).
• **Public Safety**	Animal Control Facility renovation, 2,400 property crimes in 2024 (+4% vs. 2023), 900 personal crimes (+28% vs. 2023). Ongoing recruitment and tech advancements in policing.





Traditional Economic Development Numbers

Traditional economic development primarily emphasizes revenue generation, a time-tested and widely accepted approach to measuring and reporting growth. This method has long served as the standard for demonstrating positive economic progress.

2024 Economic Development Numbers

• **Total Annual Sales for taxation purposes**	Over $1 billion within city limits. Blue Springs is regional commercial center. We serve a broad geographic area beyond our city limits. We offer a diverse mix of retail, dining, and professional services used by our neighboring communities.
• **New Business Licenses**	181 issued in 2024
• **Downtown Master Plan**	Approved in March 2024, with plans for a new Main Street streetscape funded by voter-approved bonds. City was aggressive in 2024 with making the plan a reality.
• **RFP Developments**	• Lumberyard redevelopment (mixed-use proposal) • Adams Dairy Parkway redevelopment (mixed-use proposal)
• **Commercial Growth**	1,064,165 sq. ft. added, valued at over $185.9M



New to Blue Springs or Expanded in 2024

Starbucks	Tim Hortons	Fike Corporation
Gerber-Blue Springs	The Learning Experience	Feldman's Farm & Home
McAlister's Deli	Small Sliders	Bump City
Google Fiber	Swig	Flex Spaces
Zarda Bar-B-Q	Walnut Street Business Center	Super 8 Motel
Fike Corporation Test Site	Phillips 66	St. Mary’s Hospital

2024 Incentives In Use

Tax Increment Financing (TIF)	Tax Increment Financing (TIF) is a method of redirecting tax revenues to enable the redevelopment of property that is either: (1) blighted, (2) a conservation area, or (3) an economic development area. The TIF Act authorizes the capture of 100% of the incremental increase in property taxes above the property taxes generated by the property prior to redevelopment **Note: Copperleaf Village TIF was terminated in 2024**
Community Improvement District (CID)	A CID, is a local special taxing district that collects revenue within its designated boundaries to pay for special public facilities, improvements, or services. **Note: There are a number of CID's in the City including Downtown CID, Colonial Gardens CID, and the North Price Chopper CID to name a few.**
Missouri Chapter 100 Tax Abatement	Missouri Chapter 100 industrial development bonds (IDBs) allow local governments to offer personal property and real property tax abatement to companies looking to expand in or relocate to Missouri. **Note: This is in use by Kohls Distribution**
Chapter 353 Tax Abatement	Under Missouri Chapter 353, an eligible city or county may approve a redevelopment plan that provides for tax abatement for up to 25 years, thus encouraging the redevelopment of the blighted area. **The Main Center Redevelopment Corporation is a 353 program.**
State Incentives	The State of Missouri has many programs aimed at supporting job creation. For example: Missouri Works, Missouri Build, and Bring Jobs Home Act to name a few.

Economic Development Manager Activities

Economic Development Role

Position remained vacant from February 22, 2024, to October 7, 2024, when I was hired.

Real Estate & Market Intelligence

Continued the relationship with CoStar, a leading commercial real estate data and analytics platform.

Board Memberships & Leadership

Chamber of Commerce – Serves on the Board of Directors.

DTA – Serves on the Board of Directors.

Kansas City Area Development Council (KCADC) Membership
Supports regional growth across an 18-county, two-state area.

I Attended the 2024 Annual Meeting in November, reinforcing the value of this membership.

In 2024, KCADC and partners:
Attracted 16 companies to the region.
Generated $1.8 billion in capital investment.
Created 1,498 new jobs.
Contributed $104.7 million in wages.
Developed 2.3 million square feet of new space.

Thank you

Joshua Alexander

816-962-9053

jalexander@bluespringsgov.com

Trip Report: ICSC Convention in Dallas, TX

Date: January 28, 2025 - January 31, 2025
Location: Dallas, TX
Purpose: Attendance at the ICSC Convention due to the cancellation of the Midwest convention typically held in Chicago.

Summary of Activities and Key Meetings:

During my time at the ICSC Convention, I had the opportunity to meet with several major commercial real estate firms in the Kansas City Market, including:

- Colliers
- First Washington Realty
- Framework Commercial Realty
- Ferguson Properties
- CBRE

These discussions allowed me to gain valuable insight into development opportunities for Blue Springs and build relationships with key industry players.

Additionally, I engaged in discussions with companies that specialize in municipal partnerships. These businesses are interested in placing low-impact, revenue-generating amenities such as water filling stations, dog washes, and ice machines on city property. These partnerships could provide added services to residents while creating a new revenue stream for the city to capitalize on.

Restaurant and Retail Developer Meetings:

I had productive conversations with several restaurants and retail developers, including:

- **Inspire Brands** – Discussed the potential for Cracker Barrel to enter the Blue Springs market.
- **HTeaO** – Expressed strong interest in establishing a location in Blue Springs.
- **Denny's** – Explored the possibility of reopening a location in Blue Springs.
- **Dick's Sporting Goods & Academy Sports** – Both companies showed great interest in the Blue Springs market, particularly in the Adams Dairy Parkway development. However, they require over 40,000 square feet of space, which we currently do not have available. They want to be notified immediately if property looks like it might become available.
- **Harbor Freight** – Showed interest in occupying the Big Lots building once Big Lots vacates the property.

Key Takeaways and Future Considerations:

- The trip was a success in terms of networking and generating interest in Blue Springs from key retailers and developers.
- The lack of Midwest decision-makers at the event was a drawback, as it limited direct engagement with developers specifically targeting our region.
- Given the limited regional presence, I am uncertain if attending this event again next year will be worthwhile.
- As an alternative, I might propose budgeting for the Las Vegas ICSC convention in 2026. However, due to the size and scale of that event, attending alone would not be feasible. A team of at least two, preferably three, would be necessary to maximize the benefits of attending.

Budget and Expenses:

I only spent $1,610.37 of $2,205.00 budgeted for the trip.

Conclusion:

The ICSC Convention in Dallas provided valuable opportunities to connect with developers and explore new business prospects for Blue Springs. While it may not be the ideal long-term regional event, the contacts and insights gained will be beneficial in ongoing economic development efforts.

Blue Springs Economic Development Summary Report
Since December 18, 2024, Meeting

Recent Key Economic Development Updates

1. City Acquisition of Former Baptist Church

The City of Blue Springs has officially purchased the former Baptist Church located in the downtown area. This acquisition aligns with ongoing efforts to revitalize the downtown corridor and explore potential redevelopment opportunities.

2. Advancement of RFP Processes

The Request for Proposals (RFP) process is moving forward for both the ADP and Lumberyard sites. These projects are critical to our city's continued growth and will play a significant role in shaping the future development landscape.

3. City Obtained Placer.ai Software Subscription

Placer.ai is a location analytics platform that provides real-world foot traffic and consumer behavior insights using aggregated and anonymized mobile location data. Businesses, governments, and investors use it to analyze visitation trends, trade areas, and competitive benchmarks for site selection, retail strategy, and economic development.

4. Recent Business Closures

- **Jack in the Box** has ceased operations due to insufficient sales performance.
- **Dunkin'** has shut down after failing to comply with the franchise agreement, specifically by not paying the required taxes and fees.

5. New Business Developments

- **Small Sliders** has broken ground, with an anticipated spring opening pending favorable weather conditions.
- **Tim Hortons** is preparing to open two locations:
    - Hwy 7 at the former Backyard Burgers site.
    - Woods Chapel at the former Burger King site.
- **7 Brew Coffee** has shown renewed interest in establishing a location as an outparcel of Hobby Lobby.
- **Dutch Bros Coffee** has formally submitted plans for a new location in Blue Springs.
- **Tommy's Automatic Car Wash** has received approval for a new facility at 509 NW Hwy 7, repurposing the former U.S. Fleet Sales car lot.

6. Ongoing Economic Activity

Blue Springs continues to experience strong development interest, particularly in the quick-service food, beverage, and automotive service industries.

7. Upcoming Events and Tasks in Progress

- **TIF and Economic Development Update** will be presented by Finance at the March 3, 2025, City Council Meeting.
- **The Downtown Incentives Booklet** has been reviewed, and updates to its overall look are in progress. Expectations are that this will be completed by the end of March and available to all members by the next EDC meeting on April 16, 2025.

Answers to Questions from the Last Meeting that Required Research

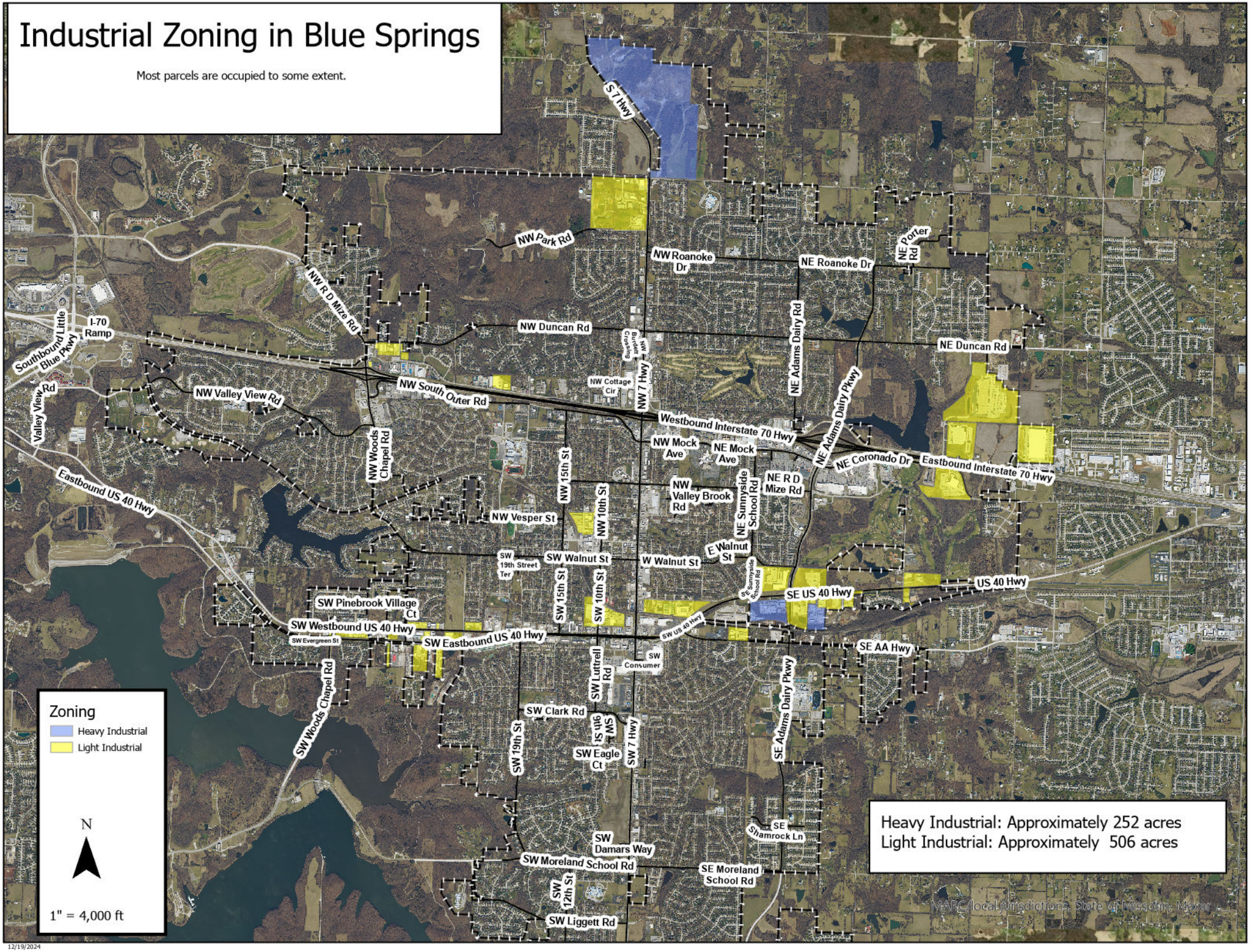
During the last EDC meeting, Zachary Harrell requested a breakdown of available industrial property in Blue Springs. Of the 14,000+ acres within the city, fewer than 800 acres are zoned for industrial use. This includes approximately 252 acres designated as Heavy Industrial and 506 acres as Light Industrial.

While most industrial parcels are occupied to some extent, a few seemingly vacant parcels exist in both categories.

Please refer to the attached PDF map in your packet for a visual representation of the industrial parcels.

Industrial Zoning in Blue Springs

Most parcels are occupied to some extent.



12/19/2024