BLUE SPRINGS
MISSOURI

# ECONOMIC DEVELOPMENT COUNCIL MEETING

Wednesday, October 21, 2026 8:15 AM
Training Room – 210
Blue Springs City Hall
903 W. Main St
Blue Springs, Missouri

## Agenda

1. Call Meeting to Order
2. Confirmation of a Quorum
3. Approval of August 19, 2026 Minutes
4. Use Tax Presentation
5. City / Economic Development Updates
6. Economic Outlook Recap
7. Placer.ai Data Review
8. Chair's Updates
9. Roundtable Discussion
10. Adjournment

This agenda was posted at City Hall and on the City's website on October 19th, 2026. A quorum of the City Council may be in attendance; however, no City Council votes will be taken.

BLUE SPRINGS
MISSOURI

# MINUTES OF ECONOMIC DEVELOPMENT COUNCIL

## 1. MEETING INFORMATION

A meeting of the Economic Development Council of the City of Blue Springs, Missouri, was held on Wednesday, August 19, 2026 at 8:15 a.m. in Training Room –210, located at City Hall, 903 W Main St, Blue Springs, Missouri with the Chairman Roy Boyd presiding.

## 2. BOARD ATTENDANCE

Roy Boyd, Chairperson
Becky Nace
Kirk Sampson
Dennie Bryan- Absent
Terri Gilgour
Lyle Shaver
Joey Connaughty-Absent
Lara Vermillion
Adam Hathorn
Kirk Lair

## 3. STAFF ATTENDANCE

Christine Cates, City Administrator
Nic Hutchison, Director of City Development
George Schmitz, Director of Strategic Initiatives / Recording Secretary
Jeremy Rowan, City Council, District 3

## 4. CALL MEETING TO ORDER AND CONFIRMATION OF QUORUM

Chairperson, Roy Boyd, called the meeting to order at 8:15 am. Recording Secretary, George Schmitz called roll to confirm quorum.

DRAFT

## 5. APPROVAL OF MINUTES

Member Vermillion moved to approve the minutes of the June 17, 2026, meeting of the Economic Development Council. The motion was seconded by Member Nace and carried unanimously.

## 6. ADMINISTRATION / ECONOMIC DEVELOPMENT UPDATES

George Schmitz, Director of Strategic Initiatives for the City of Blue Springs, provided updates on Administrative and Economic Updates. This included general updates about meetings conducted with local Business Stakeholders, Administrative initiatives currently in progress, Downtown Blue Springs updates, as well as updates on future developments in the City. A copy of this presentation is attached to these minutes and incorporated herein for reference. This presentation included slides for the Administration / Economic Development Updates, City Development Updates, and the Economic and Market Demographic Analysis Presentation.

## 7. CITY DEVELOPMENT UPDATES

Director of City Development for the City of Blue Springs, Nic Hutchison provided an update on City Development projects that recently received Council approval, as well as process improvement initiatives their department is currently conducting.

## 8. ECONOMIC AND MARKET DEMOGRAPHIC ANALYSIS PRESENTATION

Director Schmitz led a presentation on the Economic and Market Analysis for the City of Blue Springs. This is information that was prepared during the Comprehensive Plan Update process and features work from Olsson Consulting, Canyon Research Southwest, and Urban3. The information presented the findings from data analysis as well as community feedback received during the public stakeholder events.

DRAFT

## 9. ROUNDTABLE DISCUSSION

Chair Boyd led a roundtable discussion with members of the Economic Development Council.

## 10. ADJOURN

At 9:22 a.m. there was no further business to come before the Economic Development Council, Member Nace moved the meeting be adjourned. The motion was seconded by Member Gilgour and carried unanimously.

DRAFT

[BOARD CHAIR]

_____

[Roy Boyd]

ATTEST;

_____

[George Schmitz]

DRAFT

BLUE SPRINGS

MISSOURI

# Economic Development Council Meeting

Wednesday, August 19, 2026

# City Administration / Economic Development Updates

# Facility Tours

- Staff has been conducting facility tours with local Business leaders to discuss business operations and plans for expansion here in the Blue Springs area.

# Fike Tour

- Mayor & Council and City Staff alongside the Missouri Department of Economic Development toured the Fike Facility at 704 SW 10th Street together in Blue Springs.
- The Fike Blue Facility is still under construction but will be operational within the next few months.
    - Fike Blue is a proprietary technology fire suppressant proven to stop thermal runaway in lithium ion batteries.

# Forvia Tour

- The Missouri Department of Economic Development offered Staff a chance to tour the Forvia plant site at 2005 NE Jefferson Street alongside the Plant Manager and Forvia's Vice President of Communications & Public Affairs. The tour gave Staff insight into Forvia's workforce needs and future plans for the company.
- Similar to the tour of Fike, Staff is using these opportunities to reconnect and strengthen our relationships with business stakeholders operating in Blue Springs.

# Market at Chapman Farms

- Cadence Commercial Real Estate is proposing a development at the property at the southeast corner of 7 Highway and Mason School Road. The proposed development would potentially include a grocery anchor tenant, commercial pad sites, as well as a residential component.
- Mayor and Council approved a funding agreement at Monday's City Council Meeting for the City to consider the use of incentives to make the development economically feasible.

# Fidelis / Adams Dairy Landing

- Staff met with Fidelis, the property group that currently owns Adams Dairy Landing, the discuss developments to the Adams Dairy Landing area like Iconic Blue Springs, the City's preliminary plans for the Conference Center area, as well as synergy opportunities with the CRCRC.
- The meeting was productive and well received by the Fidelis team and they look forward to the chance to collaborate with the City.

# Adams Pointe Conference Center

- The Adams Pointe Conference Center has been operated by Rockgate Management since its opening in 2000. Over time, demand for conference center services has declined, resulting in decreased utilization of the facility.
- To maintain operations, the City has provided both operational support and capital improvement funding.
- In 2024, staff initiated discussions with the City Council regarding the long-term future of the Conference Center as the management agreement approached expiration. A one-year extension was granted to provide staff additional time to evaluate potential alternatives for the facility.

# Adams Pointe Conference Center

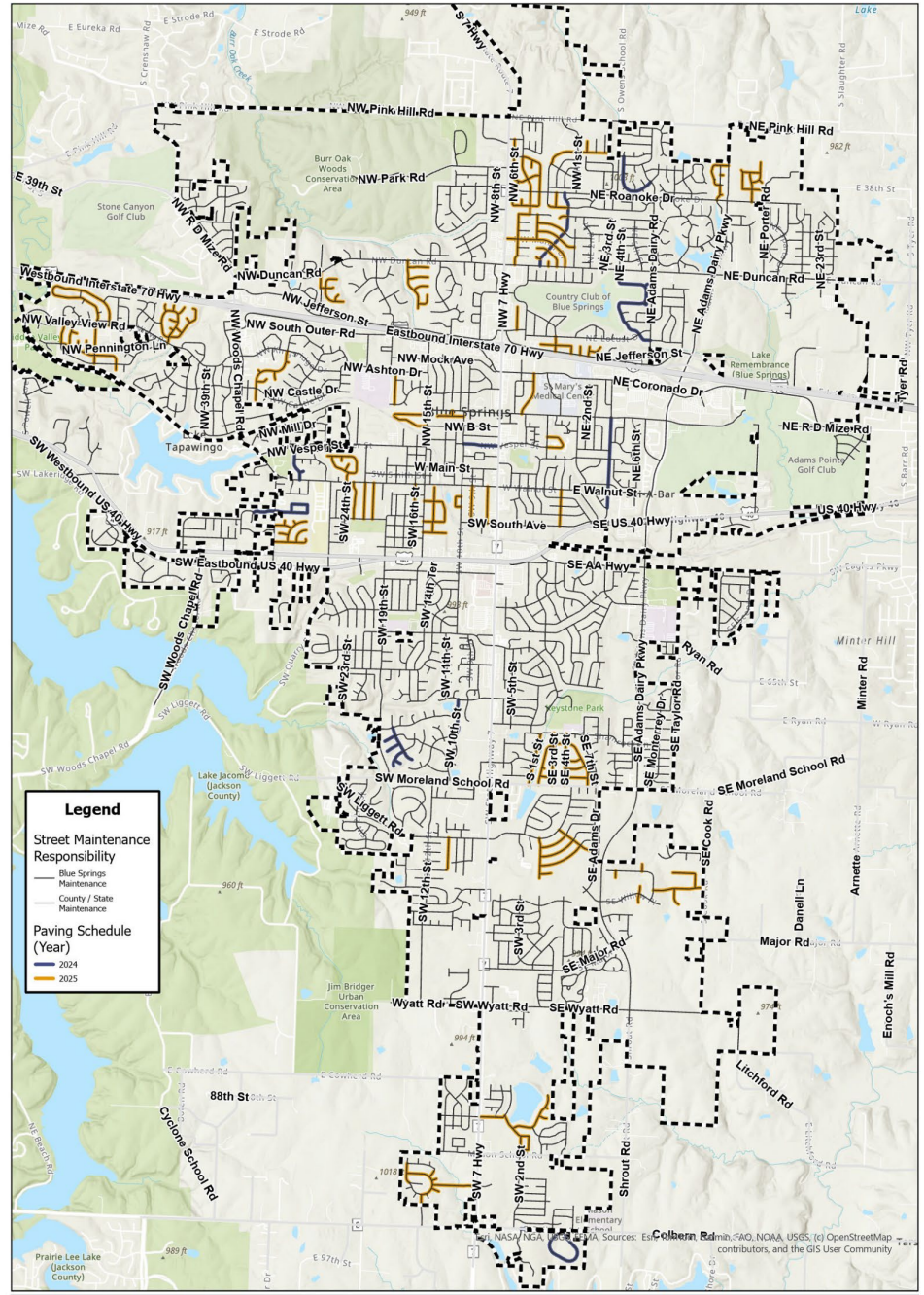
- Civic Gathering / Entertainment District Concept - provides a space for concerts, movies, festivals, holiday events, civic events, watch parties and other potential uses.
- This concept would generate community gathering events while drawing visitors into the community to shop and eat.
- Contract with SFS Architecture was approved at the August 17, 2026 City Council Meeting for demo plans and concept design work.

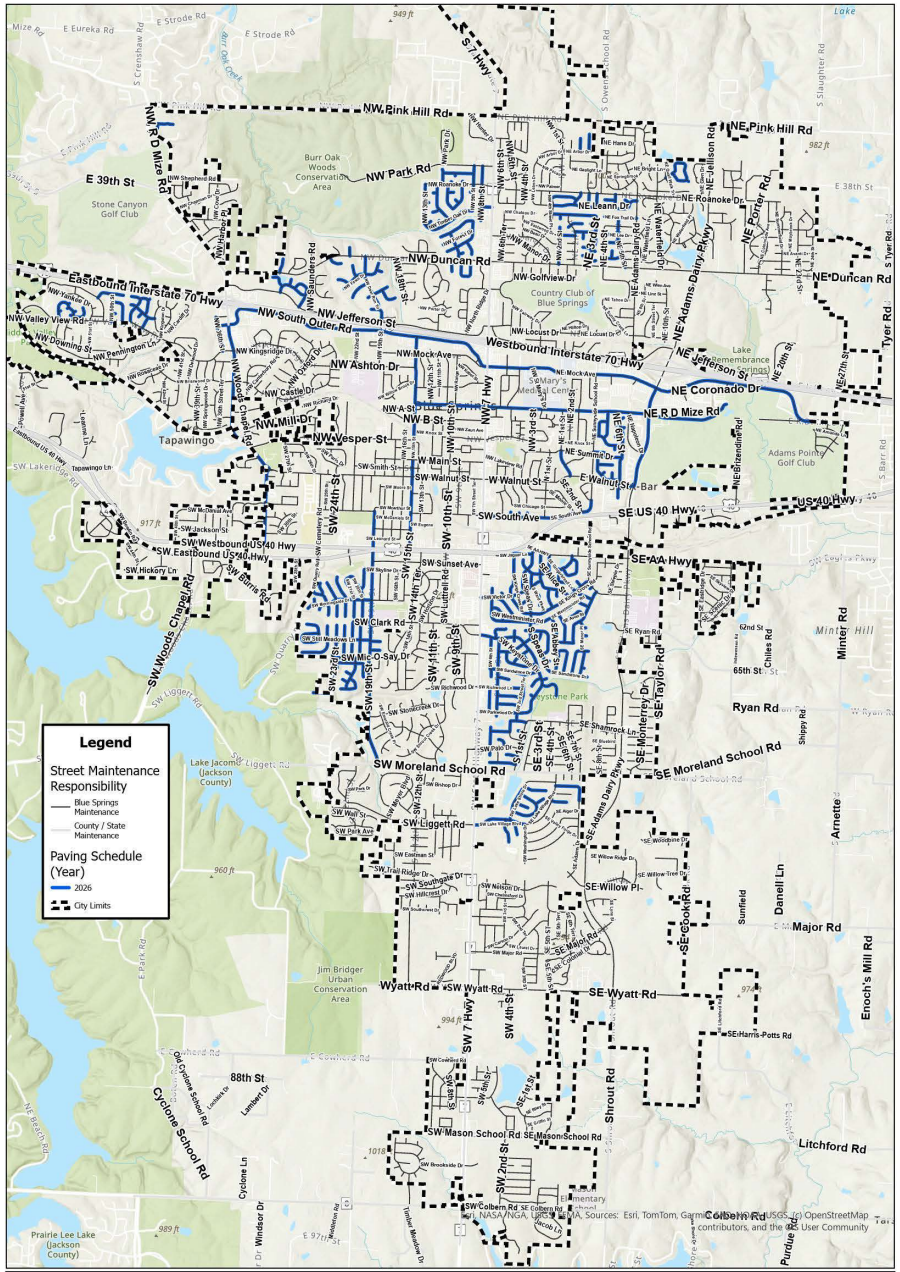
# Use Tax

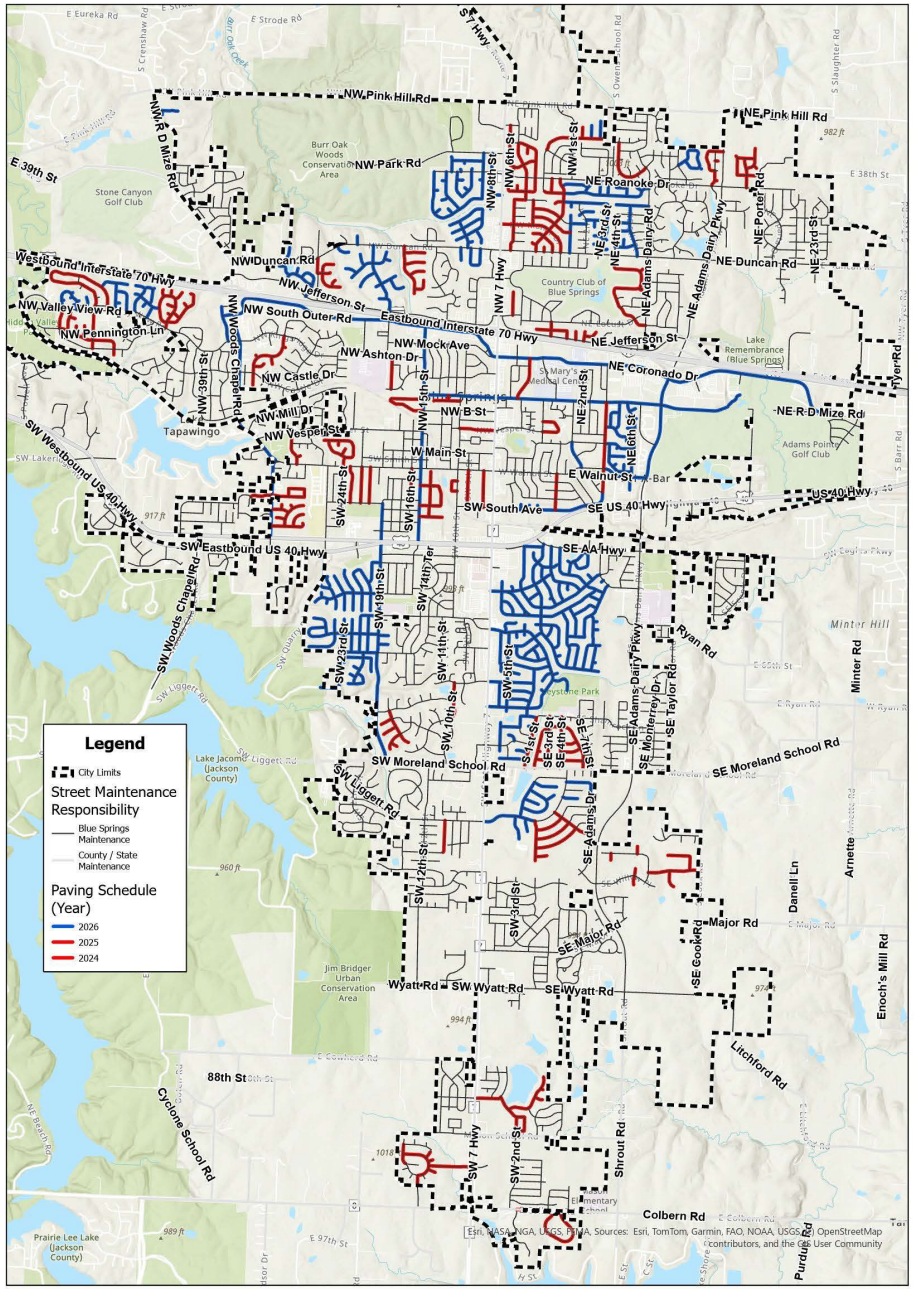
- A Use Tax applies to purchases from out-of-state retailers.  Currently, someone making local purchases pays the City sales tax rate of 2 ½% on every purchase (1% General Fund, ½% Public Safety Fund, ½% Parks Fund, and ½% Transportation Fund).  The City currently does not have a voter-approved Local Use Tax.  Previous ballot measures in April 2018 and August 2022 were defeated by the voters.
- A Local Use Tax applies to the purchase of goods from out-of-state businesses delivered to a Blue Springs address. A purchase will not be subject to both a use tax and a sales tax.

# Use Tax

- The City will dedicate revenue from the Local Use Tax to streets and other capital improvements. It is estimated that dedicating Local Use Tax revenue to streets would allow the City to complete the overlay of all 438.96 lane miles by 2032 and establish a sustainable 10- to 15-year Preventive Pavement Management Program.
- Without the Local Use Tax, and relying solely on the Transportation Sales Tax, most City streets would not be overlaid until approximately 2036, resulting in a significantly longer 20- to 25-year pavement management cycle.


Legend
Street Maintenance Responsibility
Blue Springs Maintenance
County / State Maintenance
Paving Schedule (Year)
2024
2025
NW Pink Hill Rd
NE Pink Hill Rd
NW Park Rd
NE Roanoke Dr
E 39th St
E 38th St
NW R D Mize Rd
NE R D Mize Rd
NW Duncan Rd
NE Duncan Rd
Westbound Interstate 70 Hwy
Eastbound Interstate 70 Hwy
NW Jefferson St
NE Jefferson St
NW Valley View Rd
NW Pennington Ln
NW South Outer Rd
NW Woods Chapel Rd
NW Ashton Dr
NW Mock Ave
NW Castle Dr
NW Mill Dr
NW Vespen St
NW B St
NE Coronado Dr
Tapawingo
W Main St
E Walnut St
SW South Ave
SE US 40 Hwy
US 40 Hwy
SW Westbound US 40 Hwy
SW Eastbound US 40 Hwy
SE AA Hwy
SW Woods Chapel Rd
SW Moreland School Rd
SE Moreland School Rd
SW Liggett Rd
Ryan Rd
Minter Rd
Minter Hill
Keystone Park
SE Adams Dairy Pkwy
SE Taylor Rd
SE Monterrey Dr
SE Cook Rd
Arnette
Danell Ln
Major Rd
SE Major Rd
Wyatt Rd
SW Wyatt Rd
SE Wyatt Rd
Enoch's Mill Rd
Litchford Rd
88th St
Cyclone School Rd
Shrout Rd
Colbern Rd
Jim Bridger Urban Conservation Area
Lake Jacomo (Jackson County)
Prairie Lee Lake (Jackson County)
Stone Canyon Golf Club
Burr Oak Woods Conservation Area
Country Club of Blue Springs
Lake Remembrance (Blue Springs)
Adams Pointe Golf Club
BLUE SPRINGS MISSOURI
PAVING SCHEDULE
2024, 2025
1" = 3,000'


Legend
Street Maintenance Responsibility
Blue Springs Maintenance
County / State Maintenance
Paving Schedule (Year)
2026
City Limits
NW Pink Hill Rd
NE Pink Hill Rd
NW Park Rd
NW Duncan Rd
NE Duncan Rd
Eastbound Interstate 70 Hwy
Westbound Interstate 70 Hwy
NW Jefferson St
NW South Outer Rd
NW Ashton Dr
NW Mock Ave
NE Coronado Dr
NE R D Mize Rd
NW Mill Dr
NW Vesper St
W Main St
W Walnut St
E Walnut St
SW South Ave
SE US 40 Hwy
US 40 Hwy
SW Westbound US 40 Hwy
SW Eastbound US 40 Hwy
SE AA Hwy
SW Sunset Ave
SW Clark Rd
SW Moreland School Rd
SE Moreland School Rd
SW Liggett Rd
SE Willow Pl
Ryan Rd
SE Monterrey Dr
SE Taylor Rd
Major Rd
Wyatt Rd
SW Wyatt Rd
SE Wyatt Rd
SE Harris-Potts Rd
SW Mason School Rd
SE Mason School Rd
Litchford Rd
Colbern Rd
88th St
Cyclone School Rd
Strout Rd
Enoch's Mill Rd
Minter Rd
Arnette
Danell Ln
Tyler Rd
SW 7 Hwy
NW 7 Hwy
Tapawingo
Stone Canyon Golf Club
Burr Oak Woods Conservation Area
Country Club of Blue Springs
Lake Remembrance
Adams Pointe Golf Club
Jim Bridger Urban Conservation Area
Lake Jacomo (Jackson County)
Prairie Lee Lake (Jackson County)
BLUE SPRINGS MISSOURI
PAVING SCHEDULE 2026
1" = 3,000'
N
Date: 02/05/26




BLUE SPRINGS MISSOURI

# PAVING SCHEDULE
## 2024, 2025, 2026

N

1" = 3,000'

Date: 02/05/26

| Information | $10 Million / Year (USE TAX) | $4.5 Million / Year (Regularly Scheduled Maintenance) |
|---|---|---|
| Program completion (all currently listed projects) | 2032 | Beyond 2036 |
| Years to complete listed program | 7 | 11+ (10 projects still unfunded at 2036) |
| Projects receiving mill/overlay | 75 | 62 |
| Projects never reached within window | 0 | 10 |
| Projects downgraded to Nova Chip | 0 | 3 |

# Projects not funded within 2026 – 2036 under 4.5M / Year

- Adams Point Village Group
- Arrowhead Group
- Bright Group
- Duncan Road
- Golfview Group
- Hickory Group
- Moreland School Road
- Pecan Group
- Shepard Group
- Westbrooke Group

**These projects would be funded under the $10 Million per year funding scenario that would be made possible by the passage of a Use Tax. Projects would be scheduled for completion by 2032.

Shall the City of Blue Springs, Missouri impose a local use tax at the same rate as the total local sales tax rate, currently 2.5%, provided that if the local sales tax rate is reduced or raised by voter approval, the local use tax rate shall also be reduced or raised by the same action?

If this question is approved, the City of Blue Springs would begin collecting a use tax from sales made to Blue Springs buyers by online and out of state vendors that are not currently taxed. The funds derived from the use tax will fund streets and other capital improvements.

YES ☐
NO ☐

INSTRUCTIONS TO VOTERS:

If you are in favor of the question, place an "X" in the box opposite "Yes." If you are opposed to the question, place an "X" in the box opposite "No."

# City Development Updates

# 'Iconic Blue Springs' plan would fill city land with apartments, retail, restaurants

Unlock URL | Order Reprints | Gift this Article




Griffin Riley plans 252 high-end studio, one- and two-bedroom apartments in its Iconic Blue Springs development off Adams Dairy Parkway.

GRIFFIN RILEY PROPERTY GROUP






By Thomas Friestad – Staff Writer, Kansas City Business Journal
Jul 22, 2026

# City Development Updates

**Development**
- ICONIC Blue Springs: Approved
- WinWater/Flex Use Development: Approved

**Policy**
- Text Amendment allowing outdoor storage as a CUP in General Business
- Downtown Master Plan Matrix

**Development Services**
- Electronic plan submission and plan review through Civic Access
- Residential inspection sign off sheets going electronic

# Downtown Blue Springs


Country Club
CENTER
WHITE OAK
PLAZA
Chalet Center
I-70
Center
Blue Springs
1st
B
S
B
STOP
SHOP
CENTER
haymarket
Blue Springs
PLAZA
PLAZA
CENTER

# Downtown Blue Springs Updates

- Sidewalk and Curb has been placed in Phase 1. Paving on Main Street is expected to start this week and continue into next week. Excepting the railroad tie-ins and street lights, paving and bricks for Phase 1 (15th to 12th Street) is expected to be completed within the next few weeks.






# 1104 – 1110 Main Street


Seniors
Tax Service
816-228-0304
OFFICE
SPACE
FOR
LEASE
228-6906
B&G Leasing
BANKS
STOP

# 1104 – 1110 Main Street

- The City issued a Request for Proposals (RFP) for structural engineering and destructive investigation to adequately assess concealed structural and building envelope conditions.
- Contract has been awarded to STAND Structural Engineering. Will begin work within the month.

# What We're Learning

Existing Conditions & Community Engagement

# Growth vs. Preservation

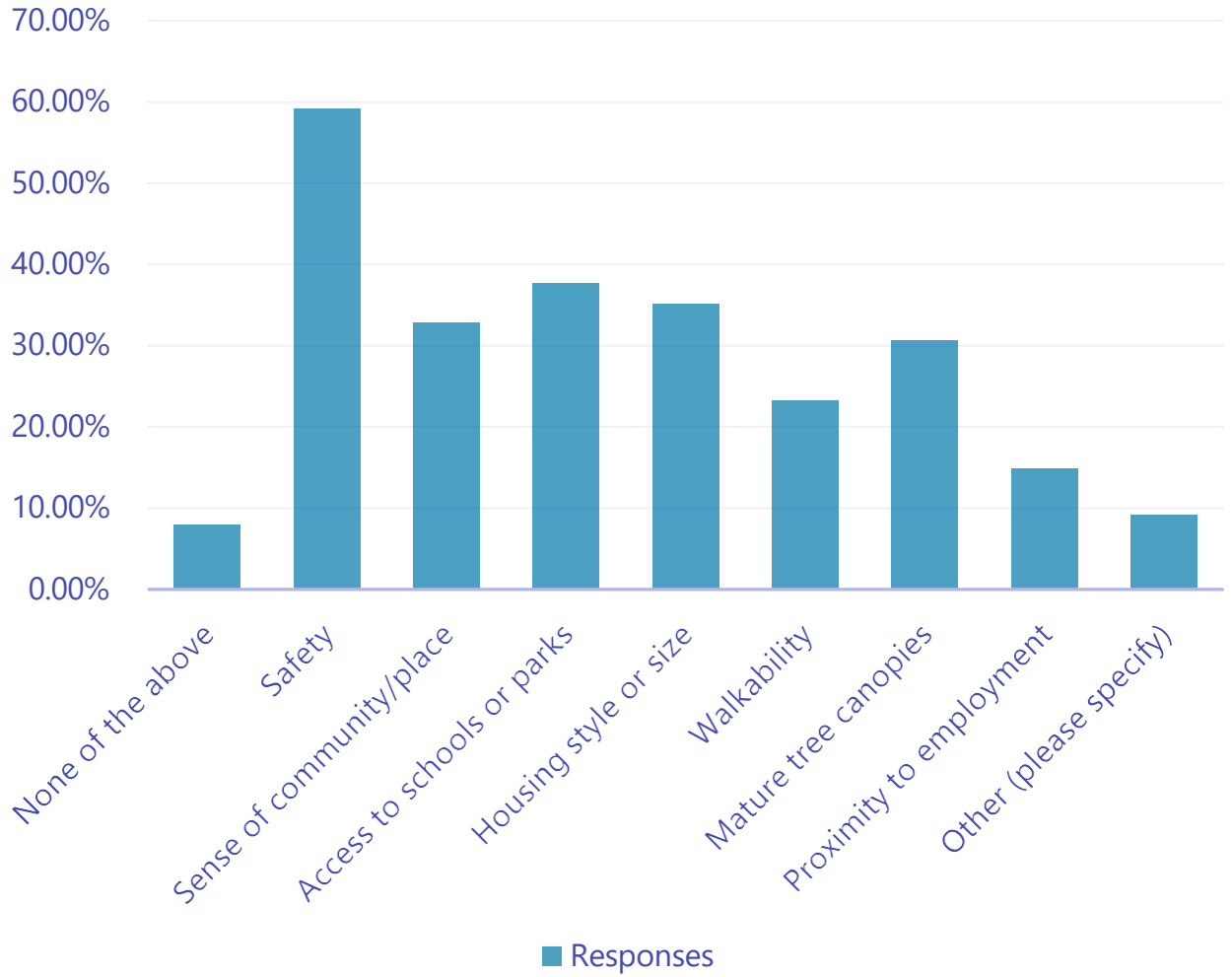
Blue Springs is growing — the question isn't if, it's how and where.

# What Community Engagement Is Telling Us

Residents value **safety, quiet neighborhoods, and access to parks/schools** as top neighborhood qualities.

Strong desire to **preserve green space, mature trees, and neighborhood character**.

At the same time, residents also want **more housing options** (especially affordable, smaller, senior) and more **amenities** and **businesses.**



# What the Data Tells Us



Growth is already happening — especially on the edges of the city (south/southeast).



The City is expected to continue growing (approaching ~65,000 residents).



Land availability is limited, and development pressure is increasing.

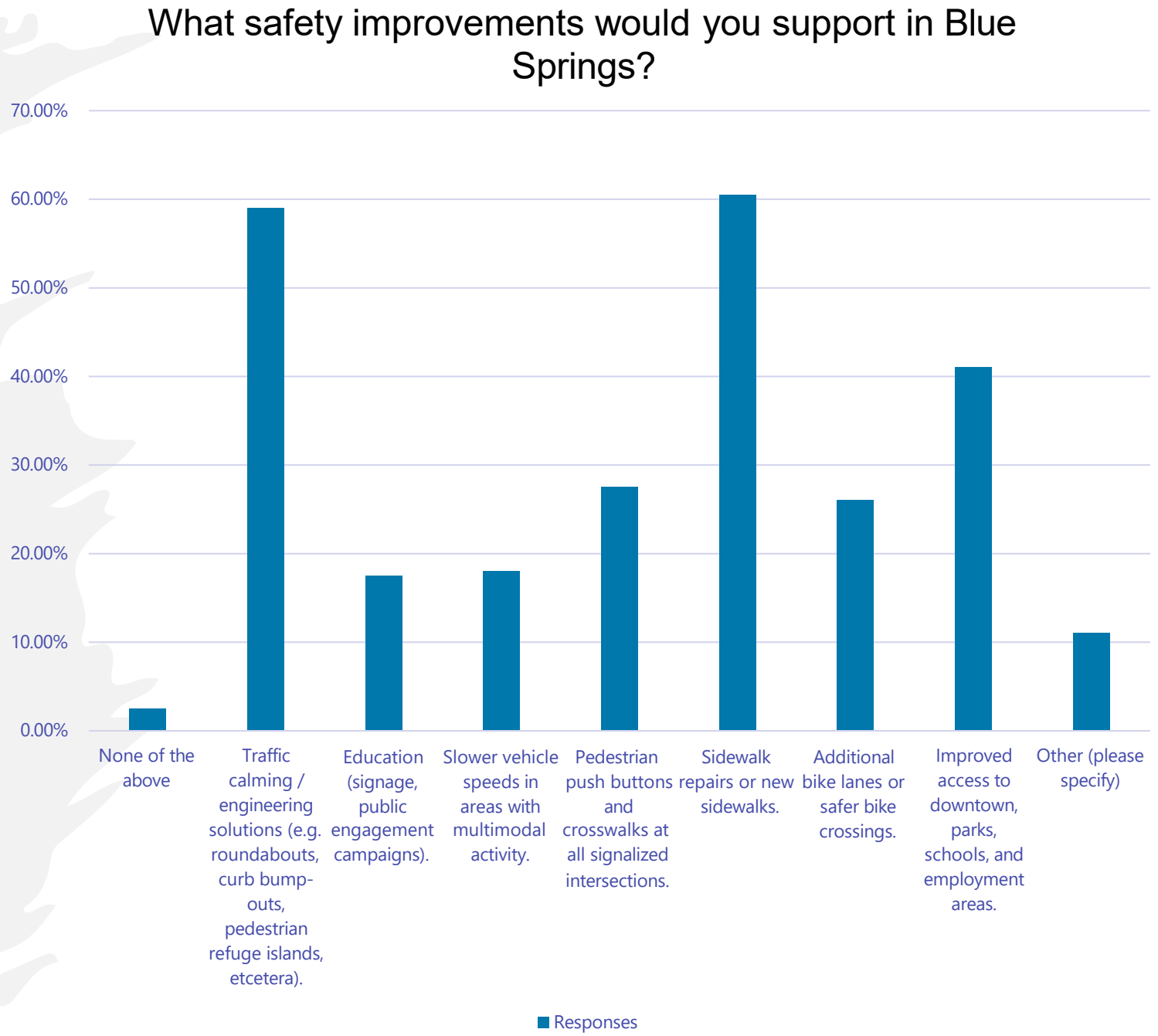
# Infrastructure

We can’t build everything at once — so what comes first?

# What Community Engagement Is Telling Us

Repeated concerns about safety, roadway conditions, potholes, and congestion; lack of sidewalks and aging infrastructure

Infrastructure ranked as one of the top needs in engagement activities.



# Getting Around Blue Springs

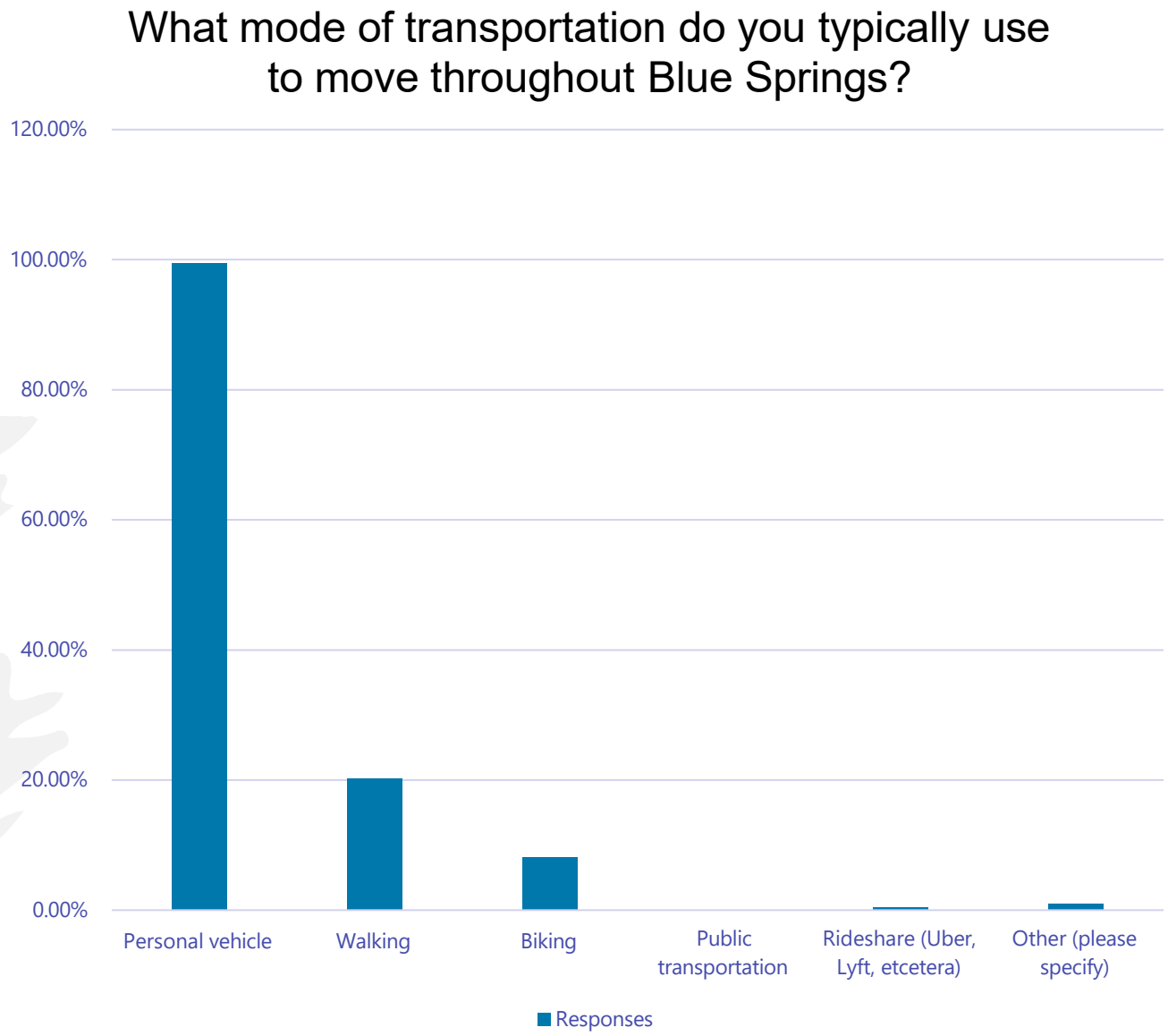
We’re not starting from a blank slate — we’re working within a car-oriented system. How do we build upon what we have?

# What Community Engagement Is Telling Us

99% of residents rely on personal vehicles for daily trips.

Top issues include congestion (especially Highway 7 and Adams Dairy), lack of sidewalks, unsafe crossings, & limited transit.

Strong Demand for better sidewalks, safer crossings, & trails and connections.

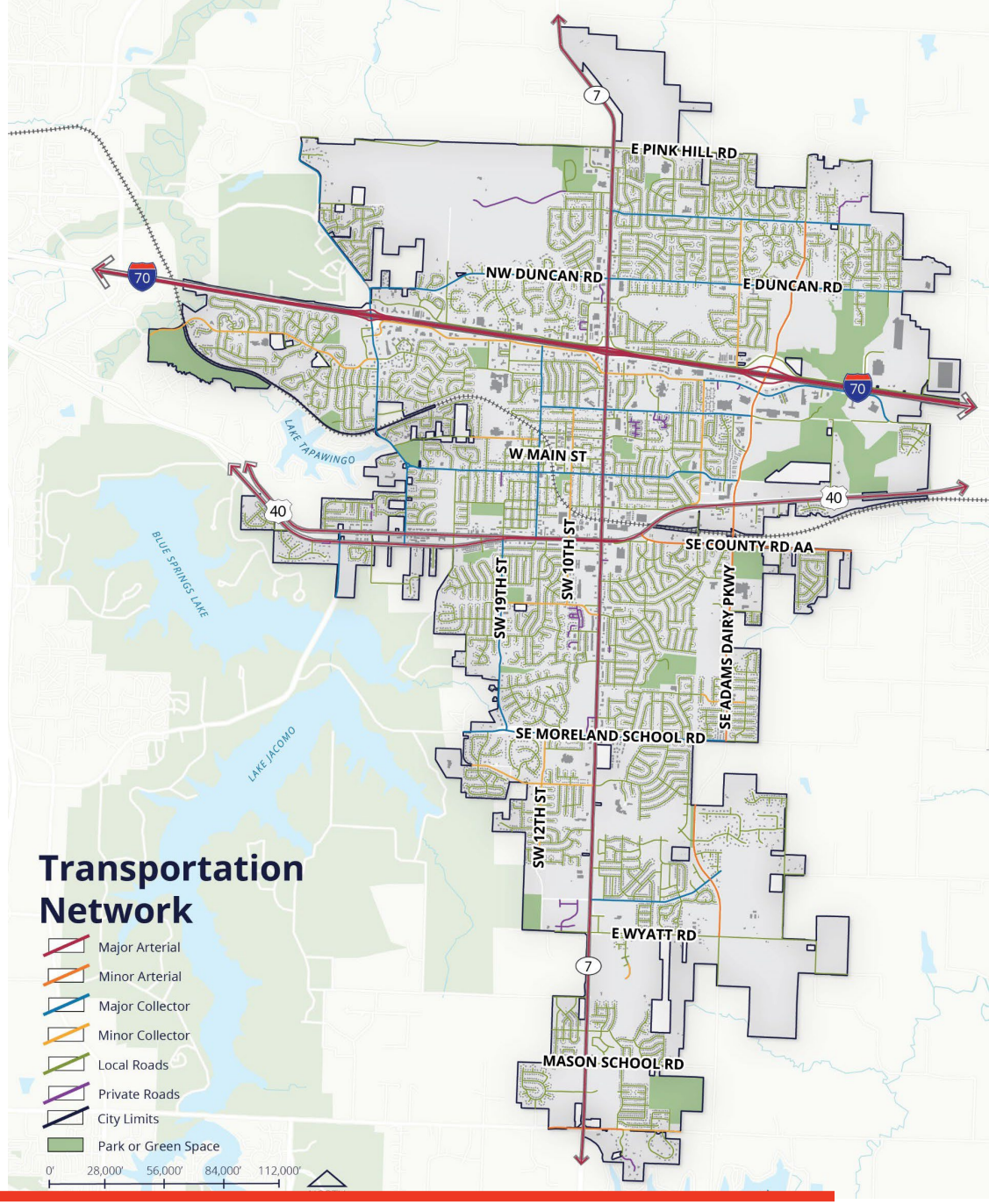


# What the Data Tells Us

Blue Springs is structurally auto-oriented, with cul-de-sacs, limited street connectivity, & large commercial corridors.

Major barriers include I-70, Highway 7, Highway 40, & the CPKC Railroad.

Pedestrian network is fragmented, incomplete, and especially weak in commercial areas.

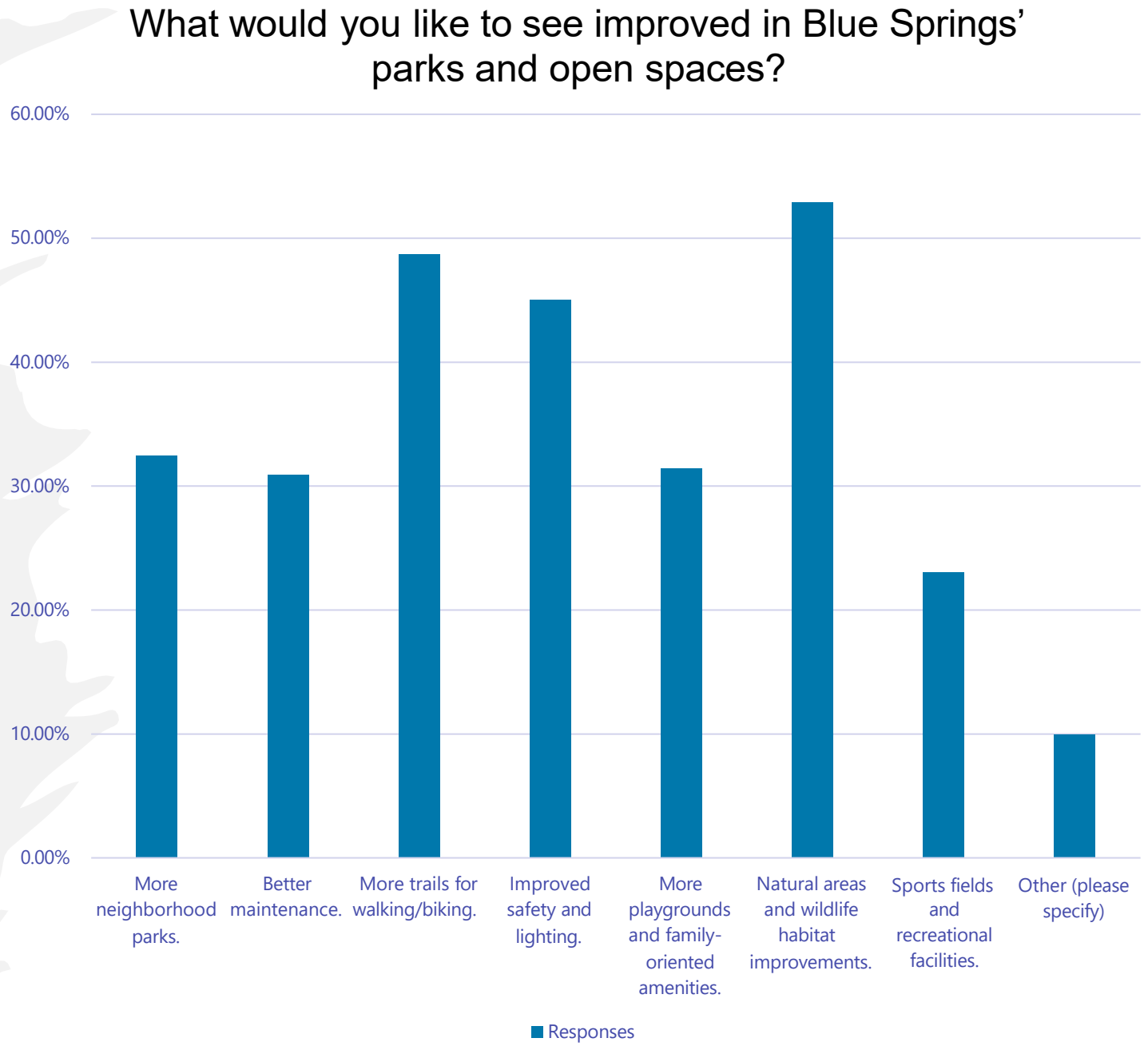


# Quality of Life + Natural Systems

Quality of life is one of Blue Springs' biggest strengths. Maintaining and expanding it takes intentional investment.

# What Community Engagement Is Telling Us

- Parks and open space are a major asset: natural scenery, recreation, and peace/quiet are top-rated qualities.
- Residents want more trails and connectivity, better maintenance, & more amenities for all ages.
- Strong support for preserving green space and environmental assets.

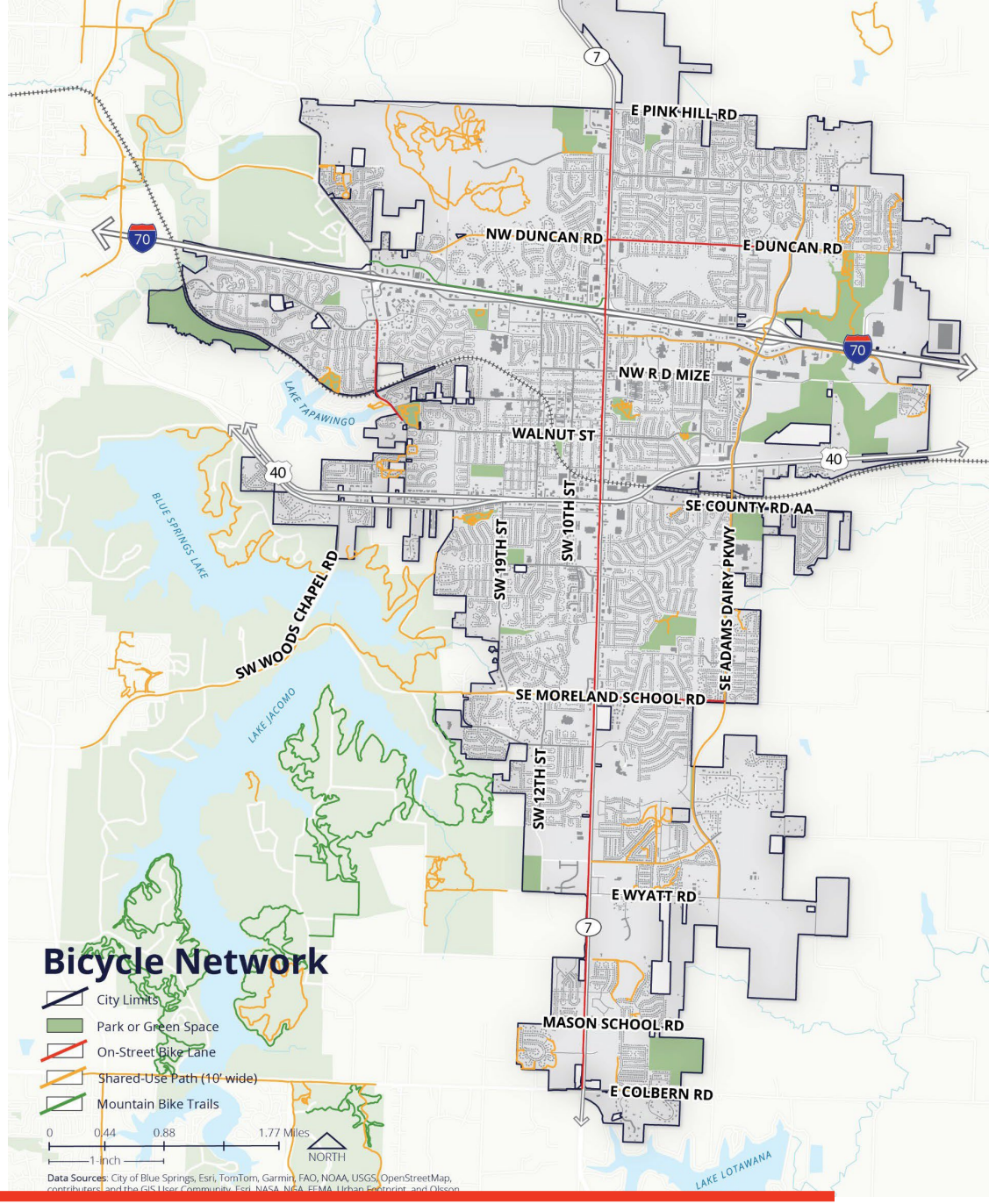


# What the Data Tells Us

Blue Springs has 21 parks & 14+ miles of trails, creating a strong system with high usage.

At the same time, gaps exist in neighborhood park access, maintenance demands are increasing, staff and resources are limited, & expectations are rising.

Environmental realities: increased flooding risk; more stormwater runoff; older neighborhoods lacking modern systems.



# Market Studies

# Economic & Demographic Trends Evaluated

- Job Growth and Composition – Targeted Industries: **Job growth drives population growth – leading growth sectors include healthcare, education, retail, and finance, insurance, and real estate**
- Population Growth – Housing and Retail Needs: **Recent population growth driving housing and retail needs**
- Age Distribution – Housing and Retail Expenditures: **Housing needs for market-rate rentals, entry-level and move-up for-sale housing, and senior housing. Retail needs for groceries, clothing, home furnishings, health, and beauty**
- Household Formation – Housing and Retail Needs: **High rate of family households with children**
- Educational Attainment – Job Growth and Retail Needs: **Blue Springs above average educational attainment supports high value jobs, high income levels, and homeownership rates**
- Household Income – Housing and Retail Expenditures: **Blue Springs above average income levels support above average housing values, rents, and retail expenditures**

# Retail Market Trends

Blue Springs' retail pull factor of 0.84 indicates retail sales equivalent to 84% of the statewide average (LEAKAGE).

Residents **must leave Blue Springs** to satisfy many of their shopping needs.

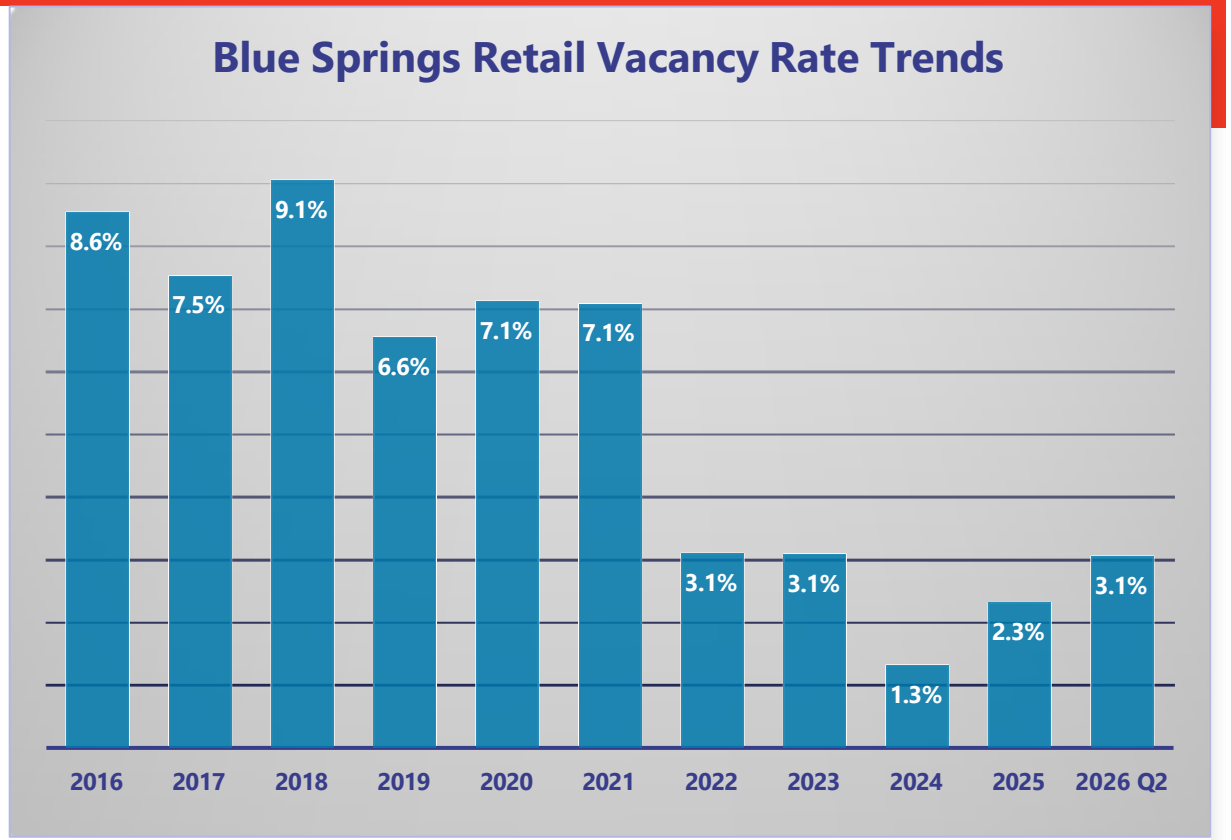
Blue Springs supports **2.9 million square feet** of retail space concentrated along Highway 7 and Adams Dairy Parkway.

Since 2007**, 859,195 square feet of retail space has been built** with **net absorption totaling 1,042,936 square feet**.

Since 2022, the overall **vacancy rate has been 3.1% or less**.

- By 2026 Q2 the vacancy rate was **3.1 percent with just 88,603 square feet of unoccupied space**.

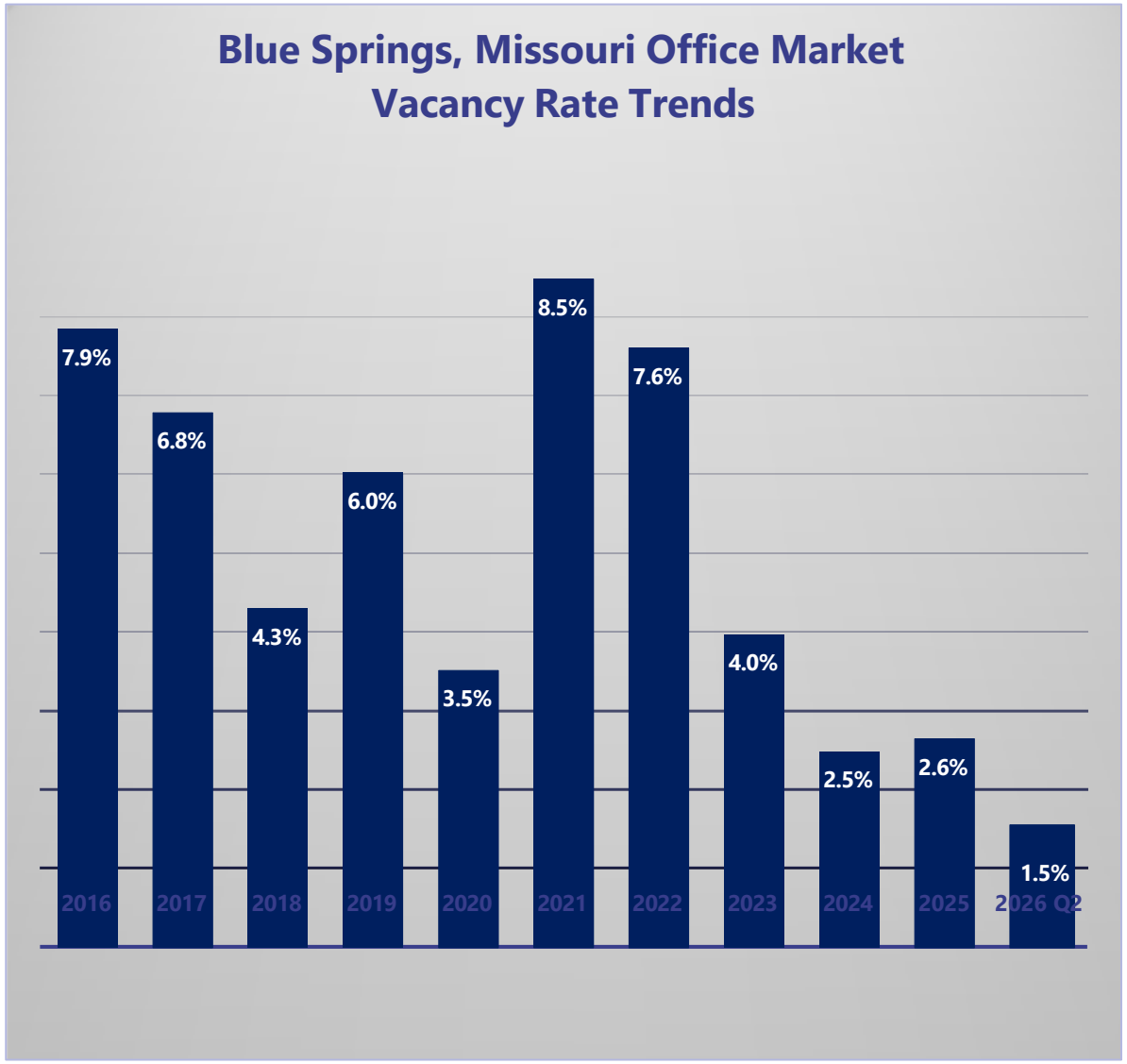
Future retail development is anticipated to favor Highway 7 south of Highway 40; also an opportunity for recreation and entertainment retail development at Lake Remembrance.



# Office Market Trends

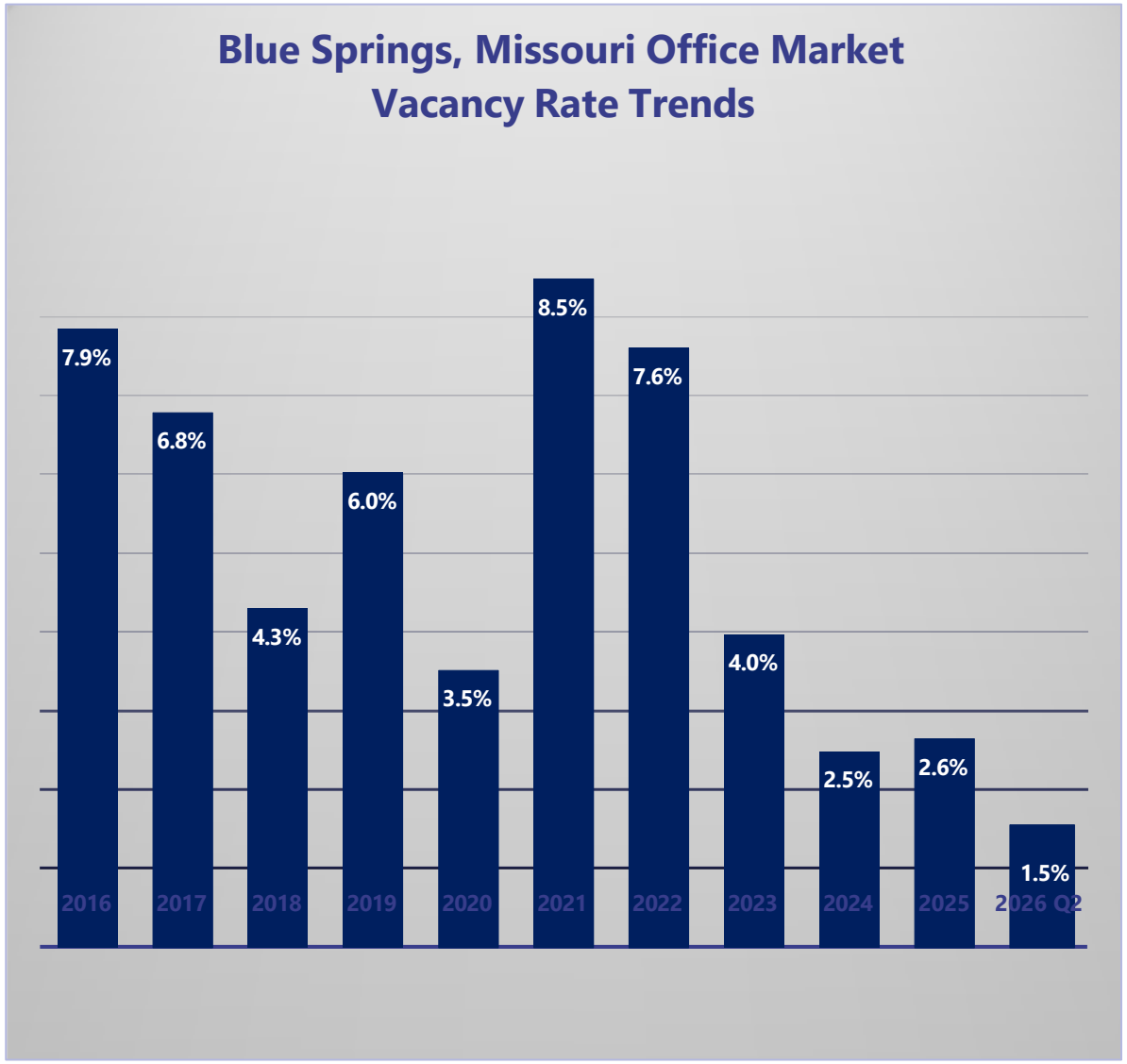
Since 2023, the **Blue Springs office market has operated at vacancies well below market equilibrium.**

- From a height of 8.5 percent in 2021, the office market has improved gradually, reaching a low vacancy rate of 1.5 percent by the second quarter of 2026 with just 15,392 square feet of vacant space.
- By comparison, Costar reported the Kansas City MSA office market vacancy rate as of the second quarter 2026 at 10.0 percent.



# Office Market Trends, cont.

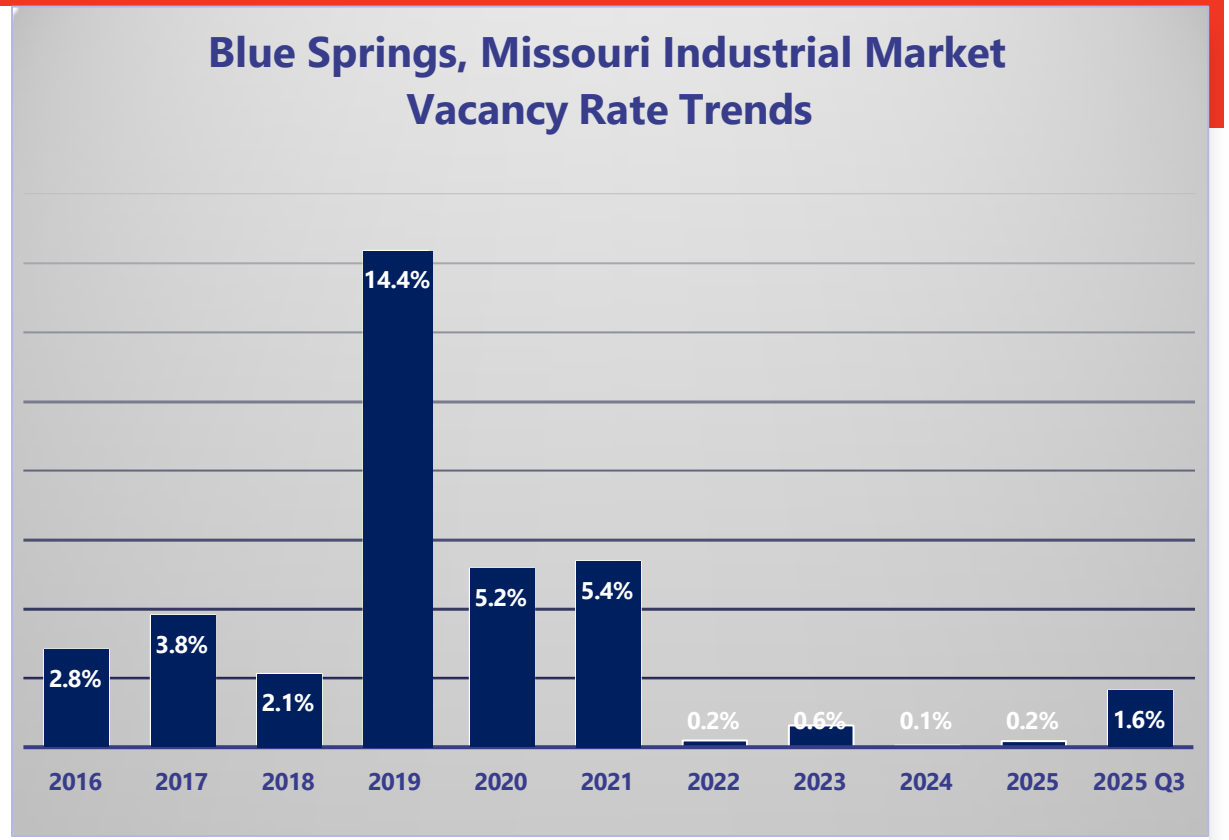
The **limited inventory of available office space** serves as a constraint to accommodating the expansion of existing tenants or attracting new businesses to Blue Springs.



# Industrial Market Trends

Blue Springs' industrial market totals **2.44 million square feet of space** with the principal concentrations along Highway 40 and I-70. Single-tenant buildings account for 52.7% of industrial buildings.

**Warehouse space** accounts for nearly **three-quarters** of the total inventory.



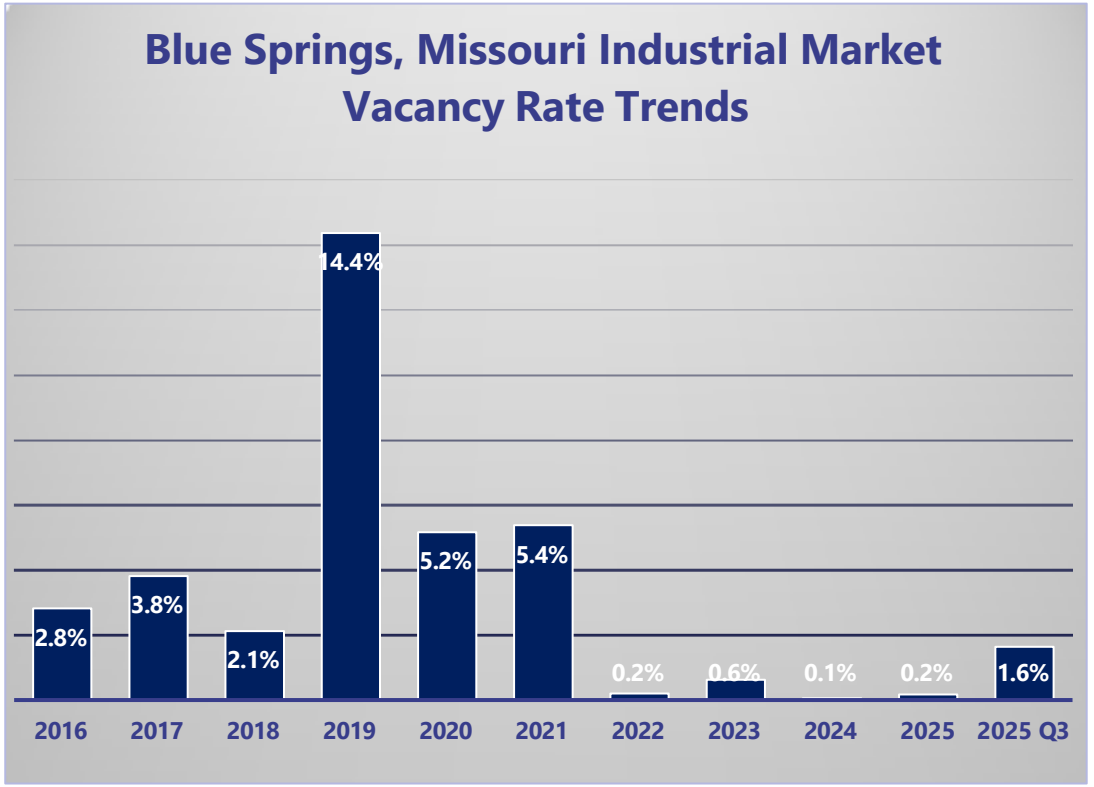
# Industrial Market Trends, cont.

**Since 2007, 346,753 square feet of industrial space has been constructed in Blue Springs.**

- 318,053 square feet has been built since 2019.
- Net absorption totaled 449,023 square feet of space.

**Since 2020, Blue Springs industrial vacancy rate ranged from 0.1% to 5.4%.**

- By 2026 Q2, the vacancy rate stood at 1.6% with only 40,020 square feet of vacant space.
- The 47-acre Blue Springs Business and Technology Park is under construction, providing the opportunity to support new industrial development.

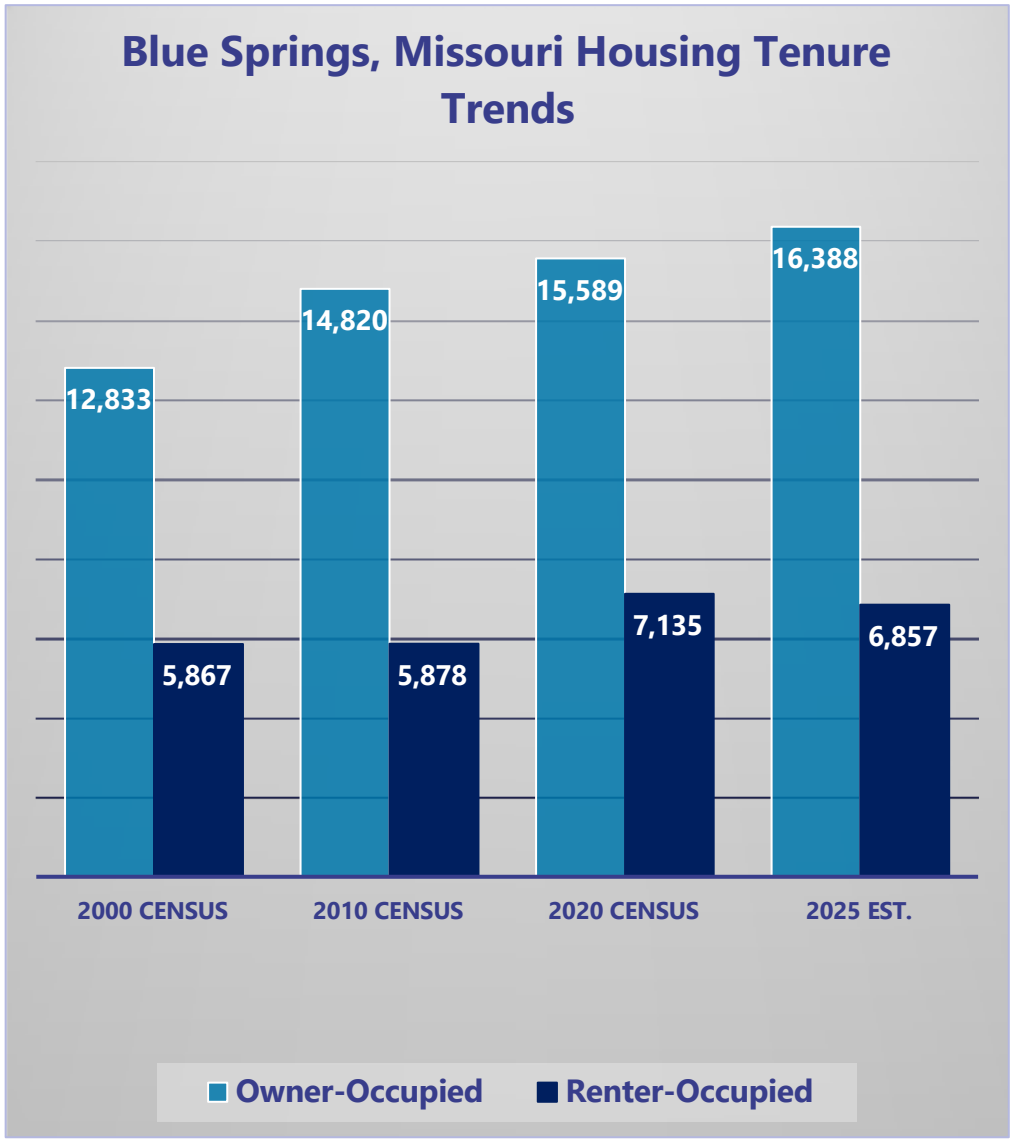


# Single-Family Market Trends

**Blue Springs' housing stock totals 23,245 dwelling units**, with **single-family homes accounting for 70.0%** of the inventory, comparable the statewide rate of 70.3%.

**Owner-occupied housing accounts for 68.9% of Blue Springs occupied housing stock**, compared to 68.6% statewide.

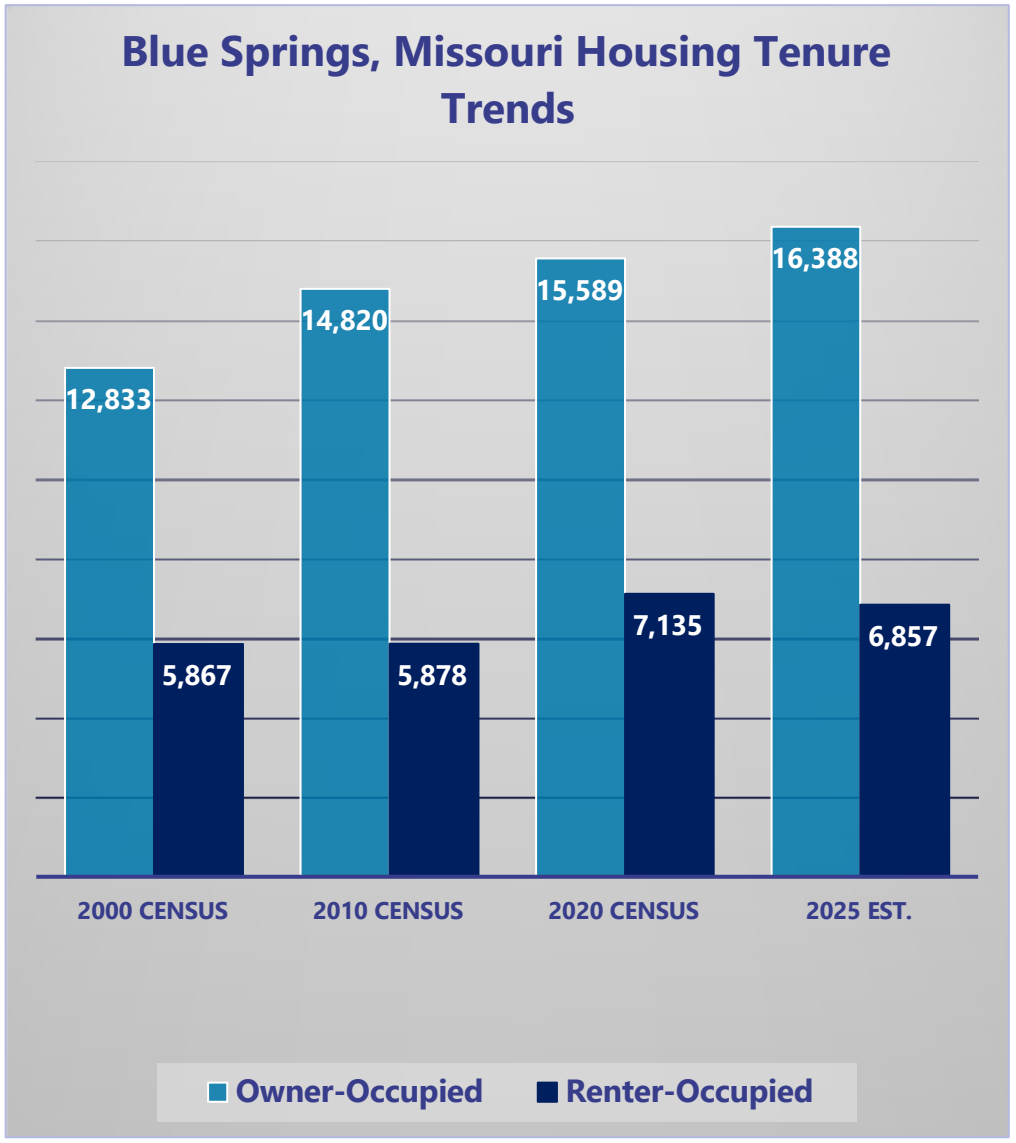
Detached single-family homes account for 95.5% of all owner-occupied housing units.



# Single-Family Market Trends, cont.

**The median housing value in Blue Springs is $273,313, exceeding the statewide median of $257,403.**

- Housing valued under $200,000 accounts for 21.4% of the city's housing stock.
- Housing valued at $300,000 to $399,999 accounts for 22.2%.
- Housing valued at $400,000 or more accounts for 18.3%.

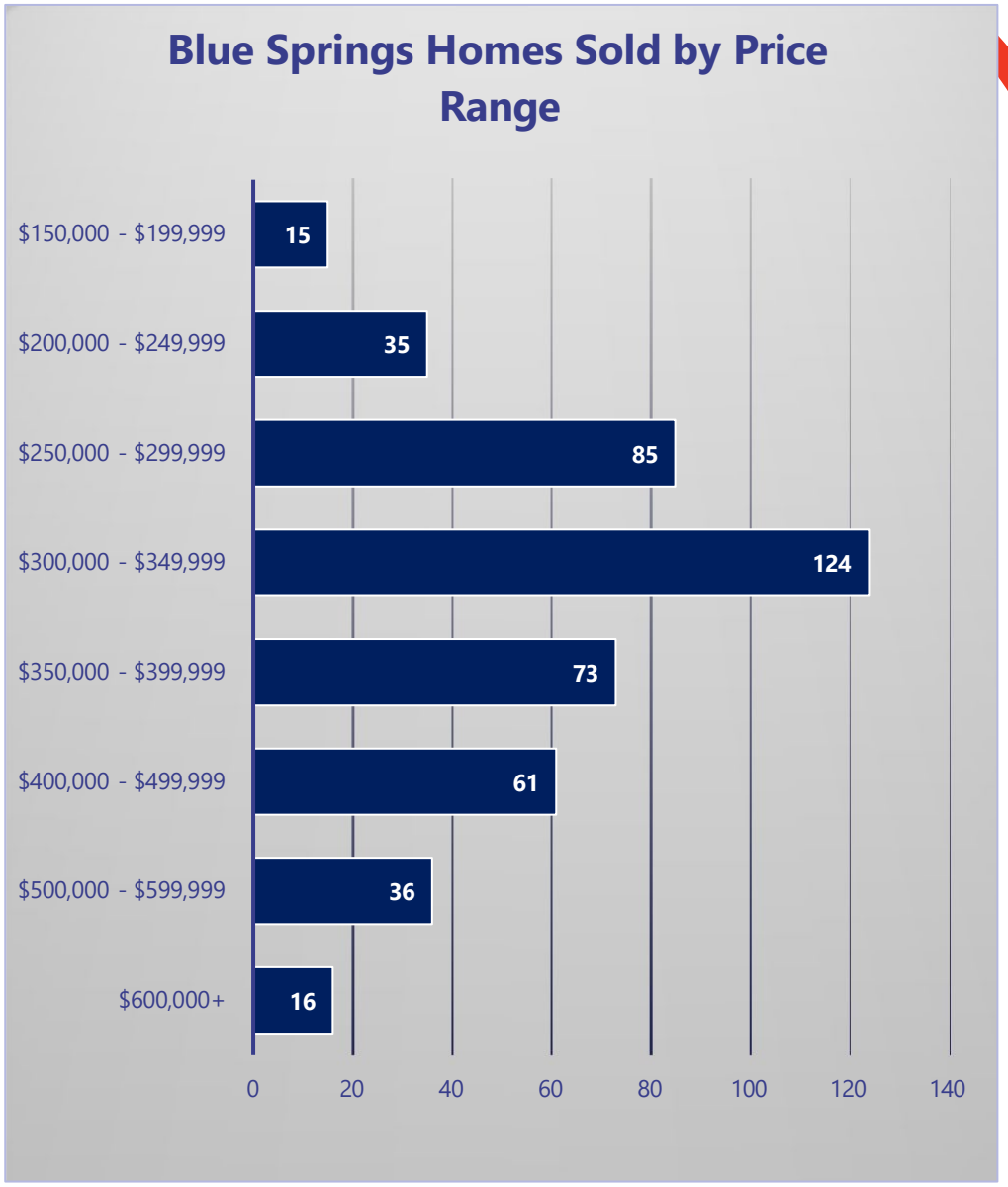


# Single-Family Market Trends, cont.

For a six-month period ending on June 12, 2026, **a total of 445 single-family homes were sold in Blue Springs**, priced from $119,900 to $849,000, with a **median price of $338,500**.

The **price point for first-time home buyers is under $350,000**, which accounted for **58.2% of all sales**.

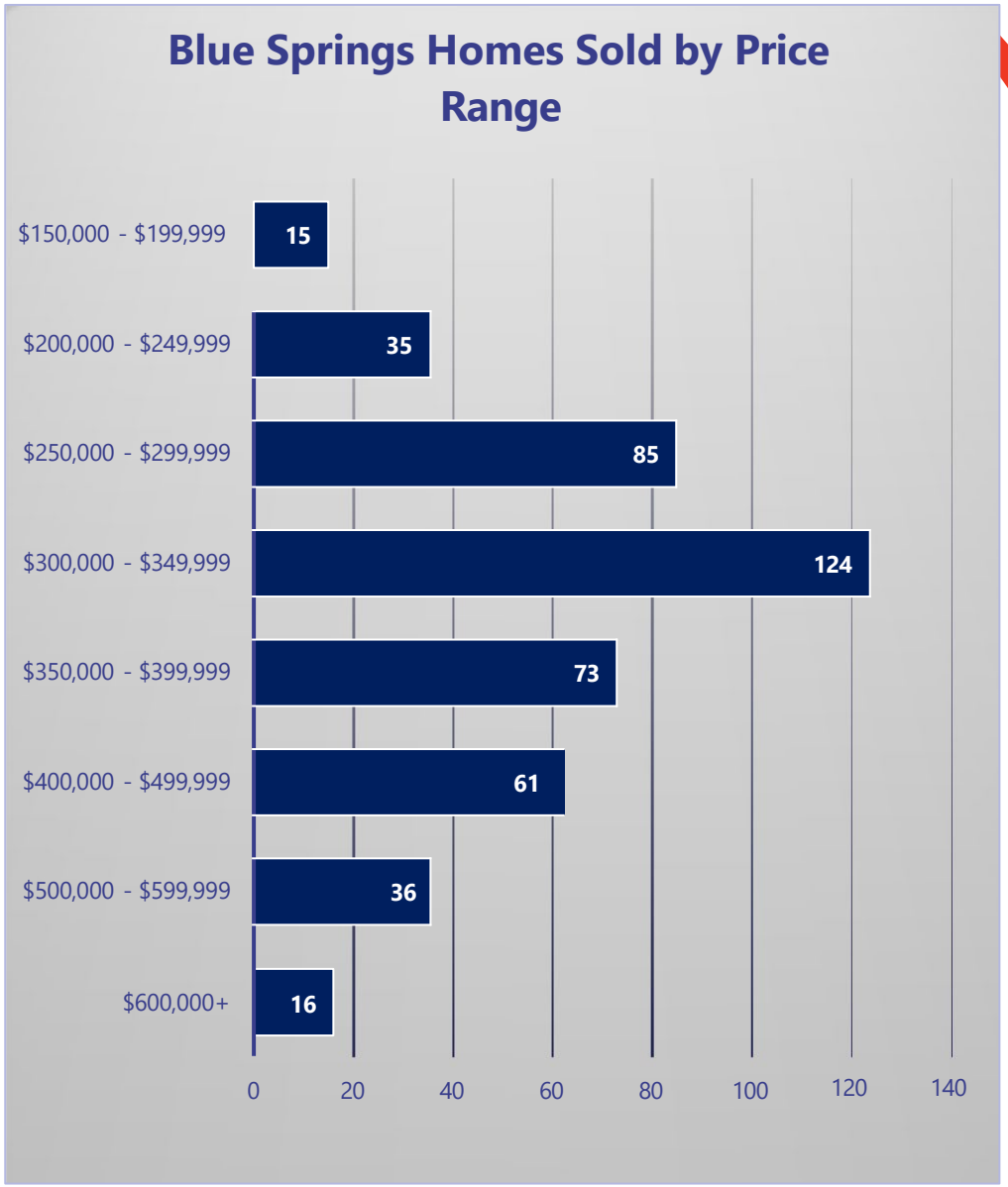
The most active price ranges for move-up home sales ranged from **$350,000 to $399,999 with 73 sales** and **$400,000 to $499,999 with 61 sales**.



# Single-Family Market Trends, cont.

New home subdivisions are concentrated in the southern portion of Blue Springs. **90 new homes are listed for sale, 70% of which are priced at $400,000 or more**.

The most active new home listings are for 3- and 4-bedroom homes, accounting for all but two of the new homes on the market.

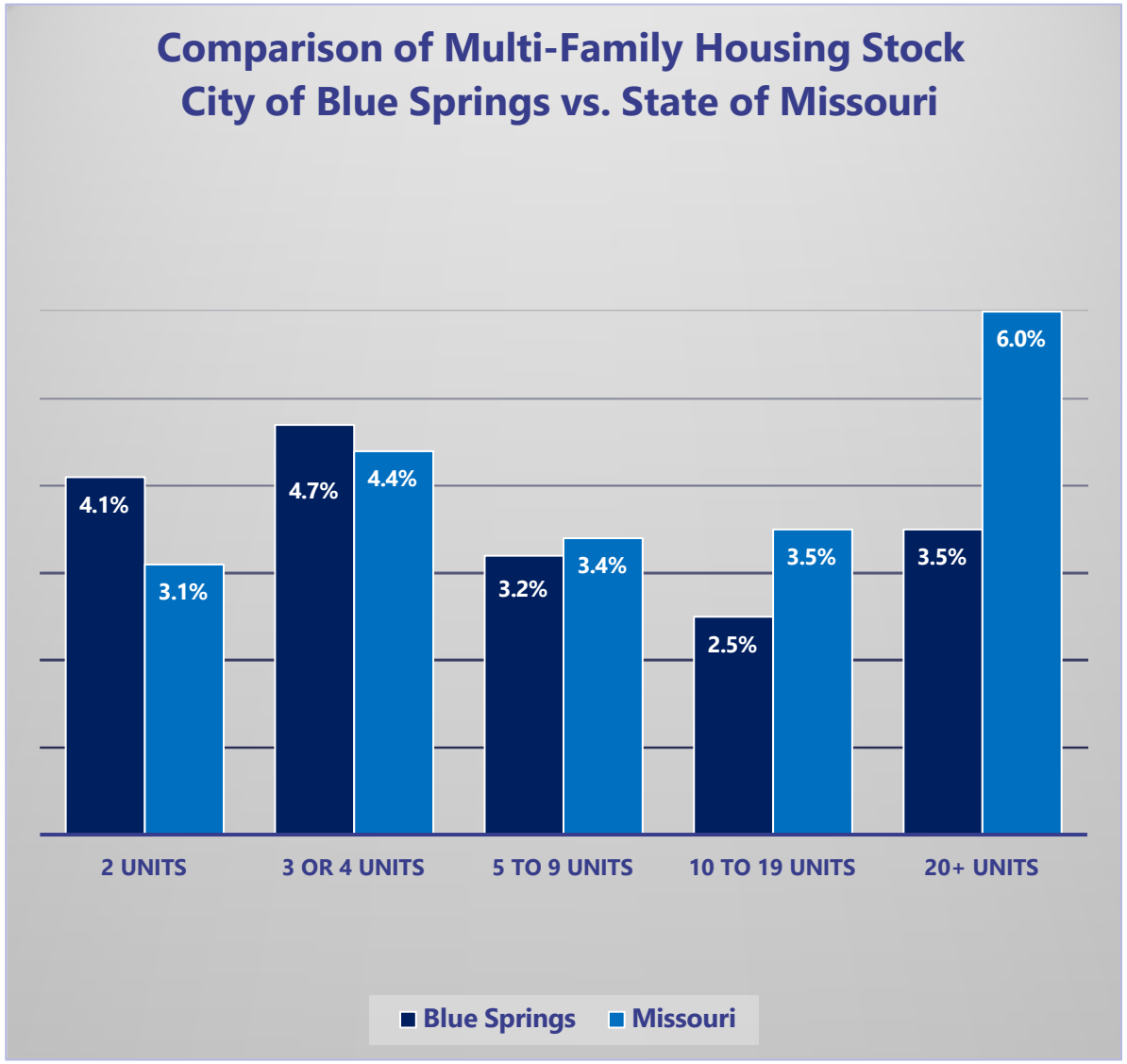


# Apartment Market Trends

**Multi-family housing accounts for 18.0% of Blue Springs' housing stock**, compared to 20.4% statewide.

- Properties with 20 or more dwelling units account for just 3.5% of Blue Springs' housing stock.

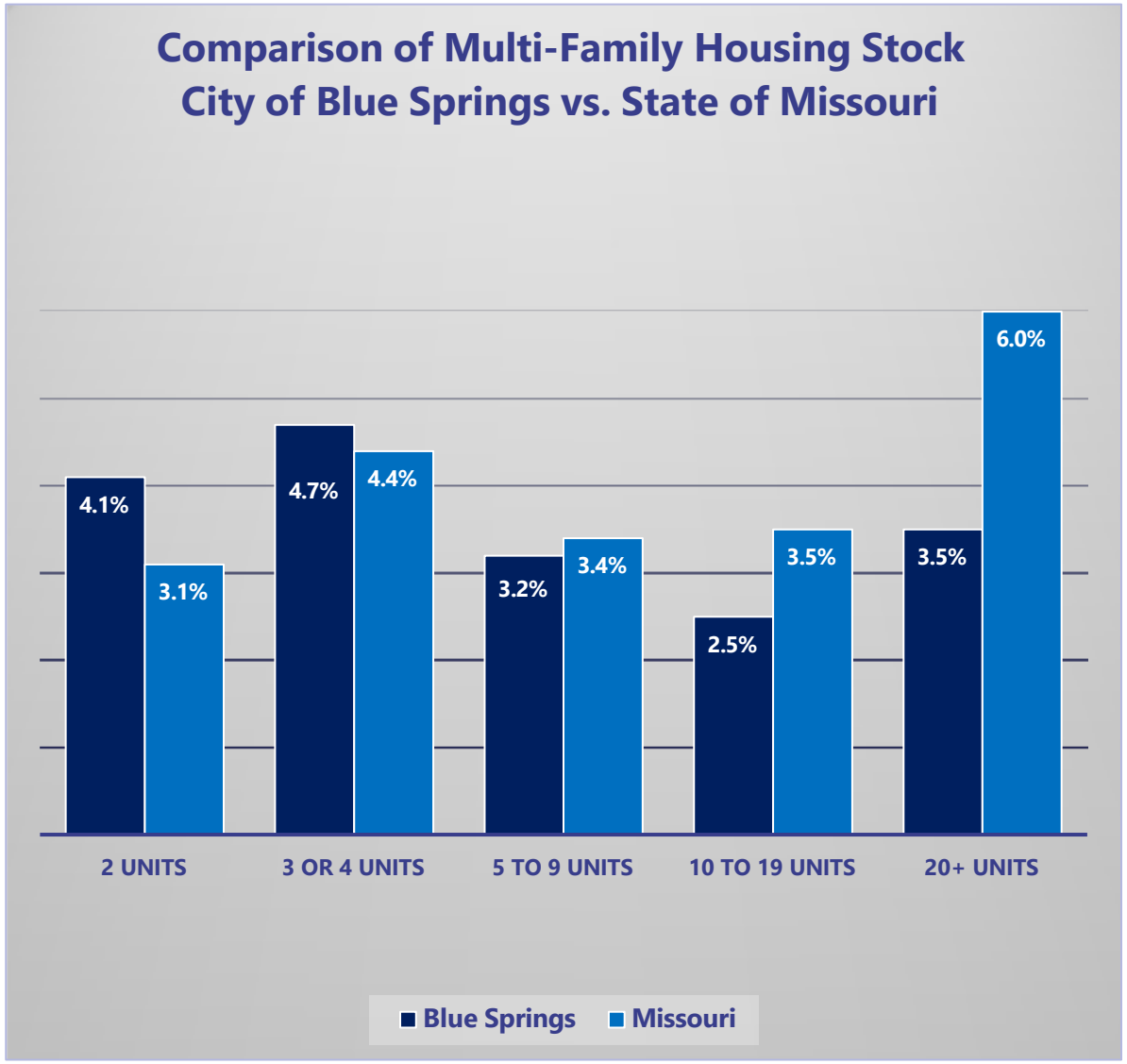
**Rental housing accounts for 32.6% of Blue Springs' occupied housing stock**, compared to the statewide average of 33.8%.



# Apartment Market Trends, cont.

Thirty large-scale apartment properties in the City total **3,684 rental units**. Since 2012, 12 apartment properties totaling 1,444 dwelling units have been built in Blue Springs.

Since 2012, **Blue Springs' apartment market vacancy rate has outperformed the Kansas City MSA**. By 2026 Q2, Blue Springs apartment market vacancy rate was 4.7%, compared to 8.4% for the metro area.



# Study Findings & Recommendations

# Retail Development Sites

- Northwest corner of Highway 7 and Moreland School Road
- Southeast corner of Highway 7 and Moreland School Road
- Northwest corner of Highway 7 and Wyatt Road
- Northeast corner of Highway 7 and Wyatt Road
- Southeast corner of Highway 7 and Wyatt Road
- Northwest corner of Highway 7 and Colbern Road
- Northeast corner of Highway 7 and Colbern Road
- Northwest corner of Adams Dairy Parkway and RD Mize Road
- The 140 acres surrounding Lake Remembrance have the potential as a regional recreational destination with complementary recreation and entertainment retail.

# Office Development Sites

- Vacant land at the northeast corner of RD Mize Road and St. Mary Drive, and along the eastern edge of the of Saint Mary's Medical Center campus, are suitable for medical office use.
- South side of Main Street between 8th and 9th Streets,
- North side of Vesper Street, immediate east of UMB Bank, and,
- South side of Vesper Street, west of Highway 7.

# Office Development Sites

- Northwest corner of Highway 7 and Moreland School Road.
- The southeast and southwest corners of Highway 40 and Adams Dairy Parkway are underutilized properties supporting a mix of industrial uses. Redevelopment of these properties as a business park would be suitable for professional office use.
- The West Gateway Plaza Business Park located on the north side of NW Jefferson Street at Gateway Drive is a suitable garden office location.

# Industrial Development Sites

- Principal concentrations of industrial space in Blue Springs along the Highway 40 and I-70 corridors.
- Greatest opportunity for growth stems from the availability of fully improved building lots **within the 47-acre Blue Springs Business and Technology Park,** located on the north side of I-70 and east of the Adams Dairy Parkway interchange.
- Ward Development is currently under construction on sitework.
- The southeast and **southwest corners of Highway 40 and Adams Dairy Parkway** are considered underutilized properties supporting a mixed of industrial uses. Redevelopment of these properties as a business park would be suitable for logistics and light manufacturing uses.

# Single-Family Residential Development Sites

- Land surrounding the Adams Pointe Golf Club
- Southeast corner of Adams Dairy Parkway and SE Ryan Road
- South of the southwest corner of Adams Dairy Parkway and SE Ryan Road
- Southeast corner of Adams Dairy Parkway and SE Moreland School Road
- Southwest corner of Adams Dairy Parkway and SE Moreland School Road
- Southeast corner of Shrout Road and Wyatt Road
- Southeast corner of Highway 7 and E Wyatt Road
- Surrounding the northeast corner of Highway 7 and E Colbern Road
- Surrounding the northwest corner of Highway 7 and SW Wyatt Road

# Multi-Family Residential Development Sites

- Southeast corner of Main Street and 14th Street in Downtown Blue Springs
- Southeast corner of Adams Dairy Parkway and RD Maze Road
- Northeast corner of I-70 and Adams Dairy Parkway
- Surrounding the southwest corner of I-70 and Woods Chapel Road
- North of the northwest corner of Highway 7 and Moreland School Road
- Southwest corner of Highway 7 and Liggett Road
- North of the northwest corner of Highway 7 and SW Wyatt Road

# Topline takeaways

- Given the availability of land and infrastructure, highway access, and existing land use patterns, over the next 20 years urban expansion will favor the portion of Blue Springs south of U.S. 40 Highway, supporting the bulk of population growth and new home construction.
- The south State Route 7 will remain as the city’s preferred location for future development of retail, professional office, and medical office.

# Topline takeaways

- The 140 acres surrounding Lake Remembrance provides the opportunity for the development of lifestyle-related retail concentrating on the entertainment and recreational uses offered by lake access.
- Industrial greenfield development activity will occur primarily along Interstate 70 within the 47-acre Blue Springs Business and Technology Park with redevelopment of underutilized industrial properties possible along the U.S. 40 Highway corridor.

# Topline takeaways

- Since 2022, the overall business vacancy rate has been 3.1% or less, which indicates that the modest inventory of vacant spaces serves as a barrier to accommodating the growth of the existing businesses and attracting new retailers into the Blue Springs retail market.
- Blue Springs' retail pull factor indicates that residents must leave Blue Springs to satisfy many of their shopping needs.

# Identity, Downtown, and Commercial Areas

Blue Springs has momentum — the question is: where do we focus to create real places people want to be?

# What Community Engagement Is Telling Us



Strong, consistent feedback: Downtown feels incomplete; lack of entertainment and local businesses; repetitive uses (car washes, salons, storage, etc.)



Residents go to other cities for dining, entertainment, & experiences



Engagement feedback highlights a need to strengthen downtown and desire for entertainment districts/vibrant gathering spaces

# What the Data Tells Us

Downtown is already a major focus area, with a $40M bond supporting improvements in streetscaping.

Highway corridors (7; 40) are auto-oriented commercial strips, visually inconsistent, & underperforming in some areas.



# Downtown Business Landscape

Professional and personal service companies account for 76.5% of all businesses operating within Blue Spring's Downtown Core.

While no dominant business types are present, those with the largest concentrations include hair salon or spa, counseling services, lawyers, real estate, insurance, and CPAs



# Downtown Business Landscape

Retailers account for 23.5% of all businesses operating within Blue Springs' Downtown Core.

Constraints or limitations in enhancing Downtown Blue Springs include the lack of available commercial space for rent, many businesses closing at 5:00 PM, and the prevalence of professional and service firms that do not generate significant foot traffic.



# Downtown Redevelopment Sites

- Vacant land on the south side of Main Street between 8th and 9th Street
- Four single-family homes at 715-803 West Main Street
- Vacant lot on the north side of Main Street at 9th Street
- Lumberyard site at the southeast corner of 14th and Main Streets
- Student Life Center property at the northeast corner of 14th and Main Streets

Case Study:
Economic MRI®

# Blue Springs, Missouri



URBAN3

# Total Market Value

Jackson County, MO

URBAN3

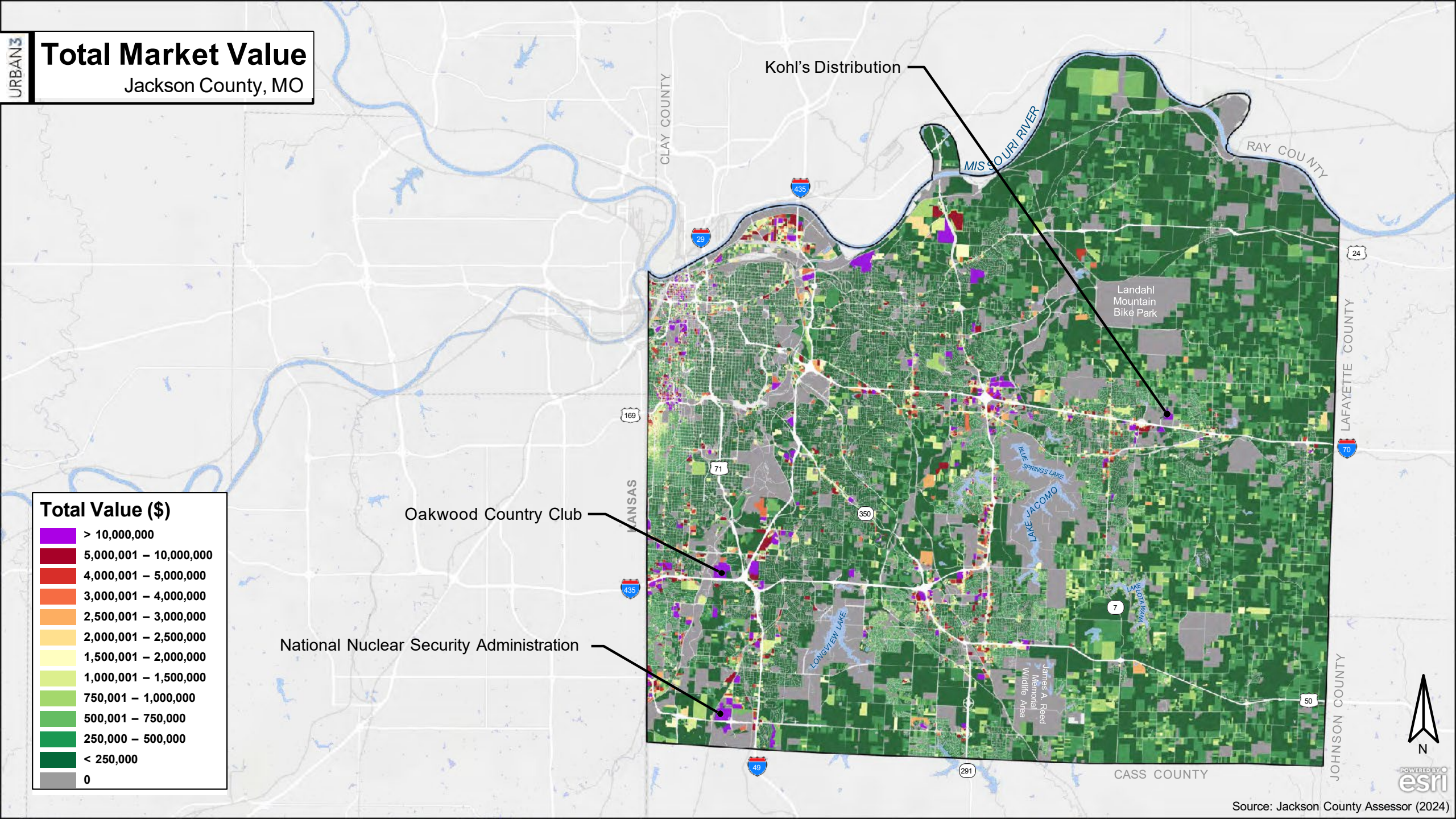
Kohl's Distribution

Oakwood Country Club

National Nuclear Security Administration

## Total Value ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

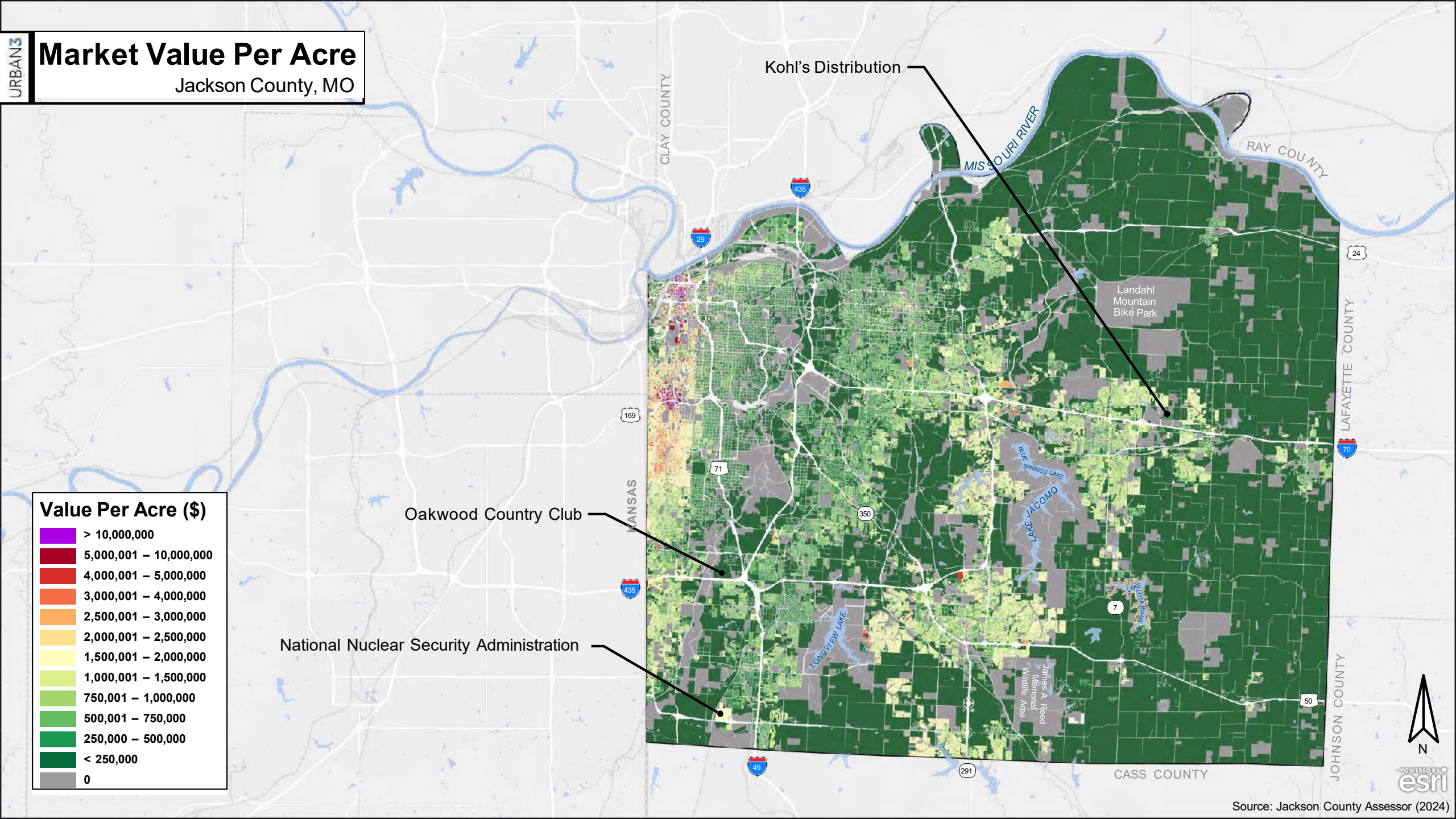



Source: Jackson County Assessor (2024)

# Market Value Per Acre

Jackson County, MO

URBAN3



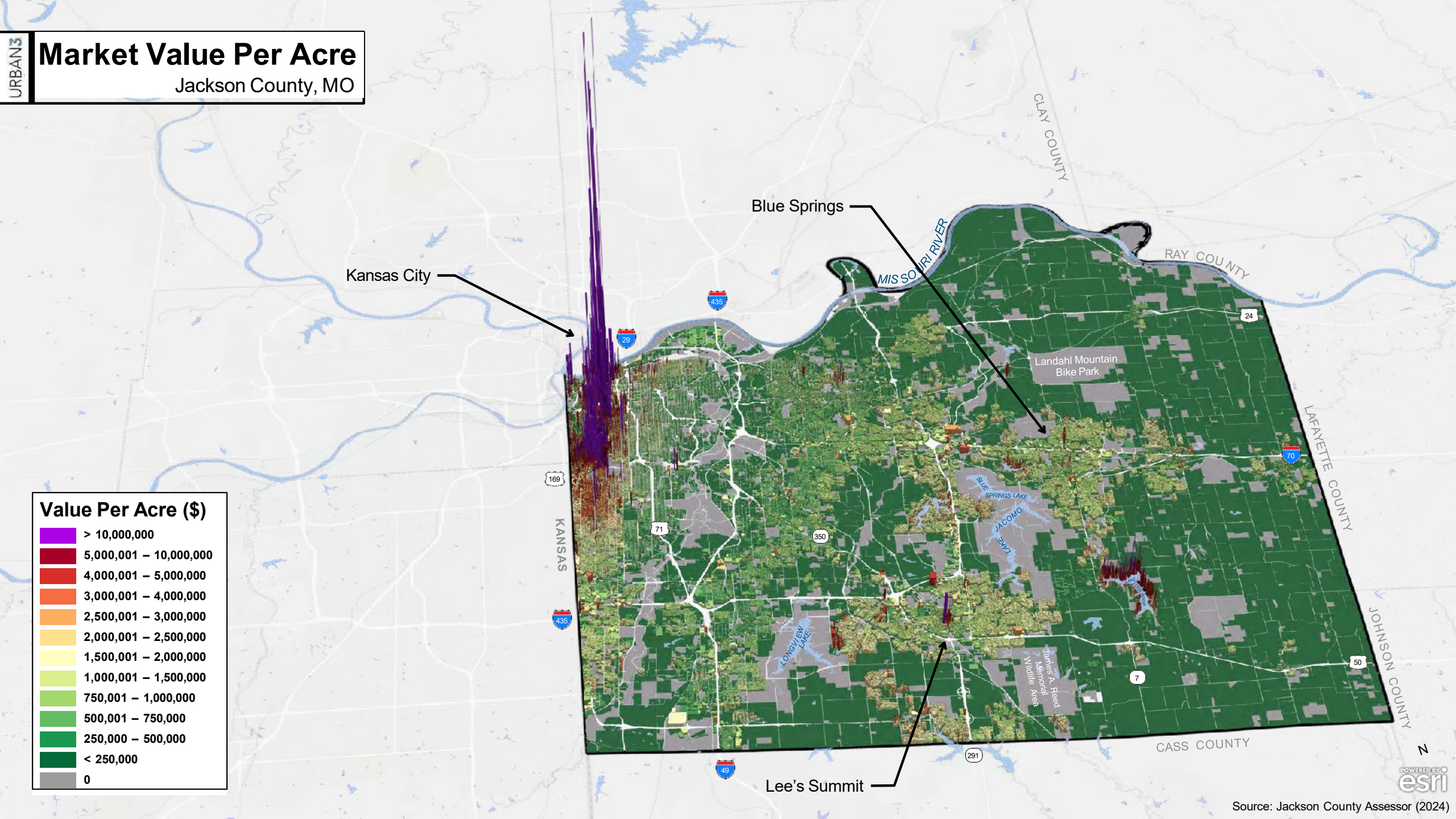

## Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

# Market Value Per Acre

Jackson County, MO




## Value Per Acre ($)

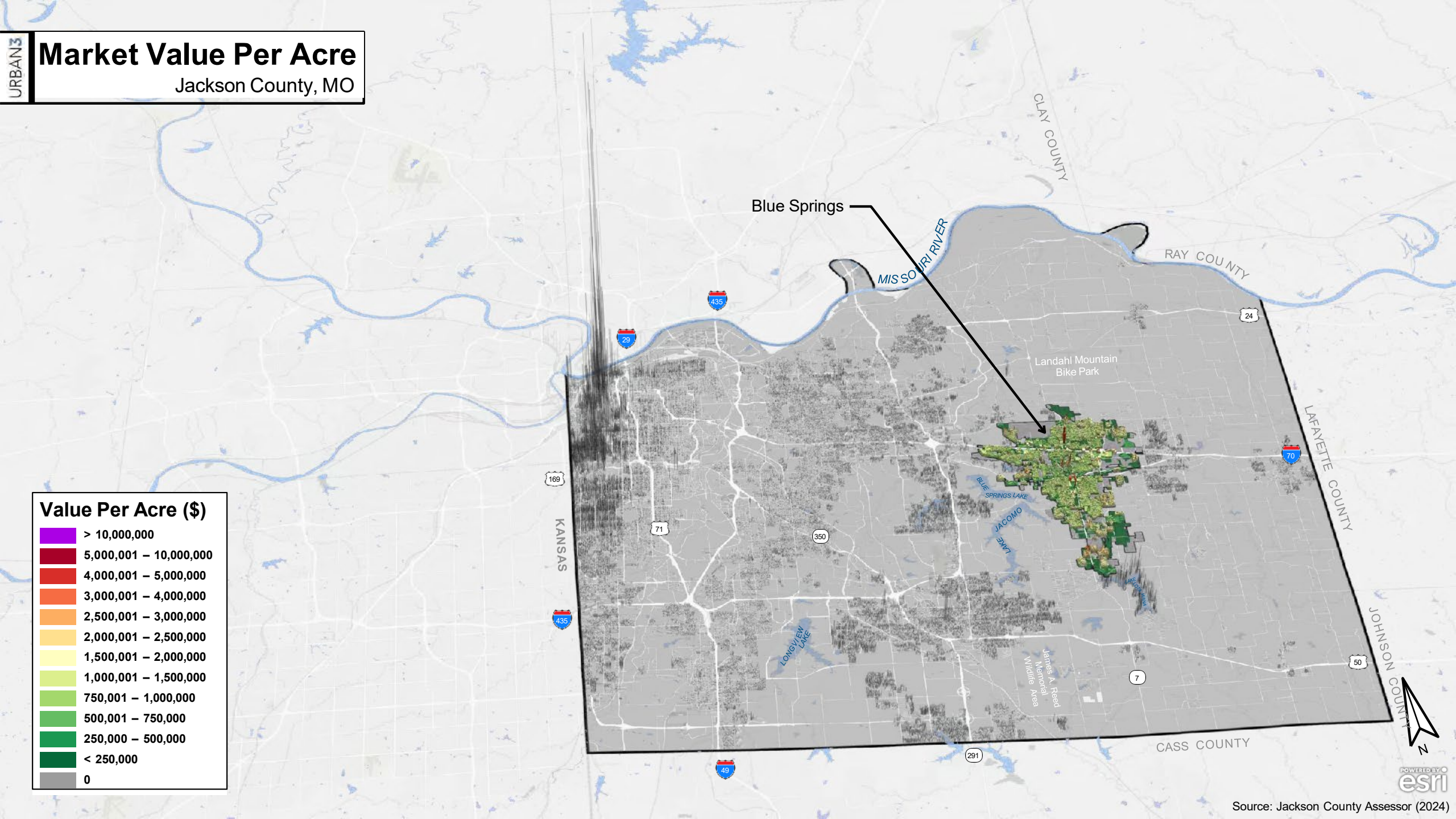
- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

N

Source: Jackson County Assessor (2024)

# Market Value Per Acre

Jackson County, MO



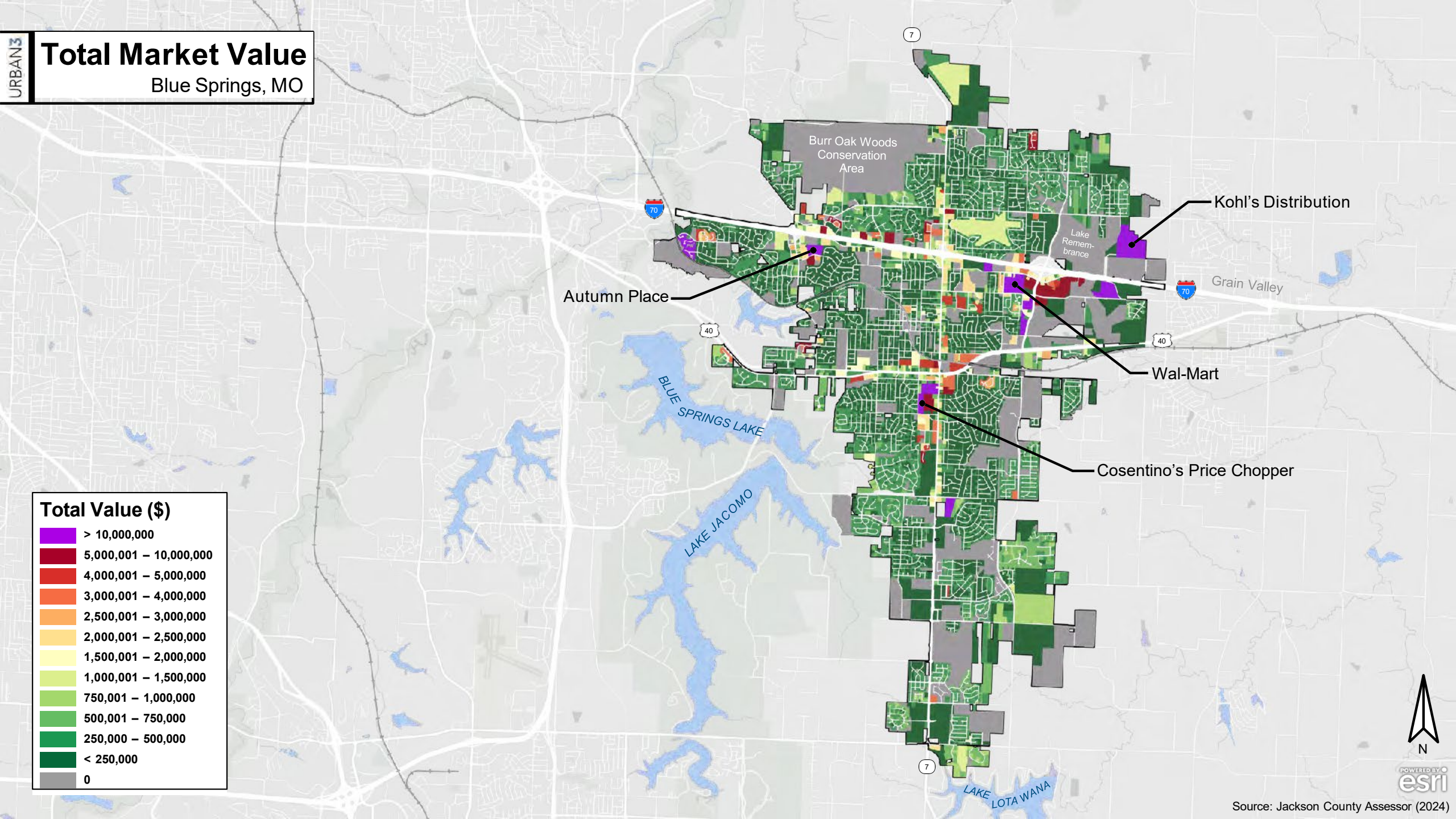

## Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

# Total Market Value

Blue Springs, MO



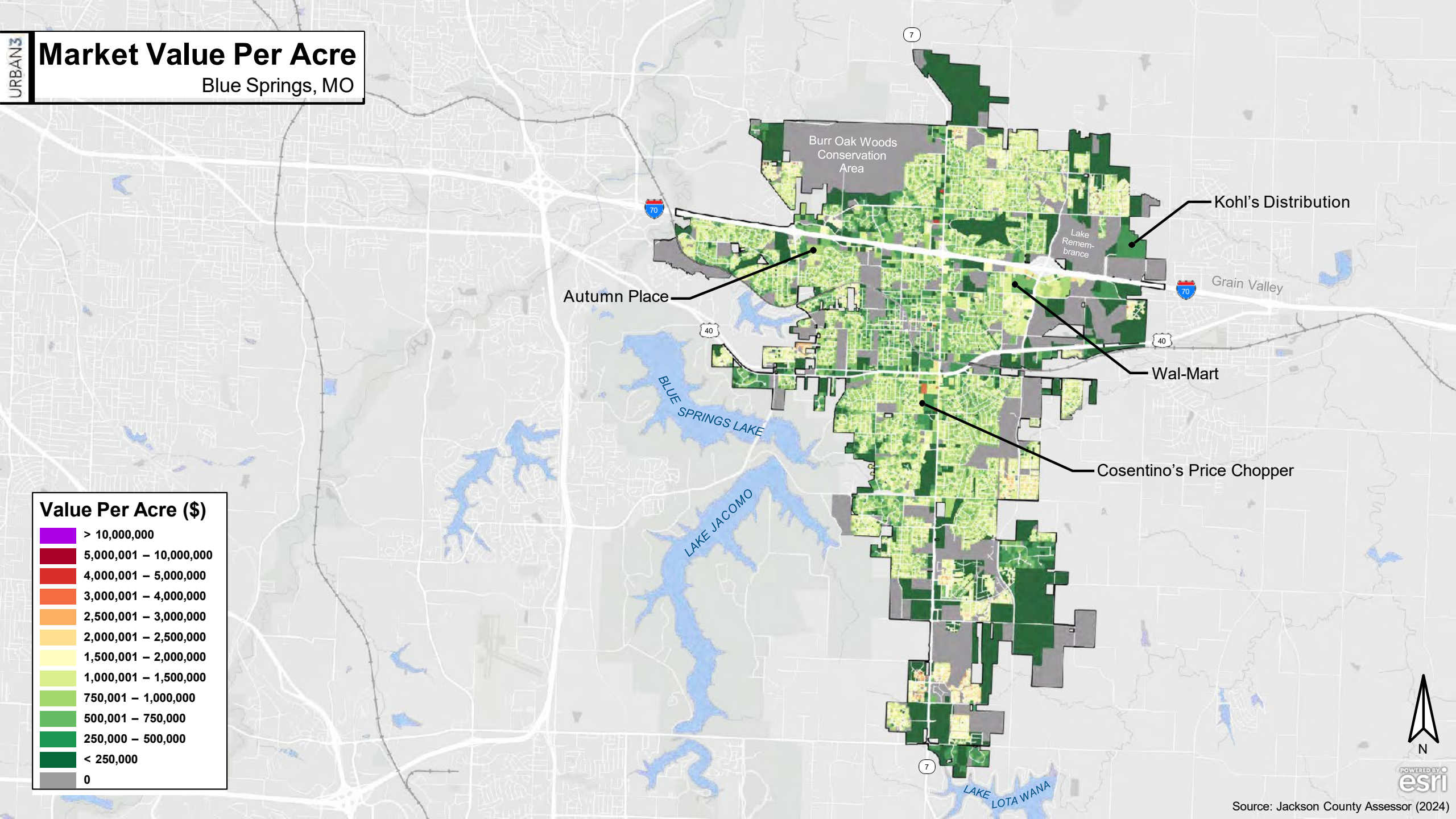

## Total Value ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

# Market Value Per Acre

Blue Springs, MO



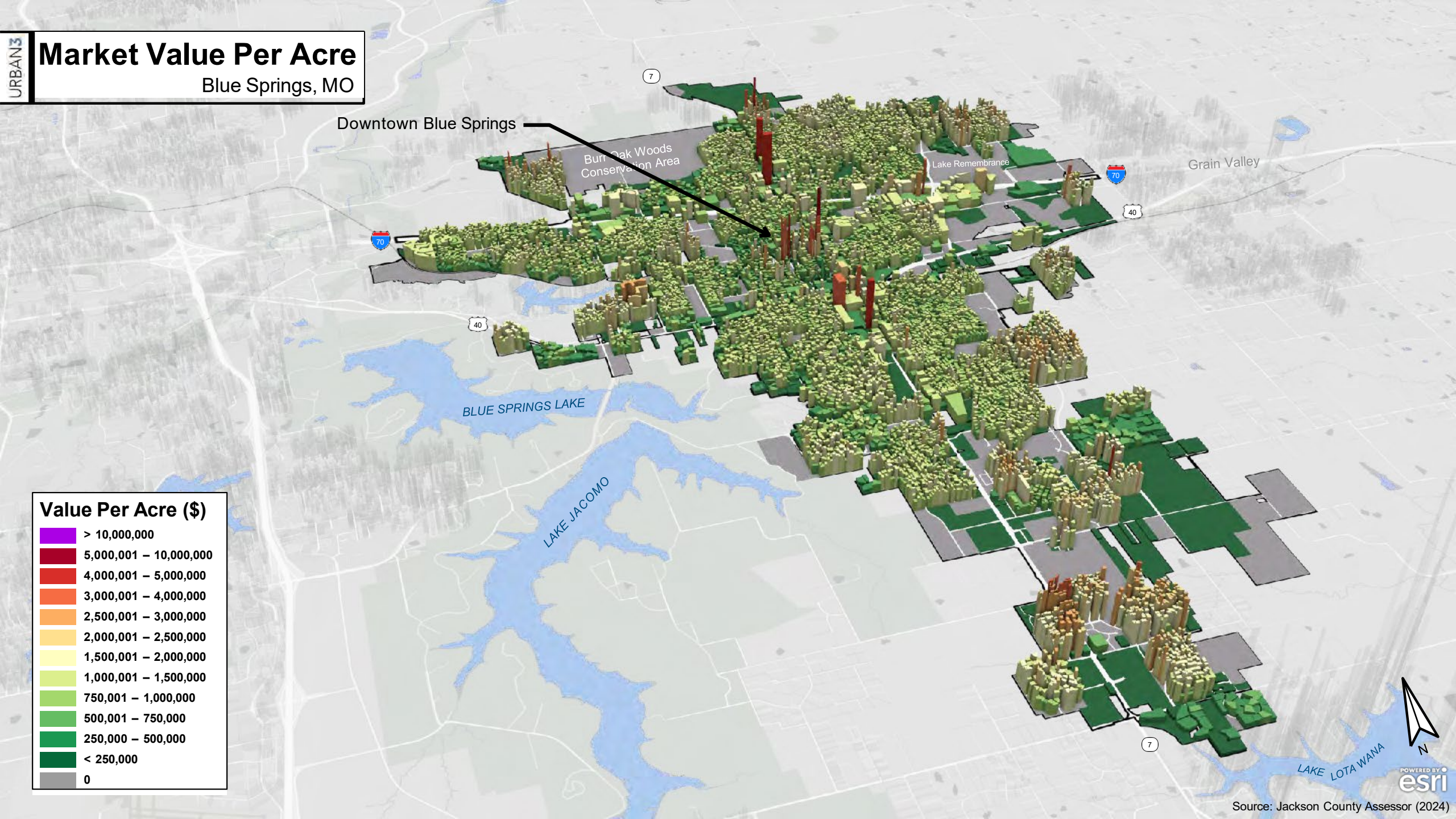

## Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

# Market Value Per Acre

Blue Springs, MO



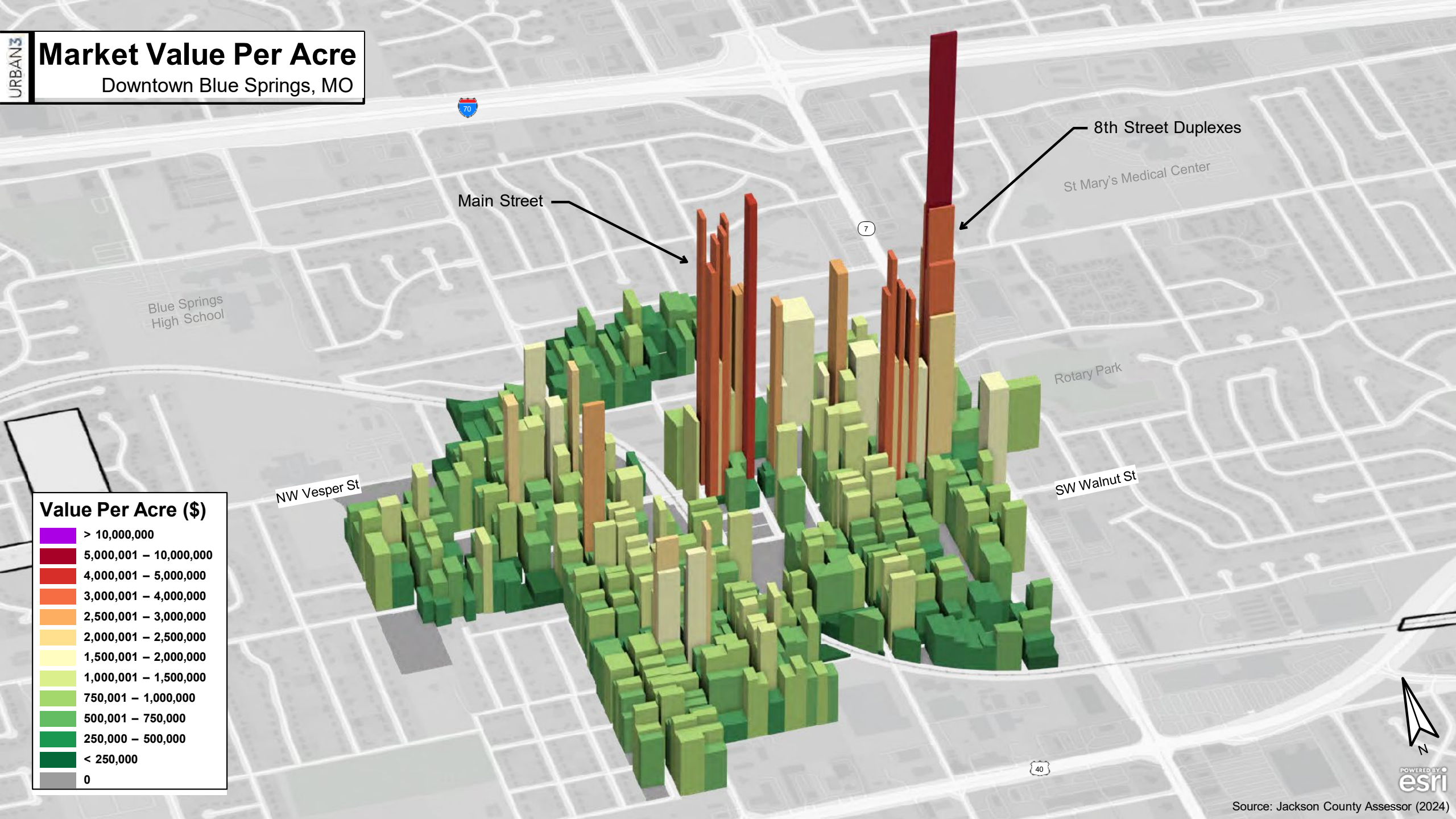

## Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

# Market Value Per Acre

Downtown Blue Springs, MO




## Value Per Acre ($)

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

URBAN3

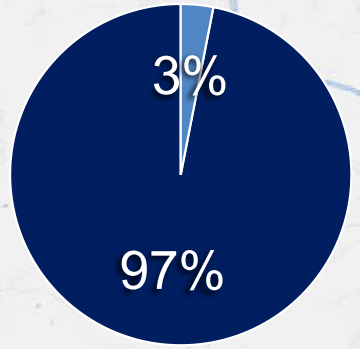
# Productivity

City of Blue Springs vs Jackson County, MO

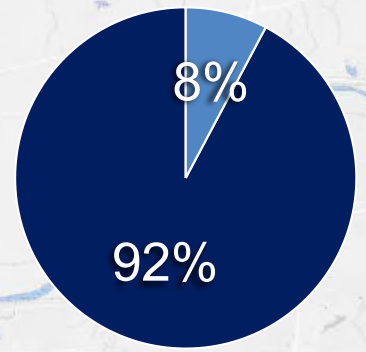
# 2.7x

Blue Springs' taxable value is ***2.7 times greater*** than the amount of County area it takes up.

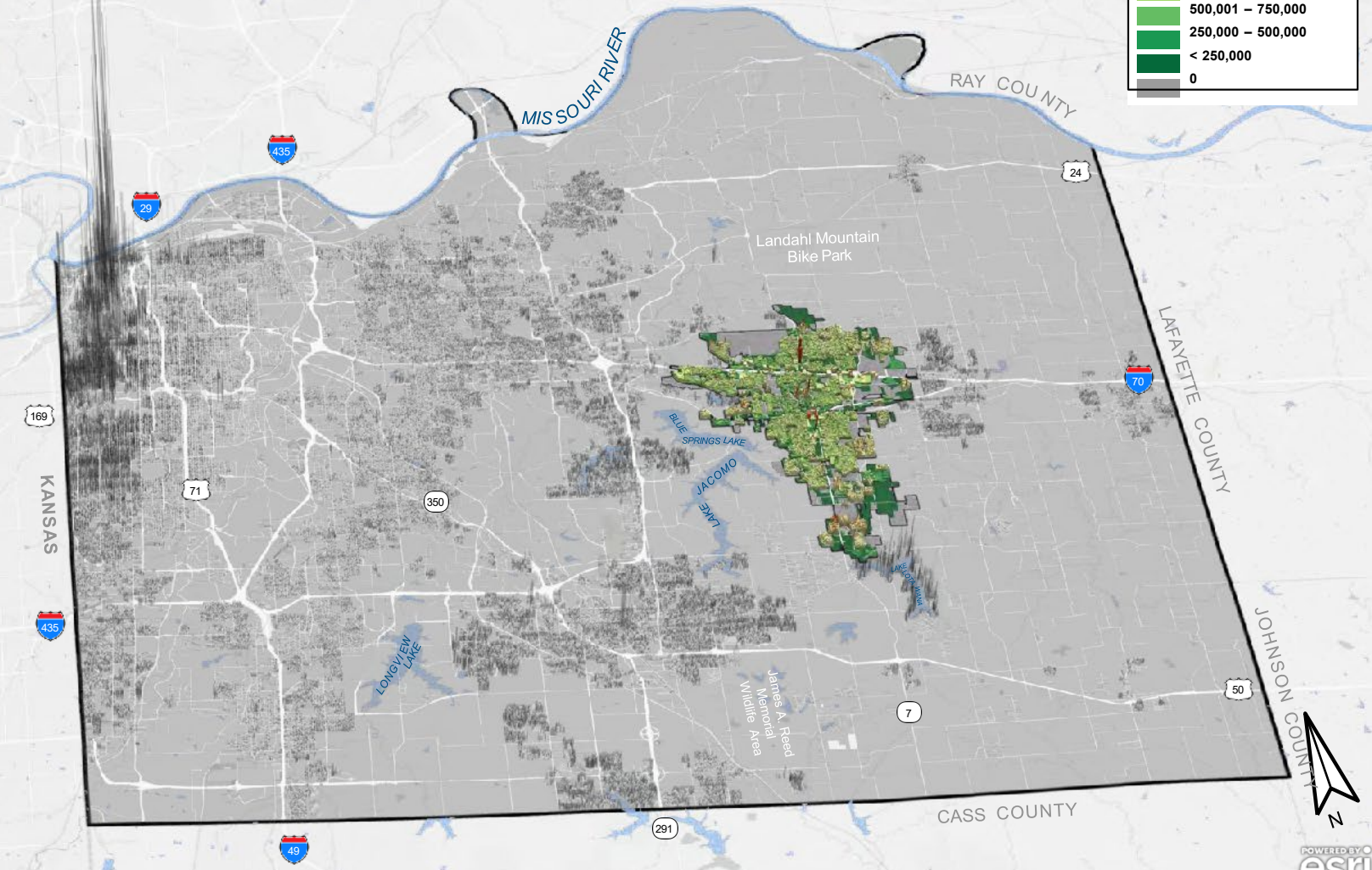
## Taxable Acres




## Total Value




City
County

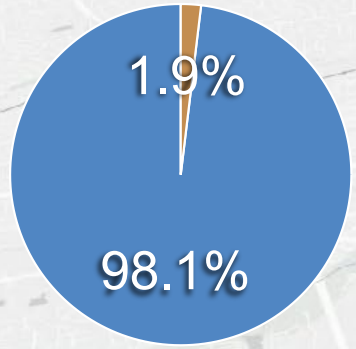



Source: Jackson County Assessor (2024)

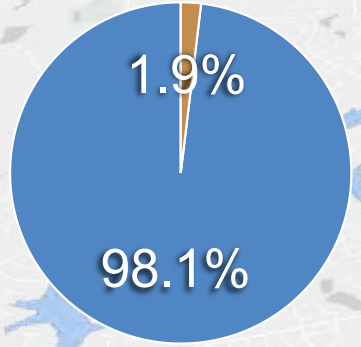
# Productivity

Downtown Blue Springs vs City of Blue Springs, MO

## Taxable Acres



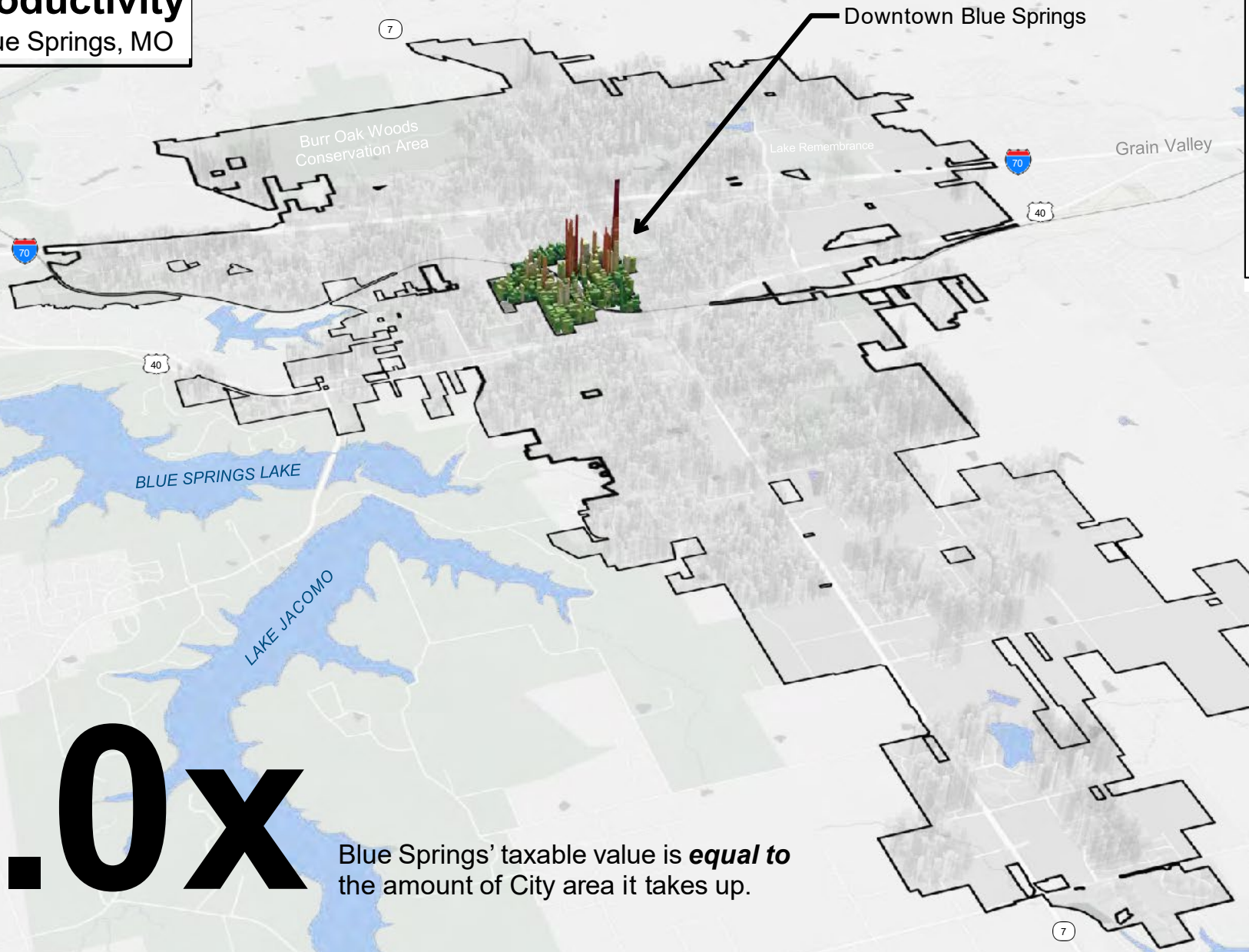

## Total Value




Downtown
City

# 1.0x

Blue Springs' taxable value is ***equal to*** the amount of City area it takes up.




**Value Per Acre ($)**

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Source: Jackson County Assessor (2024)

Land Use
Type:

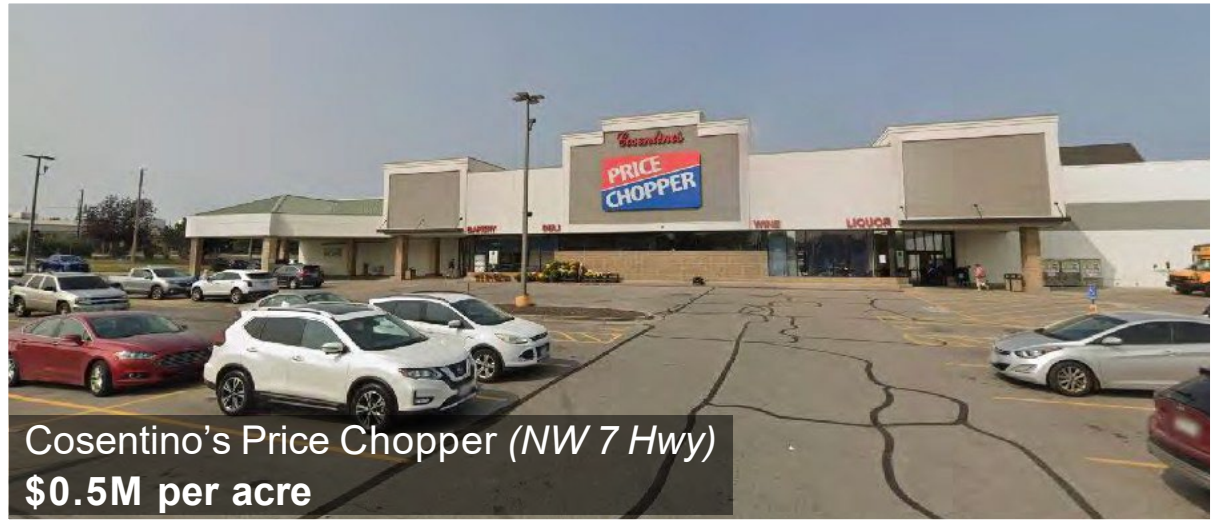
# Commercial

URBAN3

URBAN3

# Value Per Acre: Big Box Commercial

Jackson County, MO



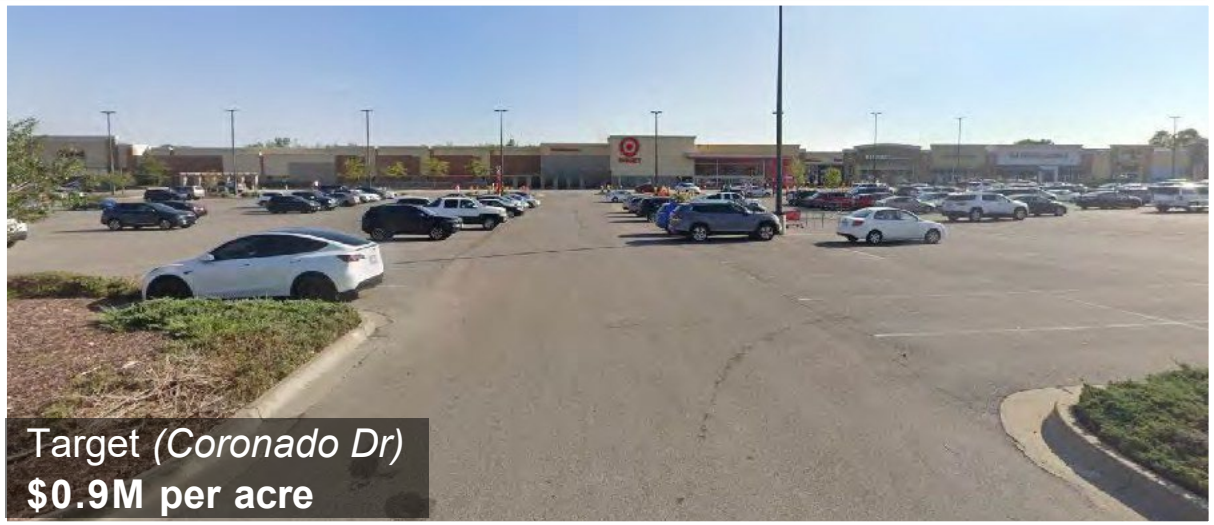

Cosentino's Price Chopper *(NW 7 Hwy)*
**$0.5M per acre**




Haymarket Shopping Center
**$0.5M per acre**




Lowe's *(Independence)*
**$0.5M per acre**



Target *(Coronado Dr)*
**$0.9M per acre**

Walmart Average
**$0.8M per acre**

Source: Jackson County Assessor (2024), Google Maps

# Value Per Acre: Medium-Scale Commercial

Blue Springs, MO




Feldman's Farm & Home *(310 SW 7 Hwy)*
**$0.6M per acre**




Stairway Cannabis *(490 SW 7 Hwy)*
**$0.8M per acre**



WalMart Neighborhood Market
*(1700 NW 7 Hwy)*
**$1.3M per acre**




Big Frog Custom T-Shirts *(807 W Main St)*
**$1.5M per acre**

Walmart Average
**$0.8M per acre**

Source: Jackson County Assessor (2024), Google Maps

# Value Per Acre: Small-Scale Commercial

Blue Springs, MO



WashHouse *(410 SW 7 Hwy)*
**$0.9M per acre**




Waffle House *(1500 NW Woods Chapel Rd)*
**$1.3M per acre**



Premium Realty *(900 Main St)*
**$1.5M per acre**




GO Car Wash *(2015 NW Hwy 7)*
**$4.3M per acre**

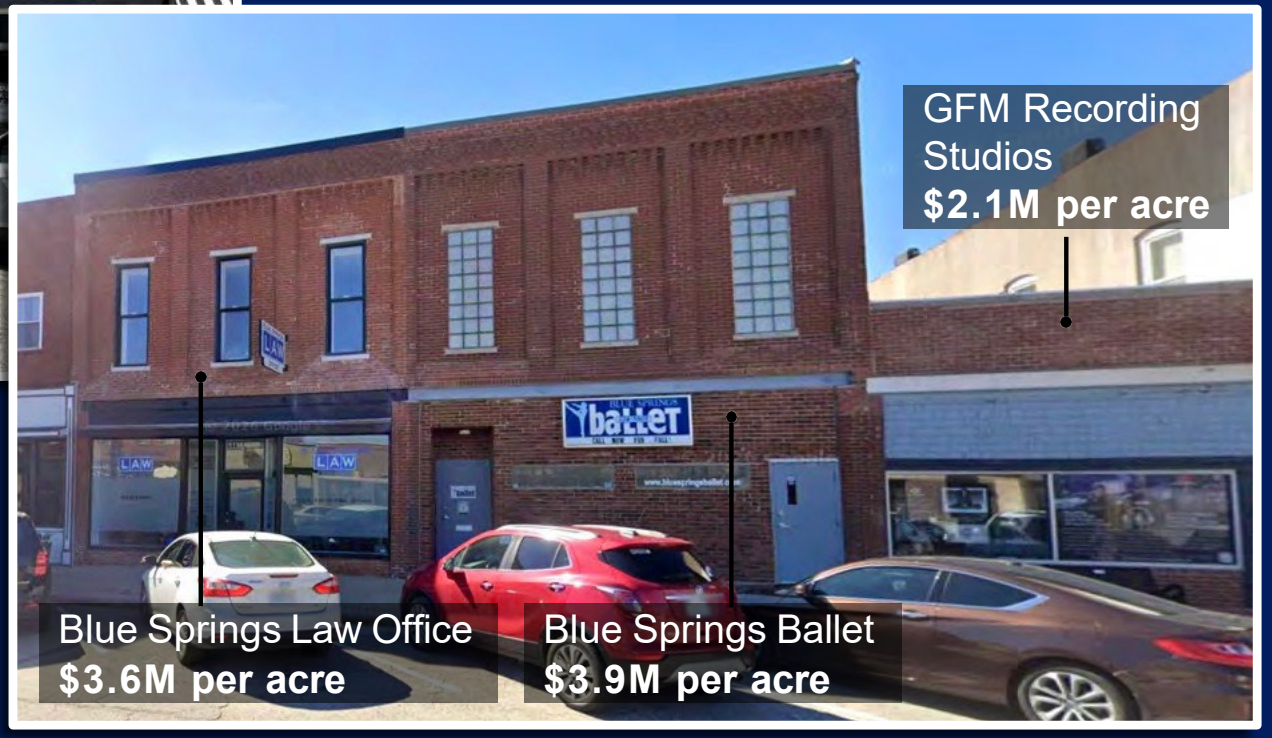
Walmart Average
**$0.8M per acre**

Source: Jackson County Assessor (2024), Google Maps

# Value Per Acre: Main Street Commercial

Blue Springs, MO




Walmart Average
**$0.8M per acre**

Source: Jackson County Assessor (2024), Google Maps

A Closer
Look:

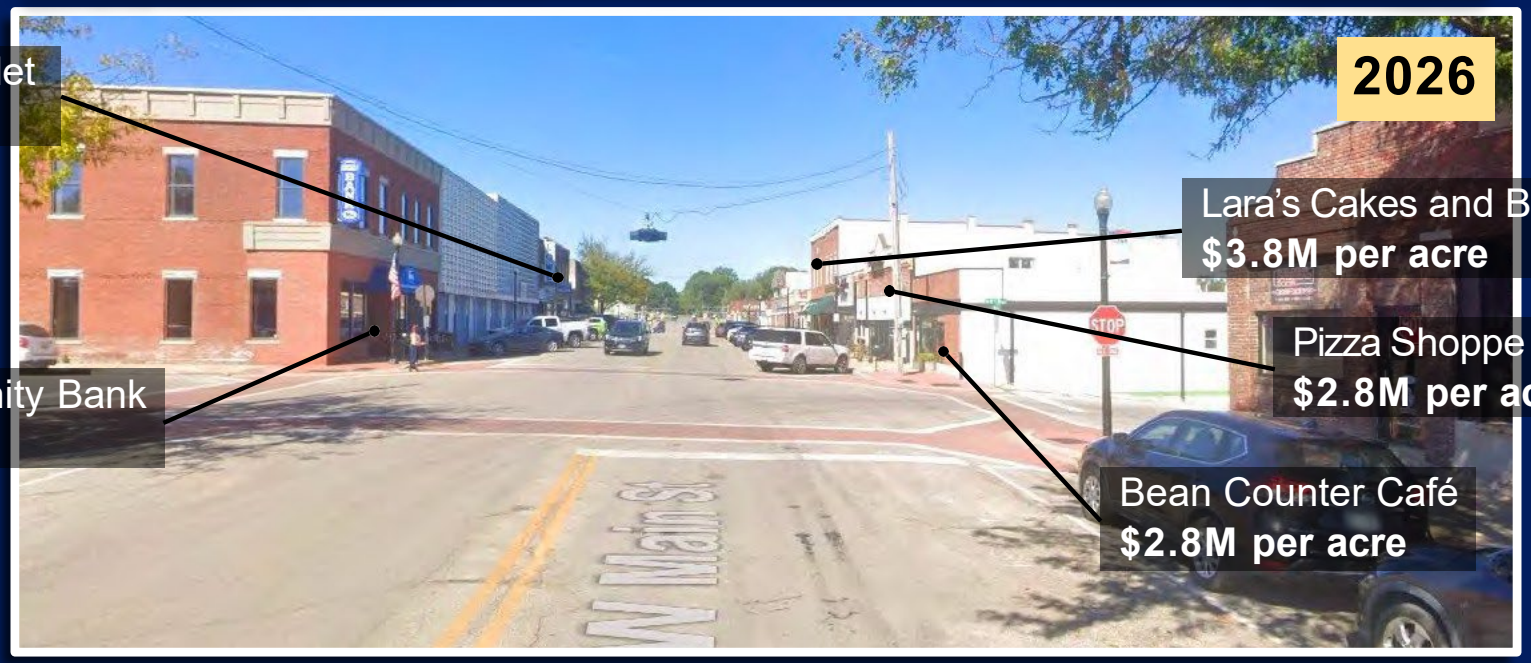
# A Lasting Value

URBAN3

# Value Per Acre: Historic Buildings

Blue Springs, MO




Blue Springs Ballet
**$3.9M per acre**

Lara's Cakes and Bakes
**$3.8M per acre**

Pizza Shoppe
**$2.8M per acre**

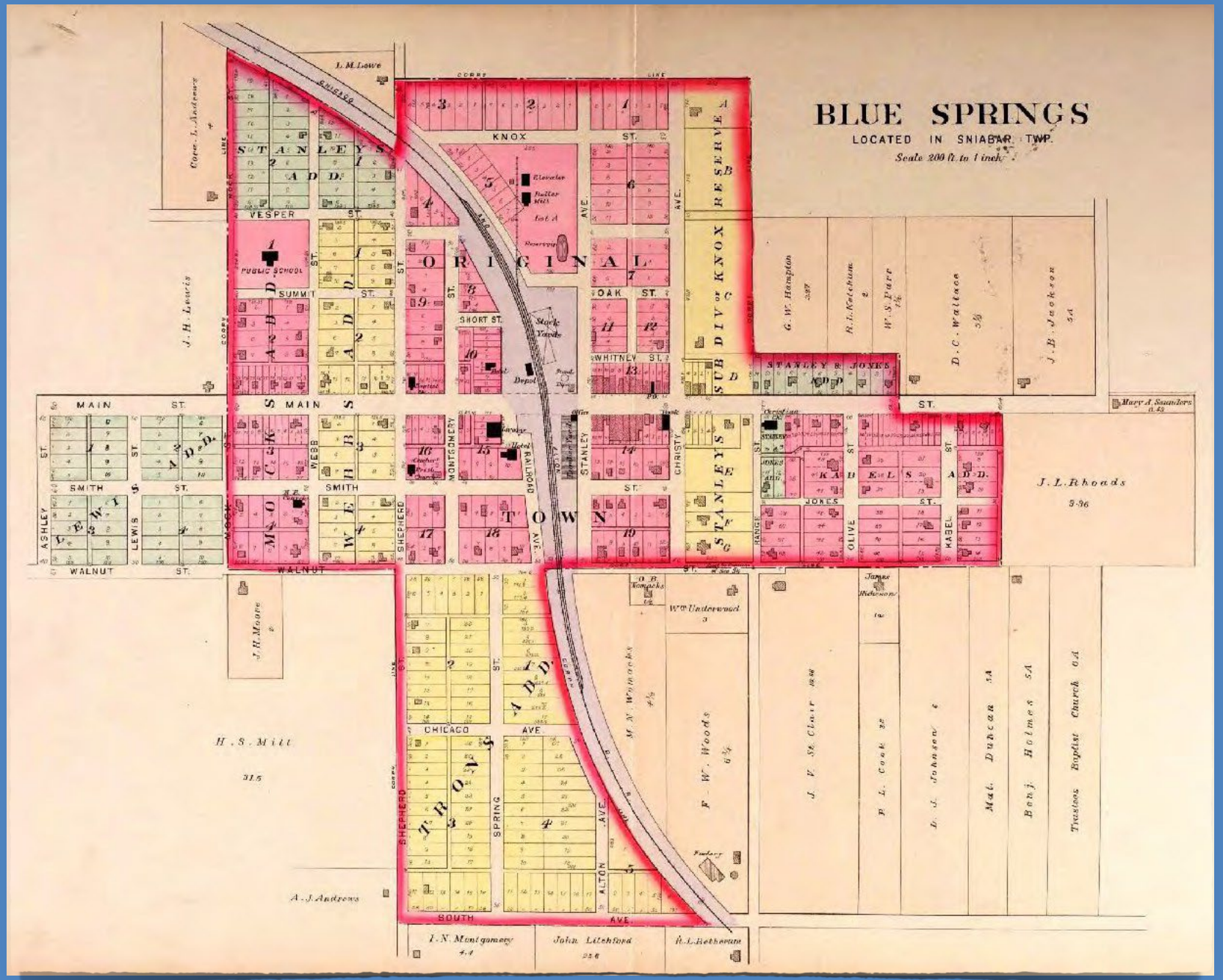
America's Community Bank
**$4.3M per acre**

Bean Counter Café
**$2.8M per acre**

Walmart Average
**$0.8M per acre**

Source: Blue Springs Historical Society Archives, Jackson County Assessor (2024), Google Maps

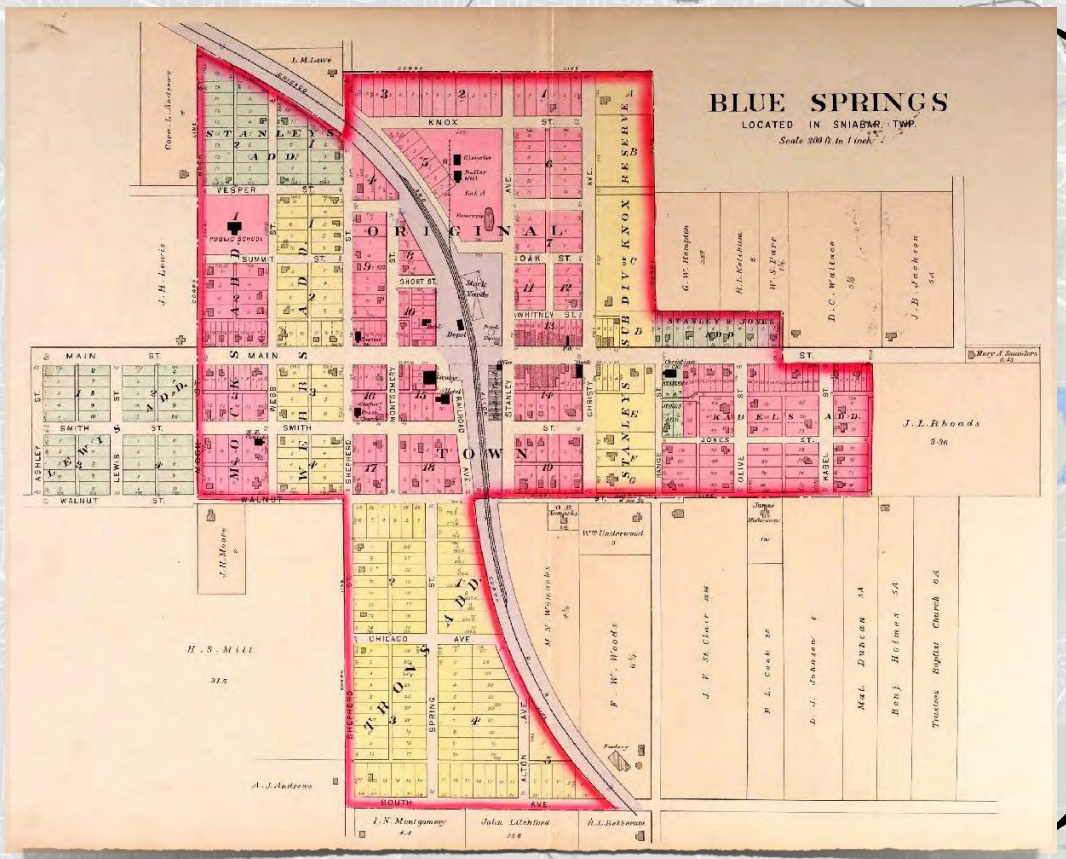
# 1904



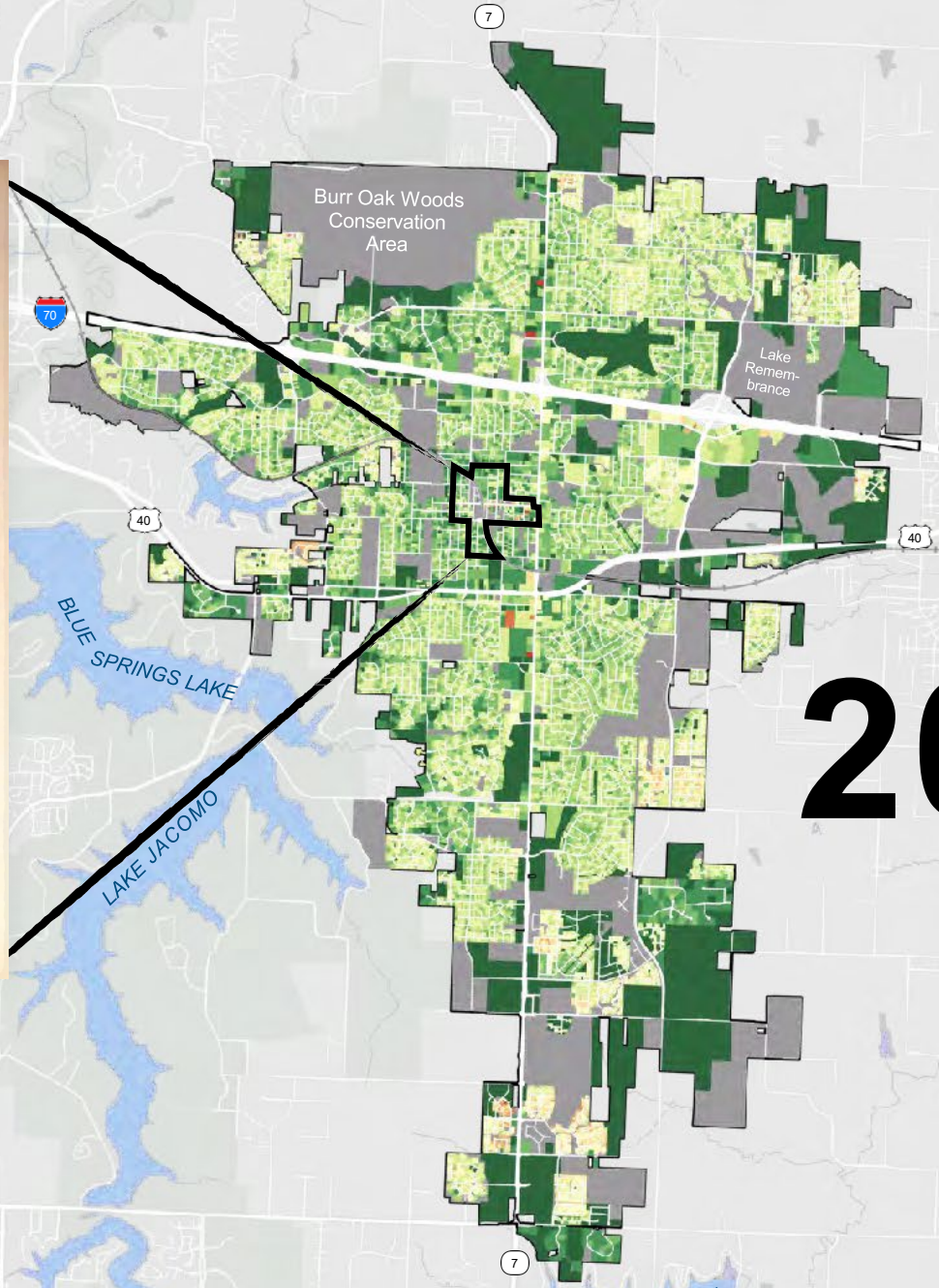

Source: The State Historical Society of Missouri

# Market Value Per Acre

Blue Springs, MO




1904



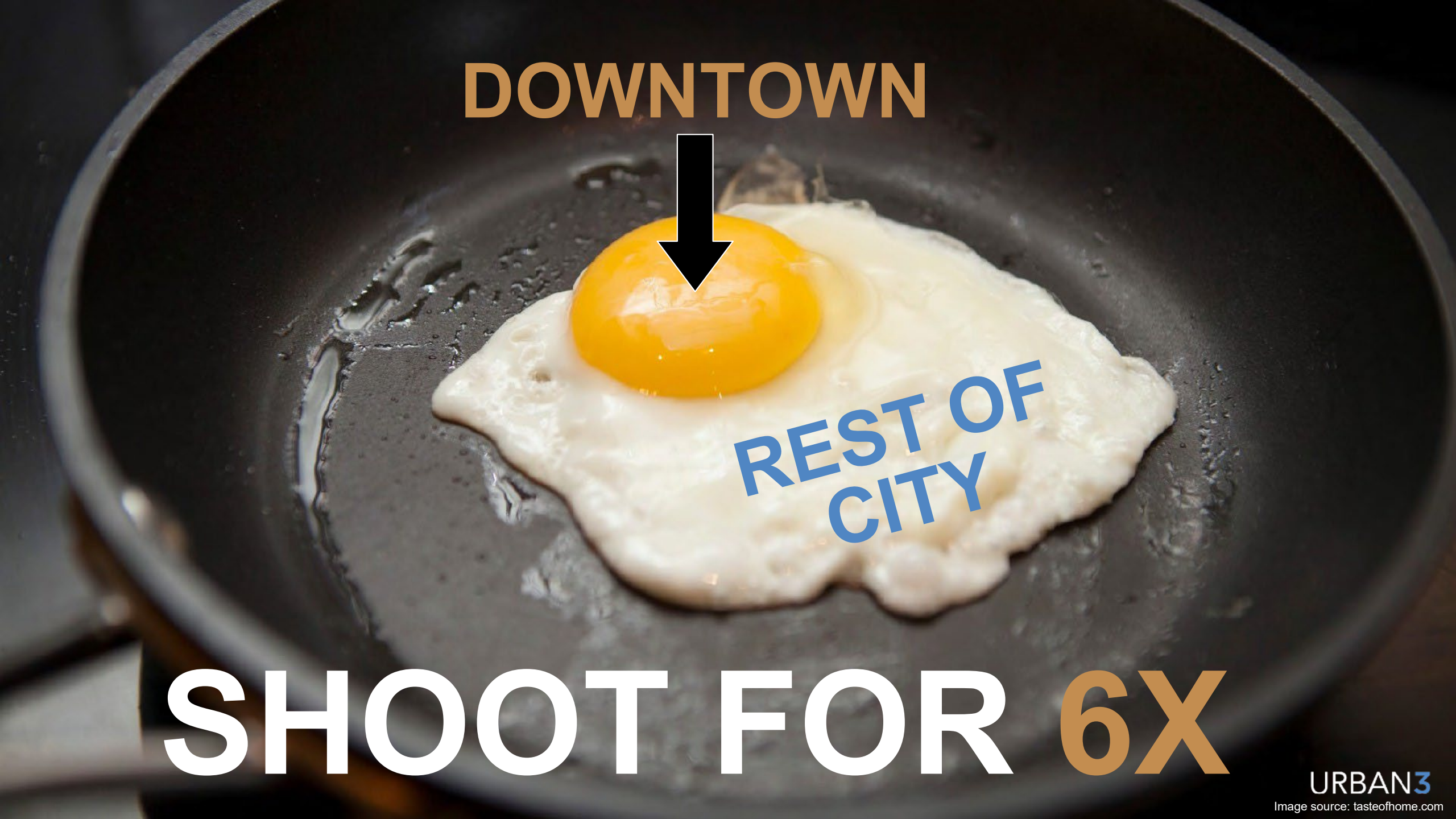

2026

**Value Per Acre ($)**

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

N

Source: Jackson County Assessor (2024), The State Historical Society of Missouri




URBAN3

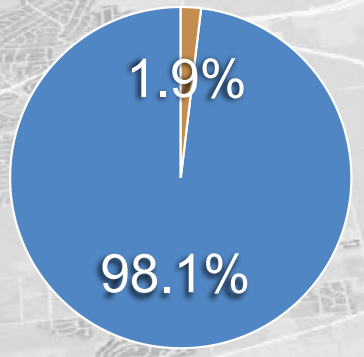
Image source: tasteofhome.com

URBAN3

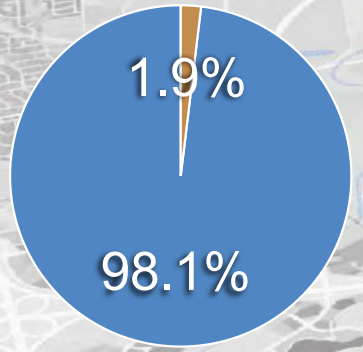
# Current Productivity

Downtown Blue Springs vs City of Blue Springs, MO

## Taxable Acres




## Total Value




Downtown
City

# 1.0x

Blue Springs' taxable value is ***equal to*** the amount of City area it takes up.

**Value Per Acre ($)**

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

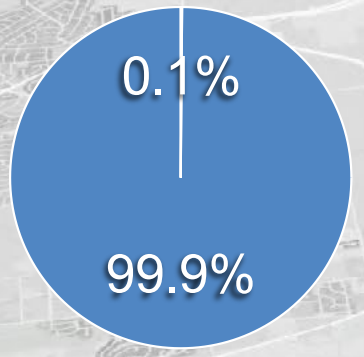



Source: Jackson County Assessor (2024)

# Hypothetical Future Productivity

Downtown Blue Springs, MO

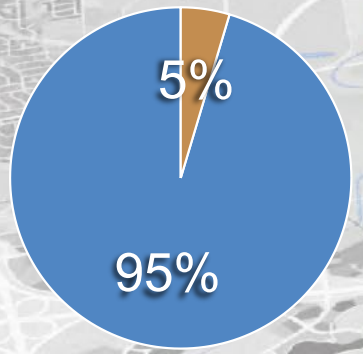
## Taxable Acres




# 6.0x

Blue Springs' taxable value ***would be 6 times greater*** than the amount of City area it takes up.

## Total Value




Downtown
City

**Value Per Acre ($)**

- > 10,000,000
- 5,000,001 – 10,000,000
- 4,000,001 – 5,000,000
- 3,000,001 – 4,000,000
- 2,500,001 – 3,000,000
- 2,000,001 – 2,500,000
- 1,500,001 – 2,000,000
- 1,000,001 – 1,500,000
- 750,001 – 1,000,000
- 500,001 – 750,000
- 250,000 – 500,000
- < 250,000
- 0

Burr Oak Woods Conservation Area
Lake Remembrance
Grain Valley
BLUE SPRINGS LAKE
70
40
7

N

Source: Jackson County Assessor (2024)

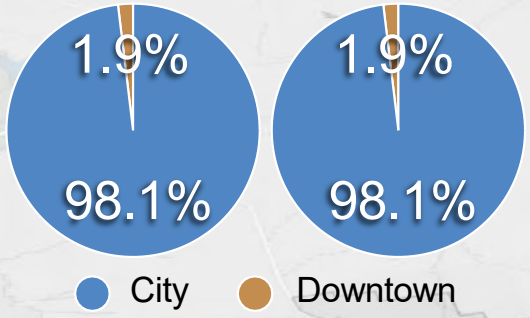
# Hypothetical Productivity

Downtown Blue Springs, MO

URBAN3

## Current

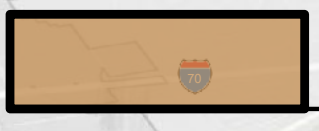
Taxable Acres




Total Value




$108M



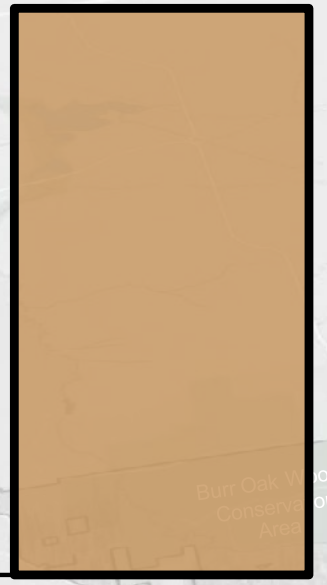


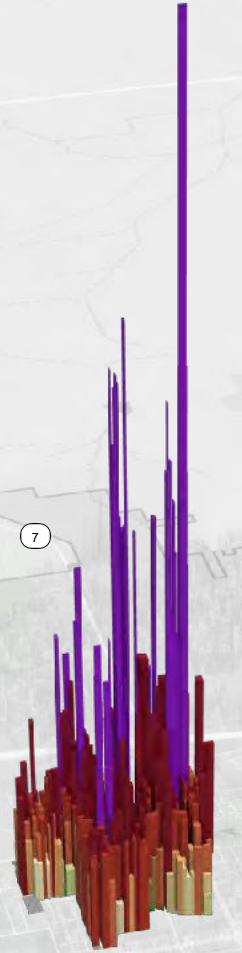
**1.0x**

Downtown Blue Spring's taxable value is ***1.0 times greater*** than the amount of City area it takes up.

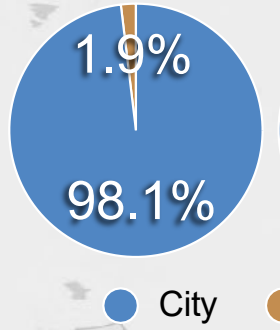
## Hypothetical

$647M

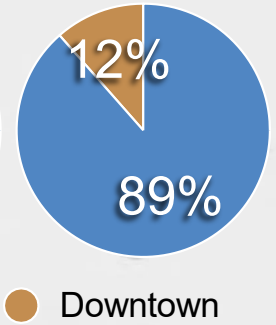




Taxable Acres




Total Value




City Downtown

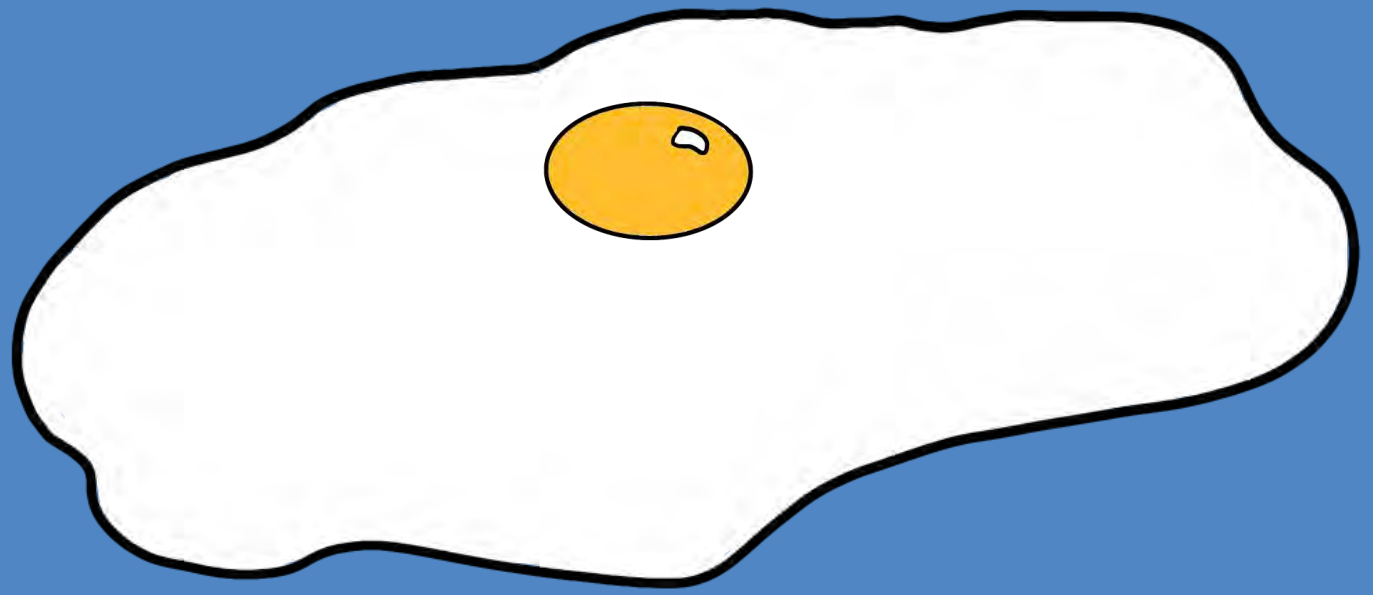
**6.0x**

Downtown Blue Springs if its taxable value were ***6 times greater*** than the amount of City area it takes up.

*Total Downtown Value*

Source: Jackson County Assessor (2024)

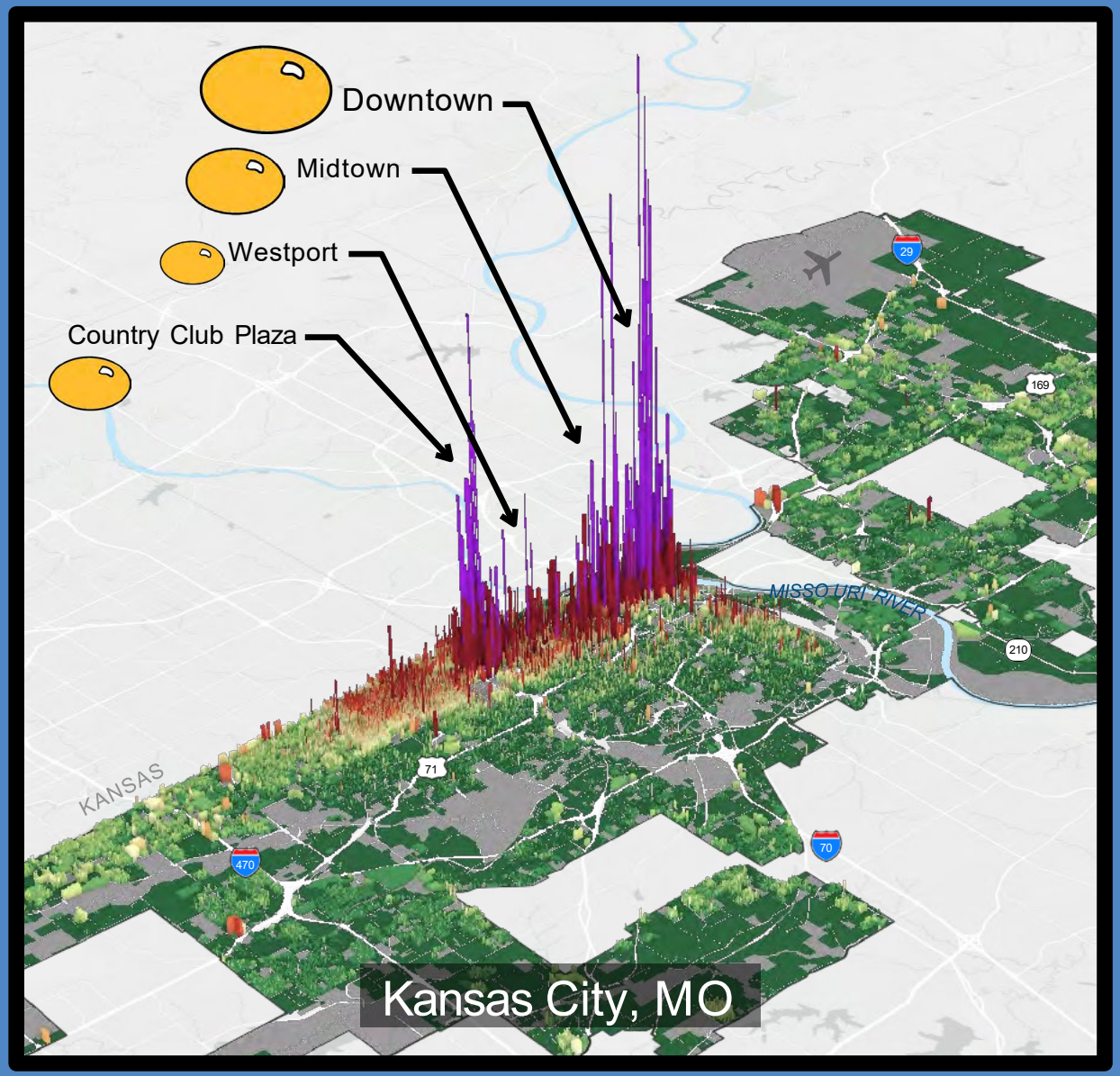
BLUE SPRINGS
MISSOURI

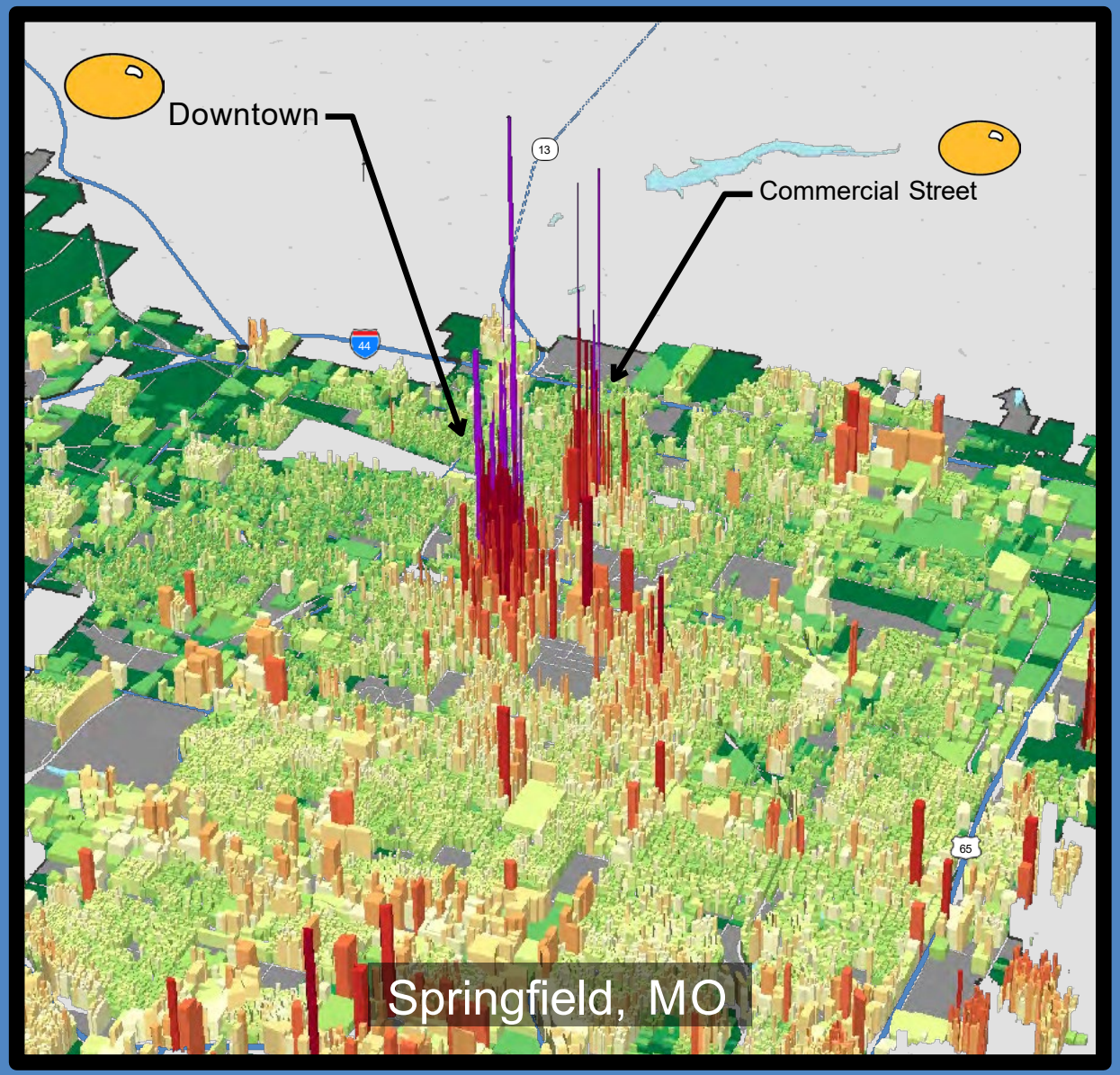


# Current

URBAN3

# Multiple Walkable Cores: It's a Missouri Thing.

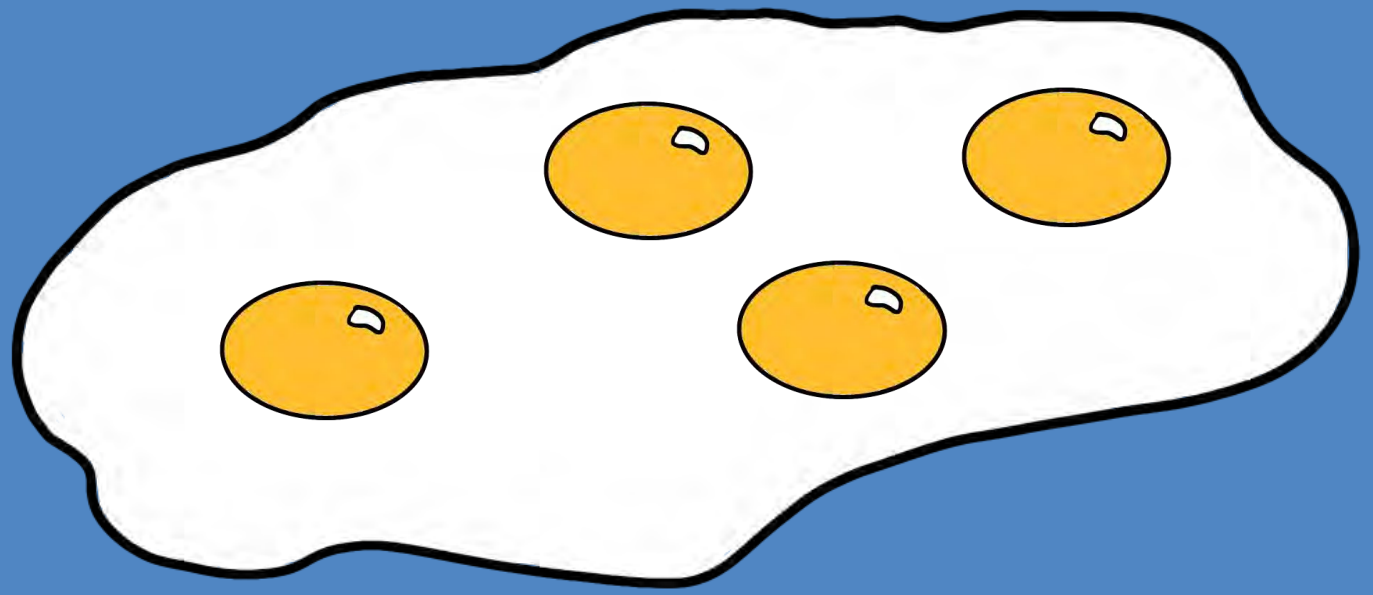



URBAN3

Source: Kansas City Appraisers Office (2023), Greene County Assessor (2022)

BLUE SPRINGS
MISSOURI



# Possible Future

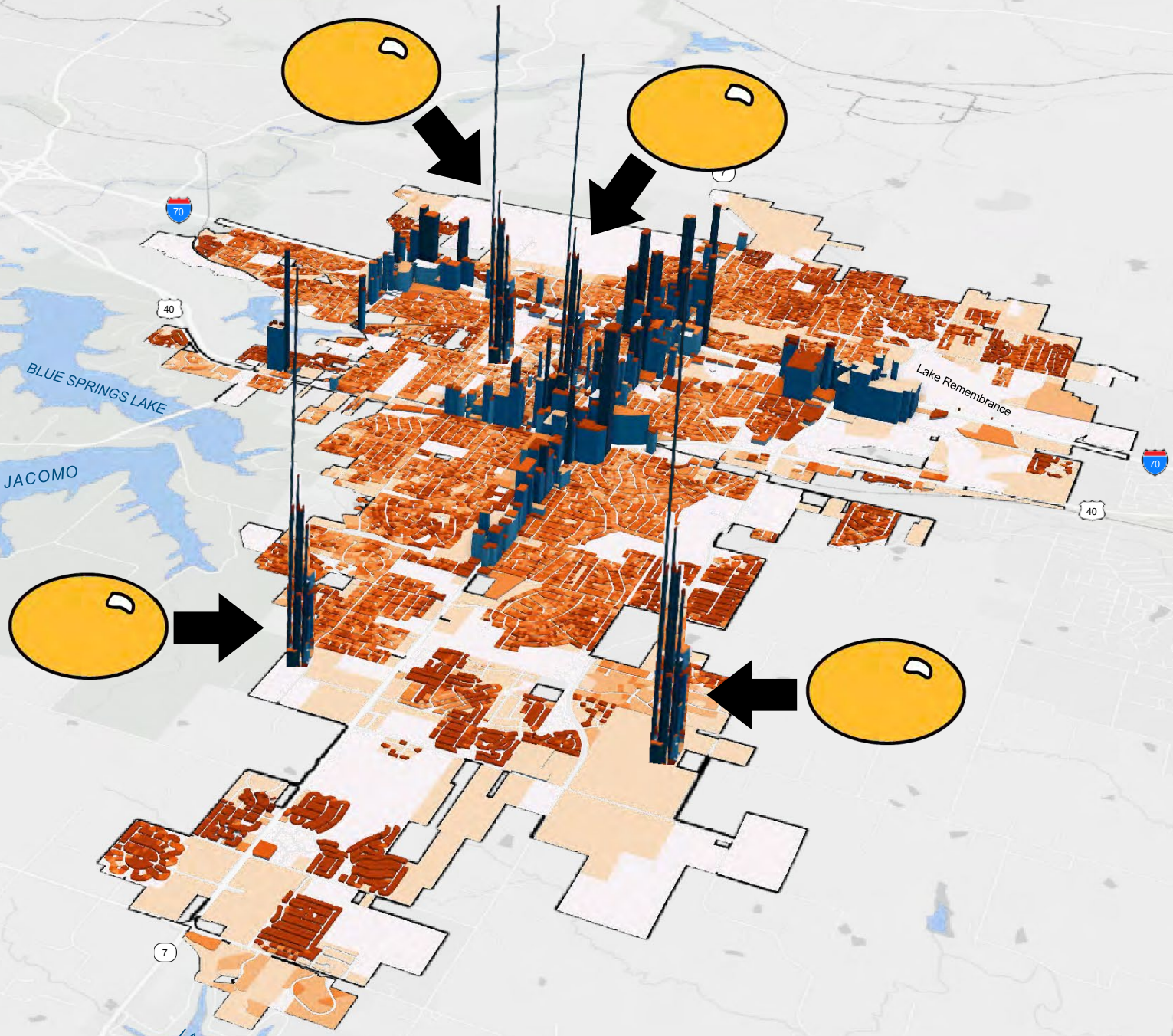
URBAN3

URBAN3

# Tax Revenue Per Acre

Blue Springs, MO

## *Hypothetical Model*




**Property Tax Revenue Per Acre ($)**

- > 5,000
- 2,001 – 5,000
- 1,501 – 2,000
- 1,001 – 1,500
- 500 – 1,000
- < 500
- 0

**Sales Tax Revenue Per Acre ($)**

- > 100,000
- 50,001 – 100,000
- 10,001 – 50,000
- 1,001 – 10,000
- 500 – 1,000
- < 500
- 0

N

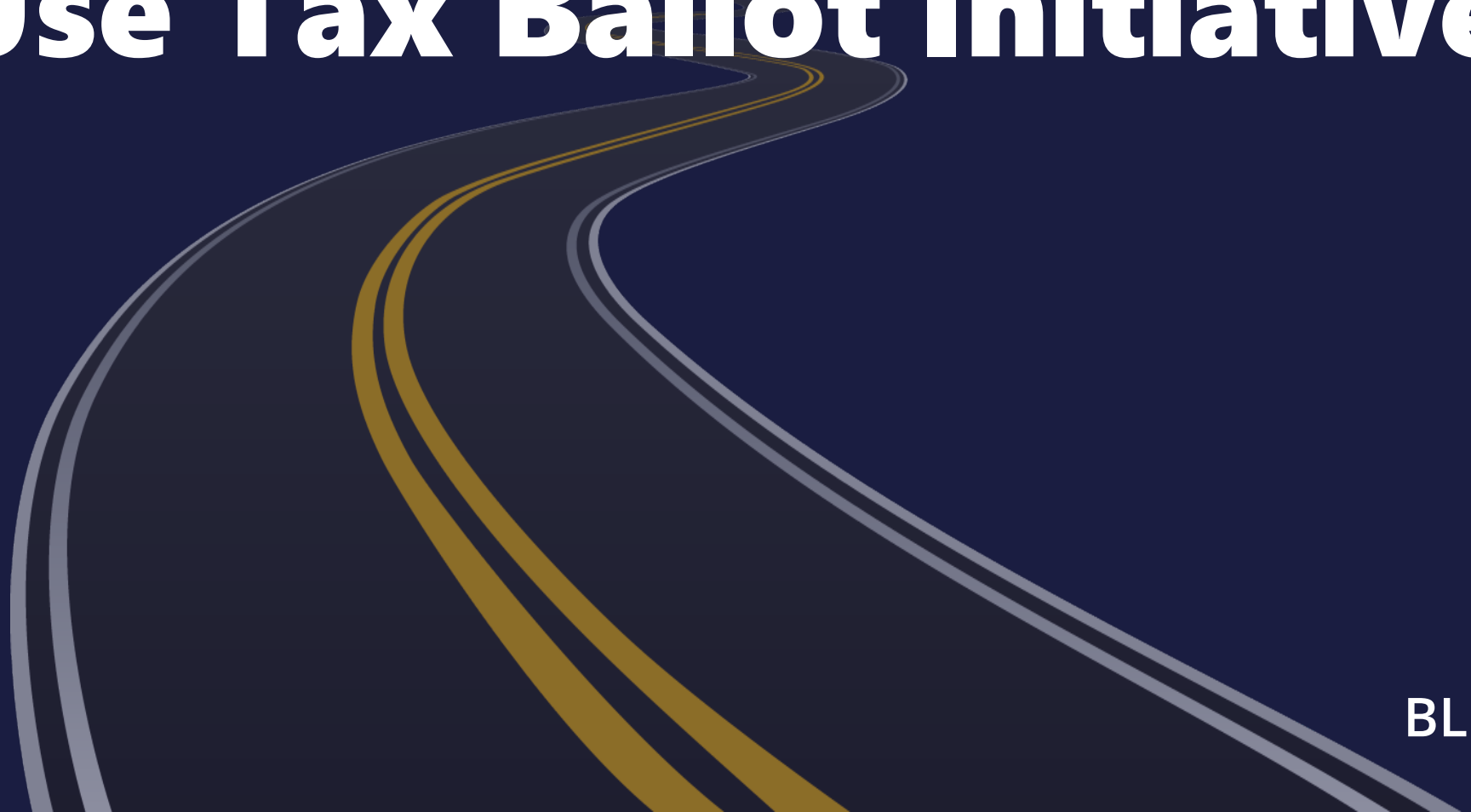
Note: This data only reflects real property, not personal or utilities assessed by the state.

Source: Jackson County, MO (2024); Missouri DOR (FY 2025)

# Hypothetical Retail / Commercial Corridors

- Downtown Blue Springs
- Adams Dairy Landing
- Woods Chapel and I-70
- 40 & 7 Highway
- North 7 Highway (Majorlux / Majorlux II / Future Development)
- South 7 Highway (Market at Chapman Farms, Southwest Park, Future Development)

# Use Tax Ballot Initiative

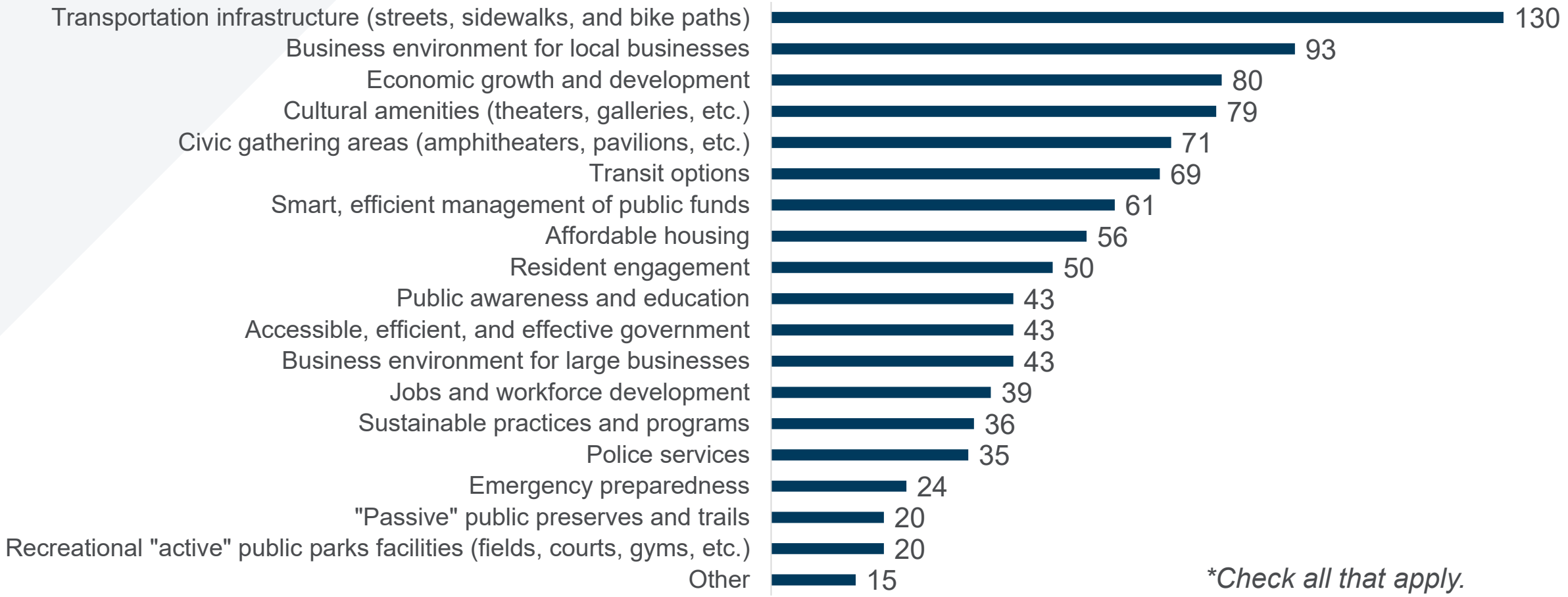


BLUE SPRINGS
MISSOURI

# Infrastructure

- The City of Blue Springs Strategic Plan 2025-2030 identifies “Infrastructure” as a priority focus area, with the stated goal to build and maintain infrastructure to provide safe and reliable services.
- This priority area is where the City received the most feedback during the information gathering stages of the Strategic Planning Process.
- Improvements to the community road and street network are a priority for the City, with an emphasis placed on improving the road network.

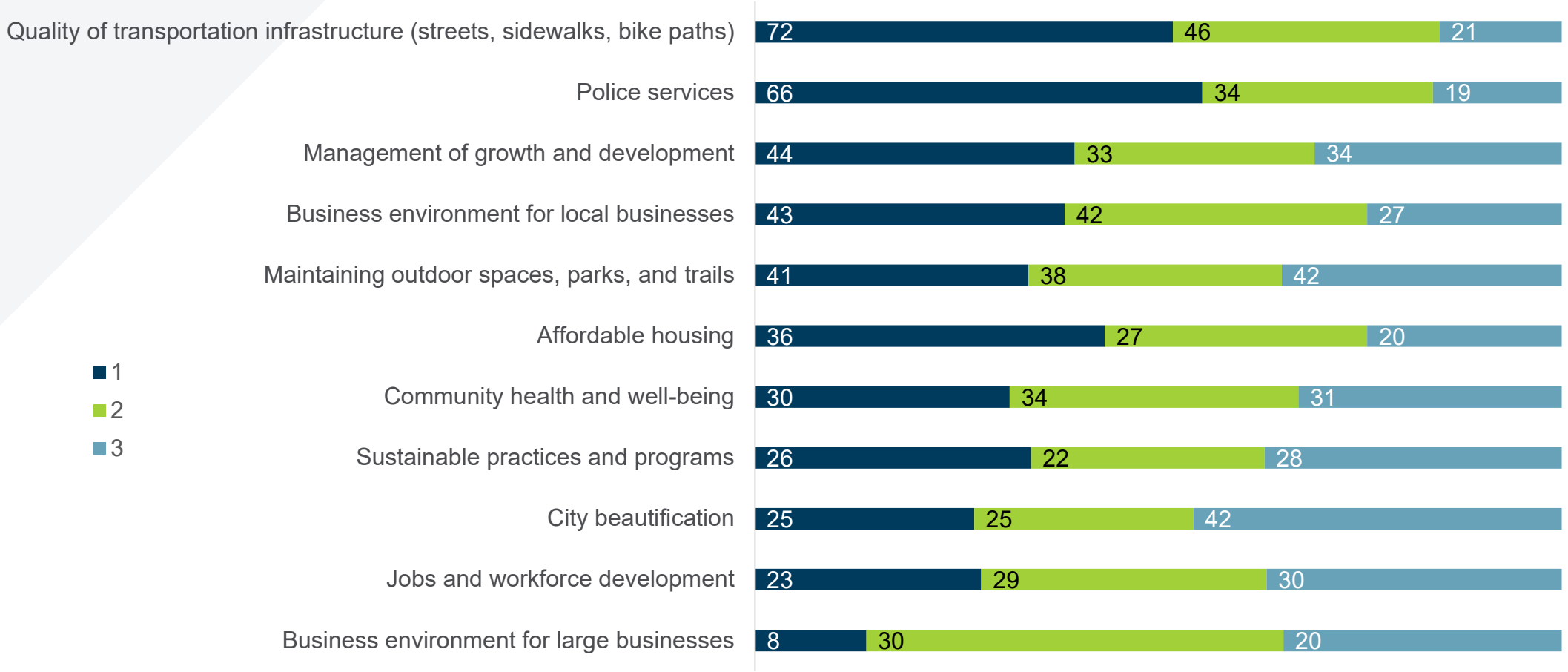
# What are some things that the City of Blue Springs government could do better?




**Check all that apply.*
*387 responses*

Source: 2025 BerryDunn Social Pinpoint Community Survey

# Most important areas City of Blue Springs should prioritize in its next strategic plan:




**Choose five answers.*
*387 responses*

Source: 2025 BerryDunn Social Pinpoint Community Survey

# 2021 Citizen Survey



## 2021 City of Blue Springs
## Community Survey
### Findings Repor

Presented to the City of Blue Spring
Missou
November 202

ETC
INSTITUT

# 2021 Citizen Survey

- During the fall of 2021, ETC Institute administered a community survey for the City of Blue Springs to assess citizen satisfaction with the delivery of major city services and to help determine priorities for the community as part of the City’s ongoing planning process.

# 2021 Citizen Survey

- Based on the sum of their top three choices, the areas that residents feel should receive the most emphasis from City leaders over the next two years were:

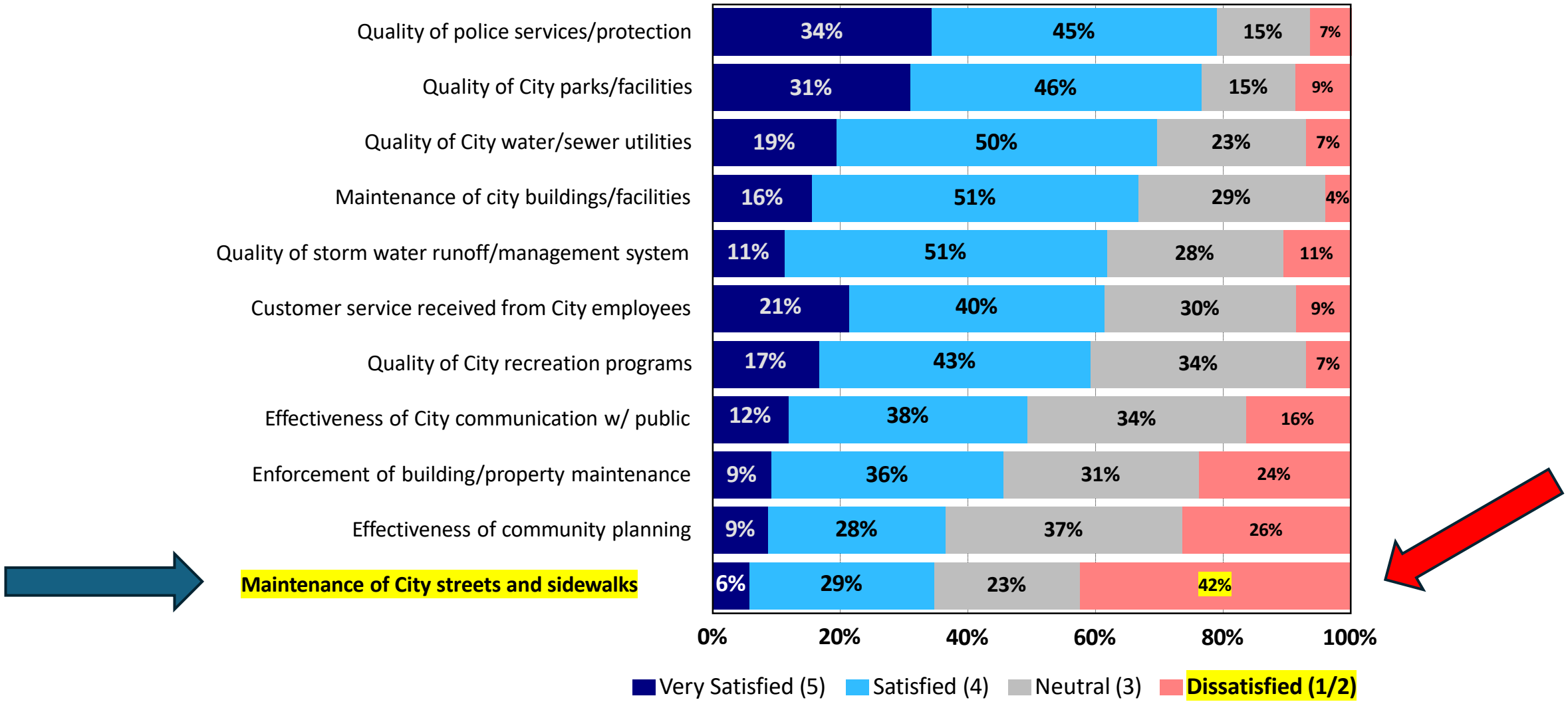
  **(1) The overall maintenance of City streets and sidewalks**

  (2) The quality of police services/protection, and

  (3) Overall effectiveness of community planning.

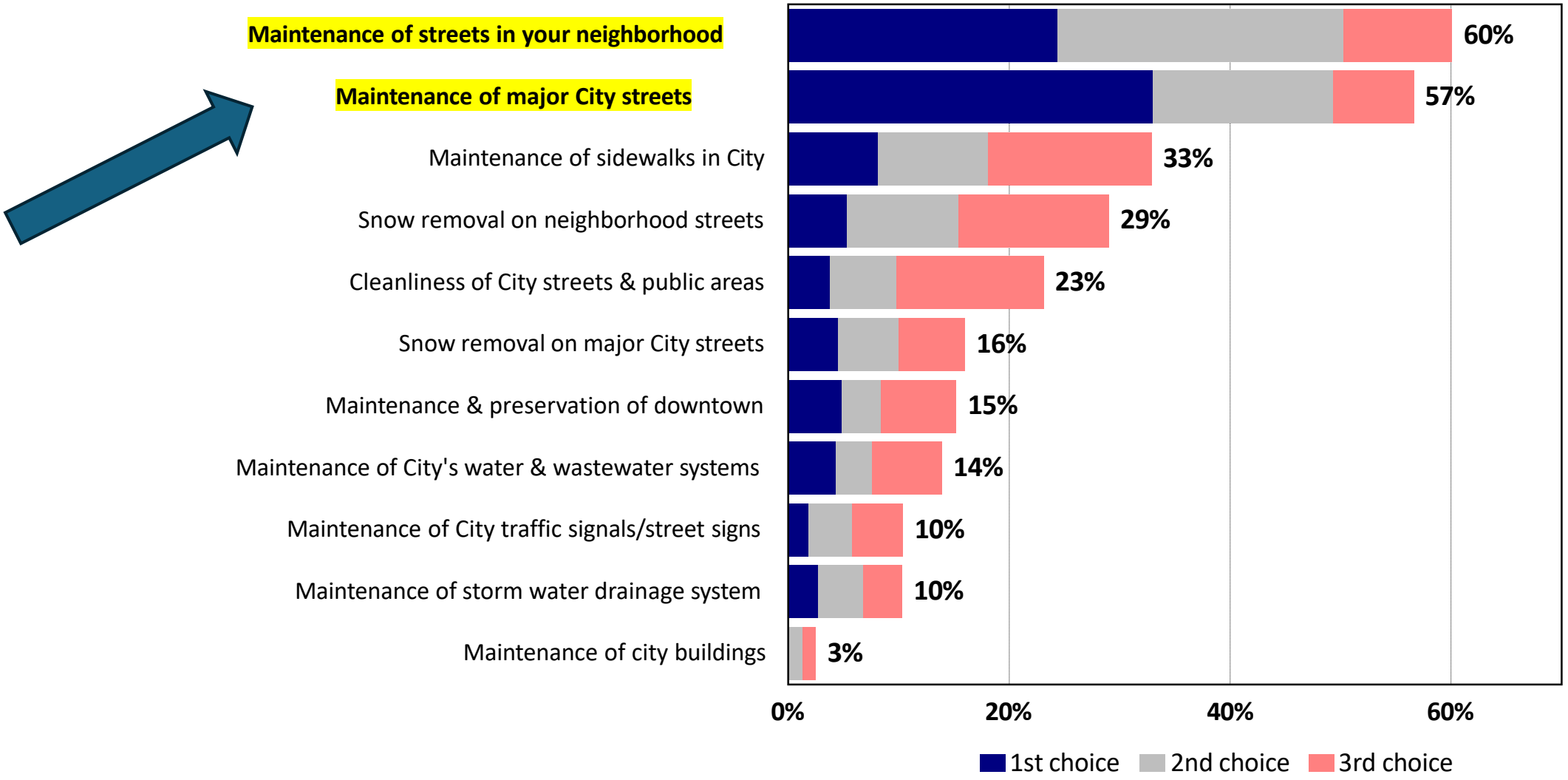
# Q1. Overall Satisfaction With City Services by Major Category

by percentage of respondents who rated the item as a 1 to 5 on a 5-point scale (excluding don't knows)



# Q12. City Maintenance Issues That Should Receive the Most Emphasis Over the Next Two Years

by percentage of respondents who selected the item as one of their top three choices



# Preventive Pavement Maintenance Program (PPMP)

# 535 Lane Miles

- The City is responsible for the Maintenance and operation of **535 Lane Miles** throughout the City of Blue Springs.

URBAN3

# Road Length

Blue Springs, MO



488 mile two lane road* to

Chicago, IL

Blue Springs, MO

*Equivalent to 976 lane miles.

Source: Google Maps, Missouri DOT

N

POWERED BY esri

# PPMP

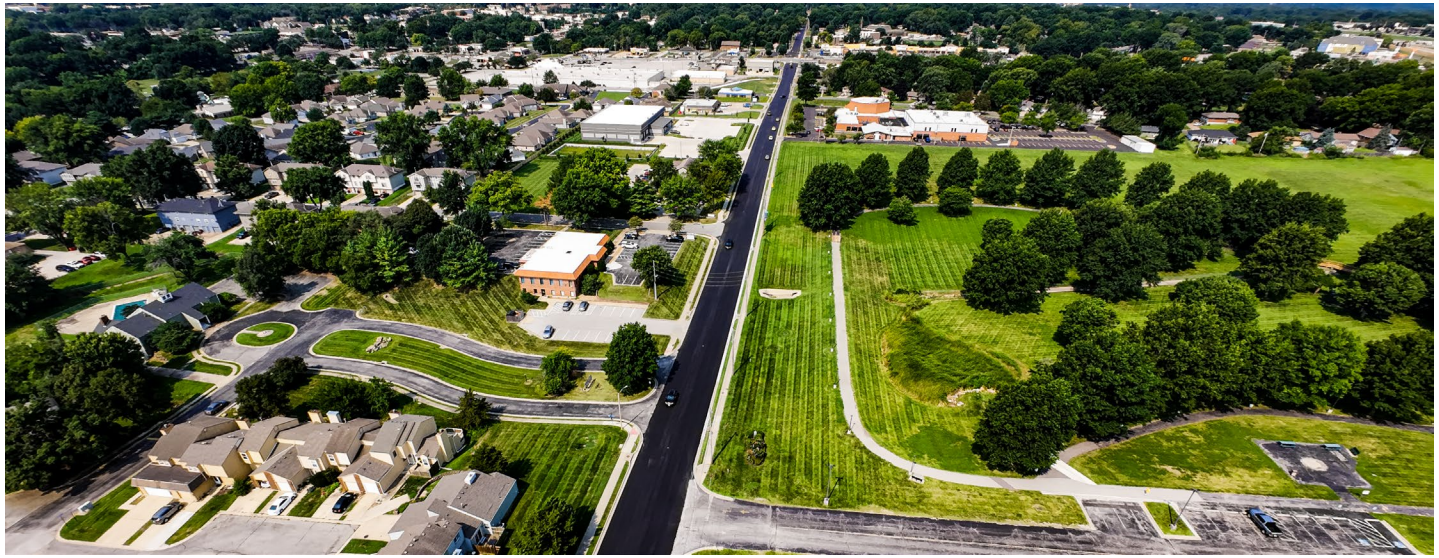
- In August 2024, the Voters of Blue Springs, Missouri approved a $40 million bond election for various street improvements throughout the City. Staff developed the Neighborhood Street Preservation Program from the Pavement Condition Assessment where an estimated $15 Million will be used for the Neighborhood Street Preservation Program.

# PPMP

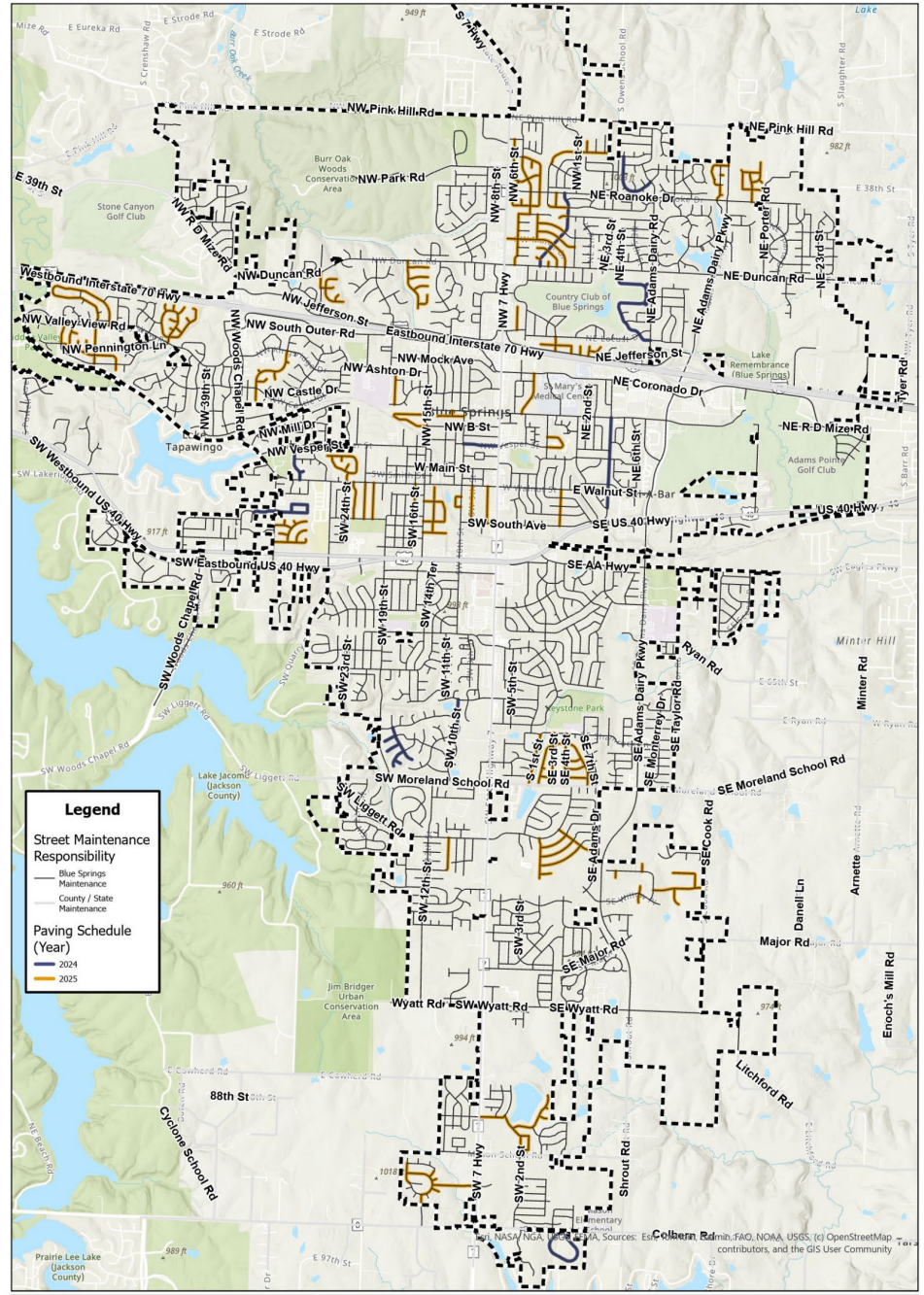
- Following the success of the Neighborhood Street Preservation Program, the City worked to develop a **Preventive Pavement Maintenance Program**, establishing a proactive approach to pavement repair, pothole prevention, and road maintenance for the City’s road network.

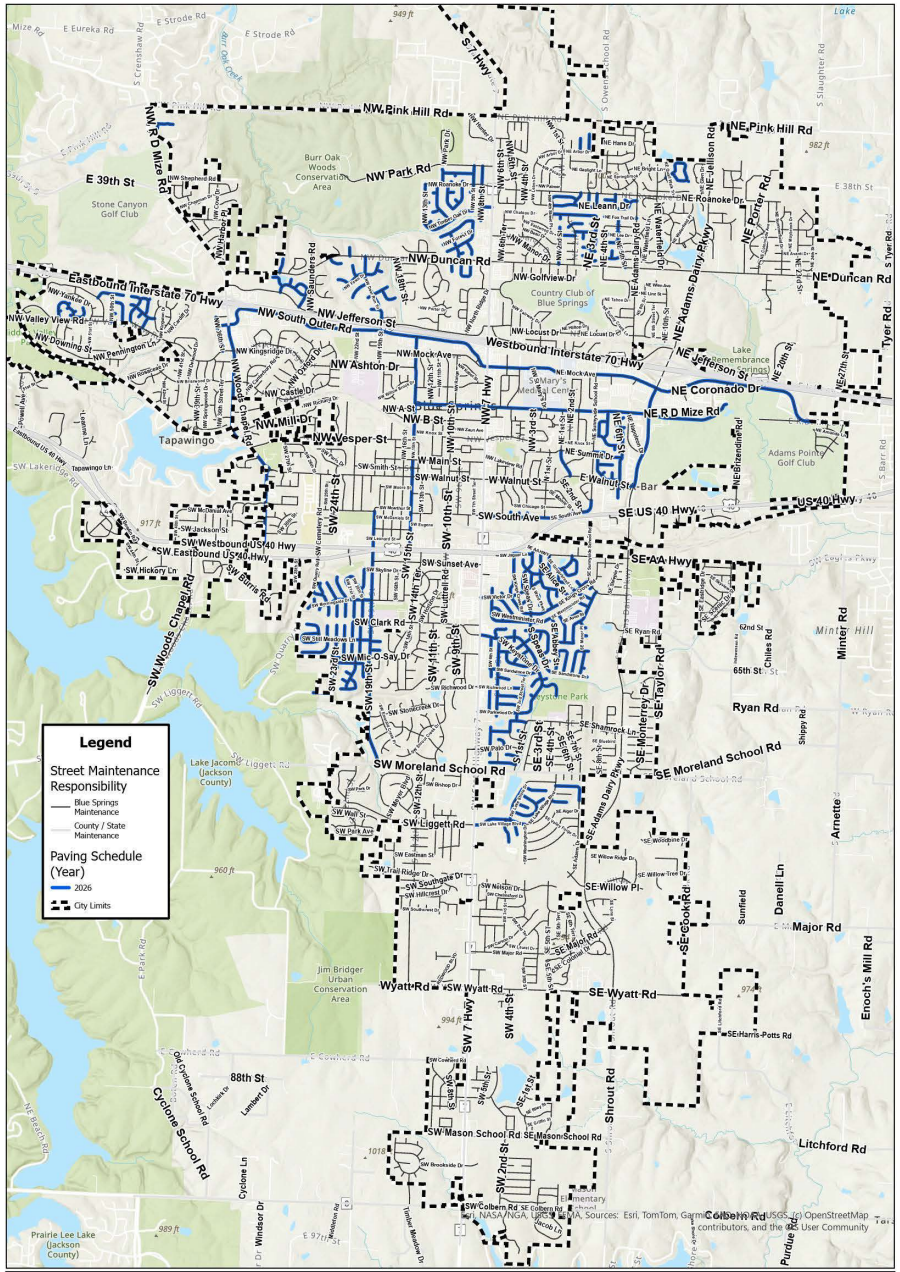
# PPMP

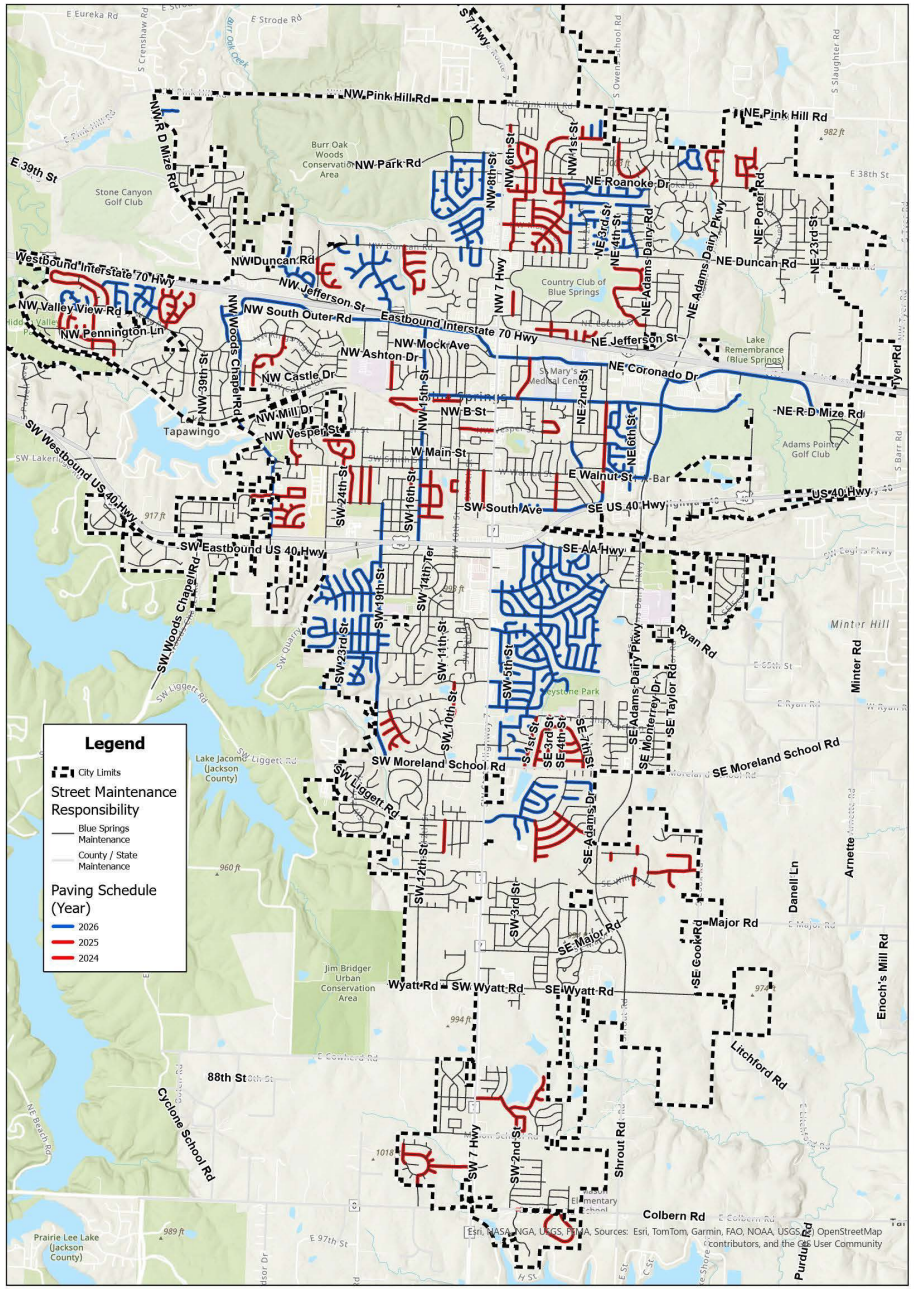
- As of 2026, the City has overlayed 162 lane miles of the approximate 535 lane miles of road in the last two years. **This represents approximately 27.7% of all lane miles maintained.**






Legend
Street Maintenance Responsibility
Blue Springs Maintenance
County / State Maintenance
Paving Schedule (Year)
2024
2025
NW Pink Hill Rd
NE Pink Hill Rd
NW Park Rd
NE Roanoke Dr
E 39th St
E 38th St
NW R D Mize Rd
NE R D Mize Rd
NW Duncan Rd
NE Duncan Rd
Westbound Interstate 70 Hwy
Eastbound Interstate 70 Hwy
NW Jefferson St
NE Jefferson St
NW Valley View Rd
NW Pennington Ln
NW South Outer Rd
NW Woods Chapel Rd
NW Ashton Dr
NW Mock Ave
NW Castle Dr
NW Mill Dr
NW Vespen St
NW B St
NE Coronado Dr
Tapawingo
W Main St
E Walnut St
SW South Ave
SE US 40 Hwy
US 40 Hwy
SW Westbound US 40 Hwy
SW Eastbound US 40 Hwy
SE AA Hwy
SW Woods Chapel Rd
SW Moreland School Rd
SE Moreland School Rd
SW Liggett Rd
Ryan Rd
Minter Rd
Minter Hill
Keystone Park
SE Adams Dairy Pkwy
SE Taylor Rd
SE Monterrey Dr
SE Cook Rd
Arnette
Danell Ln
Major Rd
SE Major Rd
Wyatt Rd
SW Wyatt Rd
SE Wyatt Rd
Enoch's Mill Rd
Litchford Rd
88th St
Cyclone School Rd
Shrout Rd
Colbern Rd
Jim Bridger Urban Conservation Area
Lake Jacomo (Jackson County)
Prairie Lee Lake (Jackson County)
Stone Canyon Golf Club
Burr Oak Woods Conservation Area
Country Club of Blue Springs
Lake Remembrance (Blue Springs)
Adams Pointe Golf Club
BLUE SPRINGS MISSOURI
PAVING SCHEDULE
2024, 2025
1" = 3,000'


Legend
Street Maintenance Responsibility
Blue Springs Maintenance
County / State Maintenance
Paving Schedule (Year)
2026
City Limits
NW Pink Hill Rd
NE Pink Hill Rd
NW Park Rd
NW Duncan Rd
NE Duncan Rd
Eastbound Interstate 70 Hwy
Westbound Interstate 70 Hwy
NW Jefferson St
NW South Outer Rd
NW Ashton Dr
NW Mock Ave
NE Coronado Dr
NE R D Mize Rd
NW Mill Dr
NW Vesper St
W Main St
W Walnut St
E Walnut St
SW South Ave
SE US 40 Hwy
US 40 Hwy
SW Westbound US 40 Hwy
SW Eastbound US 40 Hwy
SE AA Hwy
SW Sunset Ave
SW Clark Rd
SW Moreland School Rd
SE Moreland School Rd
SW Liggett Rd
SE Willow Pl
Ryan Rd
SE Monterrey Dr
SE Taylor Rd
Major Rd
Wyatt Rd
SW Wyatt Rd
SE Wyatt Rd
SE Harris-Potts Rd
SW Mason School Rd
SE Mason School Rd
Litchford Rd
Colbern Rd
88th St
Cyclone School Rd
Strout Rd
Enoch's Mill Rd
Minter Rd
Arnette
Danell Ln
Tyler Rd
SW 7 Hwy
NW 7 Hwy
Tapawingo
Stone Canyon Golf Club
Burr Oak Woods Conservation Area
Country Club of Blue Springs
Lake Remembrance
Adams Pointe Golf Club
Jim Bridger Urban Conservation Area
Lake Jacomo (Jackson County)
Prairie Lee Lake (Jackson County)
BLUE SPRINGS MISSOURI
PAVING SCHEDULE 2026
1" = 3,000'
N
Date: 02/05/26




BLUE SPRINGS MISSOURI

# PAVING SCHEDULE
## 2024, 2025, 2026

N

1" = 3,000'

Date: 02/05/26

# Use Tax

# Use Tax

- On Tuesday, November 3, 2026, Blue Springs voters will be asked to consider a ballot measure that would establish a 2.5% local use tax.
- A use tax is applied to certain purchases made from out-of-state retailers when local sales tax is not collected at the time of purchase, such as some online transactions.

Shall the City of Blue Springs, Missouri impose a local use tax at the same rate as the total local sales tax rate, currently 2.5%, provided that if the local sales tax rate is reduced or raised by voter approval, the local use tax rate shall also be reduced or raised by the same action?

If this question is approved, the City of Blue Springs would begin collecting a use tax from sales made to Blue Springs buyers by online and out of state vendors that are not currently taxed. The funds derived from the use tax will fund streets and other capital improvements.

YES ☐
NO ☐

INSTRUCTIONS TO VOTERS:

If you are in favor of the question, place an "X" in the box opposite "Yes." If you are opposed to the question, place an "X" in the box opposite "No."

# Use Tax

- Currently, someone making local purchases pays the City sales tax rate of **2 ½%** on every purchase (1% General Fund, ½% Public Safety Fund, ½% Parks Fund, and ½% Transportation Fund).
- The City currently does not have a voter-approved Local Use Tax. Previous ballot measures in April 2018 and August 2022 were defeated by the voters.

# Use Tax

- If approved by voters, revenue generated by the use tax would be used to help fund **street improvements** and other capital improvement projects throughout the community.

# 2021 Citizen Survey

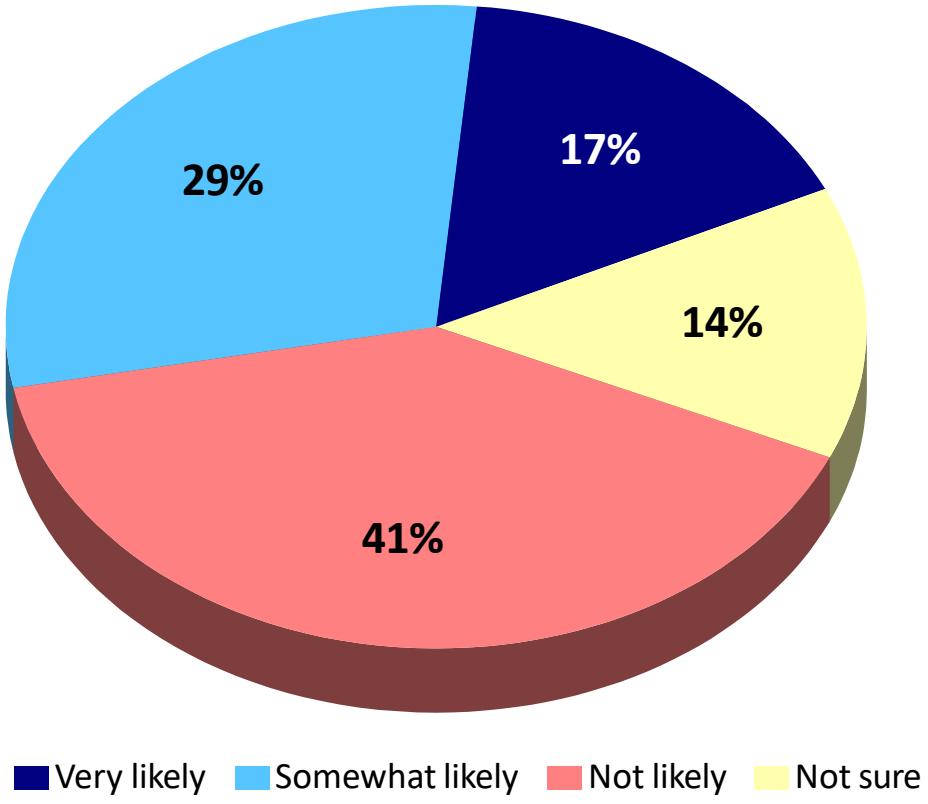


## 2021 City of Blue Springs
## Community Survey
### Findings Repor

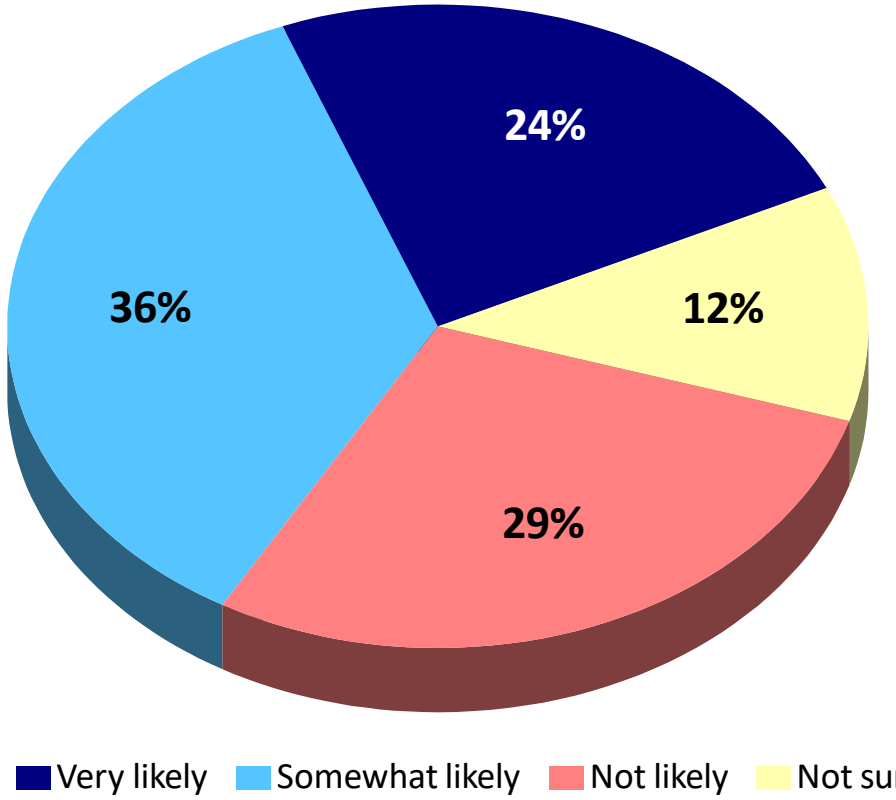
Presented to the City of Blue Spring
Missou
November 202

ETC
INSTITUT

# Q29a. How Likely Residents Would be to Support a Use Tax in the Future



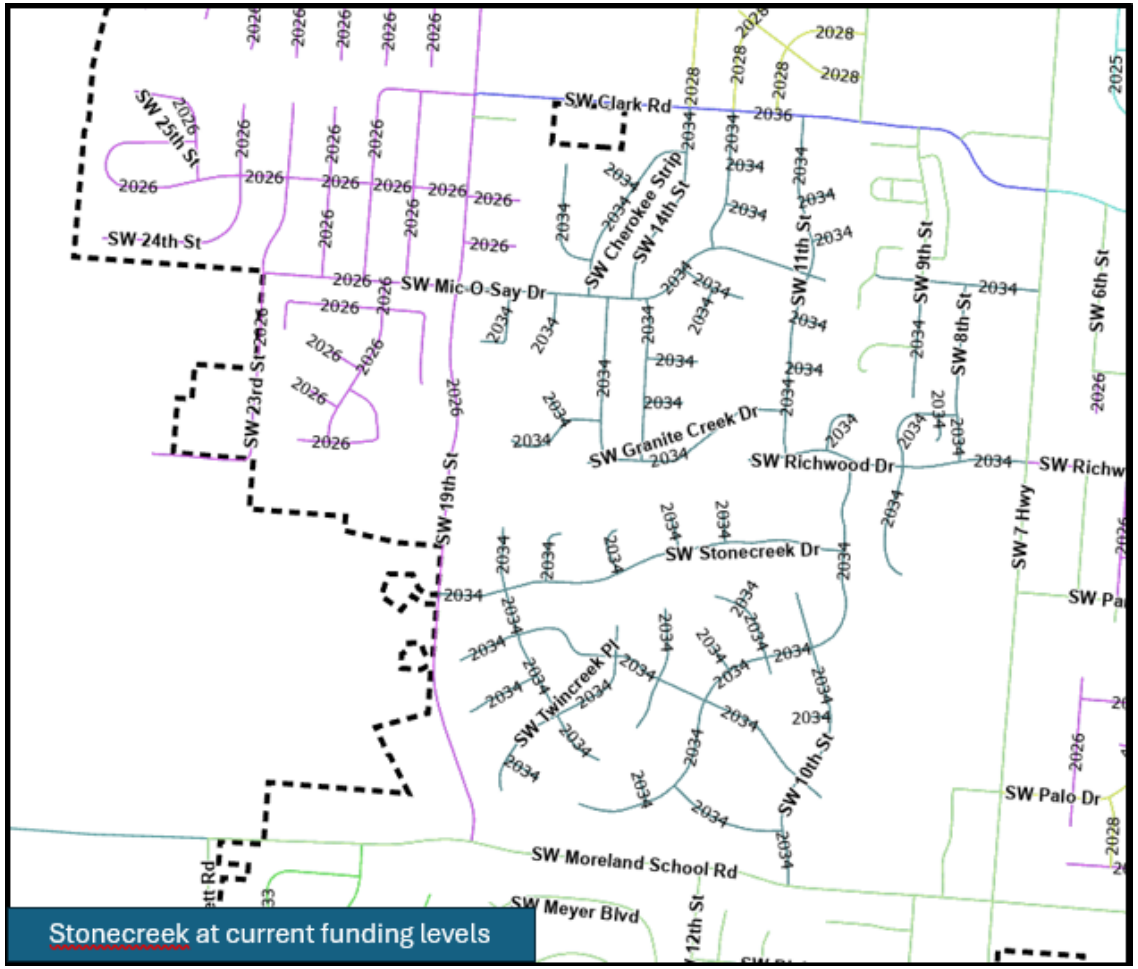
# Q29b. How Likely Residents Would be to Support a Use Tax in the Future if the Revenue Collected Exclusively Funded Annual Street Maintenance



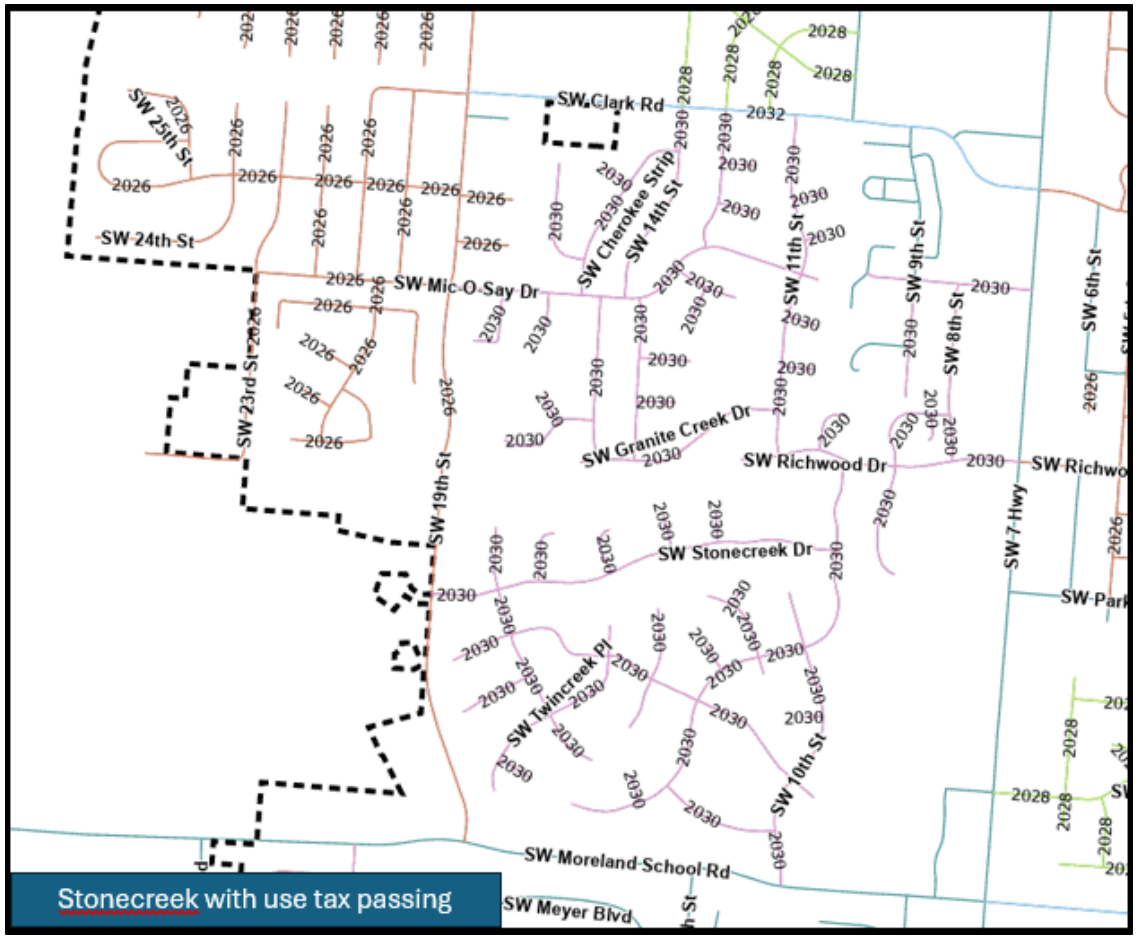
# Use Tax

- It is estimated that dedicating Local Use Tax revenue to streets would **allow the City to complete the overlay of all 535 lane miles by 2032** and establish a sustainable **10- to 15-year Preventive Pavement Maintenance Program.**
- **Without the Local Use Tax**, and relying solely on the Transportation Sales Tax, most City streets would not be overlaid until approximately 2036, resulting in a **significantly longer 20- to 25-year pavement management cycle.**

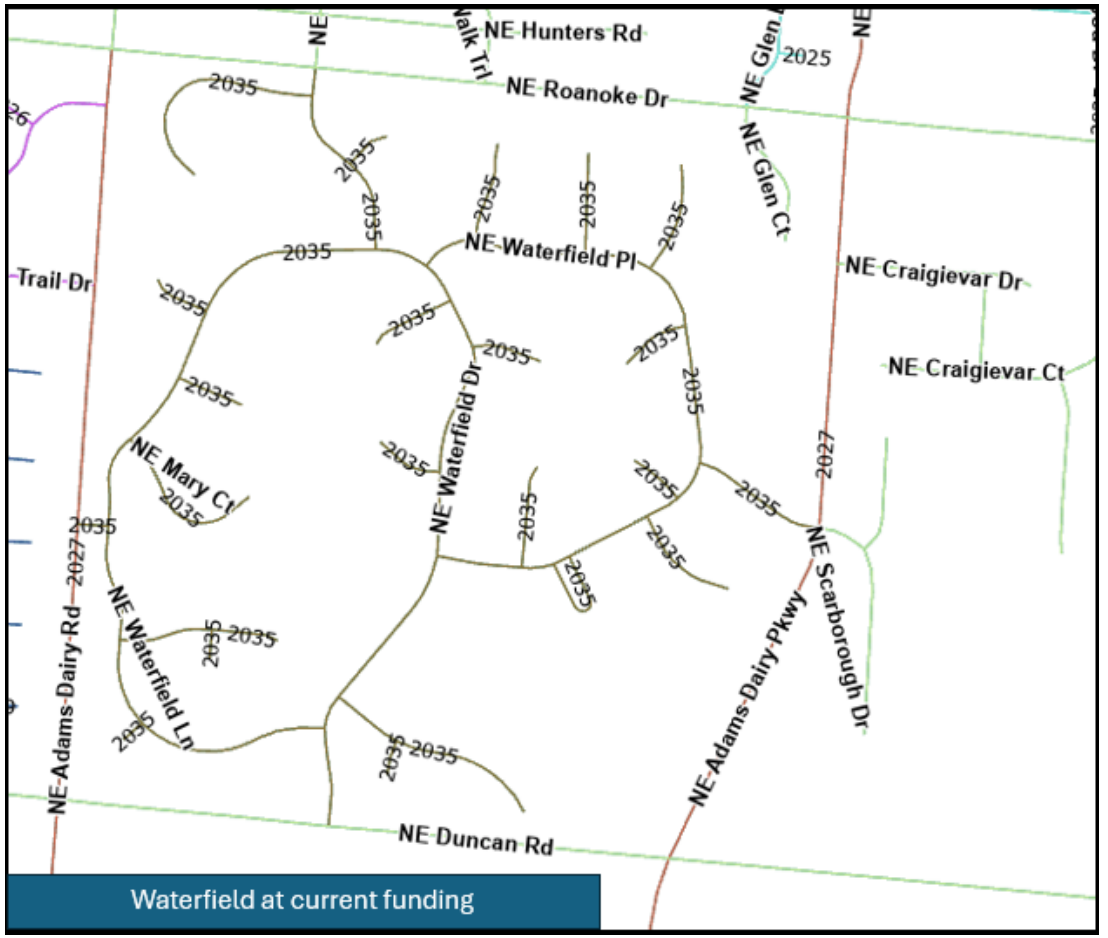
# Stonecreek Maintenance Schedule at Current Funding



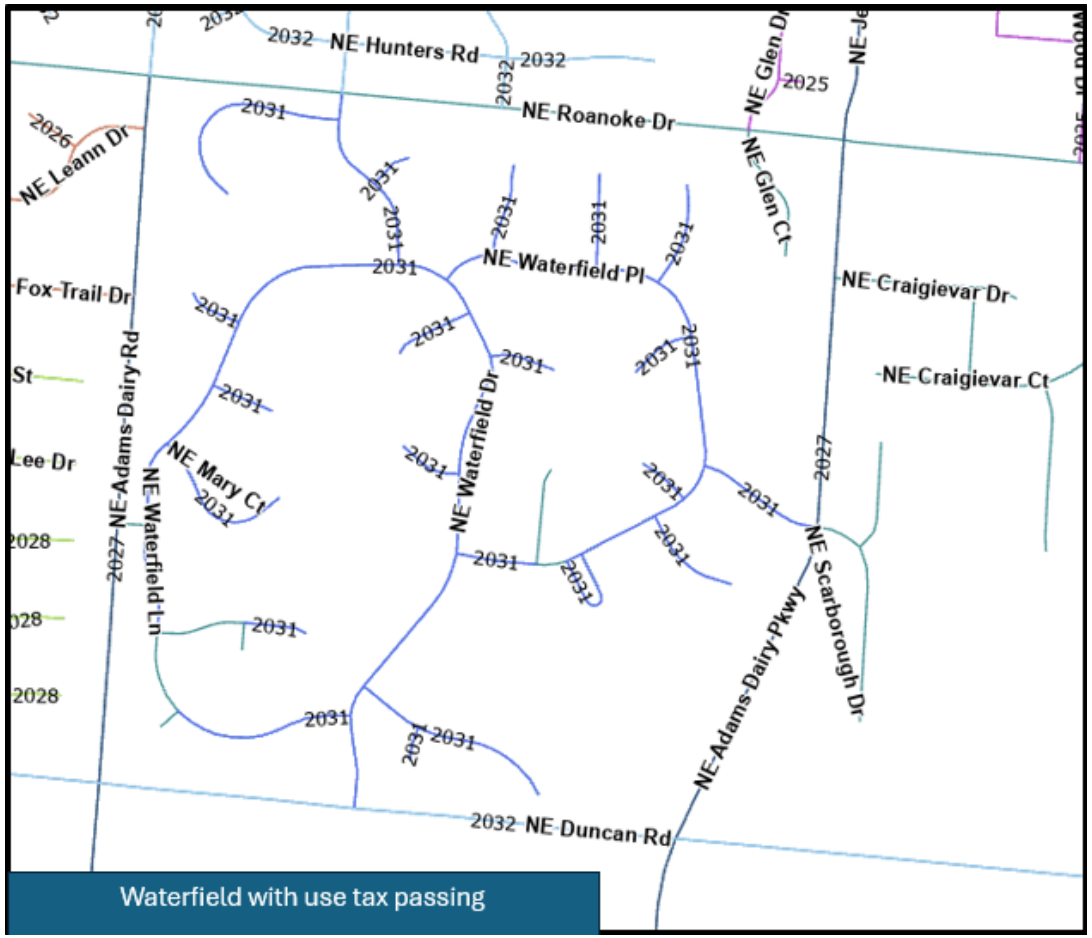
# Stonecreek Maintenance Schedule with Use Tax



# Waterfield Maintenance Schedule at Current Funding



# Waterfield Maintenance Schedule with Use Tax



| Information | $10 Million / Year (USE TAX) | $4.5 Million / Year (Regularly Scheduled Maintenance) |
|---|---|---|
| Program completion (all currently listed projects) | 2032 | Beyond 2036 |
| Years to complete listed program | 7 | 11+ (10 projects still unfunded at 2036) |
| Projects receiving mill/overlay | 75 | 62 |
| Projects never reached within window | 0 | 10 |
| Projects downgraded to Nova Chip | 0 | 3 |

# Projects not funded within 2026 – 2036 under 4.5M / Year

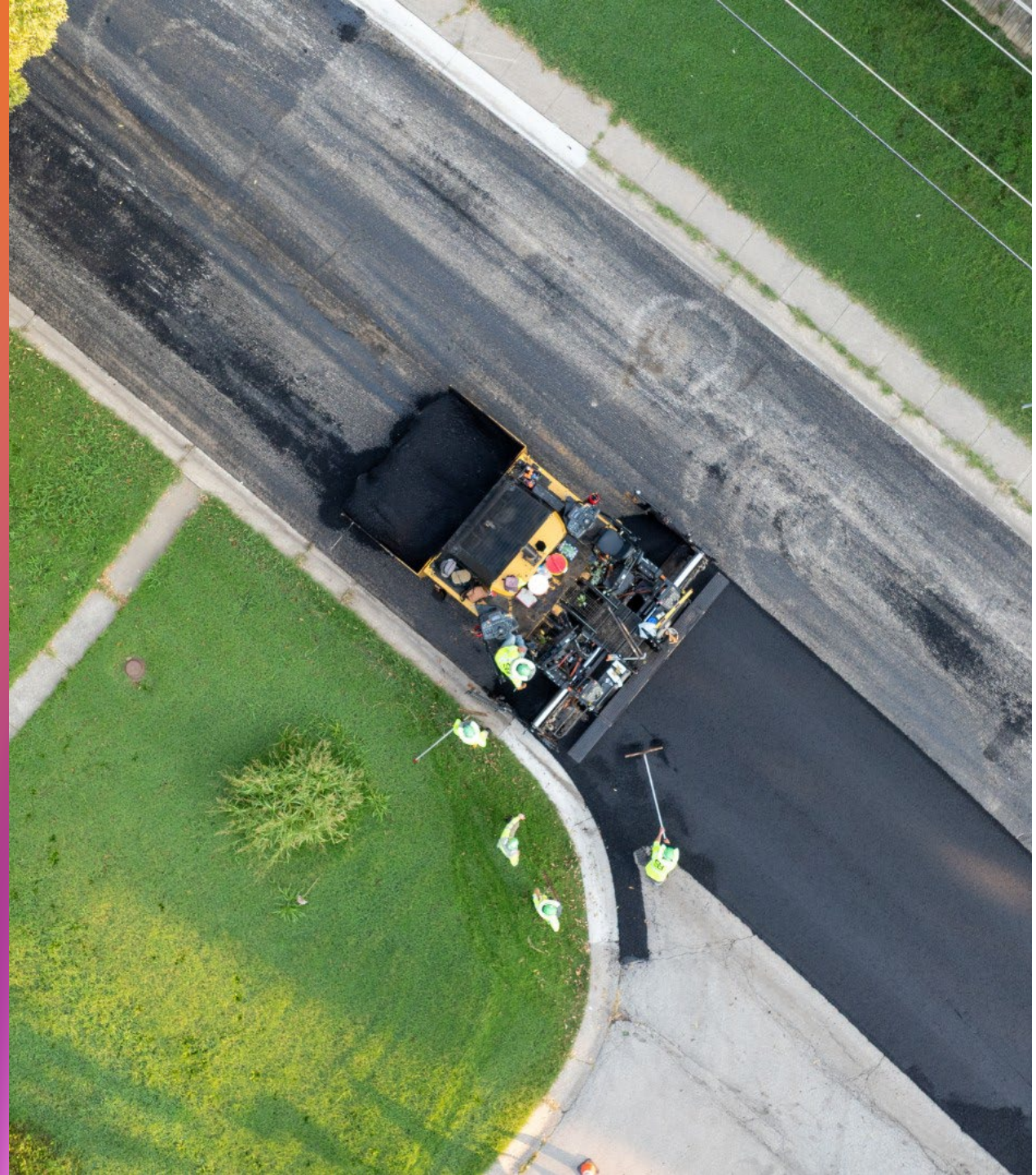
- Adams Point Village Group
- Arrowhead Group
- Bright Group
- Duncan Road
- Golfview Group
- Hickory Group
- Moreland School Road
- Pecan Group
- Shepard Group
- Westbrooke Group

**These projects would be funded under the $10 Million per year funding scenario that would be made possible by the passage of a Use Tax. Projects would be scheduled for completion by 2032.

# DO OTHER CITIES IN MISSOURI HAVE A LOCAL USE TAX?

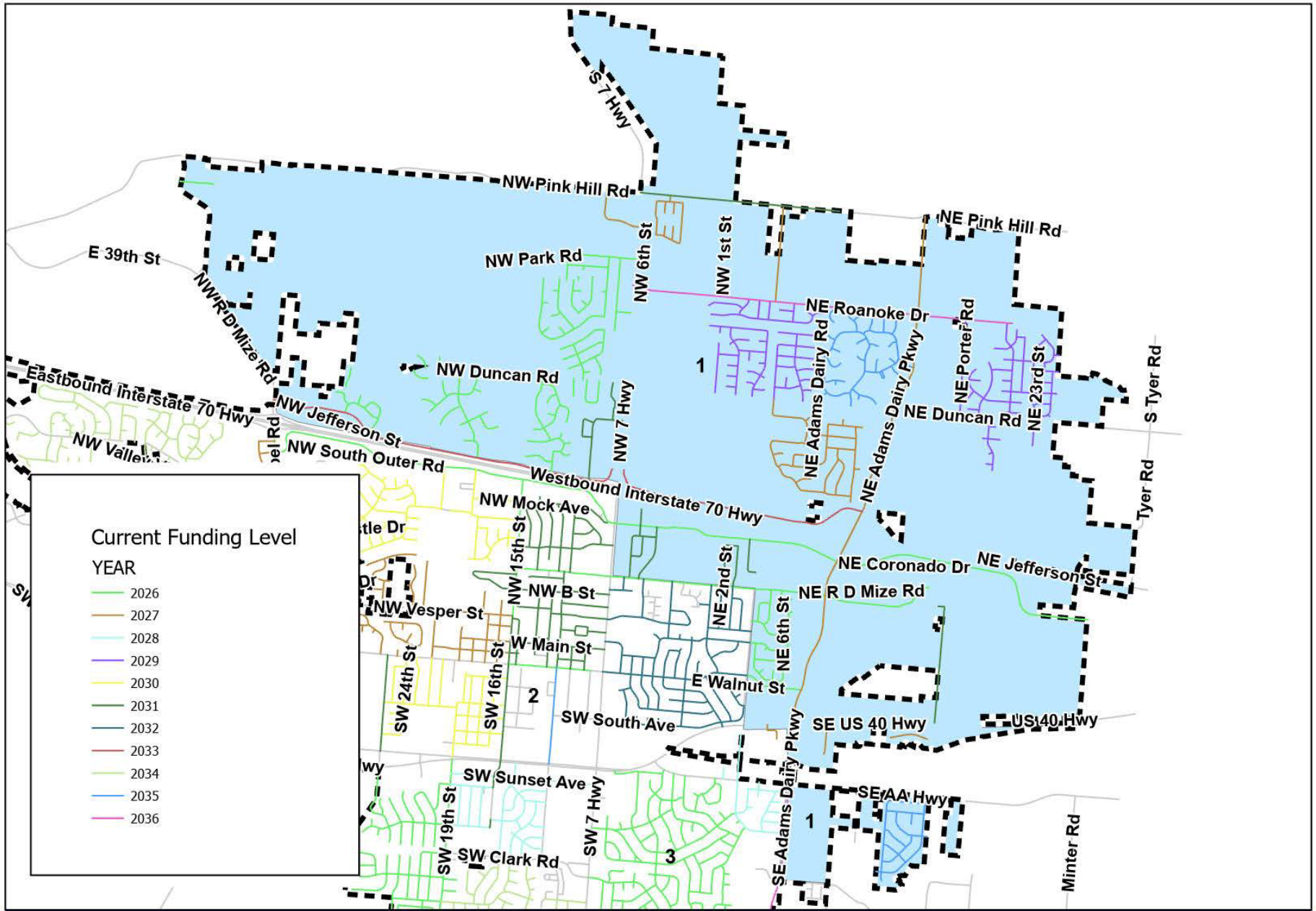
- The state of Missouri and more than 200 Missouri cities already have a voter-approved Use Tax in place, including Kansas City, **Grandview**, **Lee's Summit**, Liberty**, Independence**, Excelsior Springs, St. Joseph and Gladstone. **Currently, the City of Blue Springs receives no Use Tax revenue.**

# The Takeaway



# The Takeaway

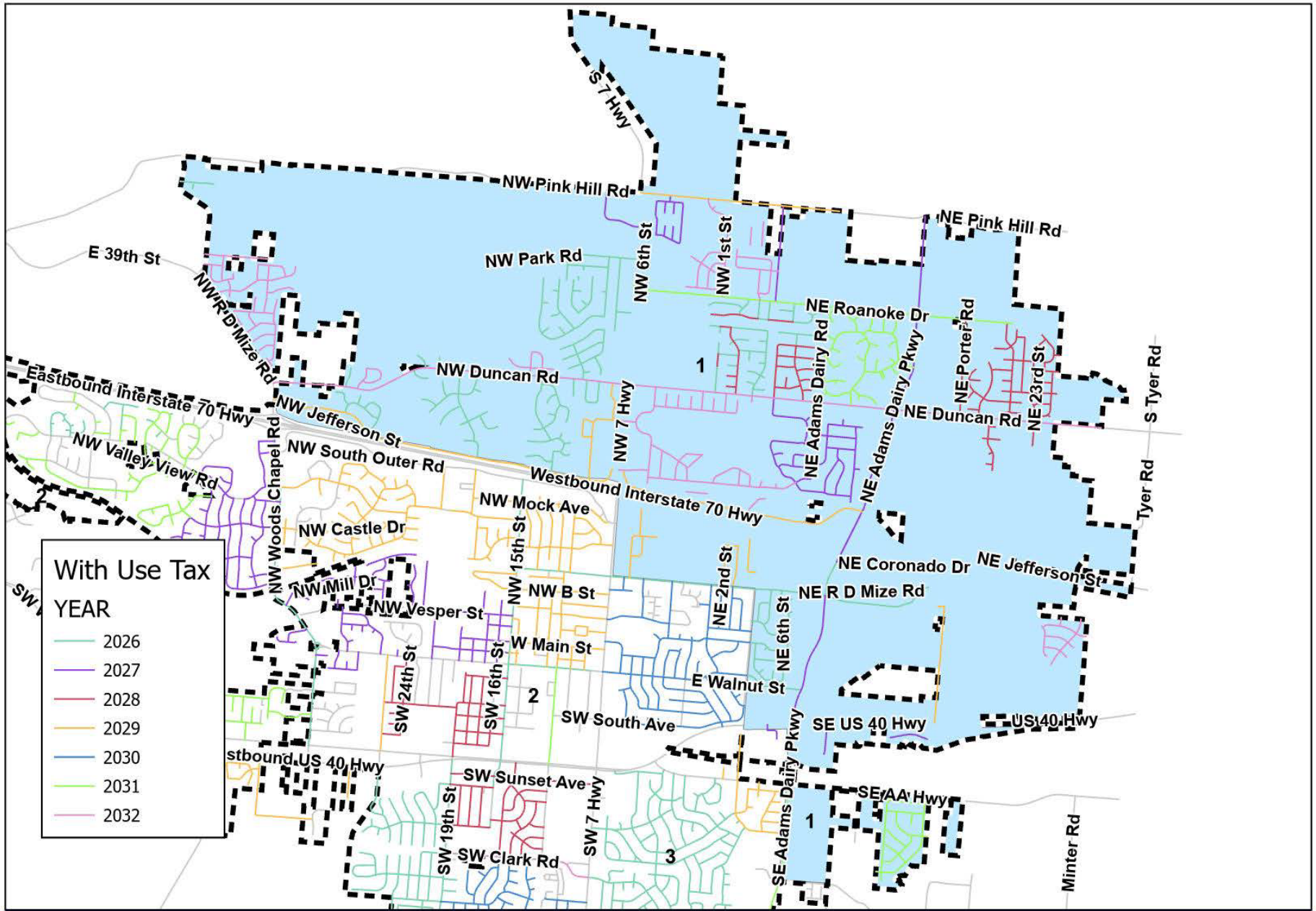
- The passage of a use tax would allow the City to maintain **more roads** in **less time**, establishing a manageable 10-15 year pavement cycle as opposed to 15 – 20 years.
- Additional funding would also allow the City to address the backlog of road maintenance on a shorter timeline.




BLUE SPRINGS MISSOURI

DISTRICT 1 STREET MAINTENANCE MAP
CURRENT FUNDING

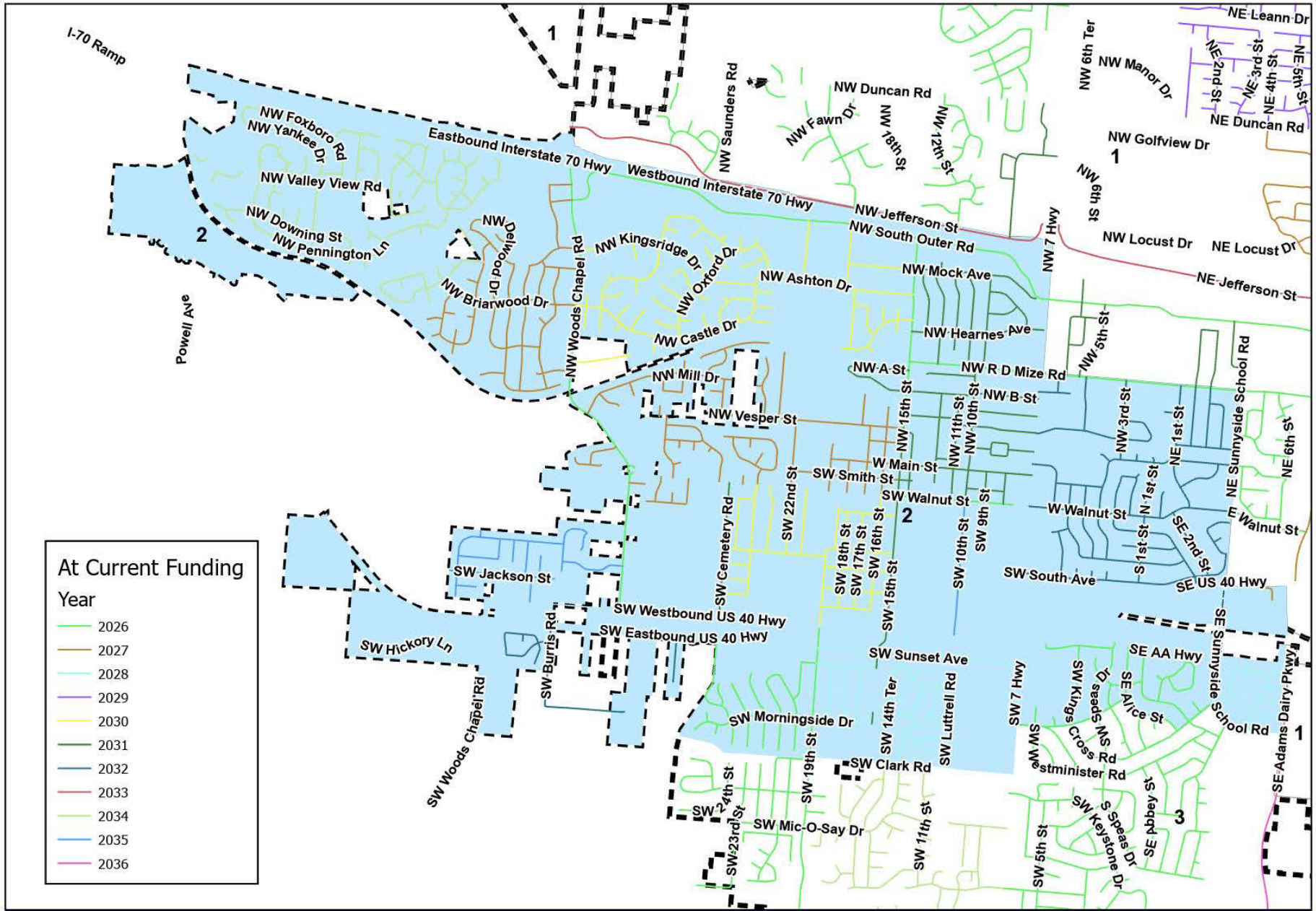
N
NOT TO SCALE




BLUE SPRINGS MISSOURI

DISTRICT 1 STREET MAINTENANCE MAP
WITH USE TAX FUNDING

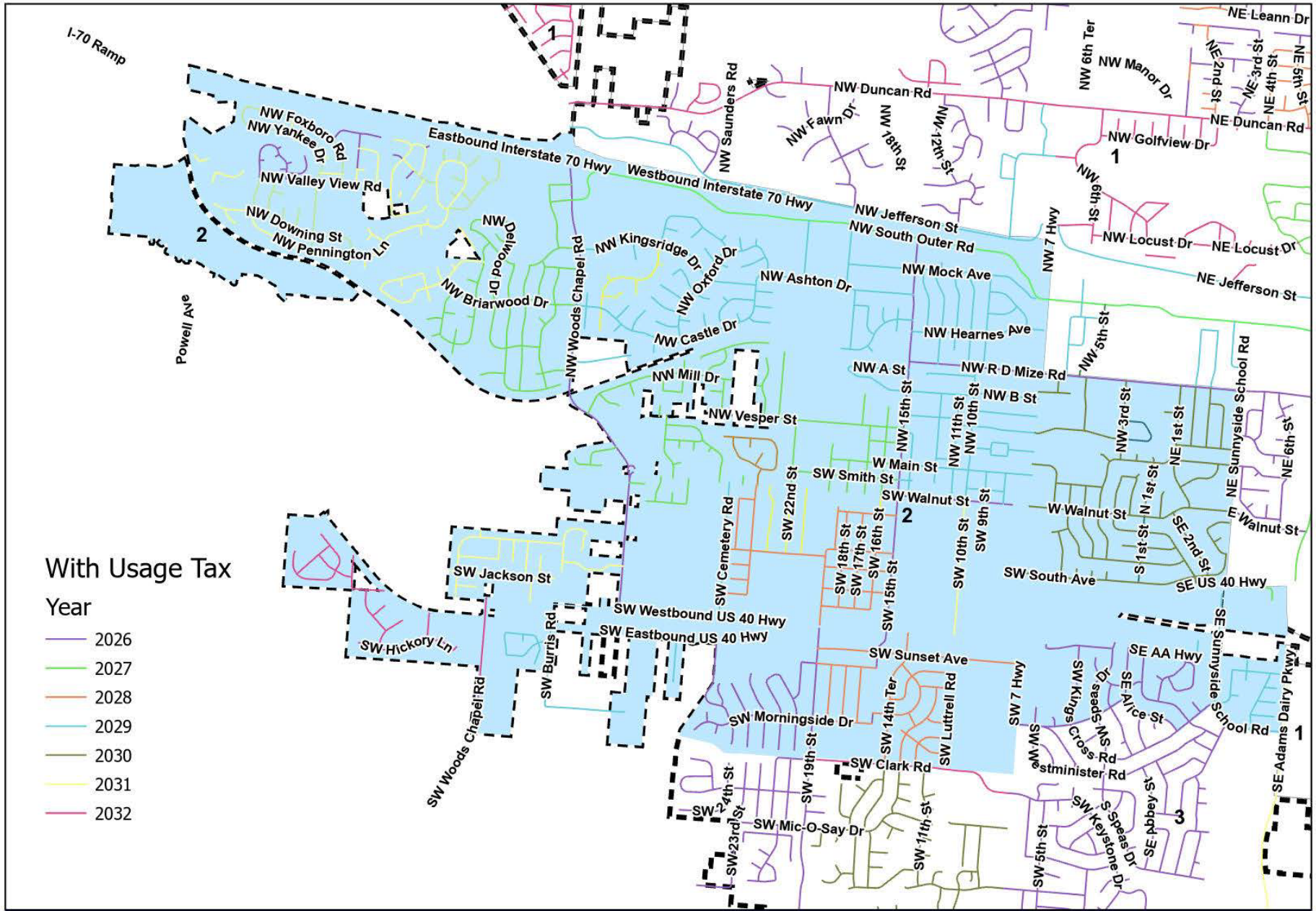
N
NOT TO SCALE




BLUE SPRINGS MISSOURI

DISTRICT 2 STREET MAINTENANCE MAP
CURRENT FUNDING

N
NOT TO SCALE

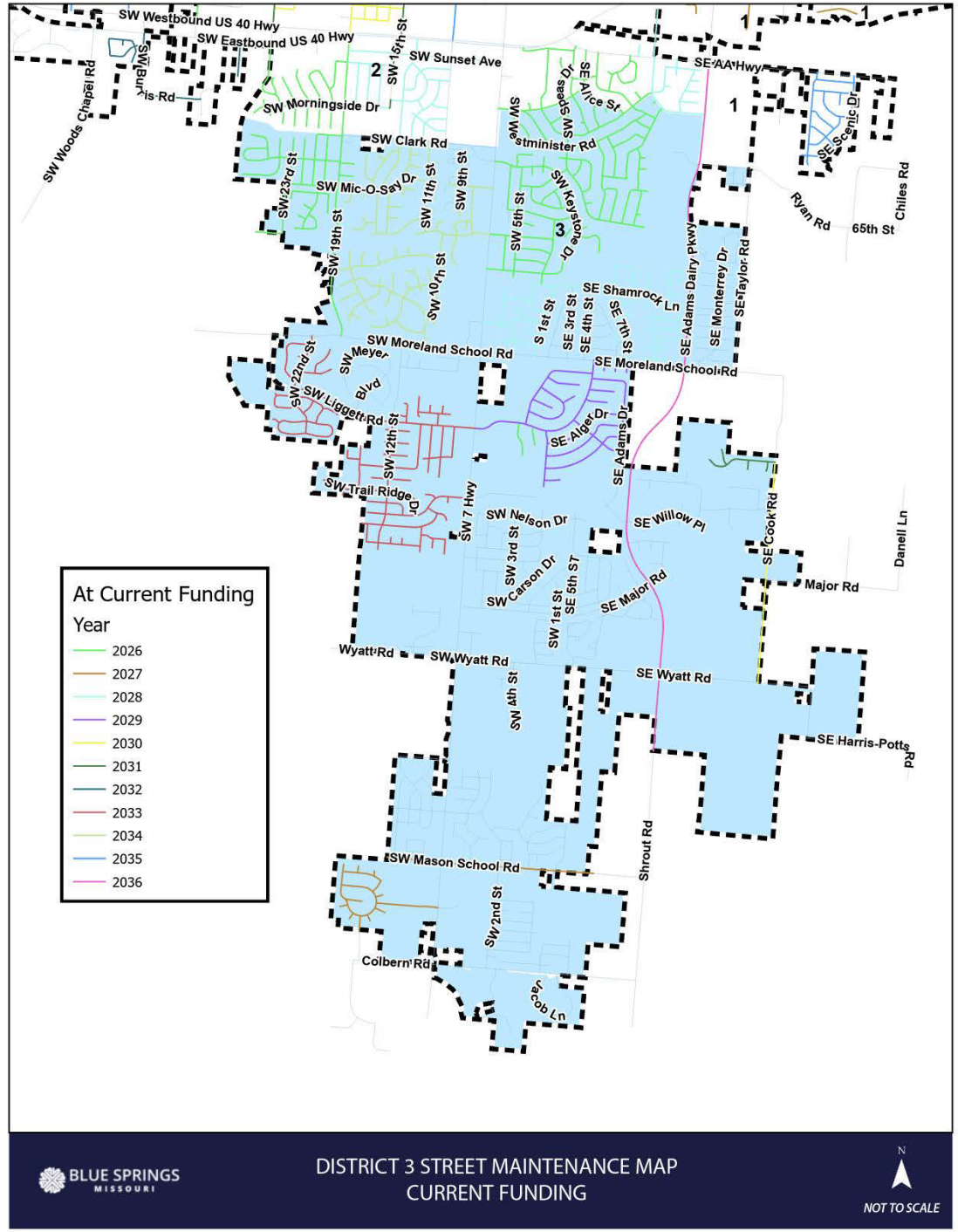


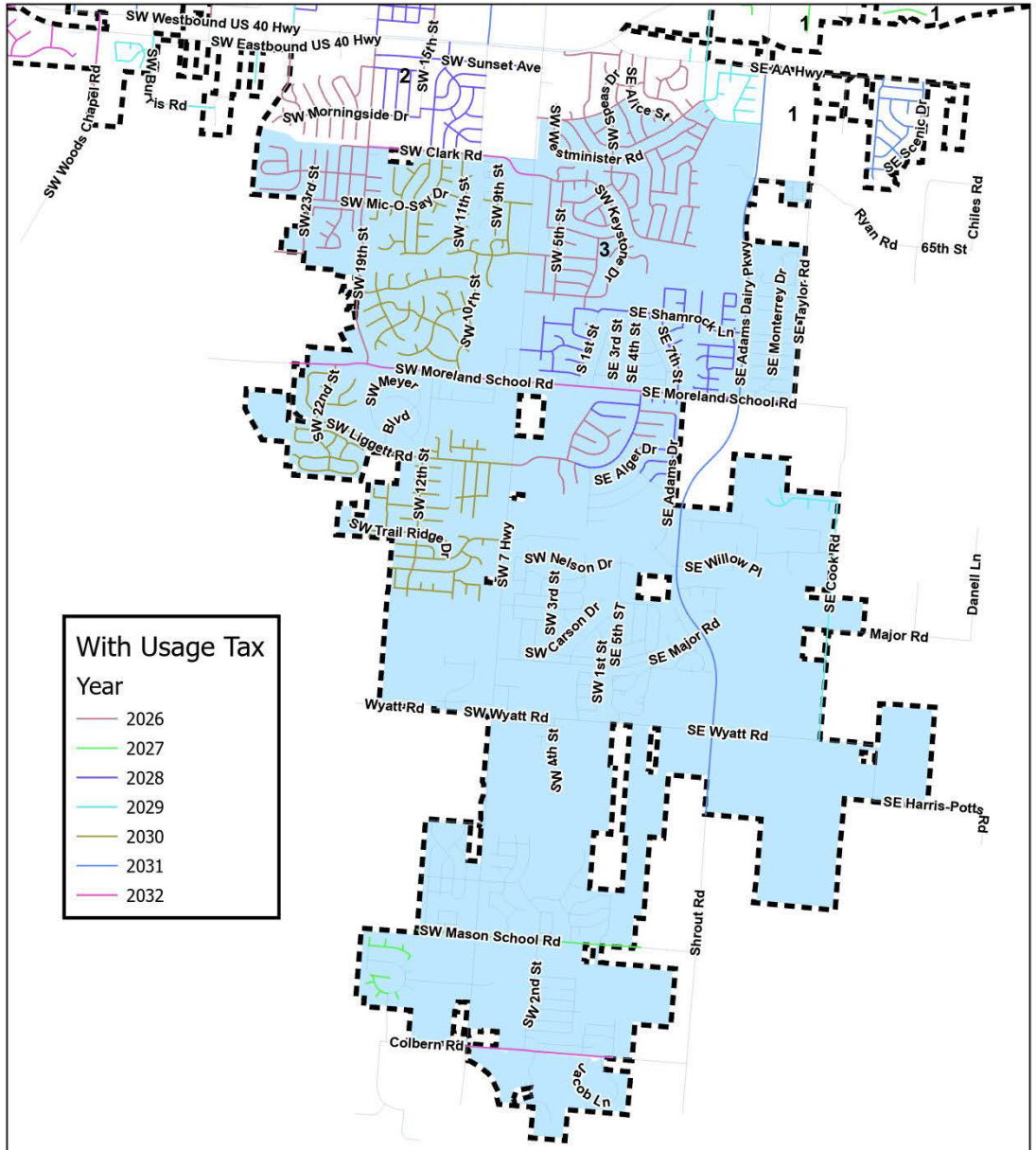

BLUE SPRINGS MISSOURI

# DISTRICT 2 STREET MAINTENANCE MAP WITH USE TAX FUNDING

N

NOT TO SCALE


At Current Funding
Year
2026
2027
2028
2029
2030
2031
2032
2033
2034
2035
2036
SW Westbound US 40 Hwy
SW Eastbound US 40 Hwy
SW Sunset Ave
SW Morningside Dr
SW Clark Rd
SW Mic-O-Say Dr
SW Moreland School Rd
SE Moreland School Rd
SW Liggett Rd
SW Trail Ridge Dr
SW Nelson Dr
SE Willow Pl
SE Major Rd
SW Wyatt Rd
SE Wyatt Rd
SW Mason School Rd
Colbern Rd
SE Harris-Potts Rd
Major Rd
Ryan Rd
65th St
Chiles Rd
Danell Ln
Shrout Rd
SE Taylor Rd
SE Cook Rd
SE Adams Dairy Pkwy
SE Monterrey Dr
SE Shamrock Ln
SE Alice St
SE AA Hwy
SW Woods Chapel Rd
SW 7 Hwy
SW 15th St
SW 23rd St
SW 19th St
SW 11th St
SW 9th St
SW 5th St
SW 10th St
SW 22nd St
SW 12th St
SW 3rd St
SW 1st St
SE 5th ST
SW 4th St
SW 2nd St
SE 1st St
SE 3rd St
SE 4th St
SE 5th St
SE Alger Dr
SE Adams Dr
SW Carson Dr
SW Meyer Blvd
SW Keystone Dr
SW Westminster Rd
SE Scenic Dr
1
2
3
BLUE SPRINGS
MISSOURI
DISTRICT 3 STREET MAINTENANCE MAP
CURRENT FUNDING
N
NOT TO SCALE




BLUE SPRINGS MISSOURI

DISTRICT 3 STREET MAINTENANCE MAP
WITH USE TAX FUNDING

N

NOT TO SCALE

# FAQ

# FAQ

## HOW DOES A USE TAX WORK?

- A local use tax is applied instead of a local sales tax to goods purchased from certain online and out-of-state vendors for delivery and use in Blue Springs.
  - A purchase would never be subject to both local sales tax and use tax.
  - The local use tax must mirror the local sales tax.
  - Voter approval is required for the City to receive local use tax revenue on goods purchased for use locally from out-of-state vendors.

# FAQ

## HOW WILL THE REVENUE FROM THE USE TAX BE USED?

- The City will dedicate revenue from the Use Tax to streets and other capital improvements. It is estimated that dedicating Local Use Tax revenue to streets would allow the City to complete the overlay of all lane miles by 2040 and establish a sustainable 10- to 15-year Preventive Pavement Management Program.
- Without the Local Use Tax, and relying solely on the Transportation Sales Tax, most City streets would not be overlaid until approximately 2036, resulting in a significantly longer 20- to 25-year pavement management cycle.

# FAQ

## HOW DOES A USE TAX HELP LOCAL BUSINESSES?

- A local use tax would place local businesses on equal footing with out-of-state vendors. Out-of-state vendors currently avoid local taxes, putting local businesses at a competitive disadvantage. A use tax would eliminate the disparity in tax rates collected by local and out-of-state sellers by imposing the same rate on all sellers.

KC Economic Outlook

# Welcome to the 2026 KC Economic Outlook Conference!

**Hosted by:**

**Federal Reserve Bank of Kansas City**

**&**

**Mid-America Regional Council**

**Friday, October 9th, 2026**

# Joseph Gruber – Executive Vice President & Director of Research; Federal Reserve Bank of Kansas City



- Leads the Bank's Research, Regional, and Community Affairs Division and serves as a member of the Bank's Executive Leadership Council.
- Joined the Bank in 2020 after serving 19 years on the Board of Governors. Mr. Gruber previously served as the deputy director of the International Finance Division at the Board.
- Holds B.A. degrees in International Studies and Economics from the University of Washington, and a Ph.D. in Economics from Johns Hopkins University.
- His economic research has been published in a number of academic journals including the Journal of Monetary Economics, Journal of International Money and Finance, Review of International Economics, and the Journal of Money, Credit, and Banking. He has also taught macroeconomics at Johns Hopkins and Georgetown Universities.

NONCONFIDENTIAL // EXTERNAL
NONCONFIDENTIAL // EXTERNAL

# Economic Outlook

## October 2026

**Joseph Gruber**

**Director of Research**

FEDERAL RESERVE BANK OF KANSAS CITY

Denver / Oklahoma City / Omaha

# Chairman’s Speech at Jackson Hole

FINANCIAL TIMES

## Hawkish Kevin Warsh hints Fed will raise rates if inflation does not fall soon

Wall Street cranks up bets on September increase in borrowing costs following central bank chair’s Jackson Hole address



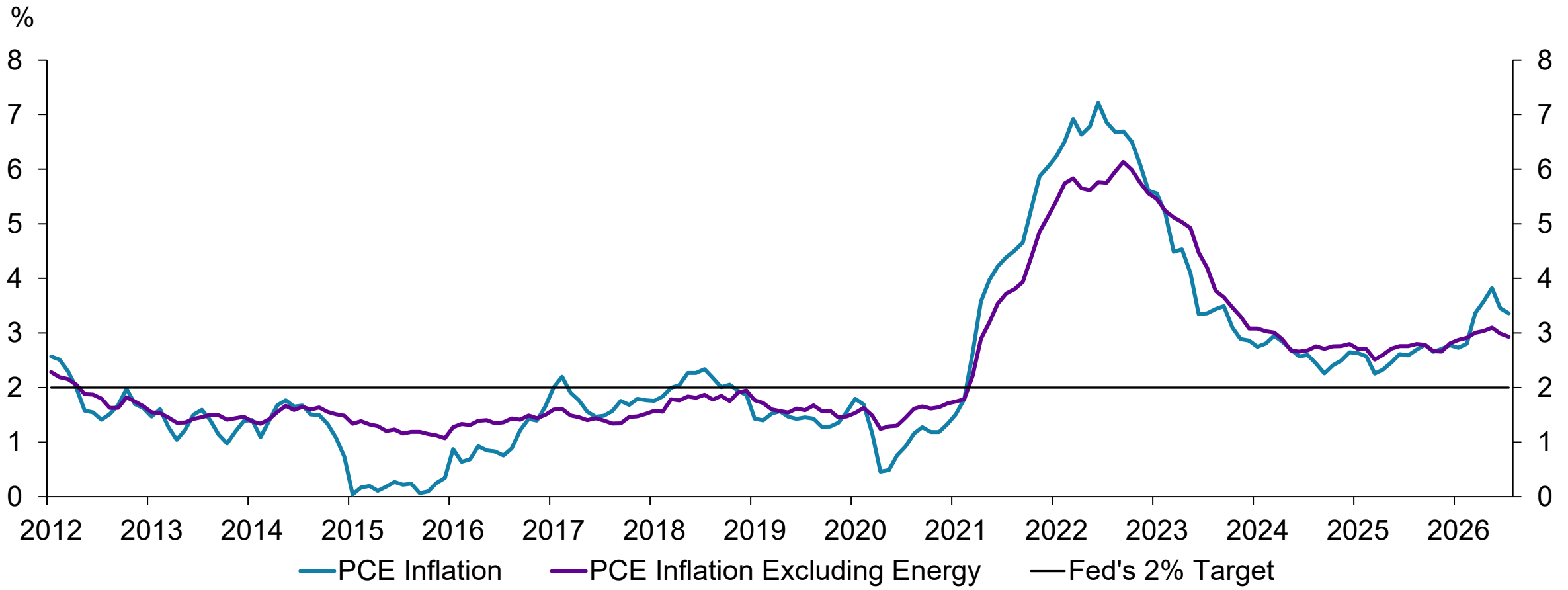
The comments by Fed chair Kevin Warsh, centre, sent US short-term bond yields and the dollar climbing © David Paul Morris/Bloomberg

- “Inflation is running above our 2 percent target. So the Fed's predominant focus right now should be on prices.”
- “We must be confident that underlying inflation is moving to our objective, clearly and at sufficient speed. Otherwise, we have work to do. That's our job . . . our mandate . . . and our charge to keep.”
- “On the employment side of the Fed's dual mandate, our country is doing well. Labor markets are quite stable.”
- “On balance, I would be hard pressed to describe broad financial conditions as restrictive.”

# Three Big Conversations

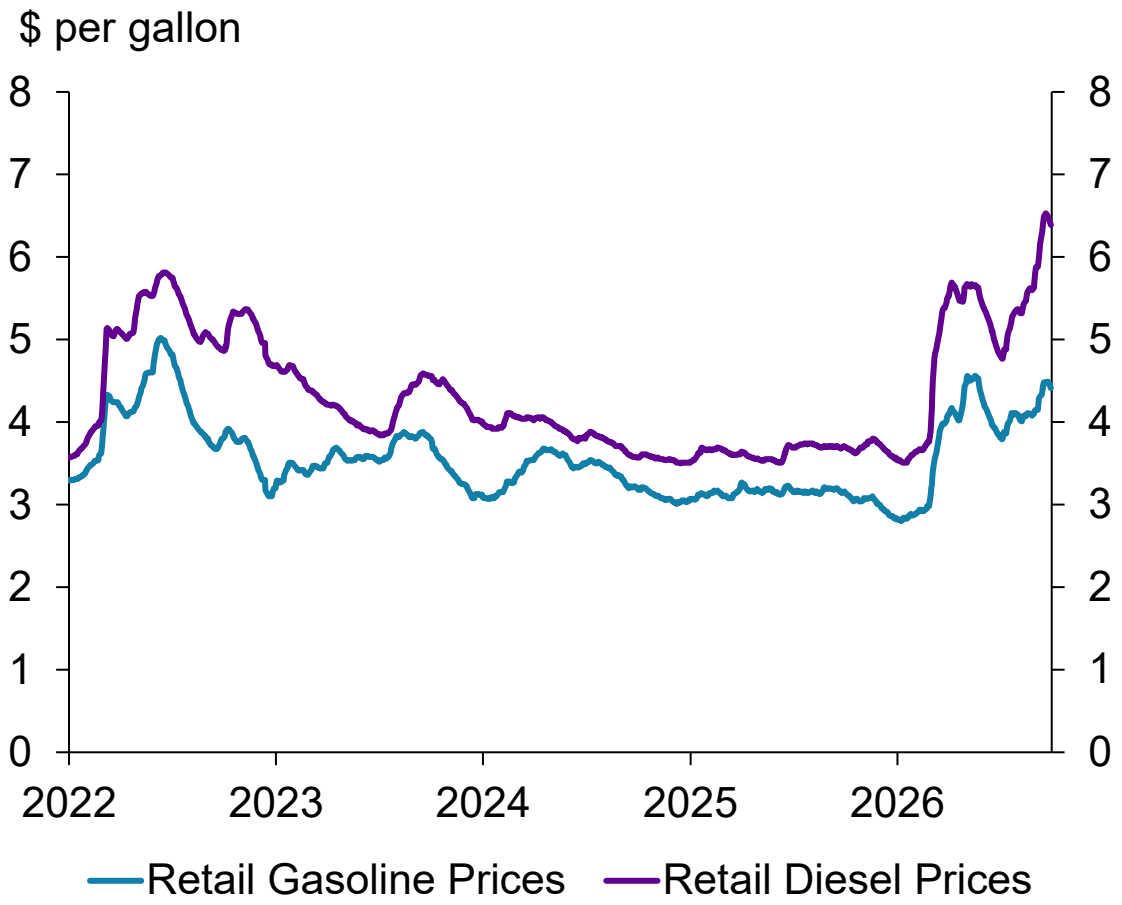
1. Inflation:  Too high for too long.
2. Labor Market: In balance – low hire, low fire.
3. Demographics support health care.

# Inflation reflects the balance between supply and demand



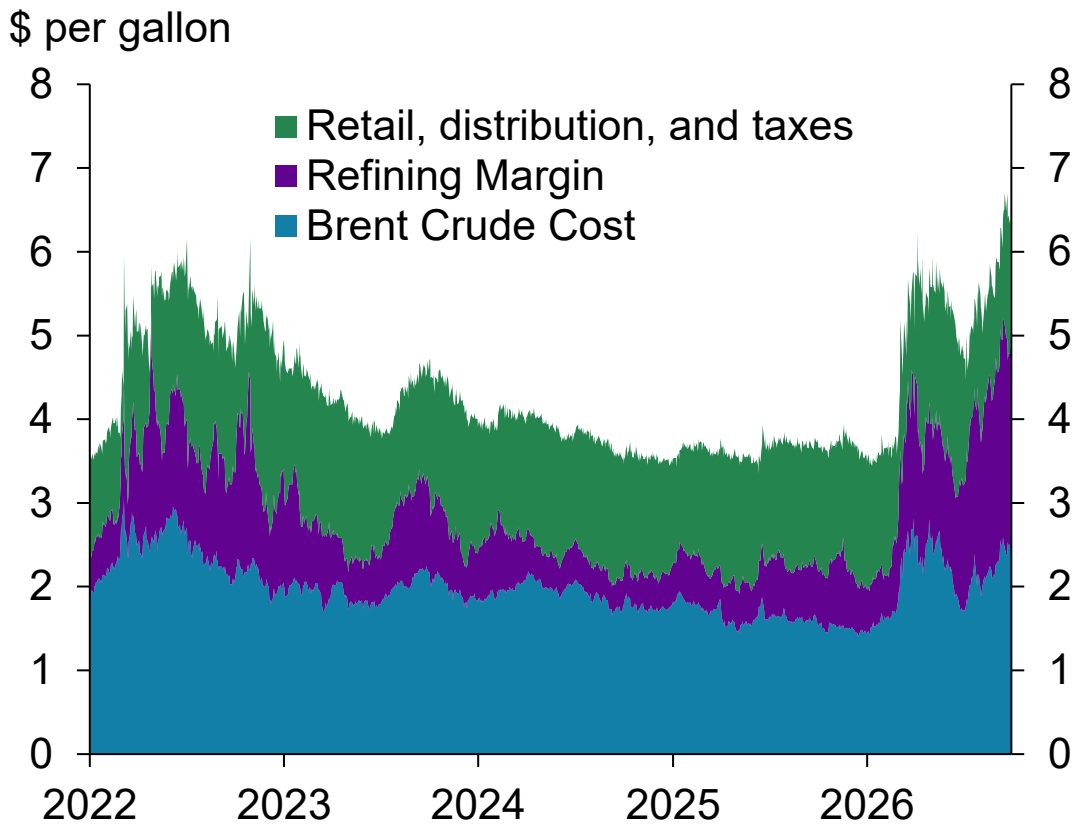

Source: Bureau of Economic Analysis, Federal Reserve Board, Haver Analytics

# Energy prices are soaring amid geopolitical conflicts



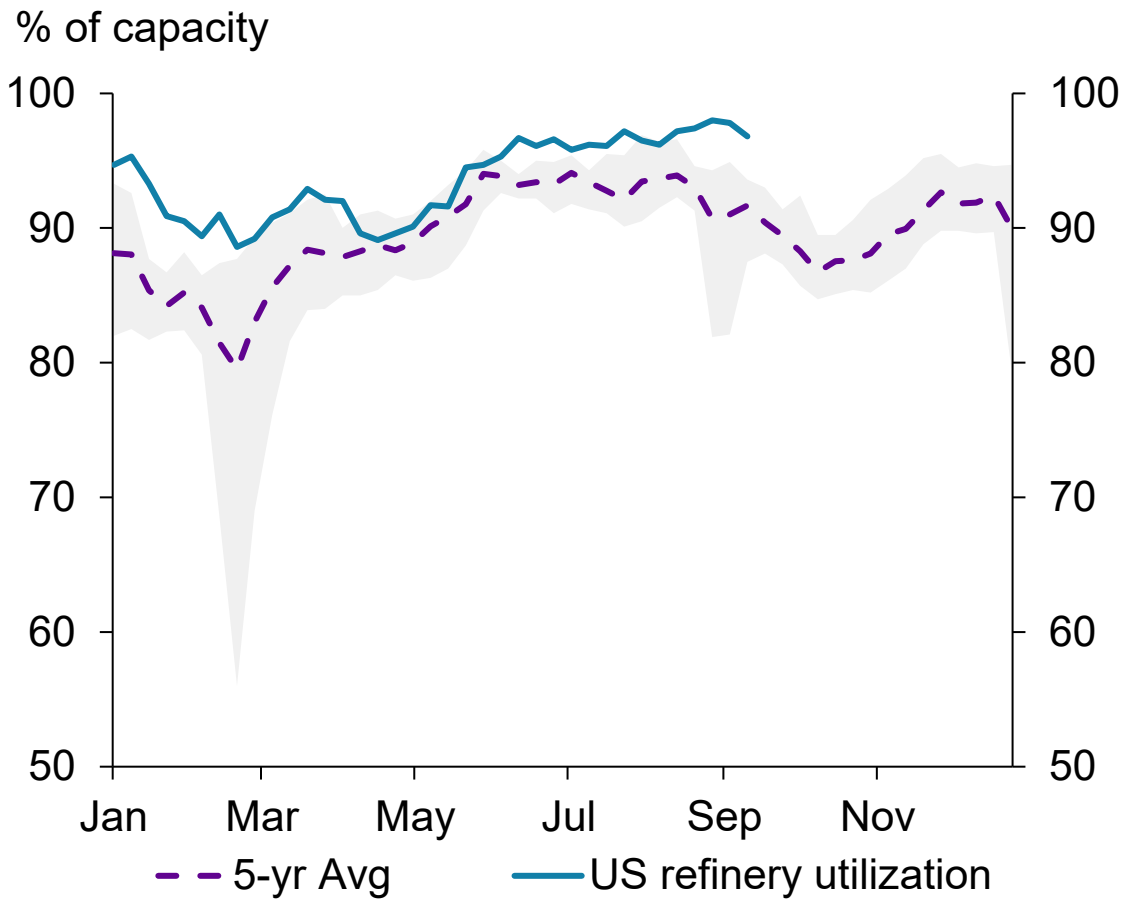

Source: Energy Information Administration, Haver Analytics

Note: Prices through September 30, 2026

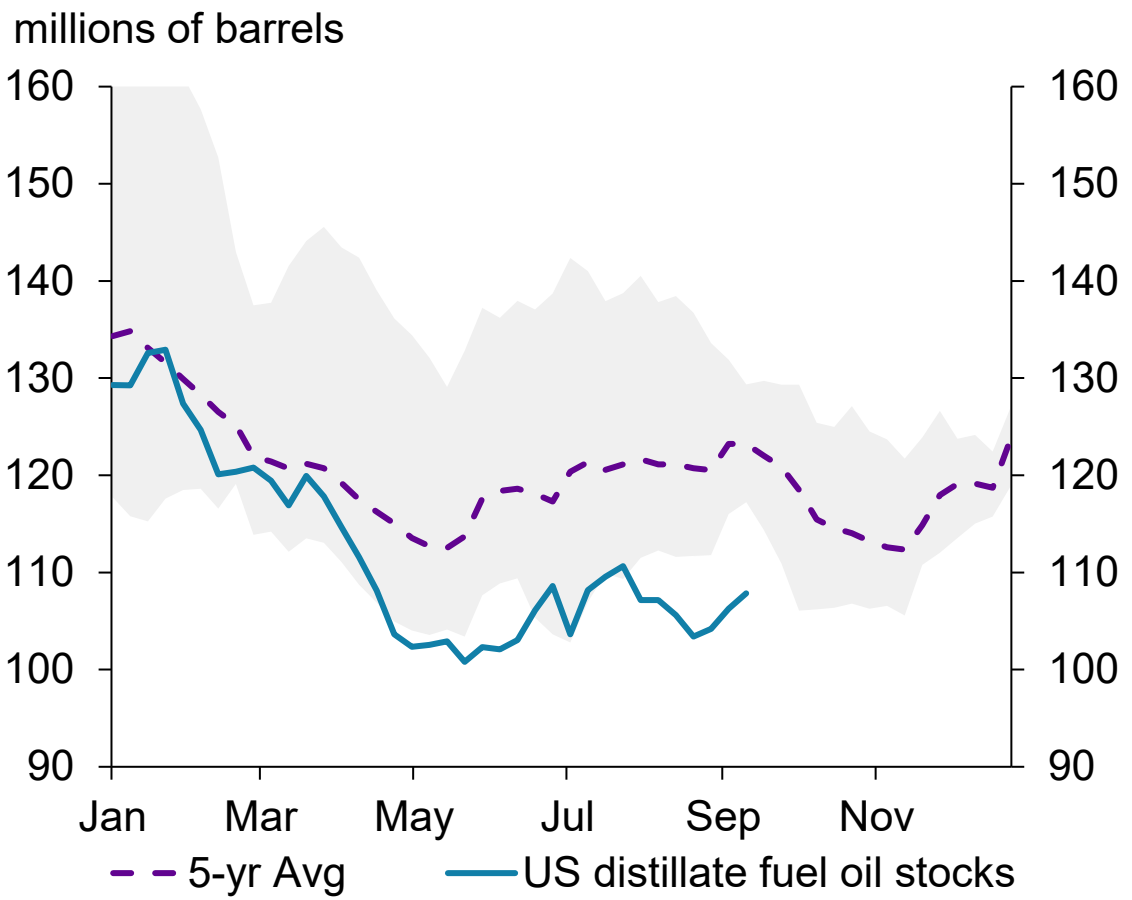



Source: Energy Information Administration, Intercontinental Exchange, Haver Analytics

# Risks to energy prices are to the upside

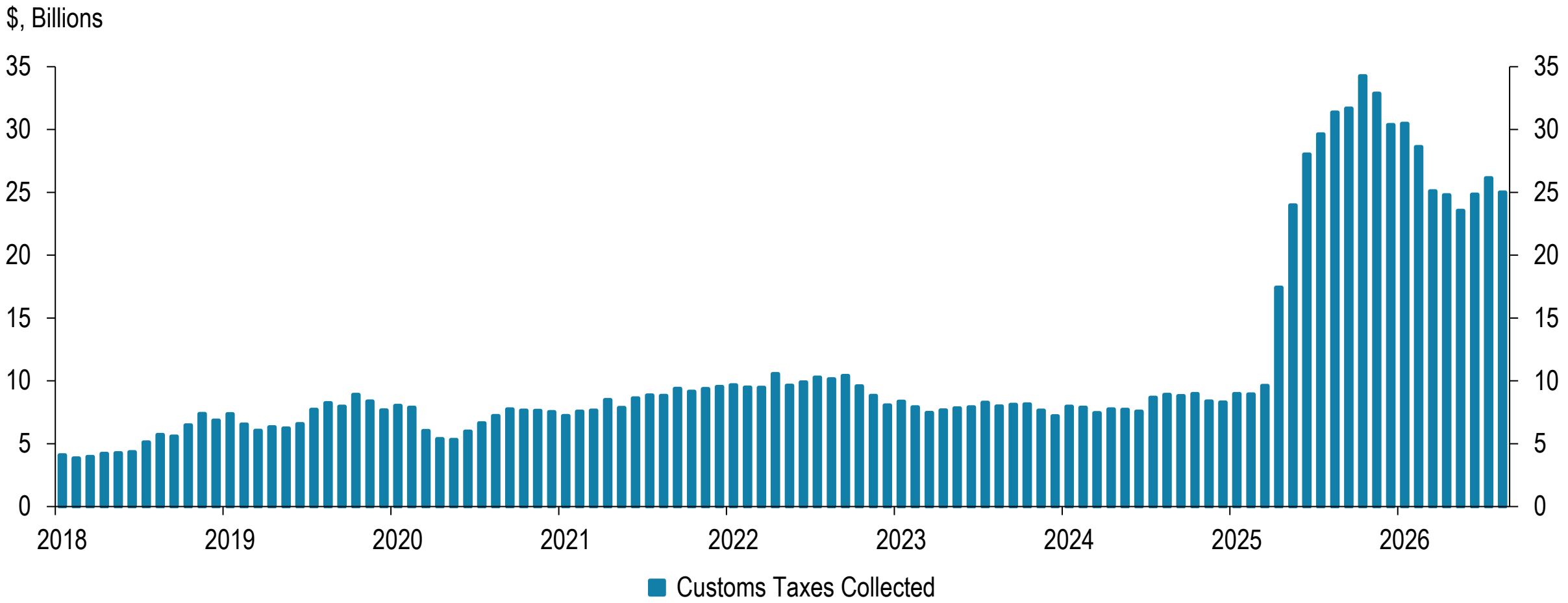



Source: Energy Information Administration, Haver Analytics



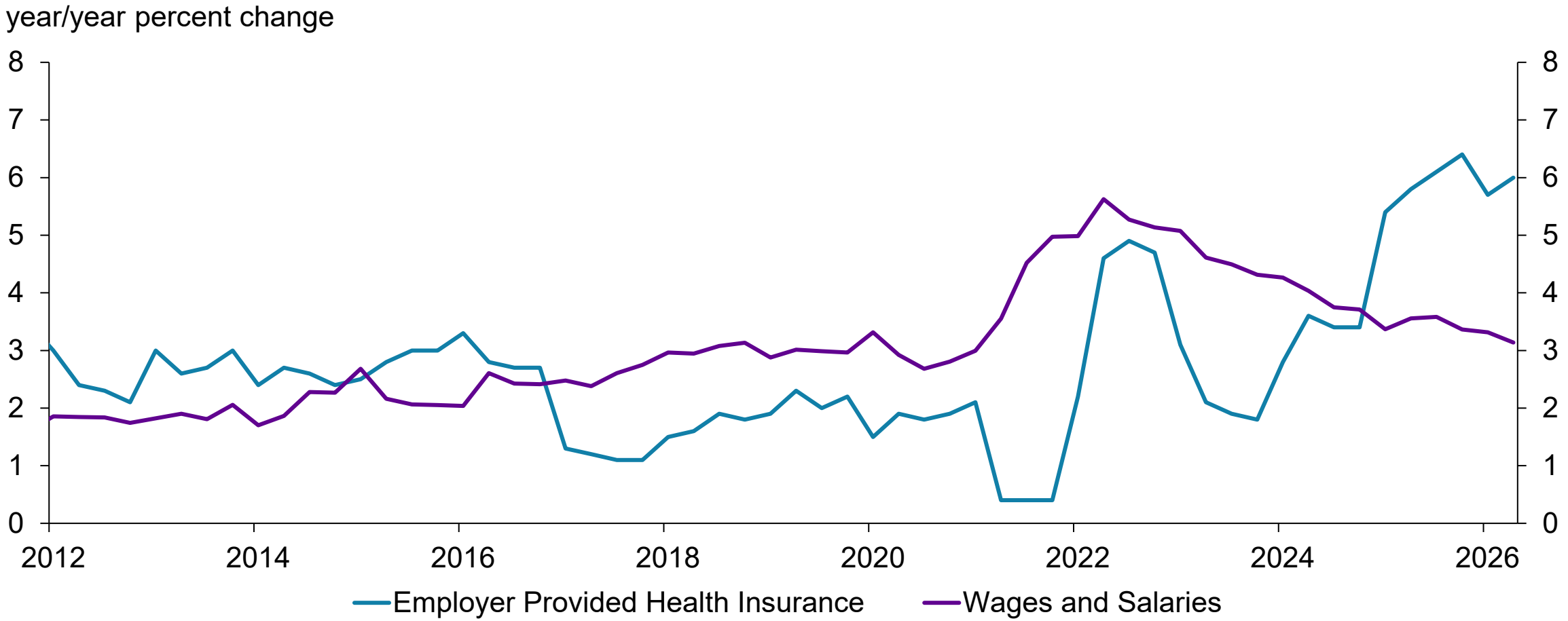

Source: Energy Information Administration, Haver Analytics

# Tariffs remain an ongoing expense for many businesses



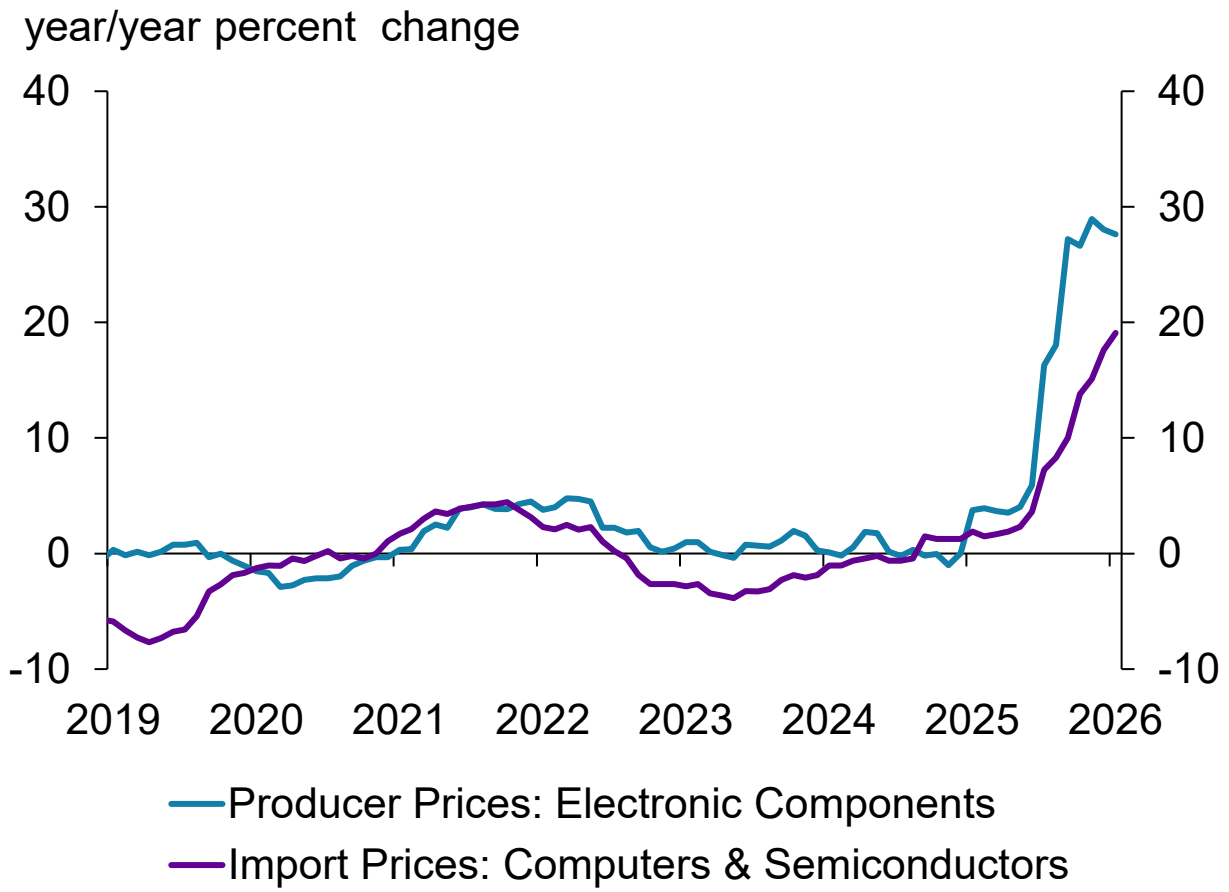

Source: U.S. Treasury, Haver Analytics

# Healthcare costs are rising quickly

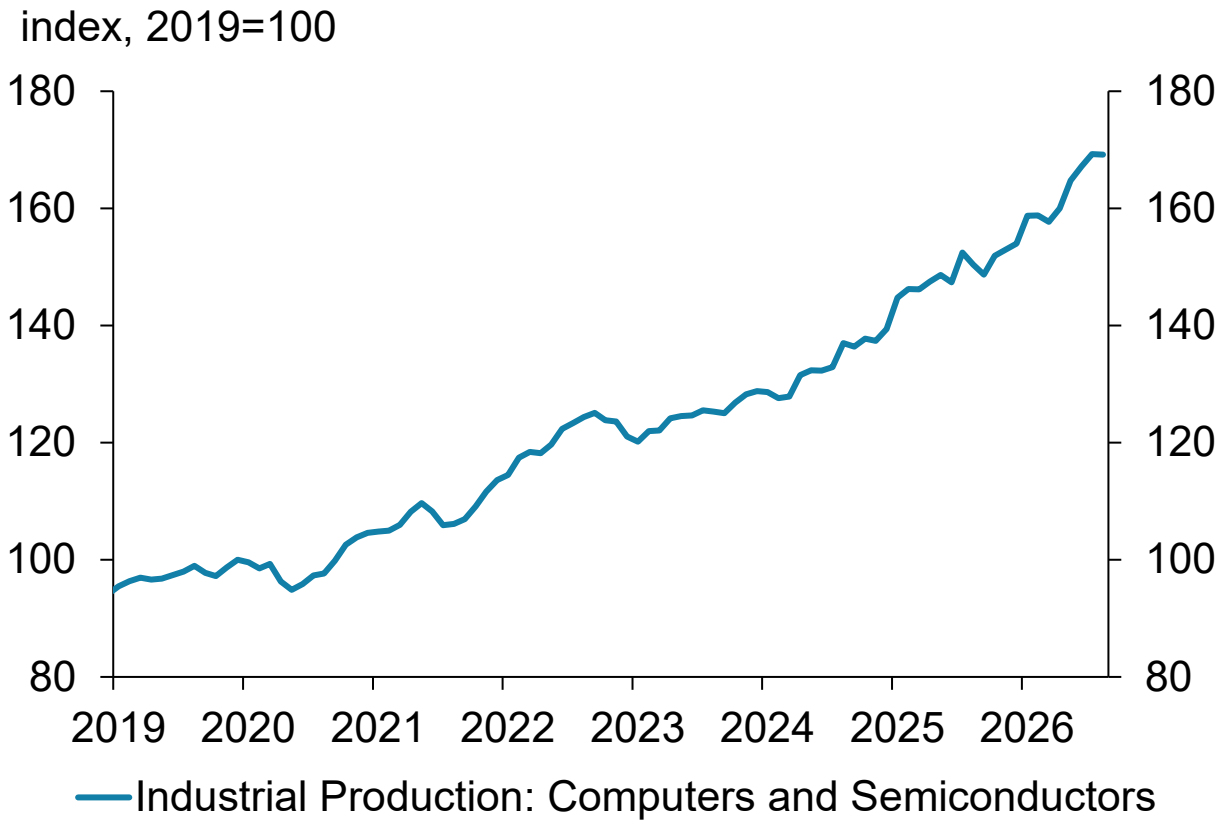



Source: Bureau of Labor Statistics, Bureau of Economic Analysis, Haver Analytics

# The AI buildout is boosting prices and activity

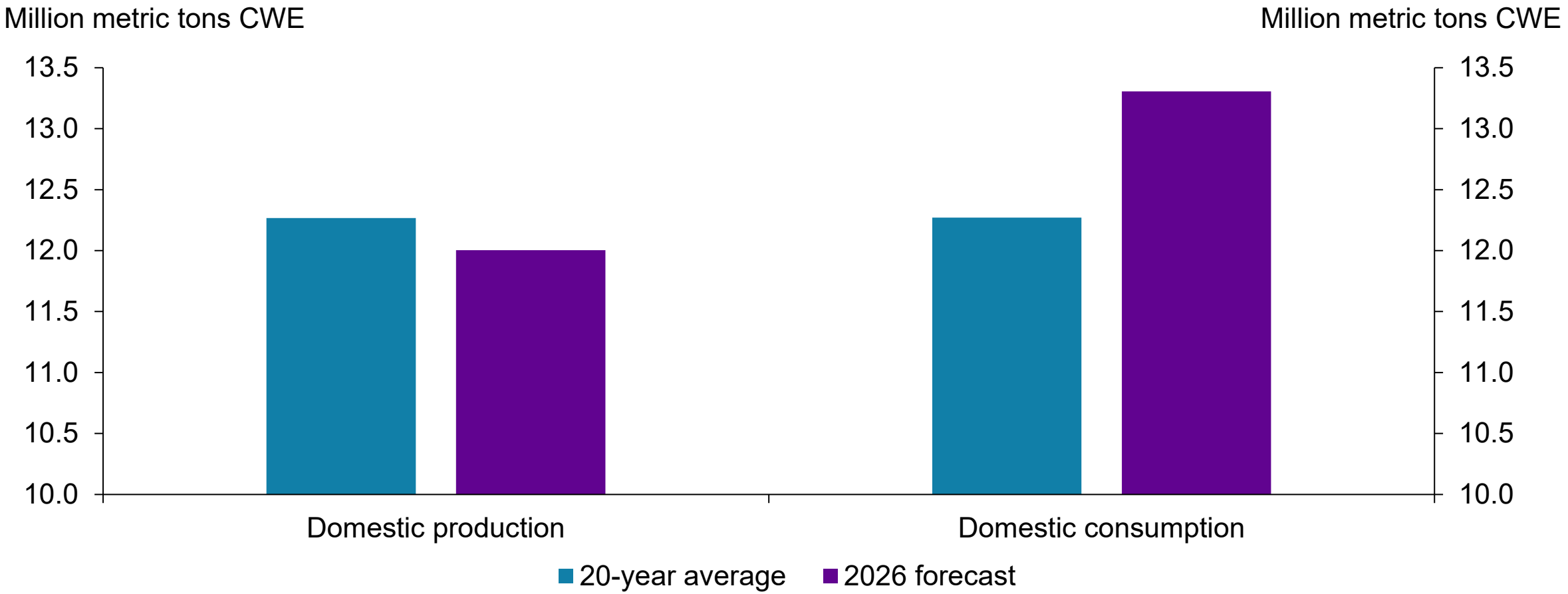



Source: Bureau of Labor Statistics, Haver Analytics



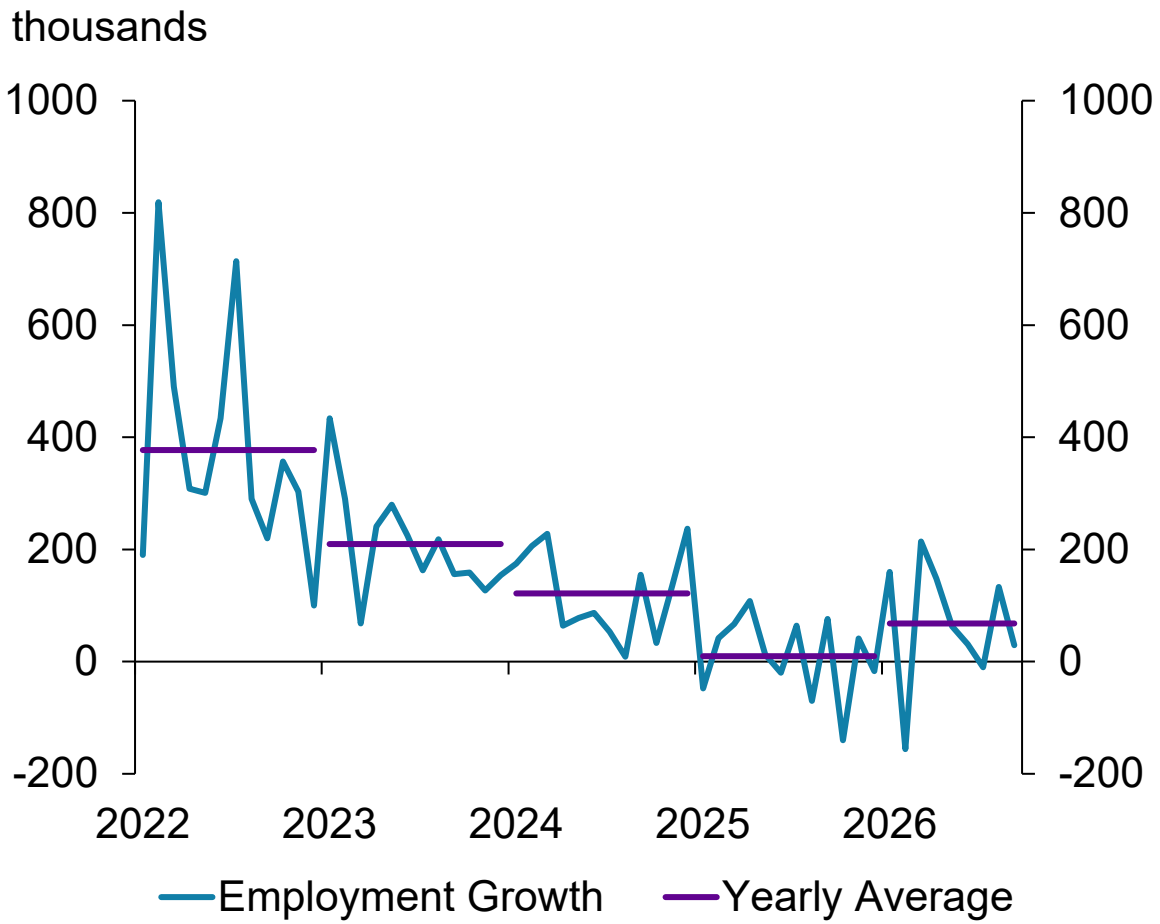

Source: Federal Reserve Board, Haver Analytics

# Imbalances Driving Inflation: Beef

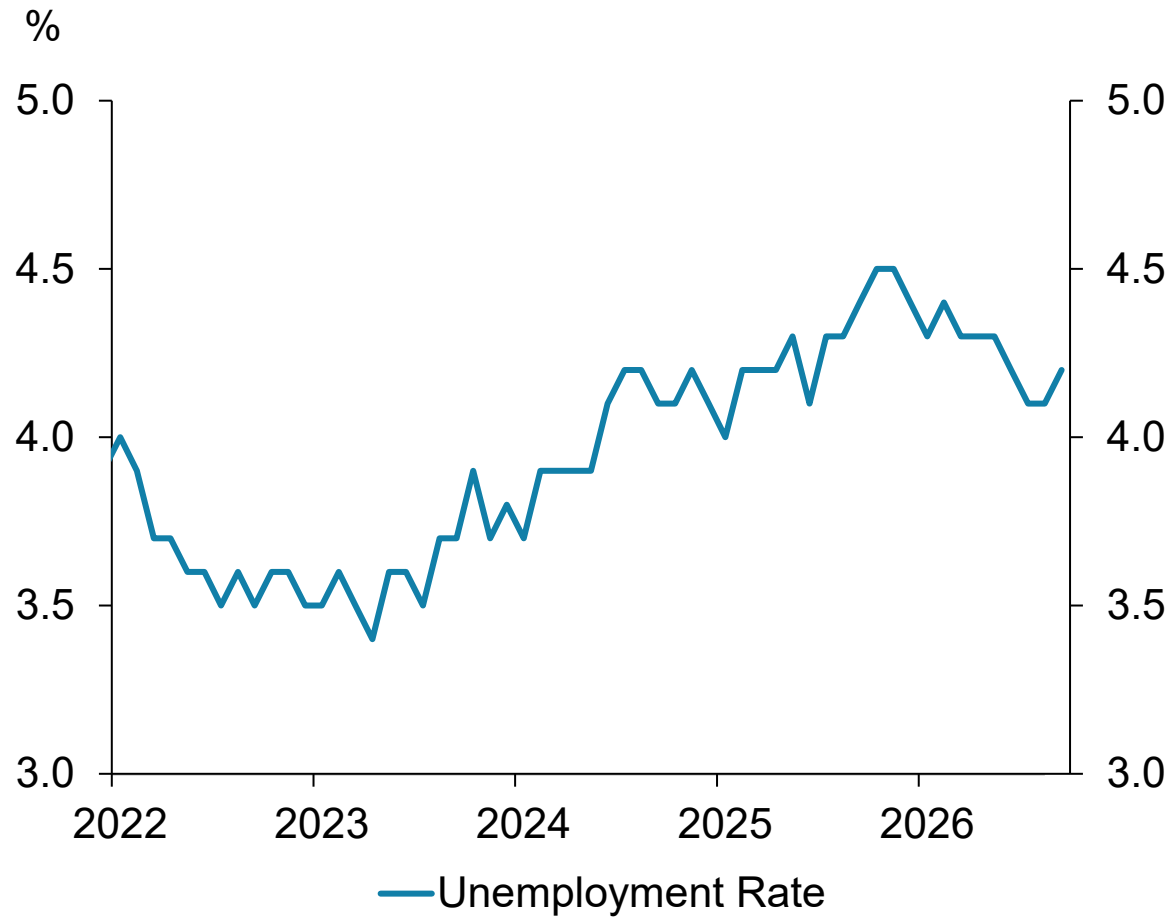



Note: CWE refers to carcass weight equivalent, a standardized measurement used by the meat industry to determine the total weight of meat cuts.
Sources: Scott, Francisco (2026), USDA, and author's calculations.

# As population growth slows, fewer job gains are needed to keep the unemployment rate low

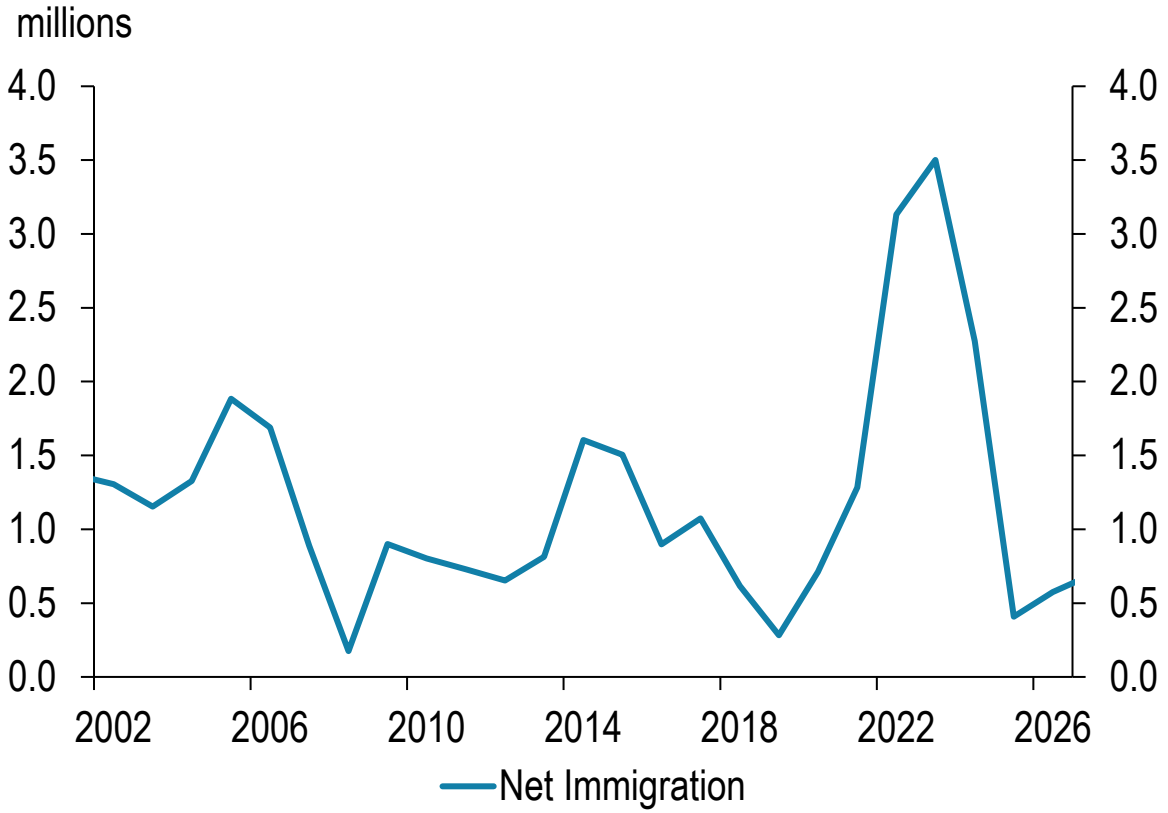



Source: Bureau of Labor Statistics, Haver Analytics

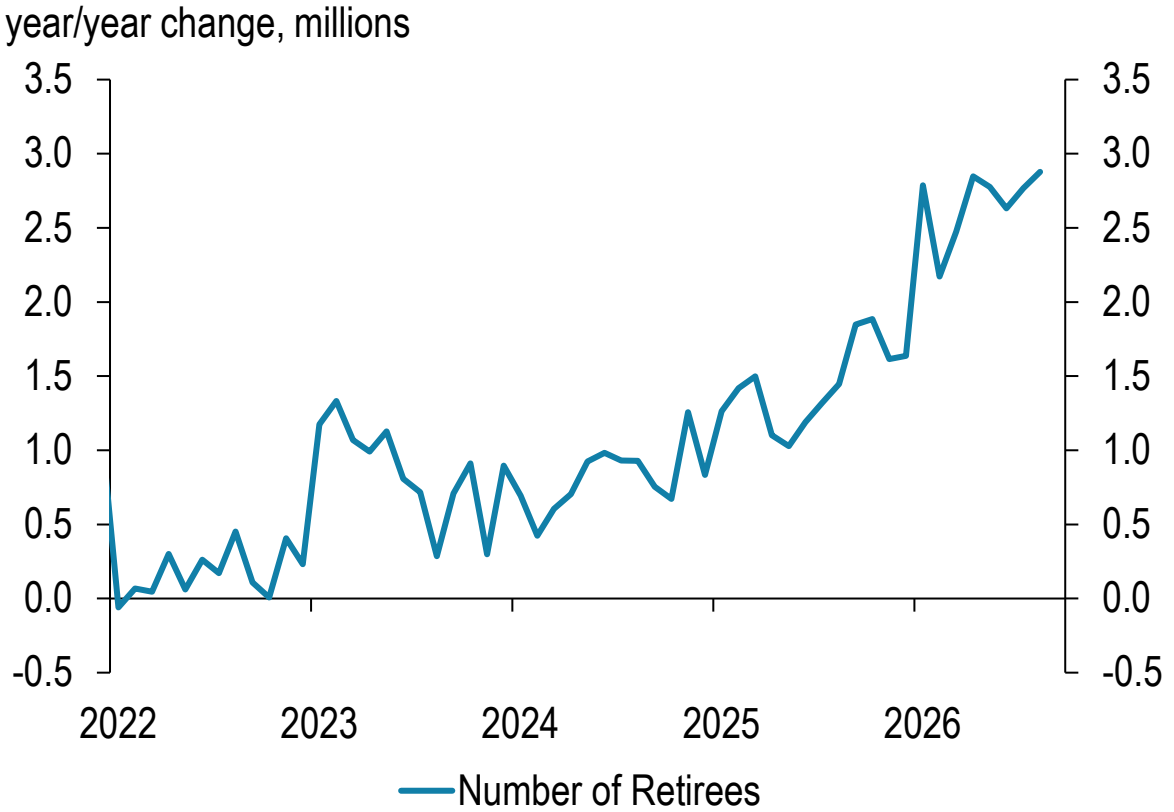



Source: Bureau of Labor Statistics, Haver Analytics

# Demographics are reshaping the labor force




Source: Congressional Budget Office




Note: The Number of Retirees is inferred from the Current Population Survey using the number of individuals who are over the age of 55, not in the labor force, and report that they do not want a job. Plotted as a 6-month moving average.

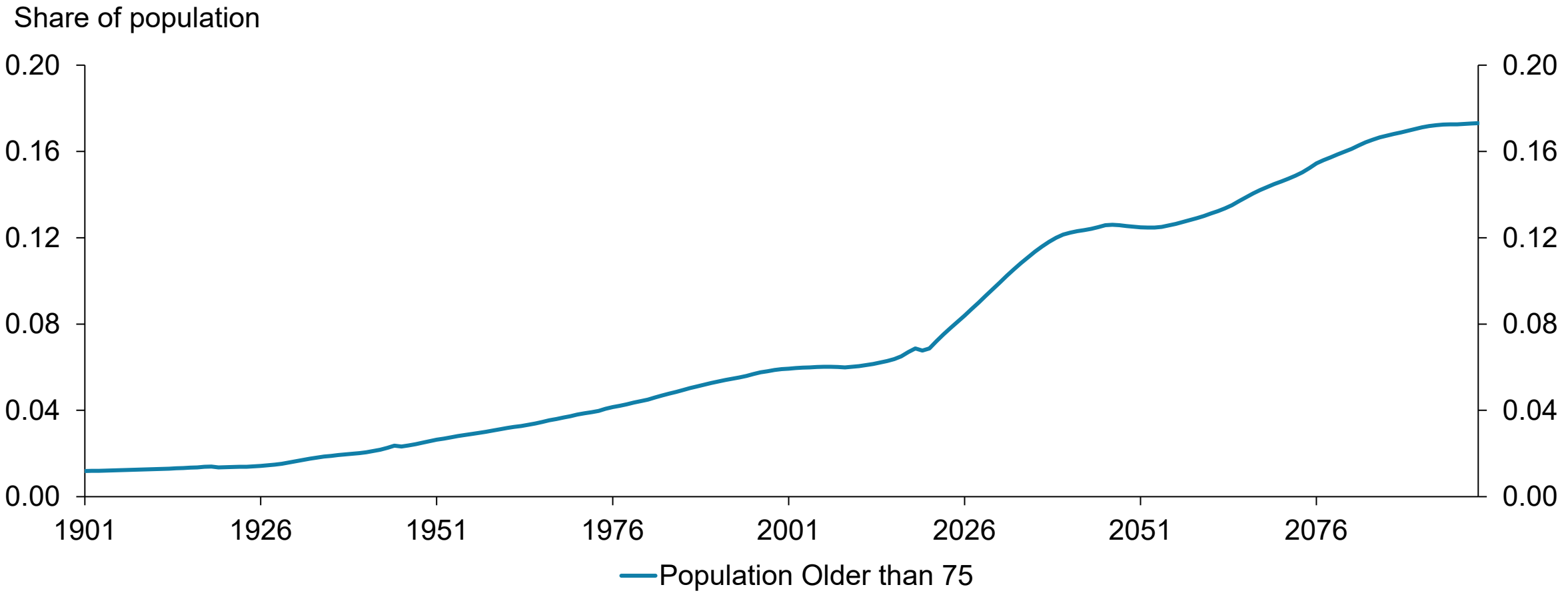
Source: Bureau of Labor Statistics, Haver Analytics

# The working age population is not growing



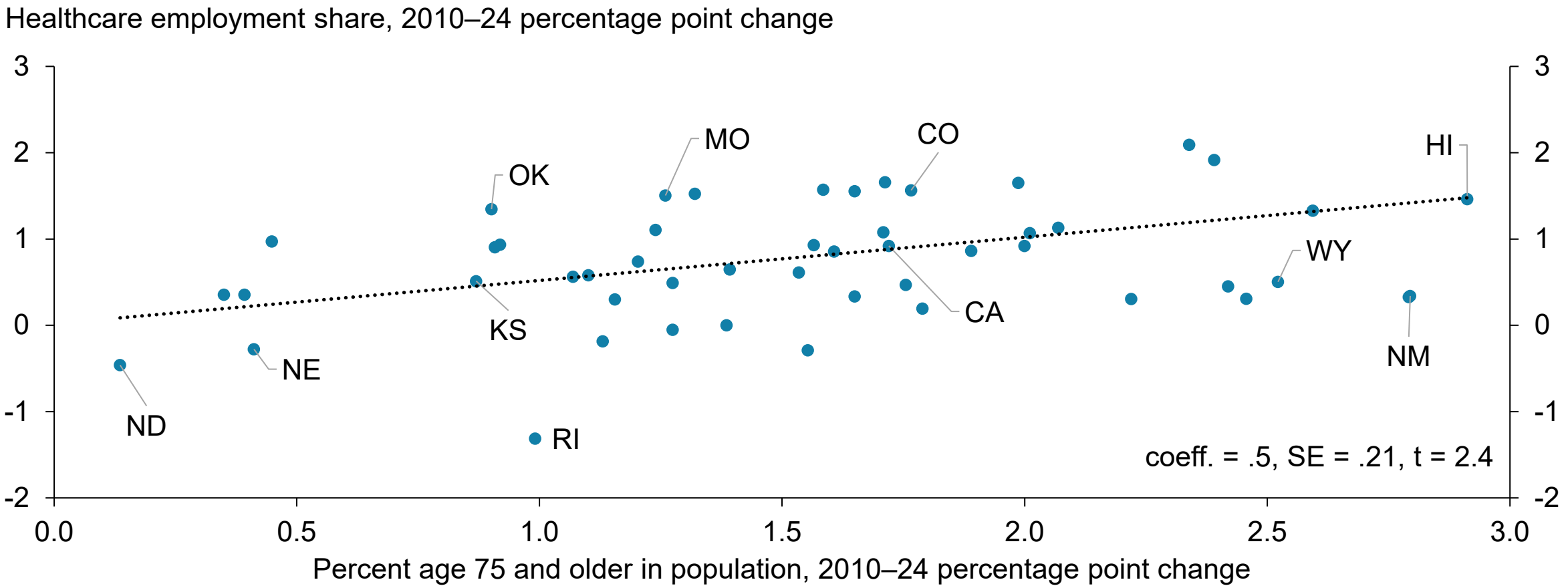

Source: U.S. Census Bureau, Haver Analytics

# Population is aging rapidly …



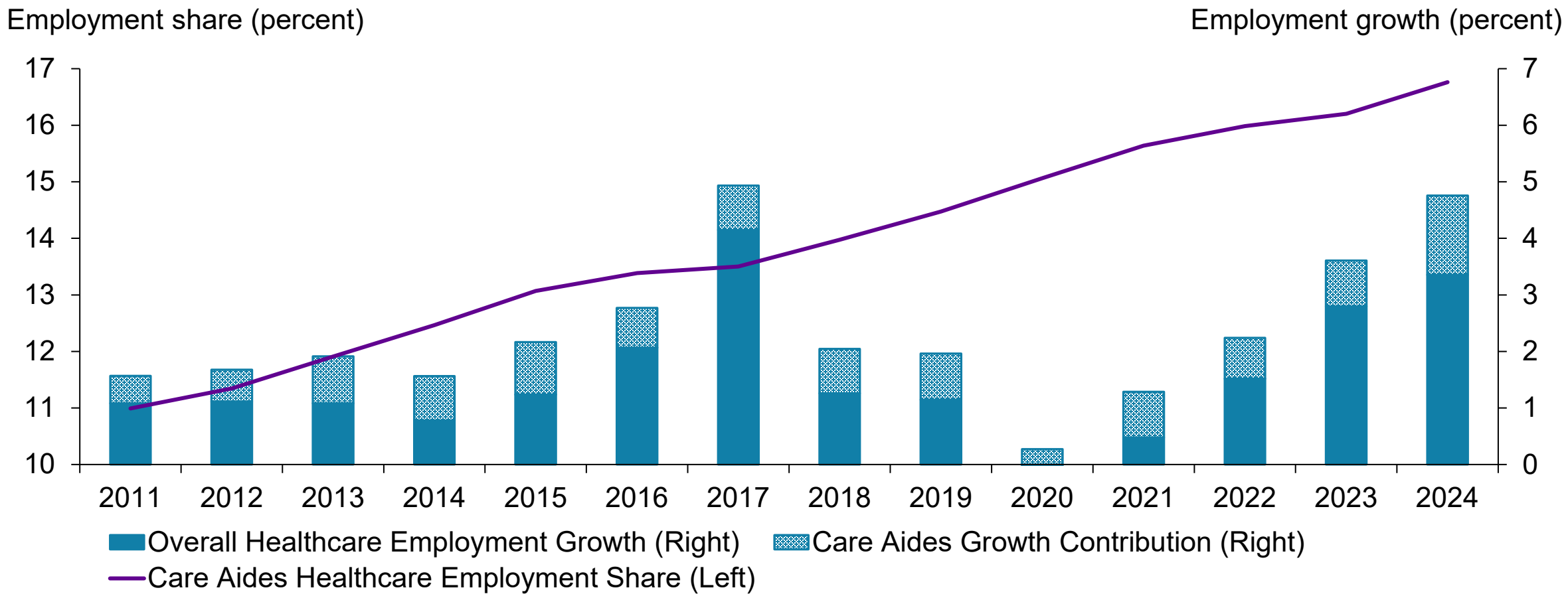

Sources: Census Bureau, Haver Analytics

# … contributing to healthcare employment …



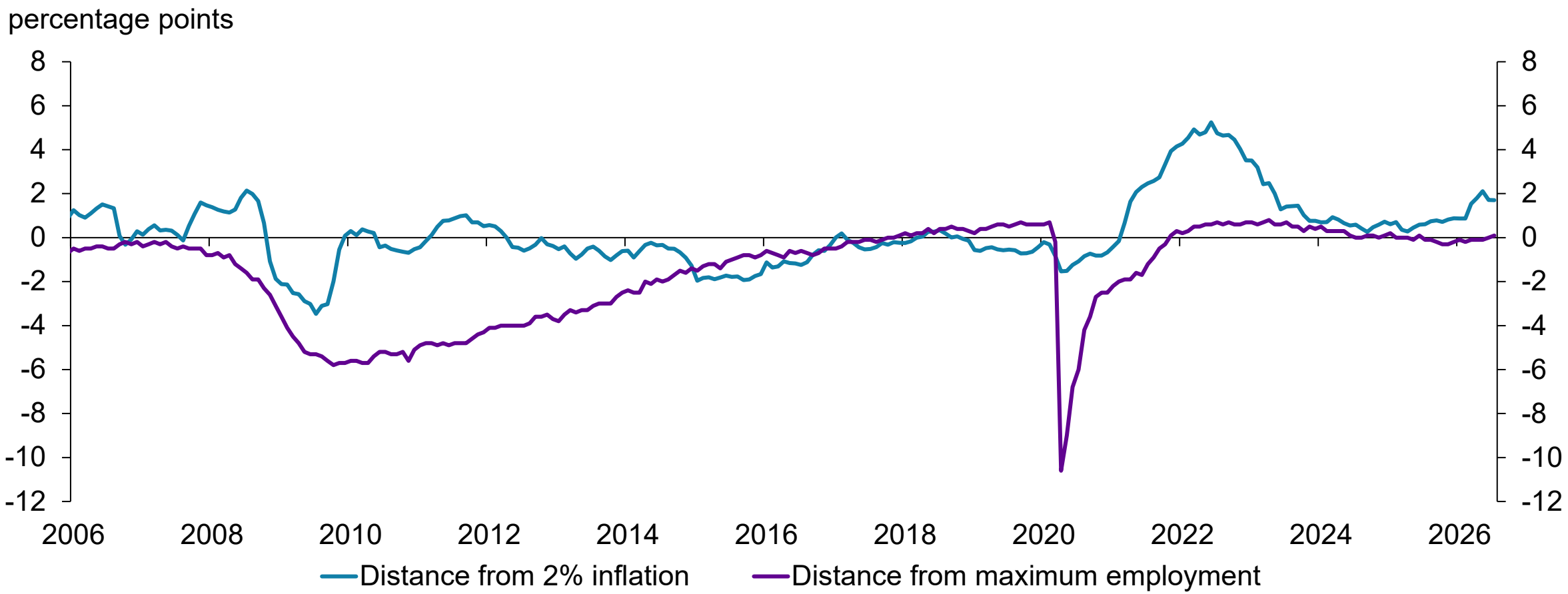

Sources: Census Bureau, Cohen (2026)

# … and shift towards home health care



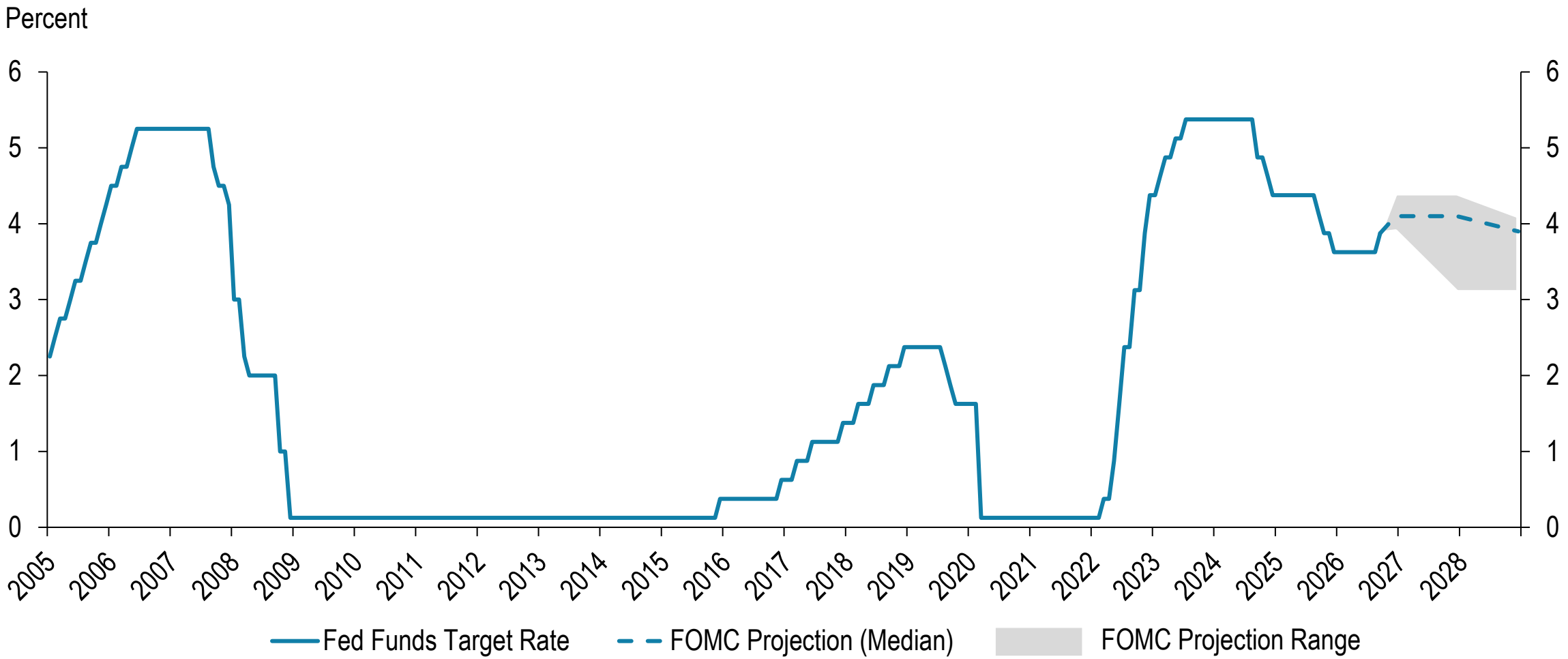

Sources: Bureau of Labor Statistics, Cohen (2026)

# The Dual Mandate: Maximum employment and price stability



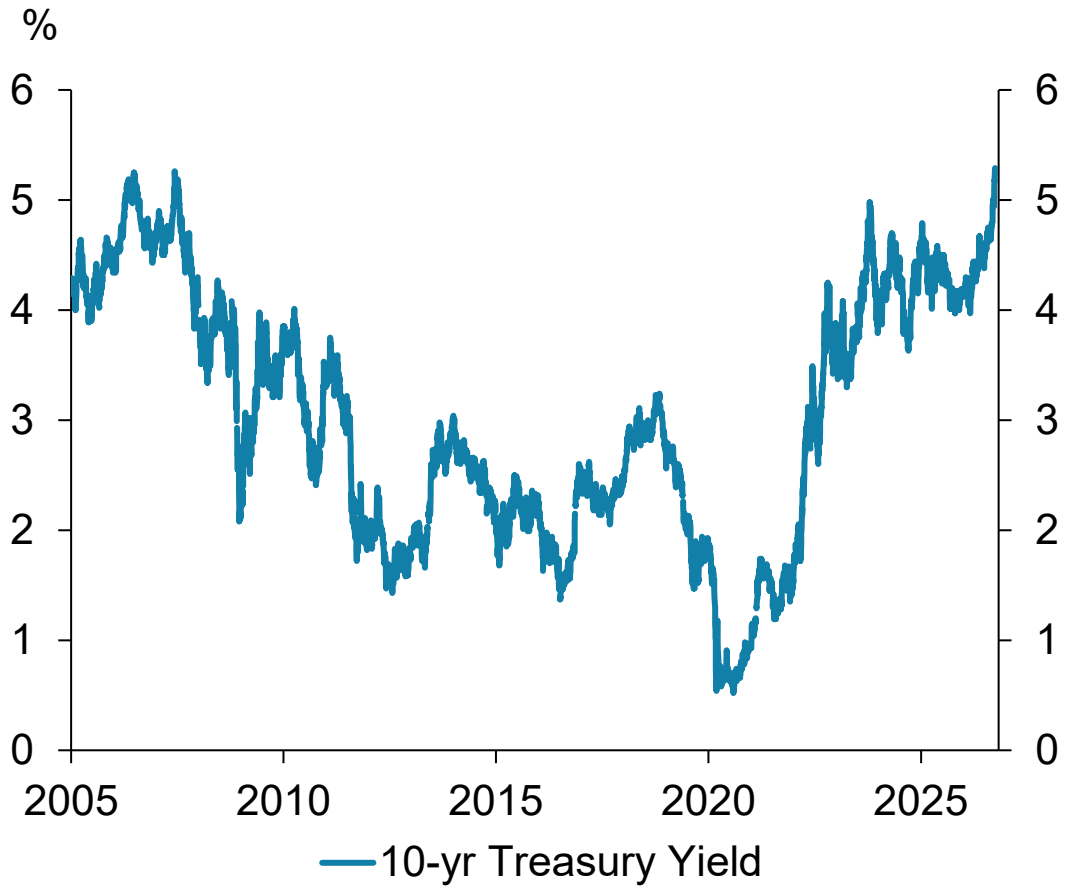

Notes: Distance from maximum employment is measured by 4.2% less the unemployment rate. 4.2% is median projection for longer-run unemployment from the September 2026 Summary of Economic Projections.
Source: Bureau of Economic Analysis, Bureau of Labor Statistics, Federal Reserve Board, Haver Analytics

# The FOMC raised the federal funds rate in September and signaled that further rate hikes may be warranted

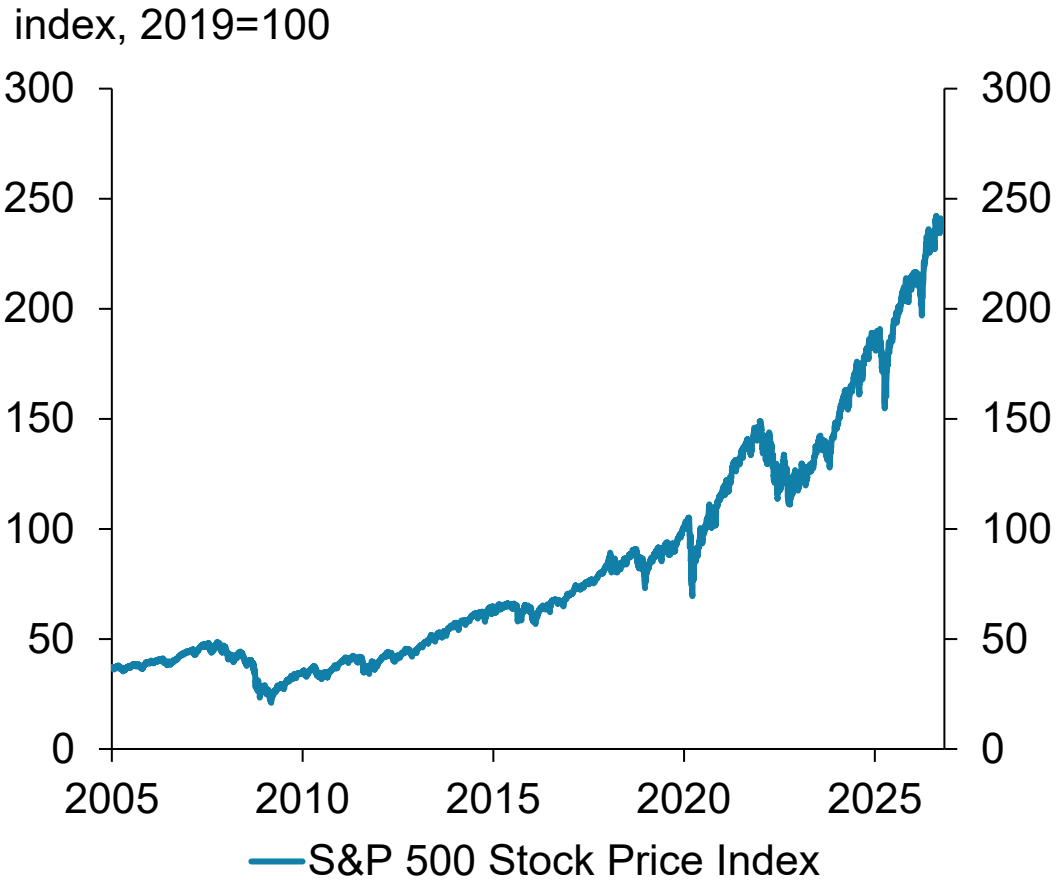



Source: Federal Reserve Board, Haver Analytics

# Long-term rates have increased in recent years, alongside equity prices




Source: Federal Reserve Board, Haver Analytics




Source: Standard and Poor's, Haver Analytics

KC Fed Research

FEDERAL RESERVE BANK OF KANSAS CITY

Email Alerts

# Resources from the Kansas City Fed's Economic Research Department

- **Charting the Economy**
  Timely economic content curated by research staff at the Federal Reserve Bank of Kansas City.

- **Labor Market Conditions Indicators**
  Two monthly measures of labor market conditions based on 24 labor market variables.

- **Kansas City Financial Stress Index**
  A monthly measure of stress in the U.S. financial system based on 11 financial market variables.

**Stay up to date on our latest research: Subscribe to KC Fed Research Email Alerts (Right QR)**

NONCONFIDENTIAL // EXTERNAL
NONCONFIDENTIAL // EXTERNAL

# Tariffs in the United States

## October 2026

**Johannes Matschke**
**Senior Economist**
**Federal Reserve Bank of Kansas City**

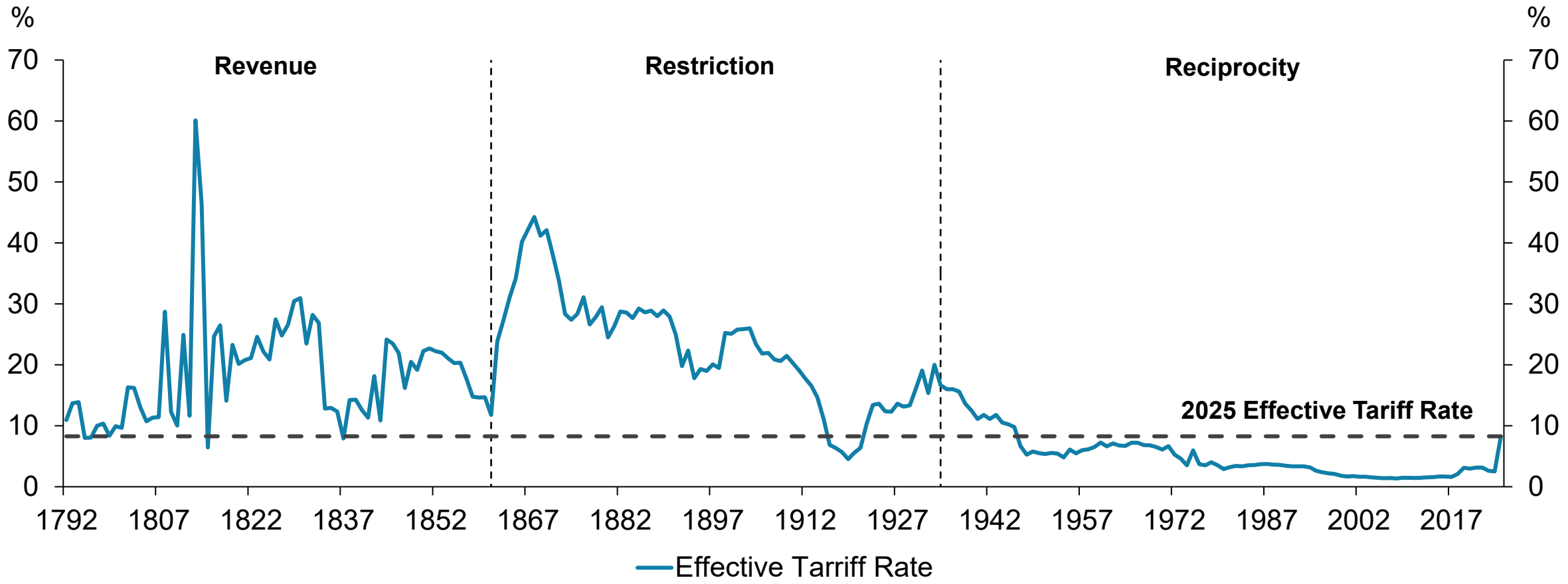
The views herein are those of the presenter and are not official views of the Federal Reserve.

FEDERAL RESERVE BANK OF KANSAS CITY
Denver / Oklahoma City / Omaha

# Themes

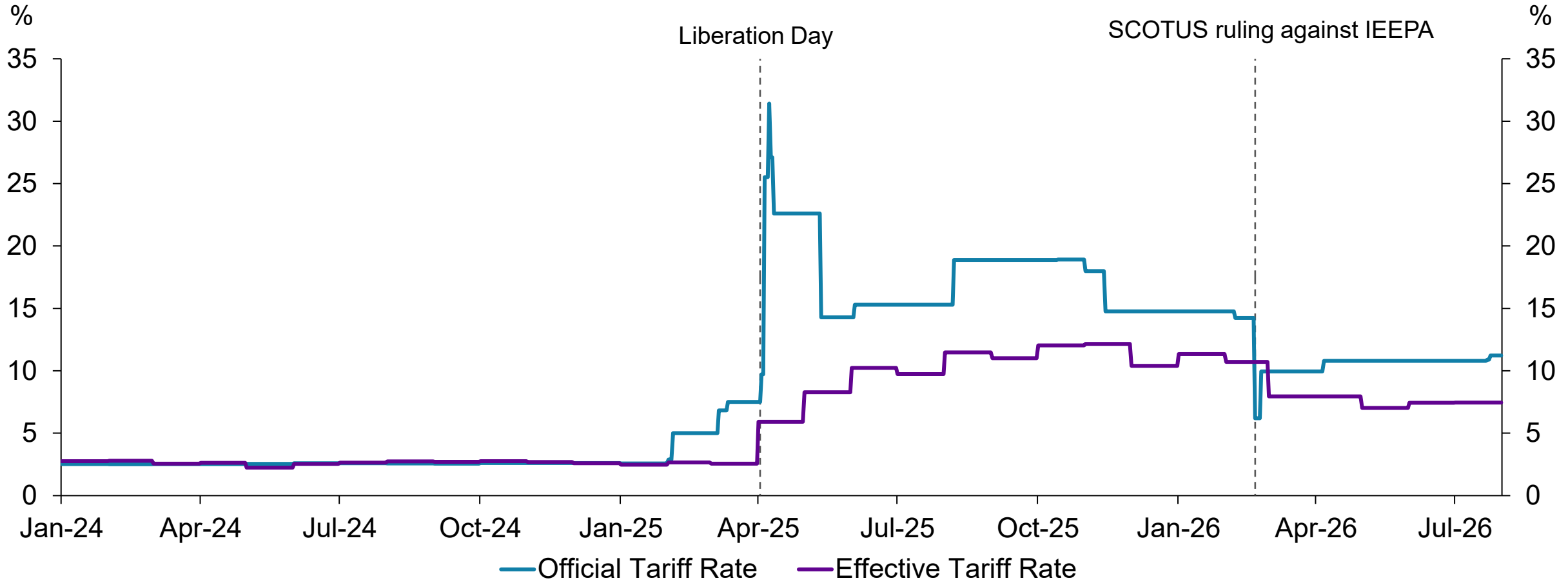
- Tariffs have a long history in the United States to raise revenue and protect certain industries.
- The uncertainty around recent tariffs and their level likely created a small drag on economic activity.
- However, the tariffs had a larger impact on prices. Input prices have risen and are gradually passed on to consumers.
- Driven by resilient demand, firms plan to pass on more tariff-related costs, which poses an upside risk to inflation.

# Tariffs are the highest in 80 years



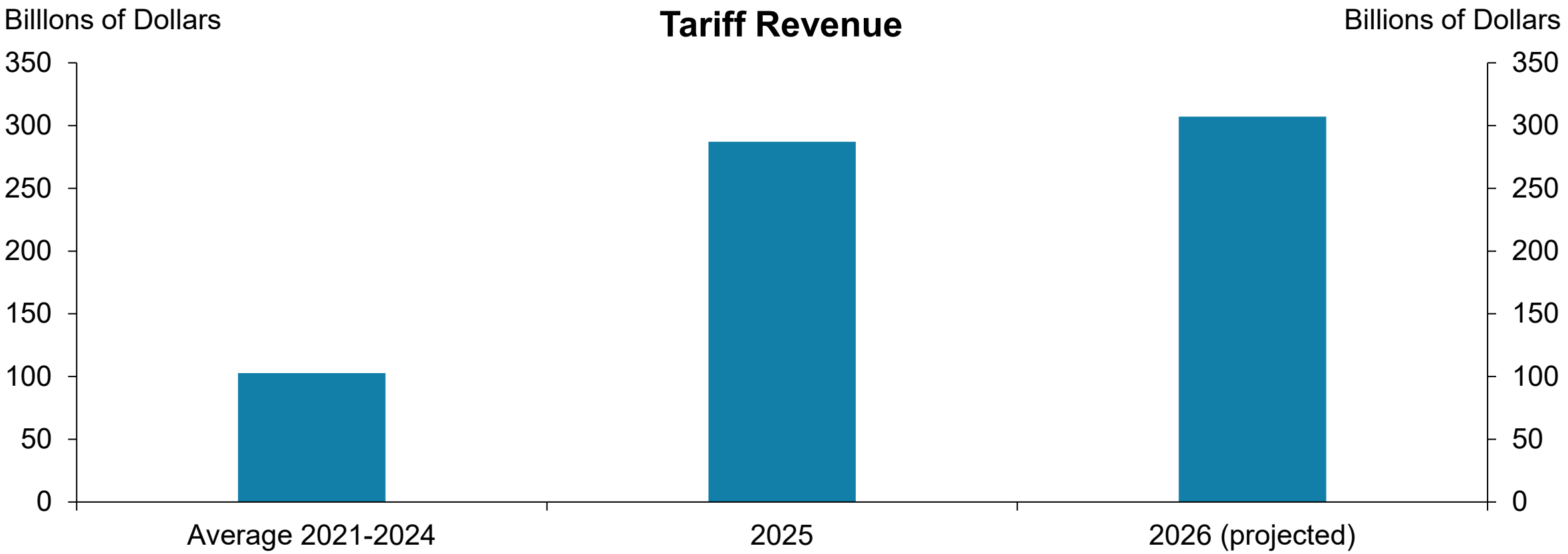

Sources: Historical Statistics of the United States, BEA

# The effective tariff rate is about a third lower than the official tariff rate




Sources: Trade War Tracker, Department of Treasury, Wiser Trade

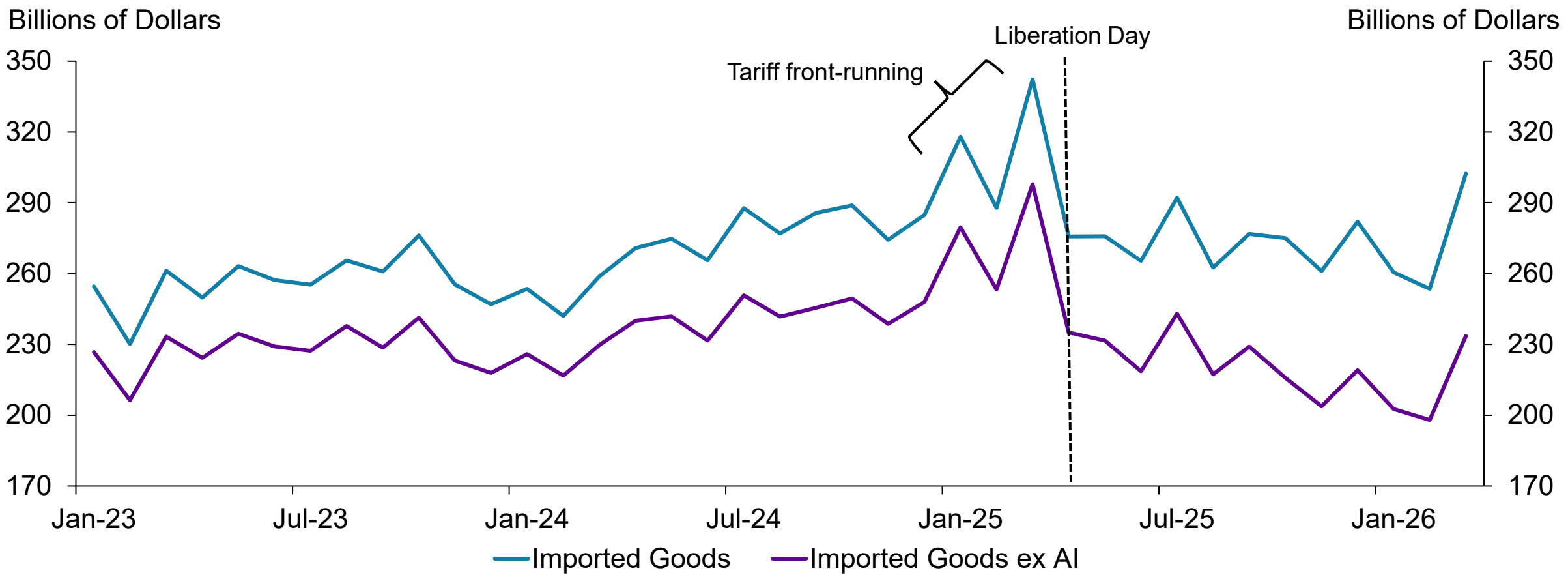
# Tariff revenues have tripled and account for 5% of the federal budget




*Note: Revenues include $166 billion related to IEEPA.*

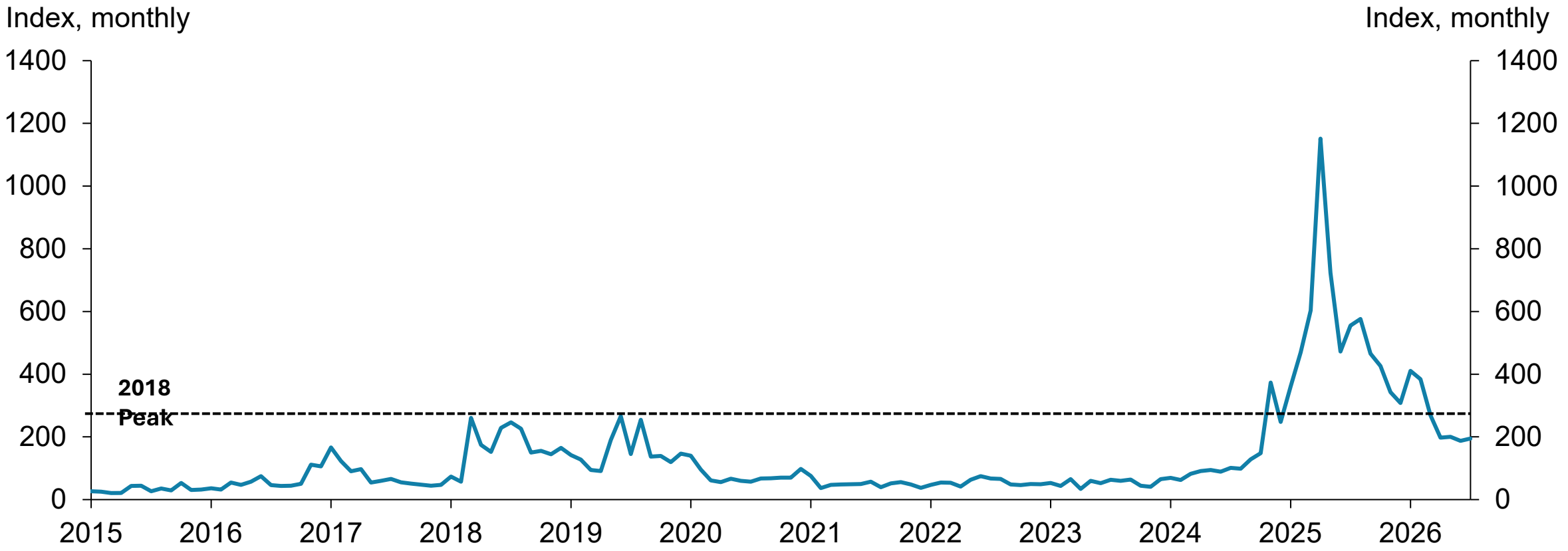
Sources: Penn Wharton Budget Model

# Imports are increasingly driven by tariff exempt AI related components



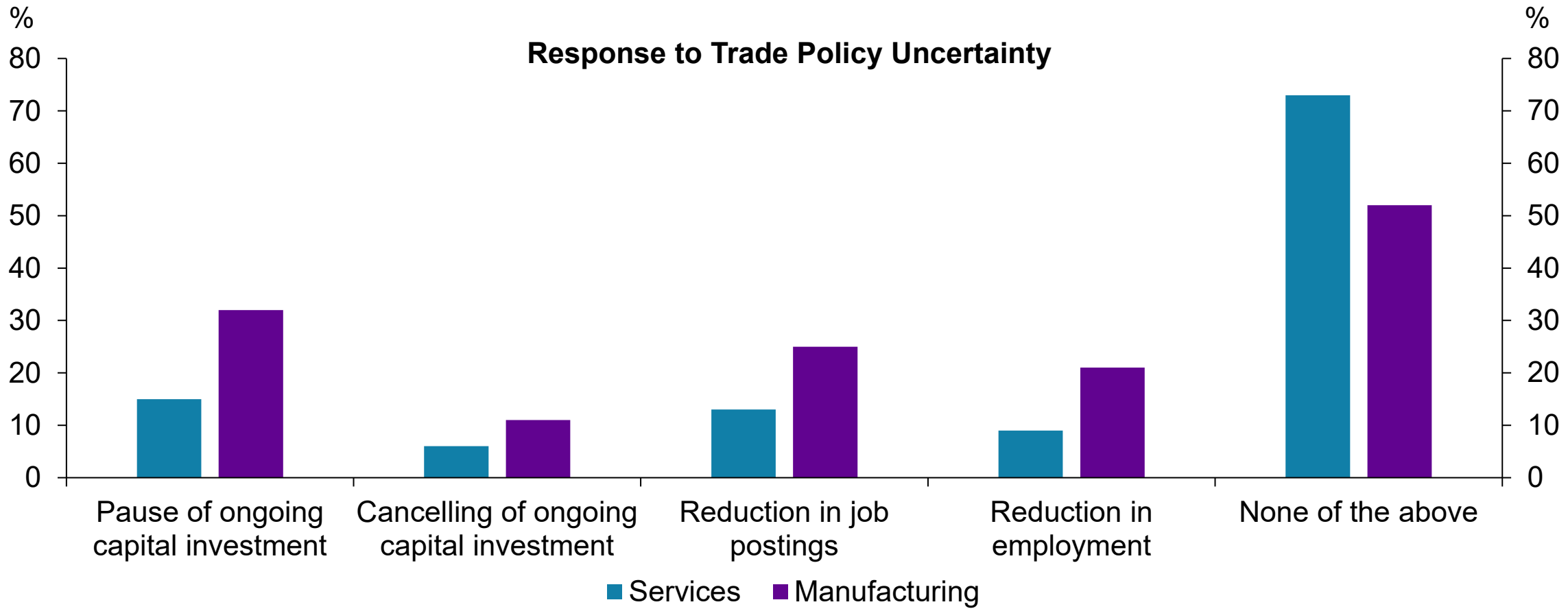

Sources: US Census

# Tariff uncertainty has been exceptionally high and remains elevated



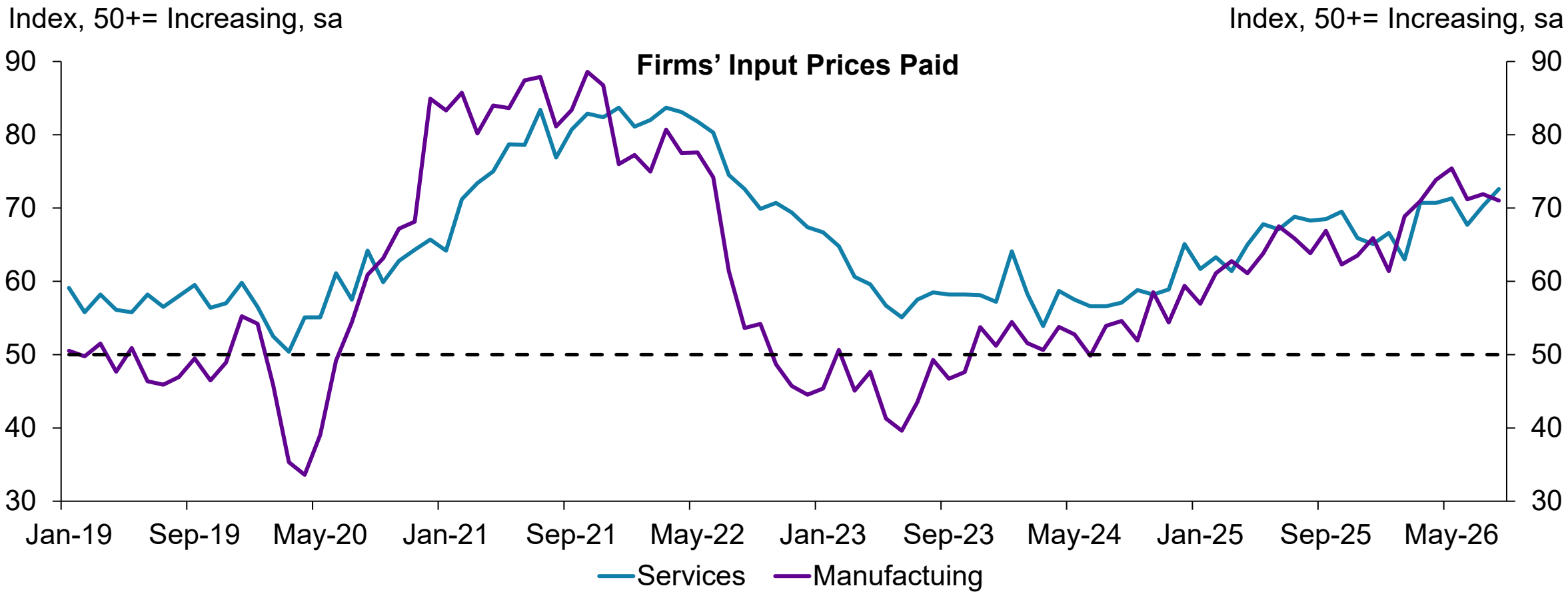

Sources: Caldara, Dario, Matteo Iacoviello, Patrick Molligo, Andrea Prestipino, and Andrea Raffo (2020)

# Uncertainty reduces economic activity




Sources: KCFED Surveys

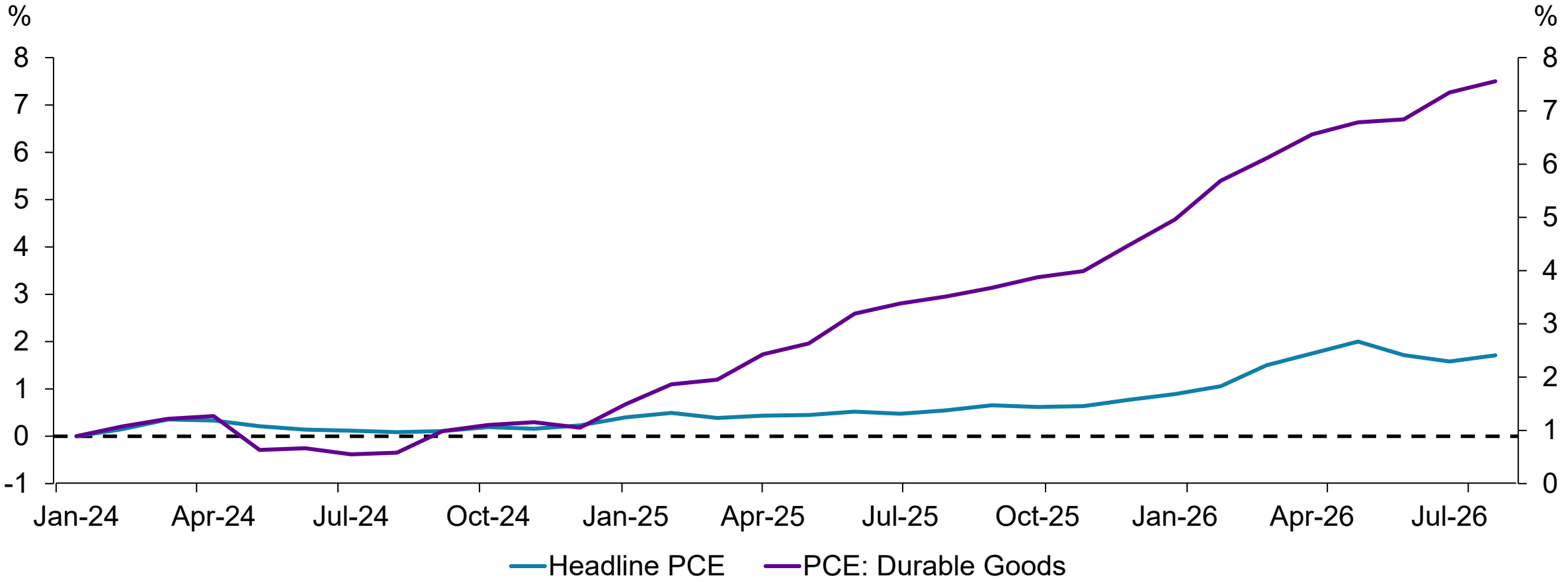
# Firms across sectors pay higher input prices




Sources: ISM

NONCONFIDENTIAL // EXTERNAL

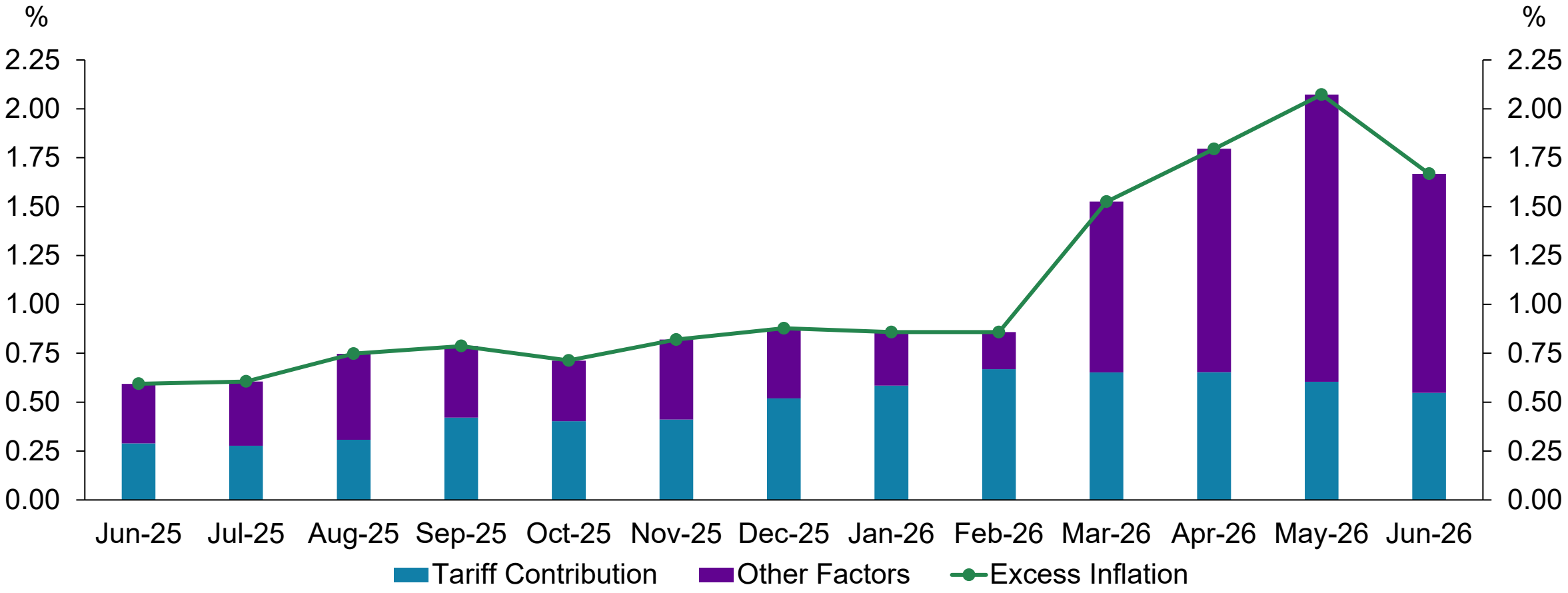
# Durable goods prices increased notably




*Note: Detrended cumulative % change relative to January 2024.*

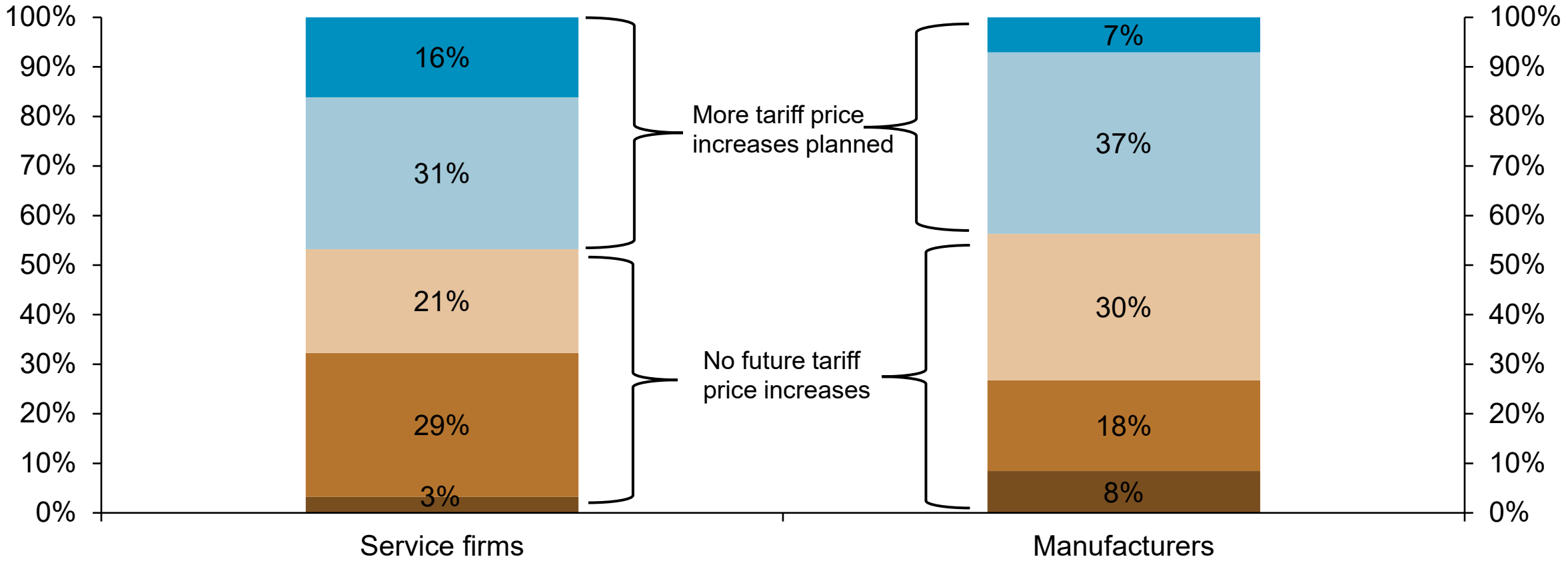
Sources: BEA, Author's Calculations

# The tariff effect on consumer prices peaked in early 2026




Sources: St. Louis Fed

# But more tariff pass-through is in the pipeline




Sources: New York Fed, Regional Business Surveys

KC Fed Research

Email Alerts

# Resources from the Kansas City Fed's Economic Research Department

- Charting the Economy
  Timely economic data curated by research staff at the Federal Reserve Bank of Kansas City.

- Economic Bulletin
  Timely, accessible snapshots of the Kansas City Fed's latest economic findings and perspectives on national and international economic conditions and issues related to monetary policy, industries and markets.

- Economic Review
  A quarterly research publication with articles on macroeconomics and monetary policy, regional and international economics, and banking and financial markets.

**Stay up to date on our latest research: Subscribe to KC Fed Research Email Alerts (Right QR)**

# Energy Outlook

## The 2026 oil shock: why crude prices rose less, and where the pressure went

**Nida Çakır Melek**

**Senior Economist**

**Federal Reserve Bank of Kansas City**

The views expressed are those of the presenter and do not necessarily reflect the positions of the Federal Reserve Bank of Kansas City or the Federal Reserve System.

FEDERAL RESERVE BANK OF KANSAS CITY

Denver / Oklahoma City / Omaha

# The story in four numbers

Markets absorbed much of a record oil supply shock. The strain shifted from crude toward fuels and refining.

**14%**

of world crude supply lost at the peak (12.4 mb/d), about 1.7 times the largest earlier shock

**+69%**

peak rise in monthly crude prices, versus +105% to +381% in 1973, 1979 and 1990

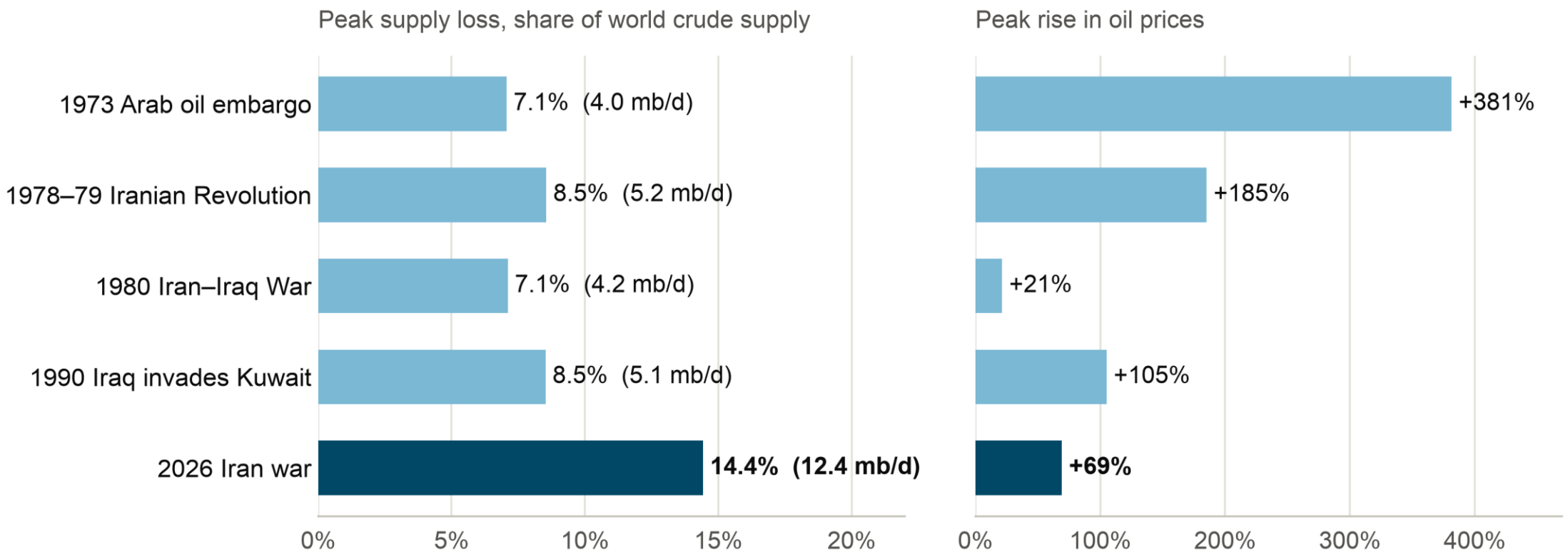
**$91**

diesel crack spread over Brent in September, up from $26 in February

**$6.38**

U.S. retail diesel per gallon (Sept. 28); $3.72 in February

# The largest oil supply shock on record produced a smaller price spike than most past crises

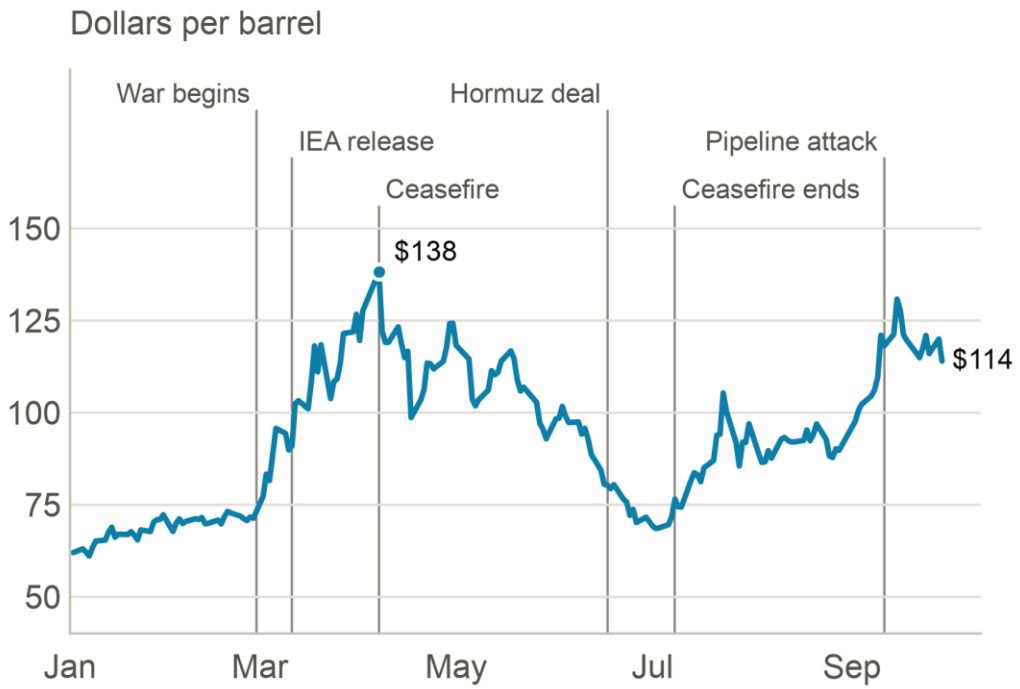



Note: Supply loss = peak production loss of affected producers relative to pre-event world crude production. Price rise is measured from the pre-event monthly average to the highest monthly average within one year.

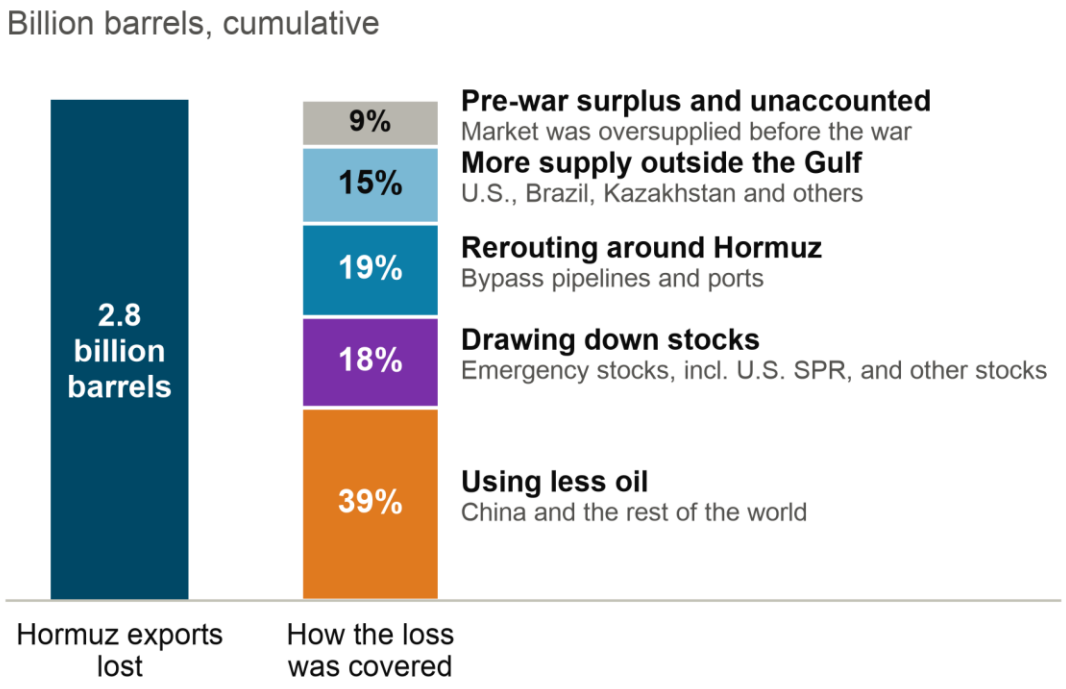
Sources: EIA; World Bank; BIS Annual Economic Report; author's calculations.

# Using less oil and drawing down stocks absorbed most of a 2.8 billion-barrel Hormuz export loss

Brent crude oil and key events, 2026



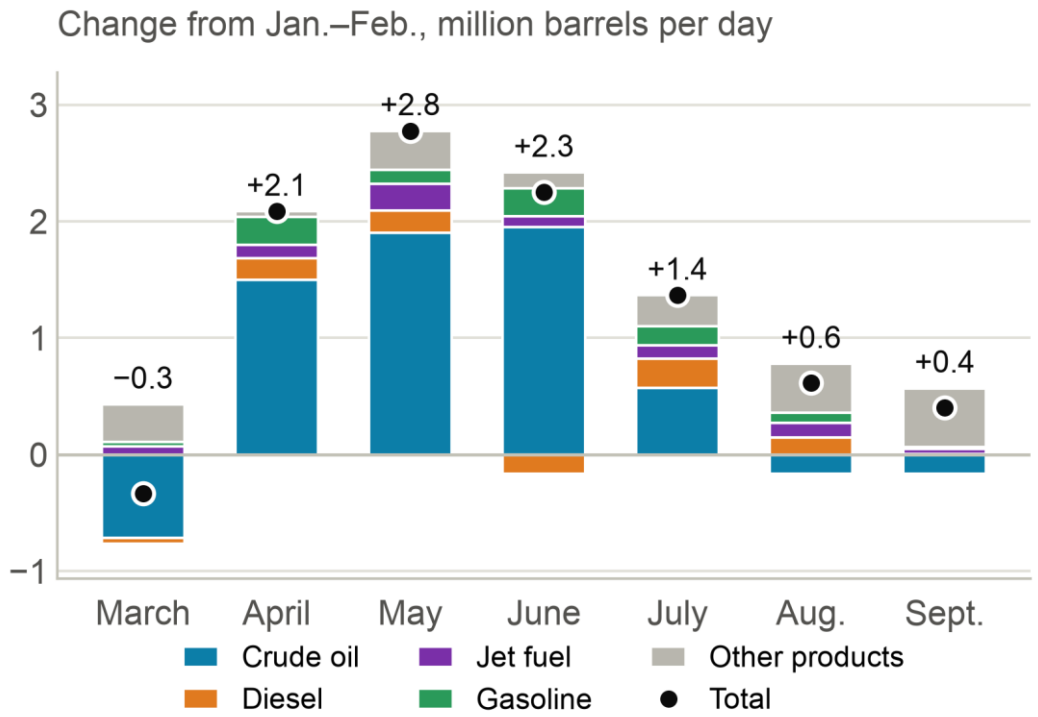

How the loss of Hormuz exports was covered, March–August 2026



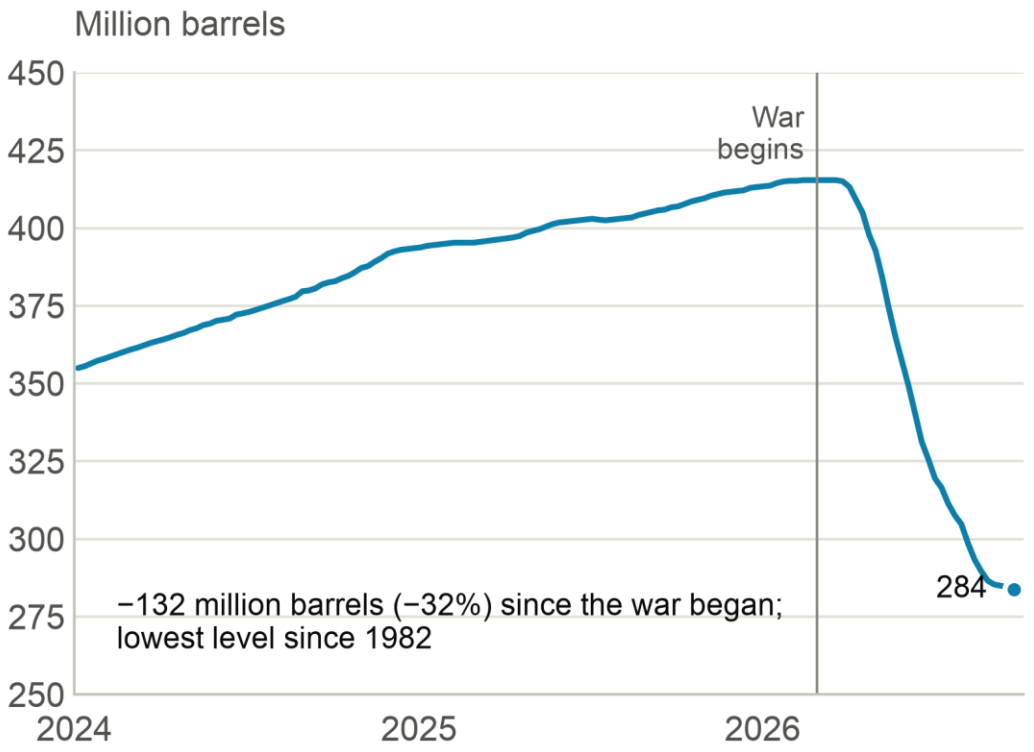

Note: Brent spot price, daily through Sept. 29, 2026. IEA cumulative accounting through August. "More supply" includes seasonal biofuel growth; the residual mainly reflects the prewar surplus.
Sources: EIA (via FRED); IEA (2026), "Oil markets strain to plug the gap left by Middle East supply shortfall," commentary, Sept. 18, licence CC BY 4.0, adapted by the author; news reports (events); author's calculations.

# The U.S. helped absorb the shock through a surge in crude exports in spring, but the buffer has since shrunk

U.S. net exports relative to the usual seasonal pattern



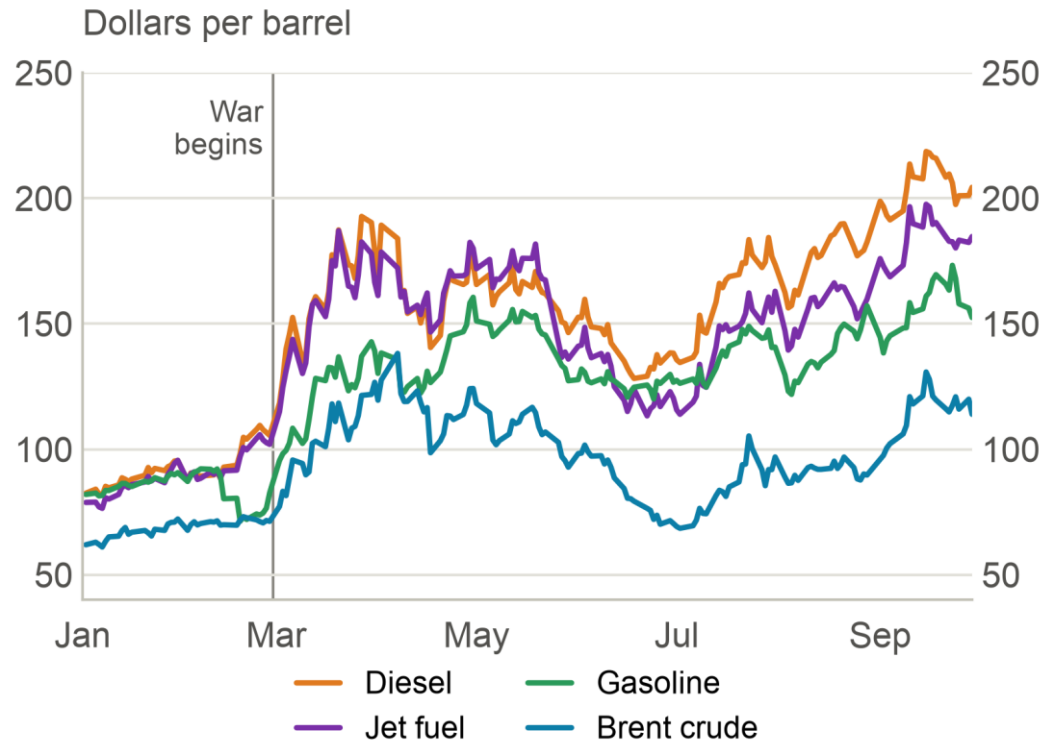

U.S. Strategic Petroleum Reserve



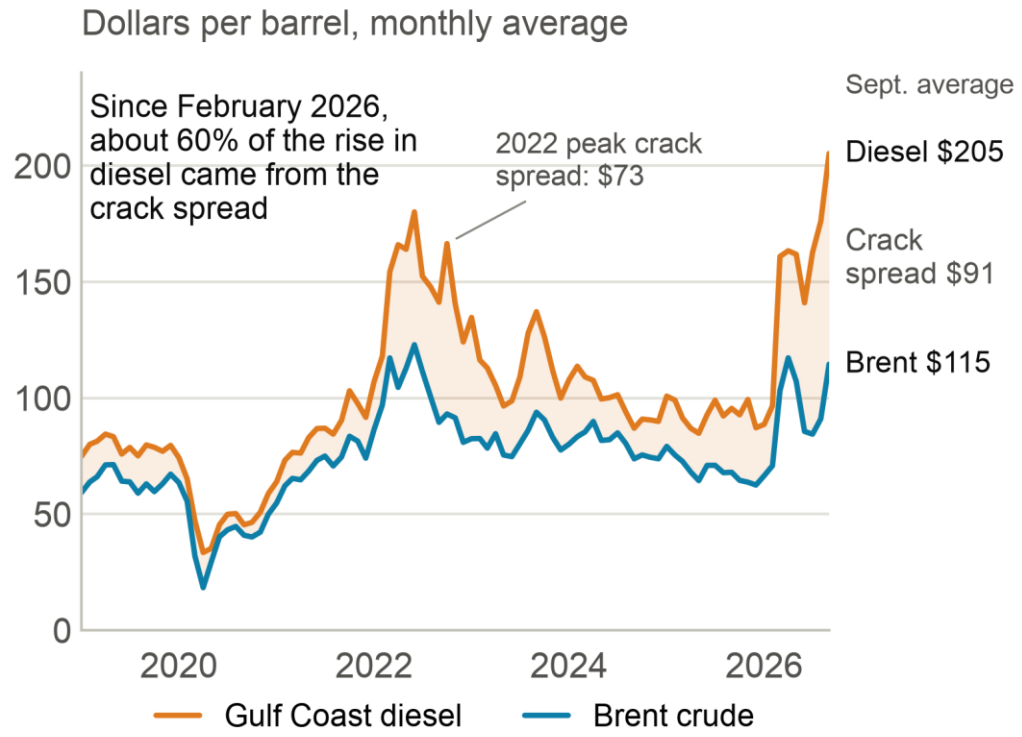

Note: Monthly averages of weekly net exports, relative to Jan.–Feb. and net of the average 2024–25 seasonal change. Data through Sept. 25, 2026.
Source: EIA, Weekly Petroleum Status Report; author's calculations.

# Fuel prices pulled away from crude as product cracks widened

## Daily spot prices, 2026




## U.S. Gulf Coast diesel and Brent

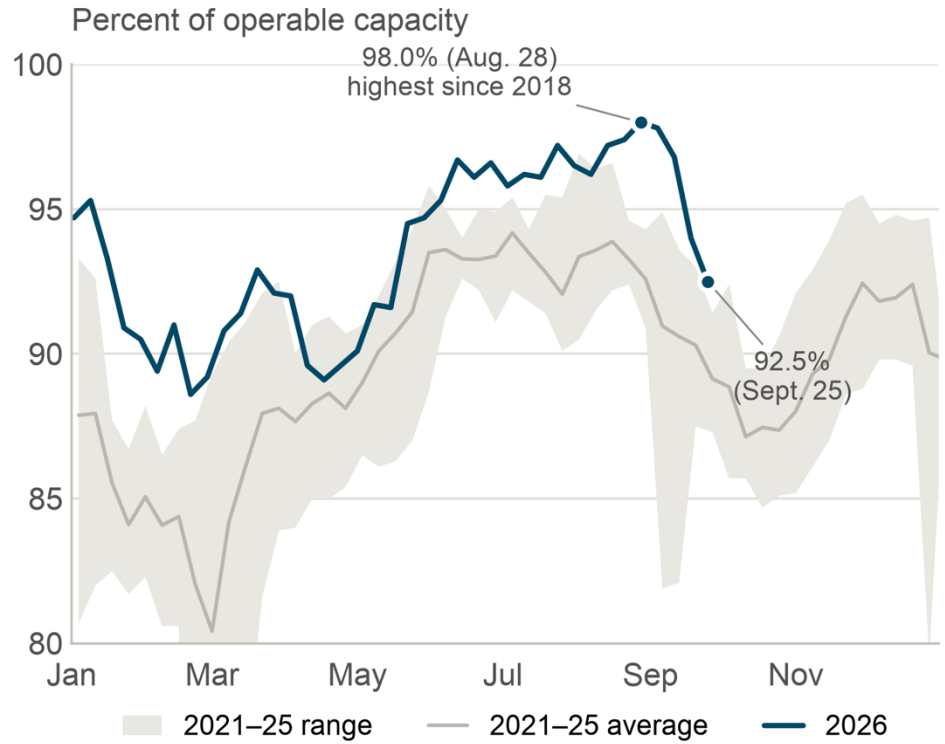



Note: U.S. Gulf Coast (USGC) product prices converted to $/bbl at 42 gal/bbl. Diesel crack spread = USGC ultra-low-sulfur diesel minus Brent; a price spread, not refiners' accounting profit margin. Data through Sept. 29, 2026.

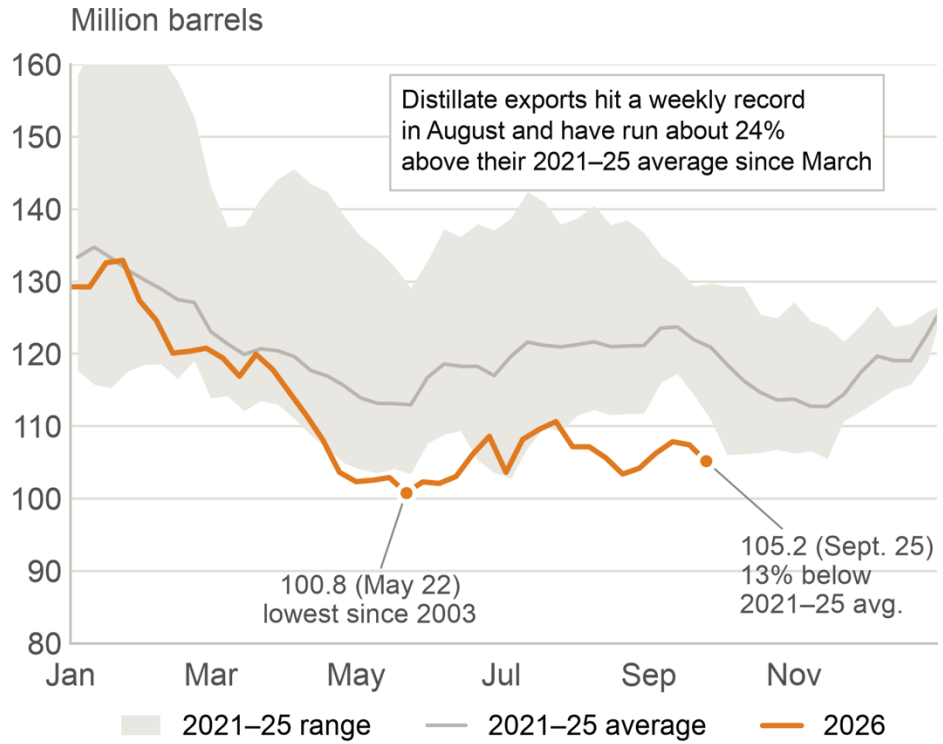
Source: EIA/FRED; author's calculations.

# U.S. refiners ran hard, but distillate stocks stayed low amid strong exports

## U.S. refinery utilization



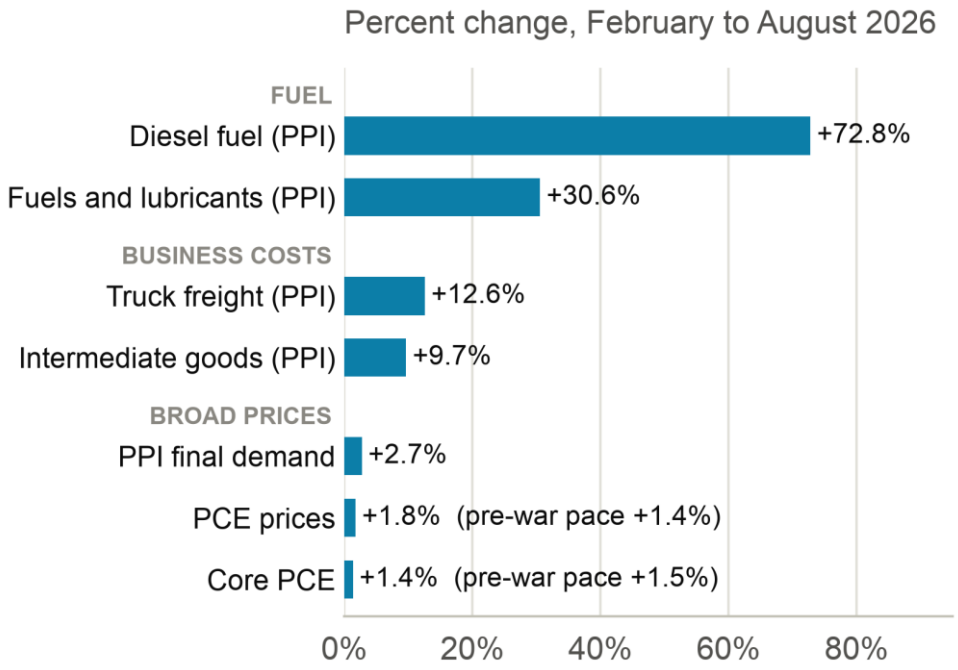

## U.S. distillate inventories



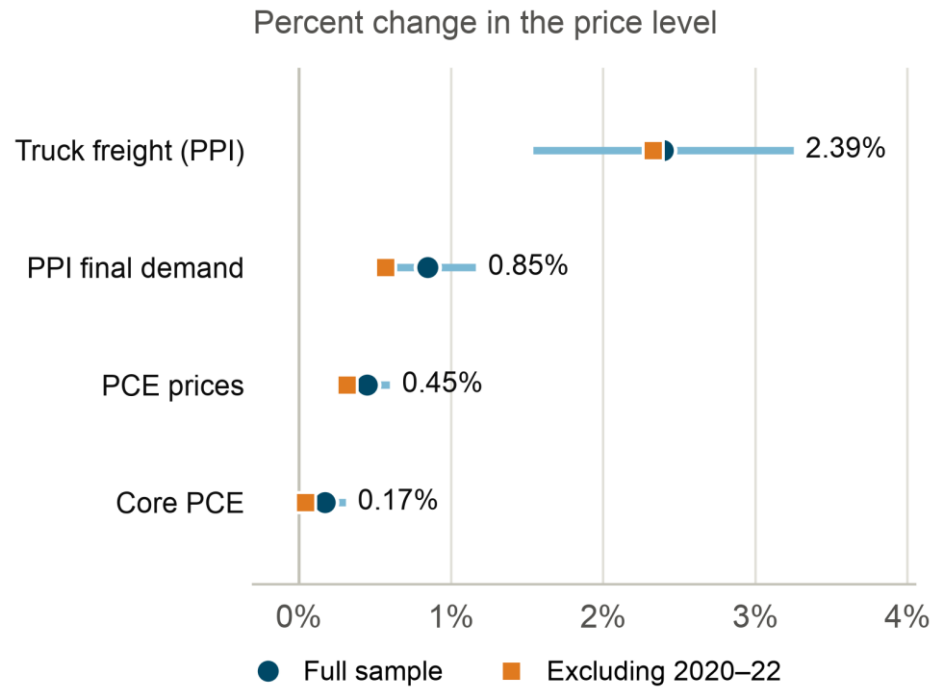

Note: Weekly data through Sept. 25, 2026; gray shading and line show the 2021–25 range and average.
Source: EIA, Weekly Petroleum Status Report; author's calculations.

# So far, the diesel price surge has been accompanied by much larger increases in business costs than in consumer prices

## Observed price changes since February 2026




## Historical 12-month response associated with a 10% rise in diesel




Note: Left: PPI NSA, PCE SA; pre-war pace = six-month equivalent of the Feb. 2025–Feb. 2026 change; observed changes, not a causal decomposition. Right: reduced-form distributed-lag estimates; 95% confidence intervals.

Sources: BLS, BEA and EIA/FRED; author's calculations and estimates.

# The system adapted, but the adjustment left buffers thinner and scarcity shifted toward fuel markets

## 1 Adaptation helped limit the crude-price spike.

Lower demand, inventory draws, rerouting and more supply elsewhere absorbed much of an extraordinary physical loss.

## 2 That adjustment used finite buffers.

Gulf supply remains impaired, the SPR is thinner, and distillate inventories are low.

## 3 Scarcity shifted downstream.

Fuel cracks widened sharply; price pressures are much larger in fuels and business costs than in broad consumer prices so far.

### What to watch

- Flows through and around the Strait of Hormuz
- Refinery availability and distillate stocks through winter
- Extent of fuel and freight pass-through to broader inflation

**The shock was absorbed, not eliminated.**

KC Fed Research

Email Alerts

# Resources from the Kansas City Fed's Economic Research Department

- Charting the Economy
  Timely economic data curated by research staff at the Federal Reserve Bank of Kansas City.

- Economic Bulletin
  Timely, accessible snapshots of the Kansas City Fed's latest economic findings and perspectives on national and international economic conditions and issues related to monetary policy, industries and markets.

- Economic Review
  A quarterly research publication with articles on macroeconomics and monetary policy, regional and international economics, and banking and financial markets.

**Stay up to date on our latest research: Subscribe to KC Fed Research Email Alerts (Right QR)**

KC Economic Outlook

**We will now take a short break, we will return at 10:40 a.m. for our Regional Economic Update provided by Jeremy Hill**

# Jeremy Hill – Regional Executive & Assistant Vice President; Federal Reserve Bank of Kansas City

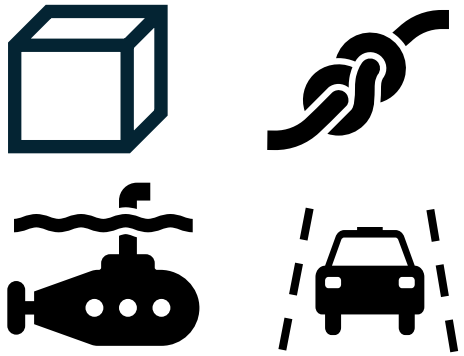


- Jeremy serves as the Regional Economist for Missouri & Kansas.
- He leads regional research initiatives regarding key industries and community issues across both states' economies.
- He coordinates strategic outreach initiatives to enhance the Fed's connections throughout the two states.
- Prior to joining the Fed, Jeremy spent 15 years as the Director for the Center of Economic Development & Business Research at Wichita State University
- He holds a Bachelor's in Business Administration and a Master of Public Administration, both from Georgia Southern University.

# Economic progression of themes

**2024**

Fall –Kaleidoscope

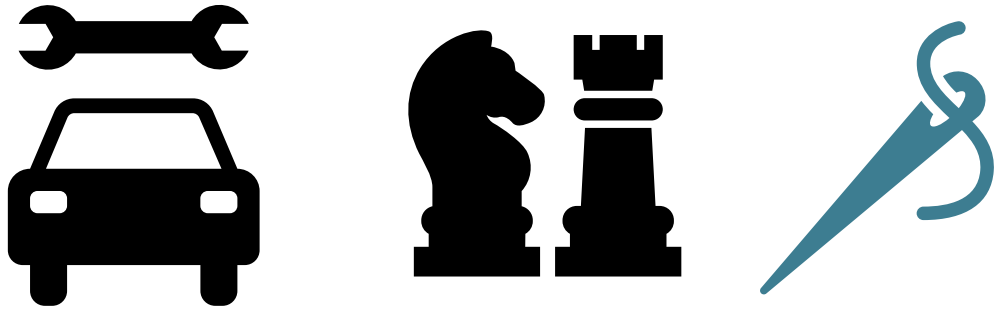


**2026**

Q1 – Fine-Tuning
Q2 – Chess
Q3 – Chess (Intention movement)
Q4 – Threading the Needle

Q1 – Economic Building Blocks
Q2 – Economic Tug-of-war
Q3 – Periscope
Q4 – Lane Assist

**2025**



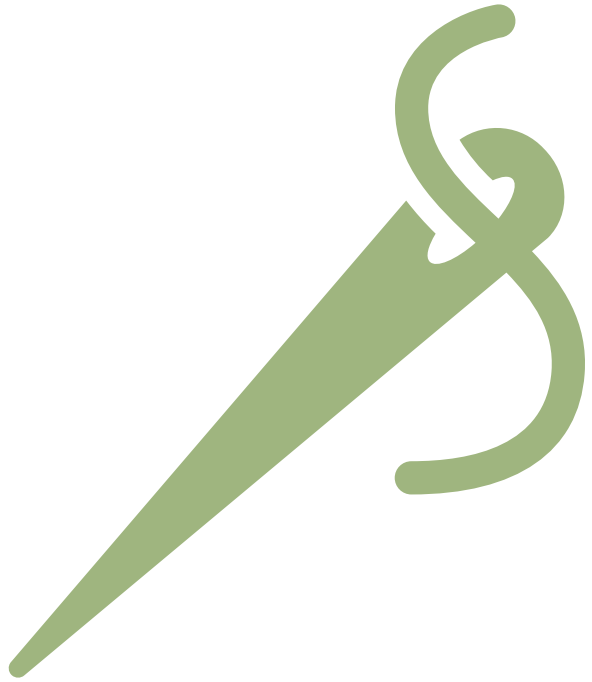
# Economic Topics



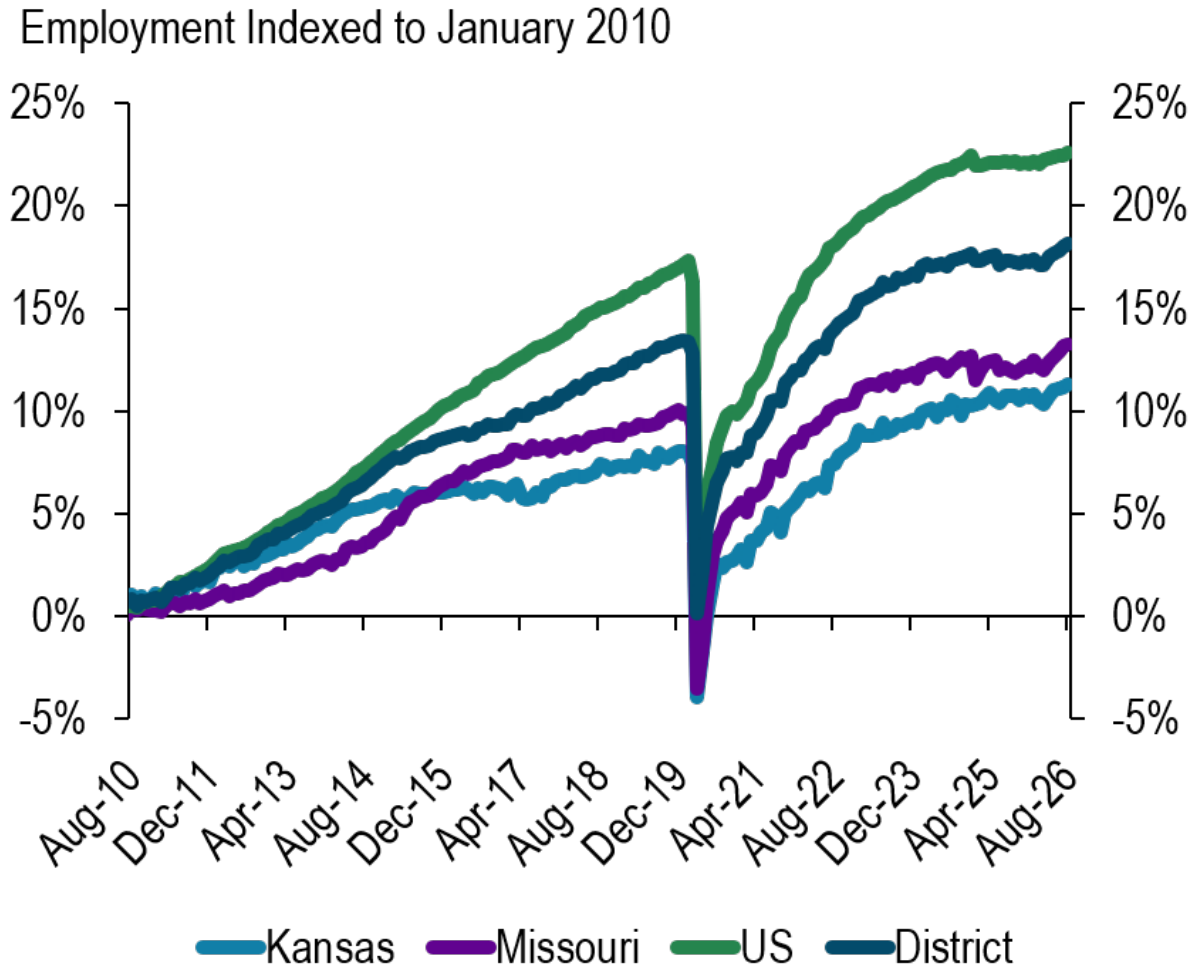


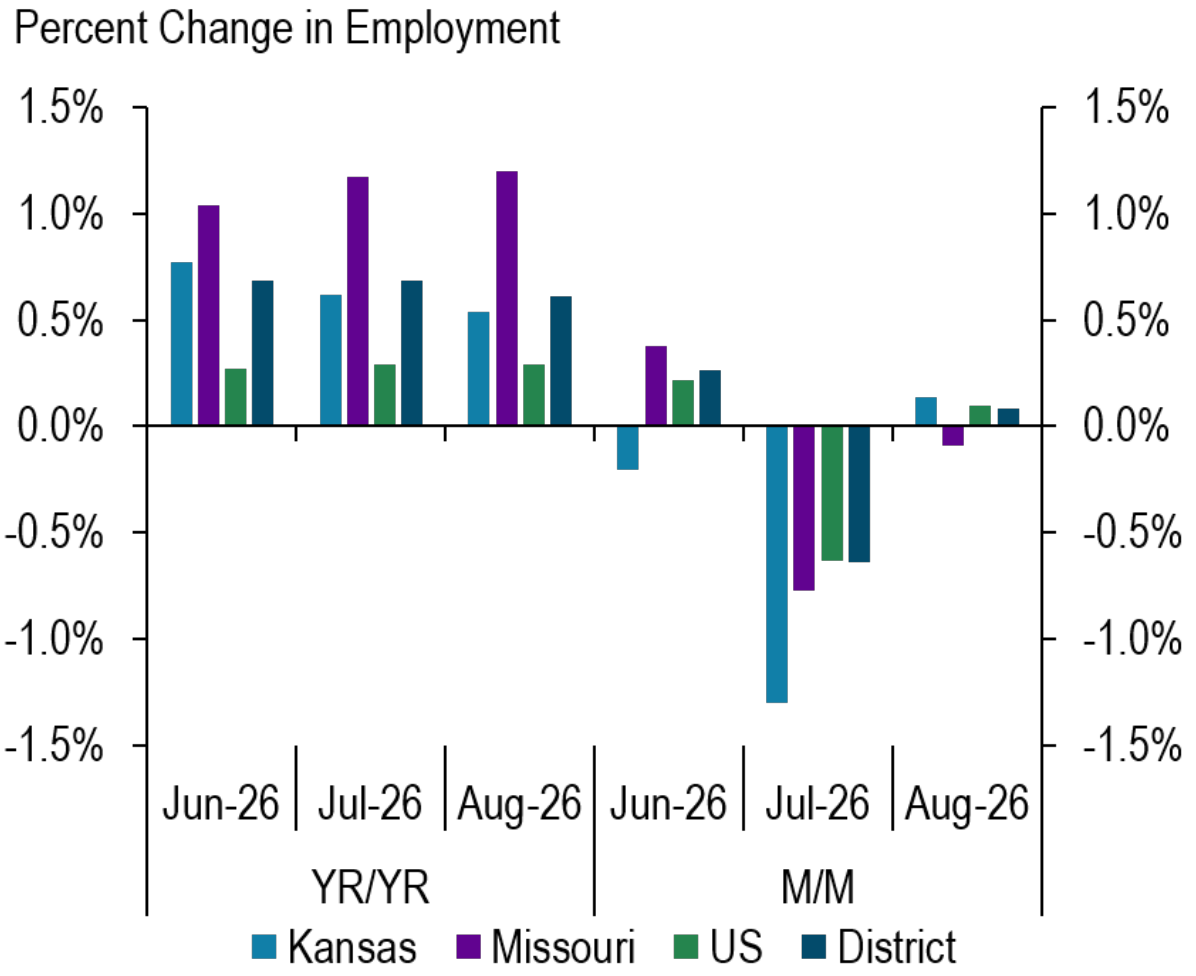


# Labor Conditions



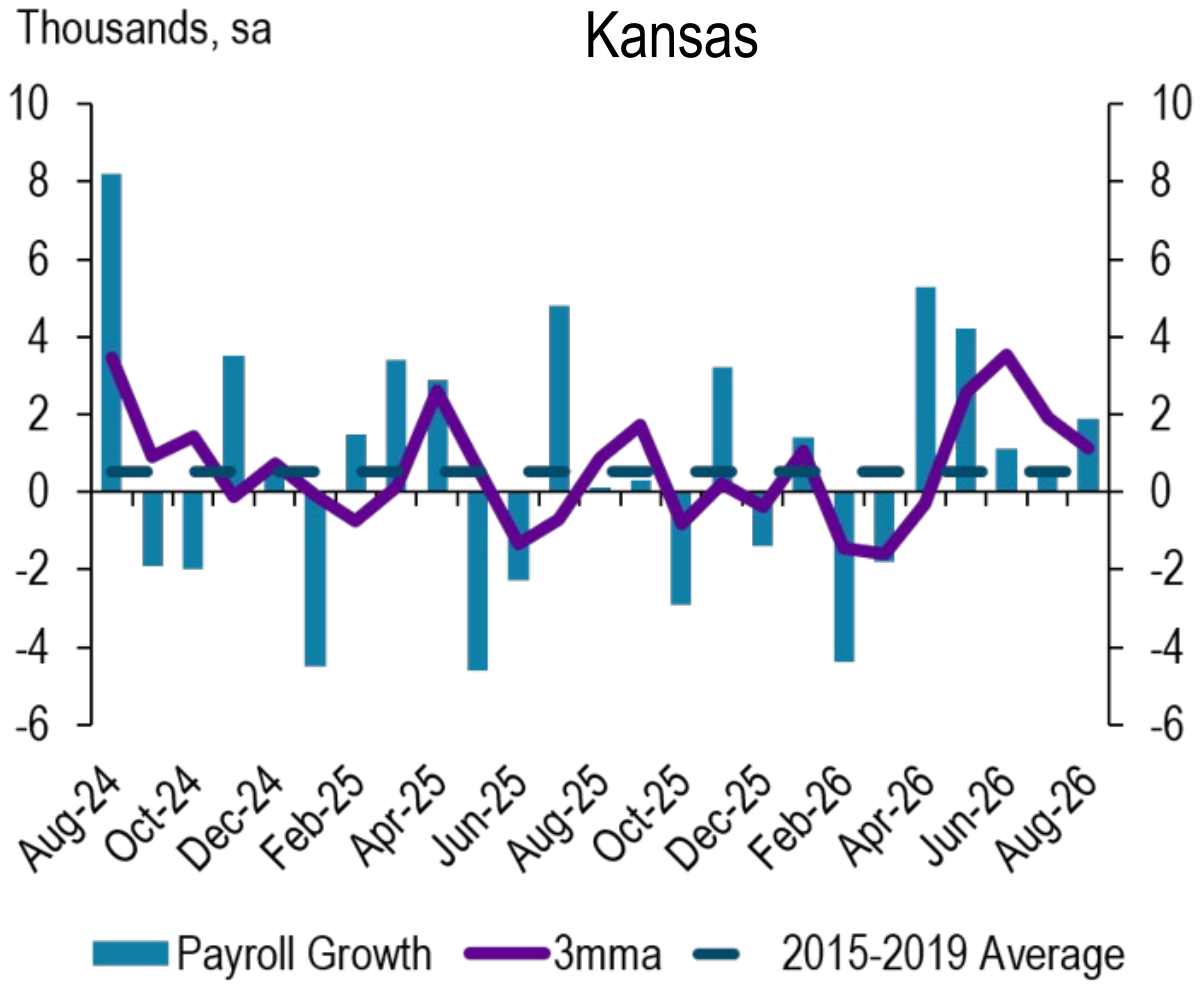
# KS and MO are leading the growth in the District

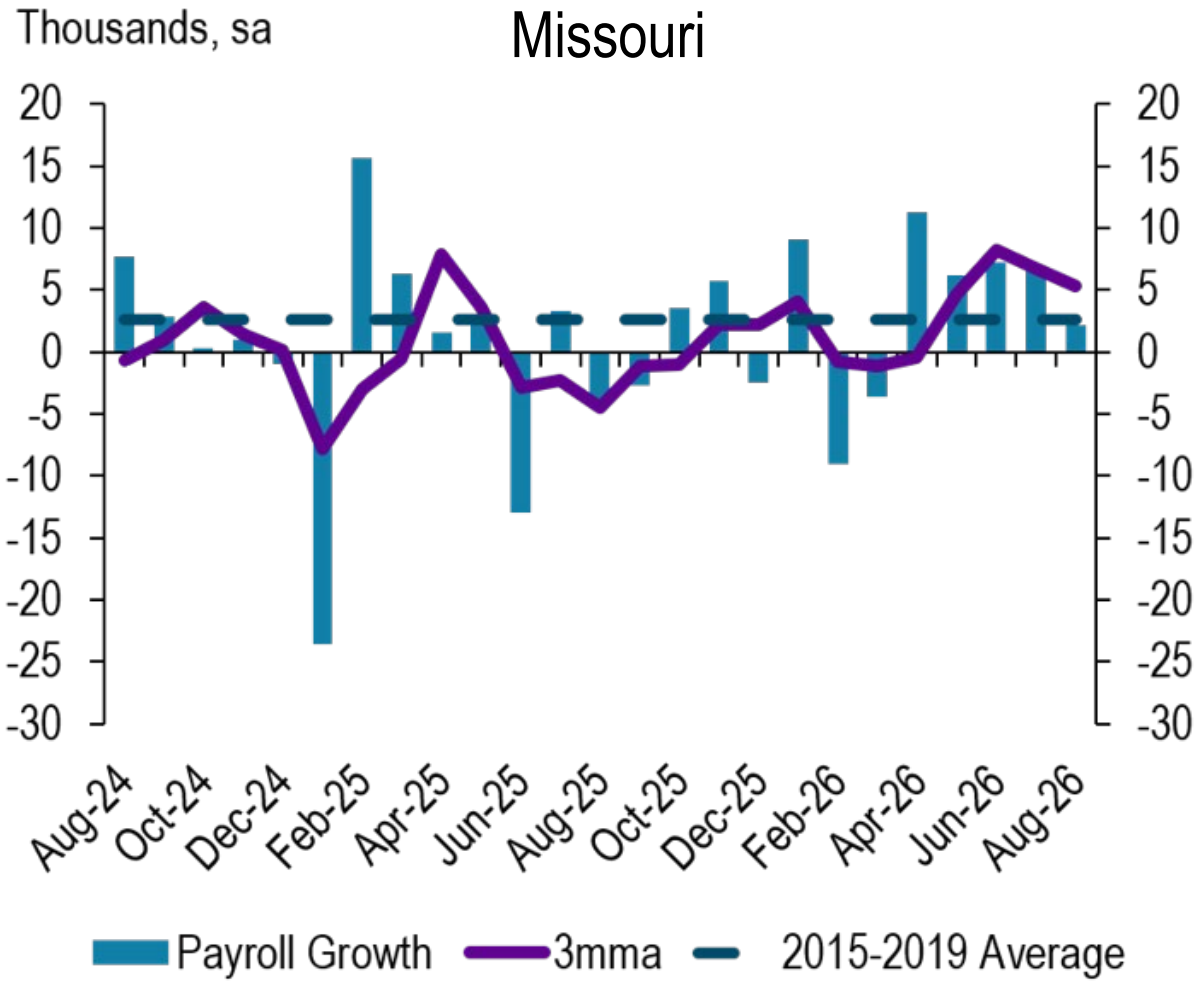



Source: BLS

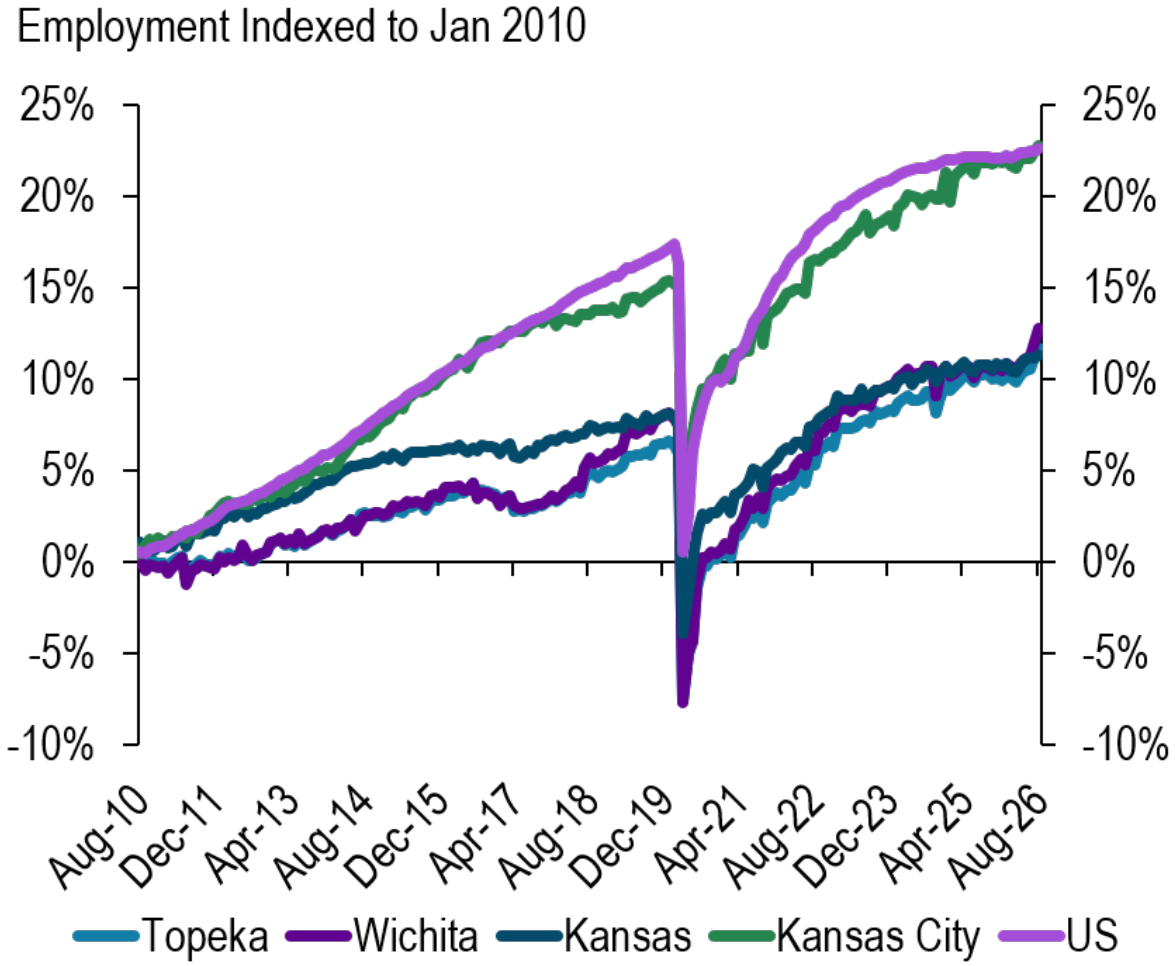
# KS and MO are growing faster than the previous tight labor market

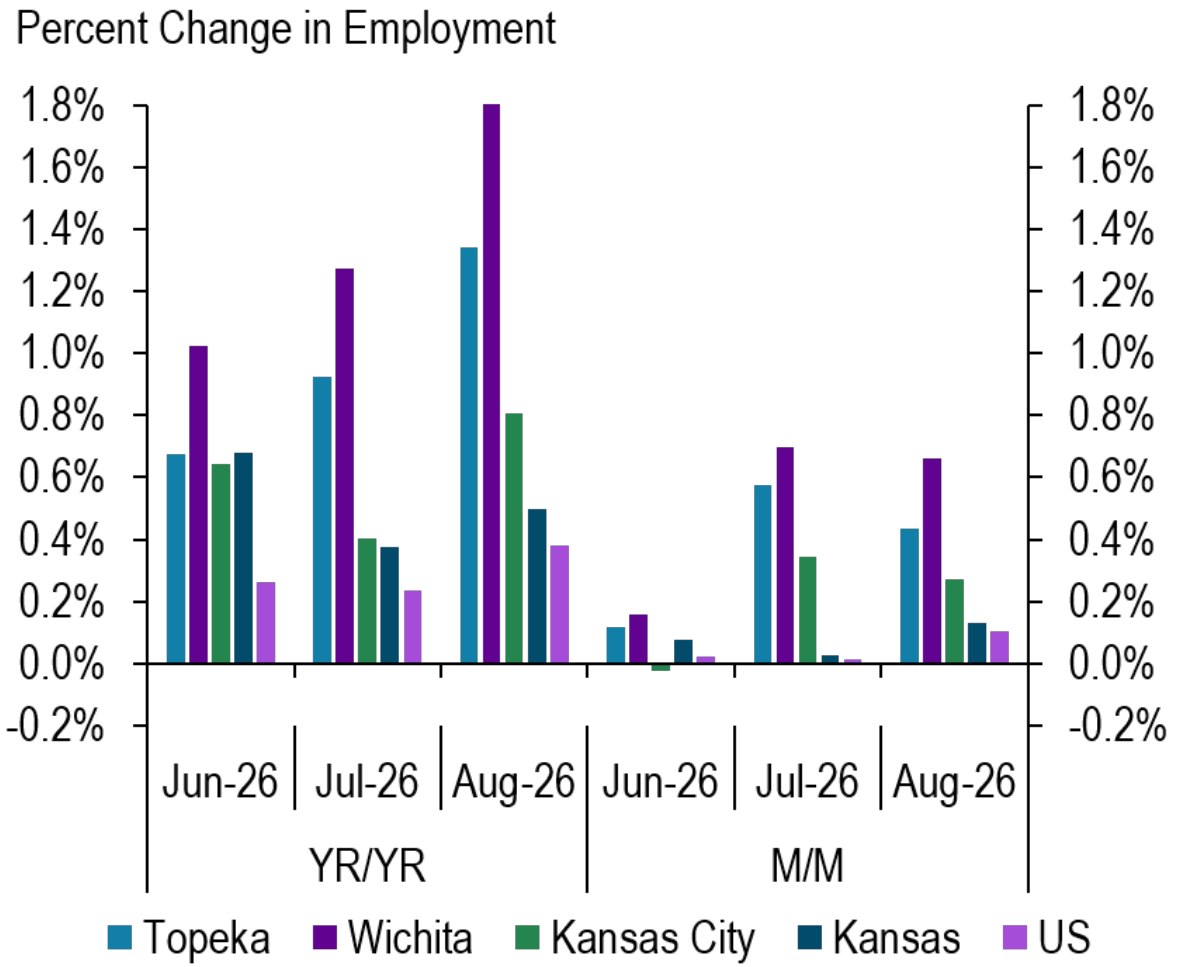



Source: BLS, Haver

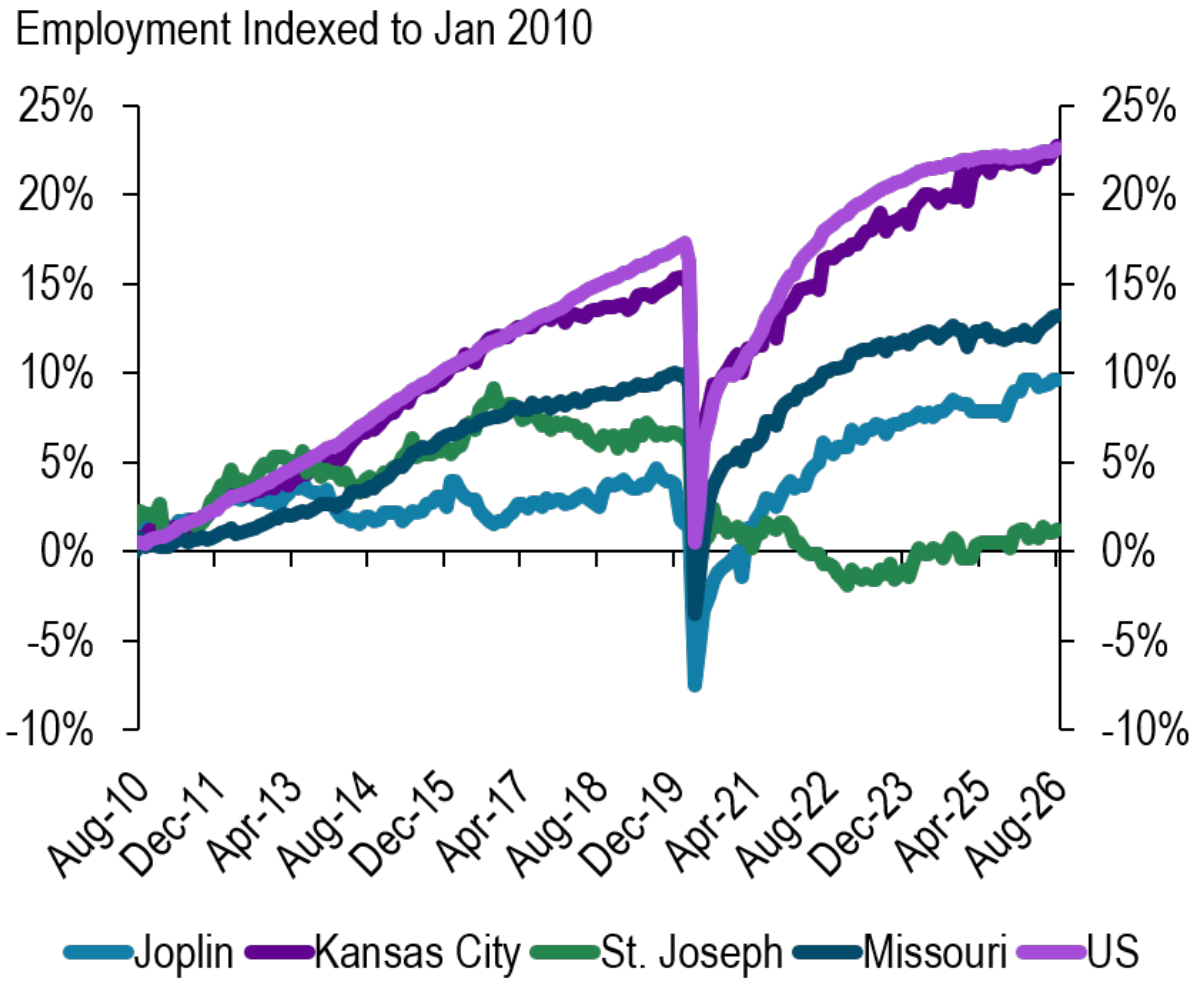
# Wichita and Topeka have accelerated recently

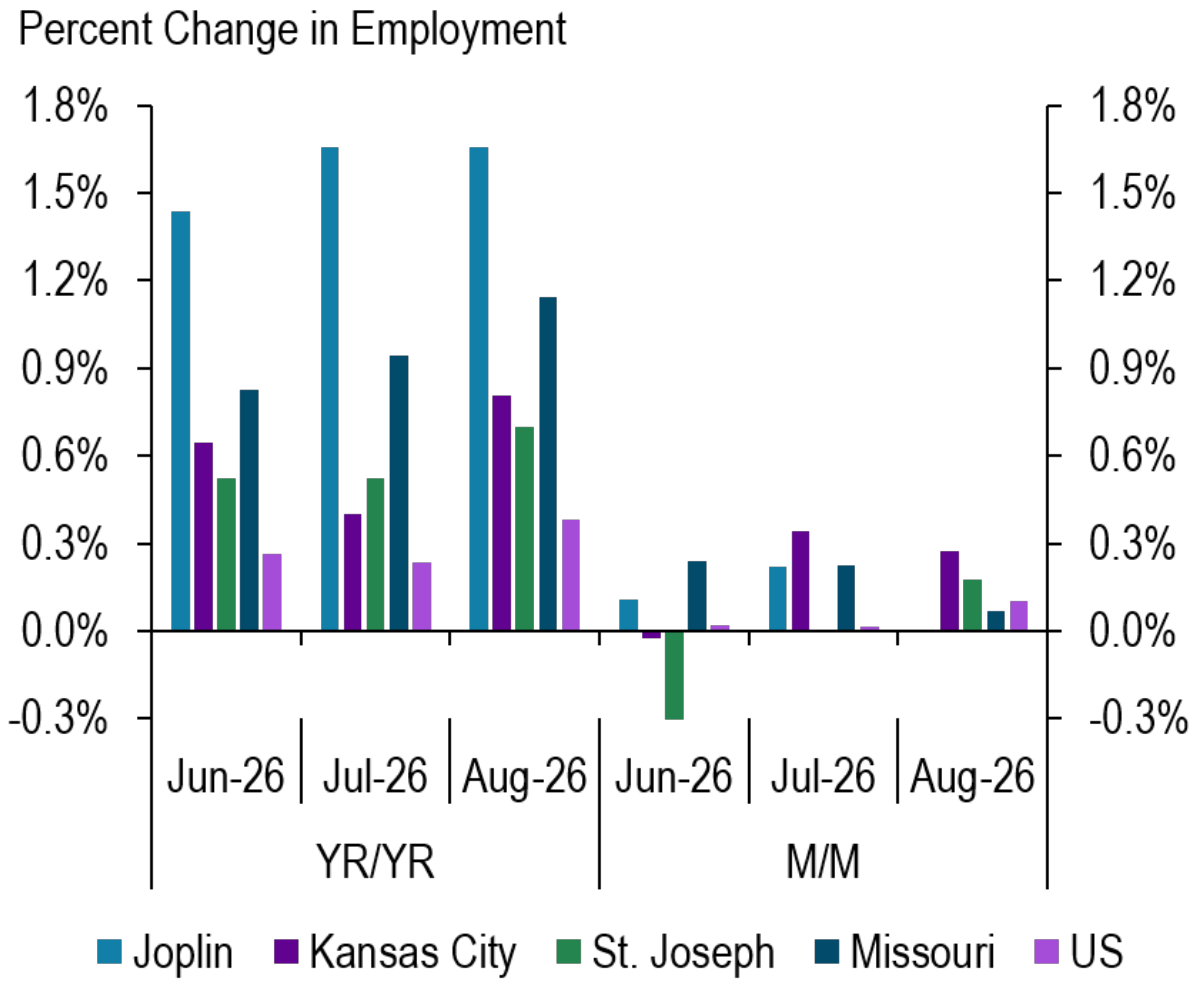



Source: BLS

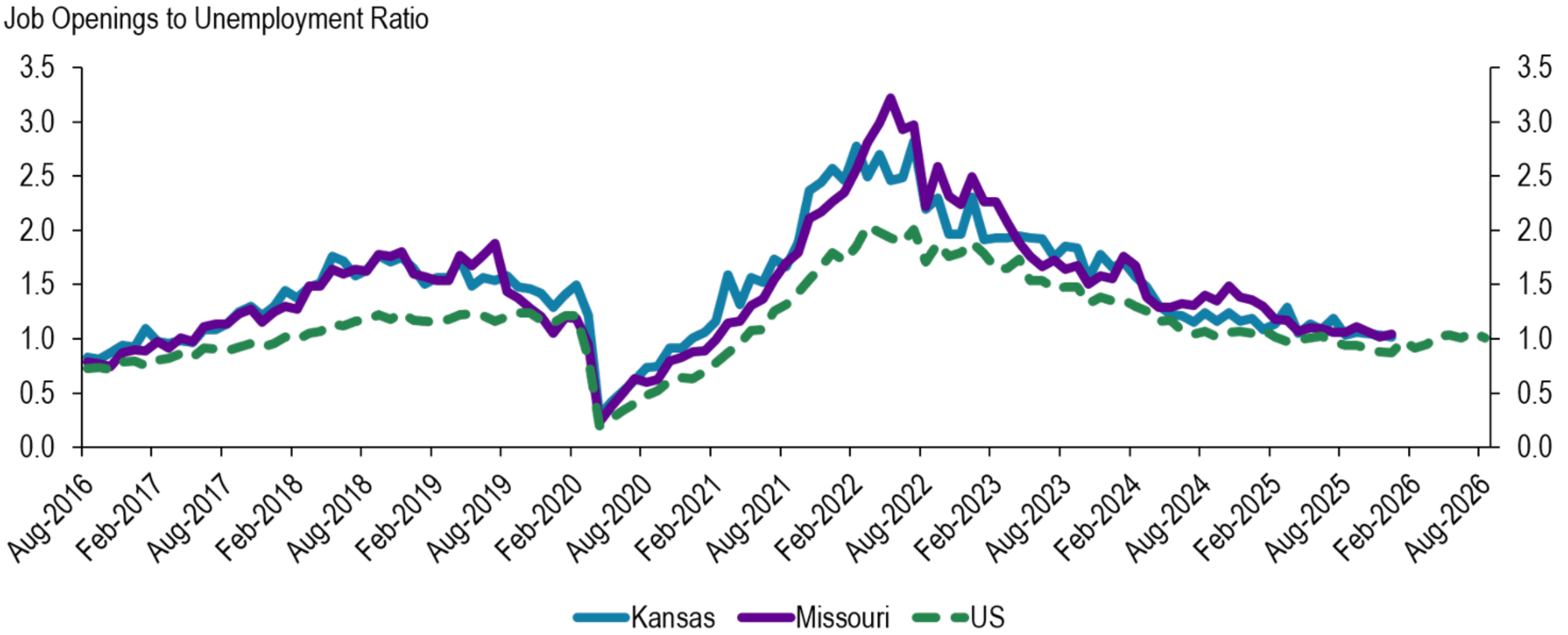
# Joplin is leading other metro areas over the last three months



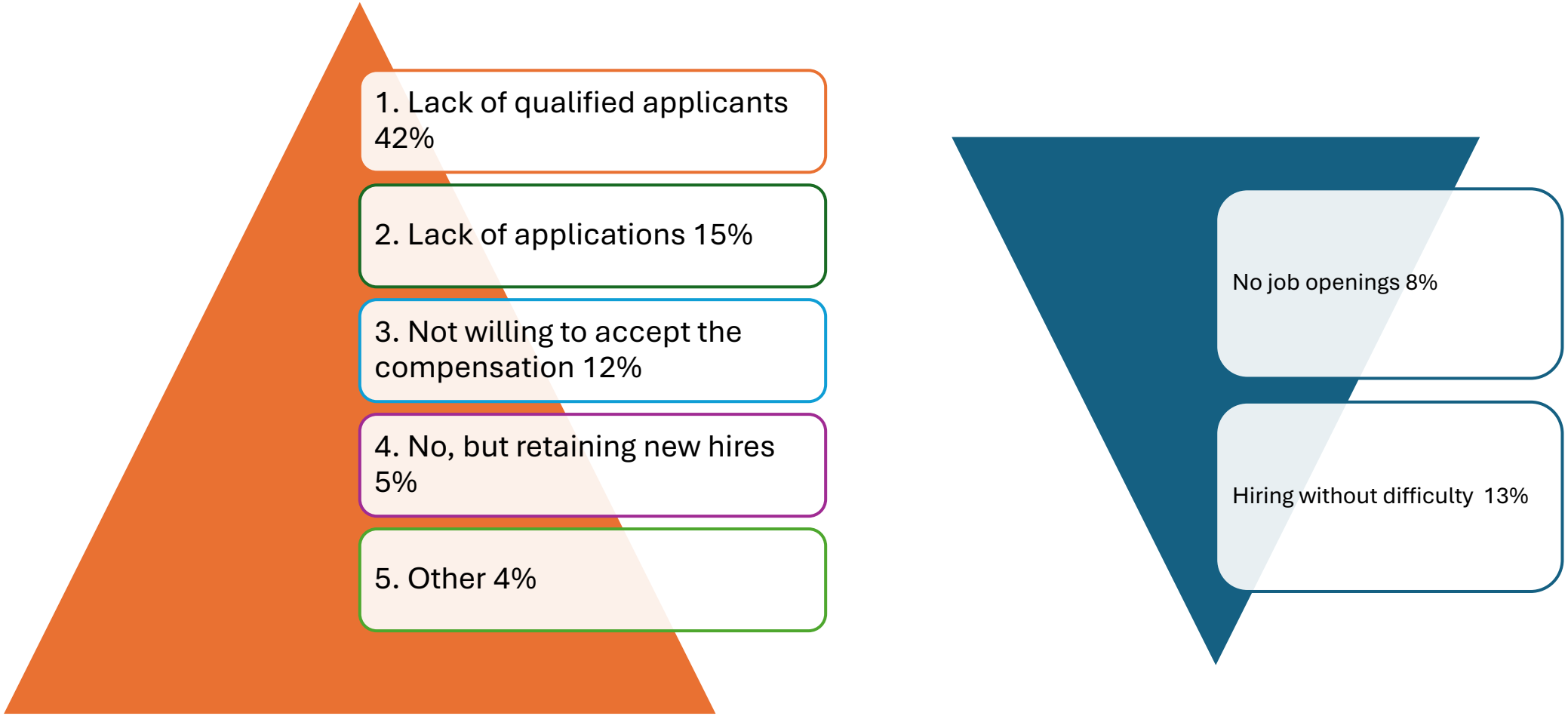

Source: BLS

# The labor market remains balanced



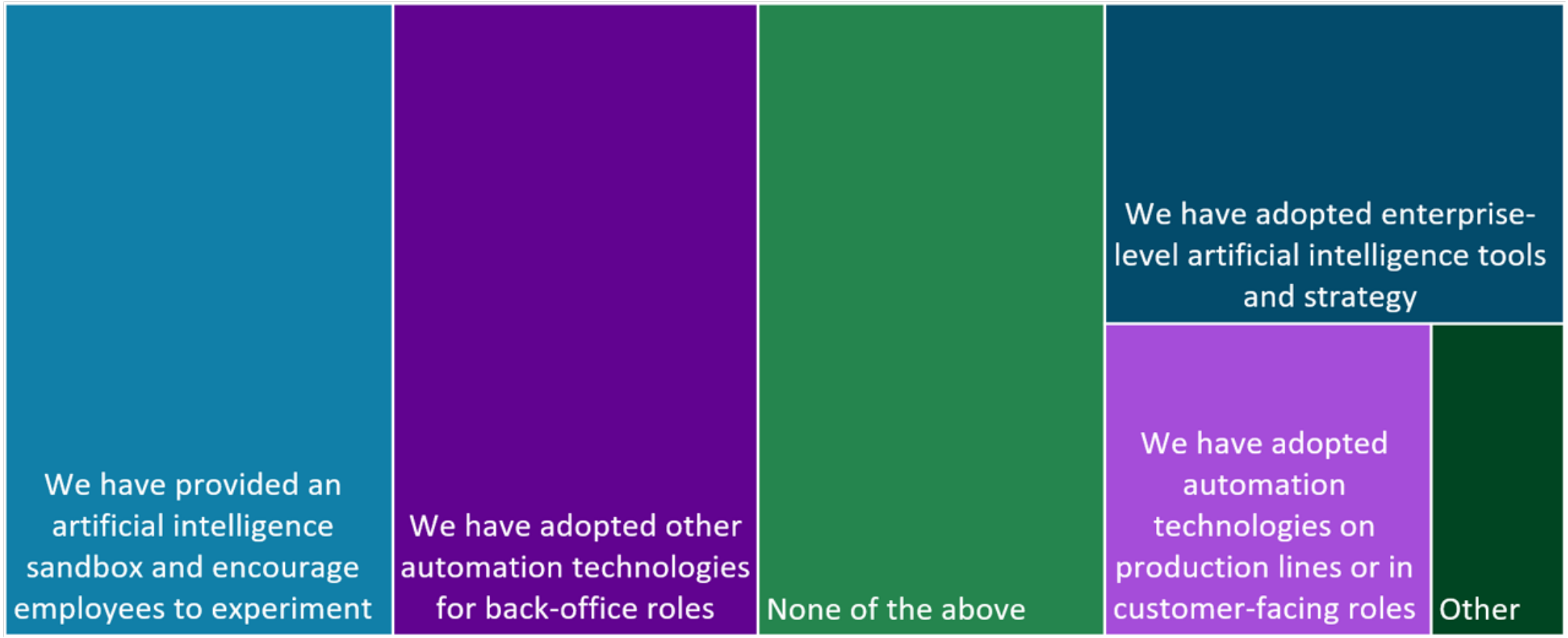

Source: BLS, Haver

# Top issues with difficult to fill positions



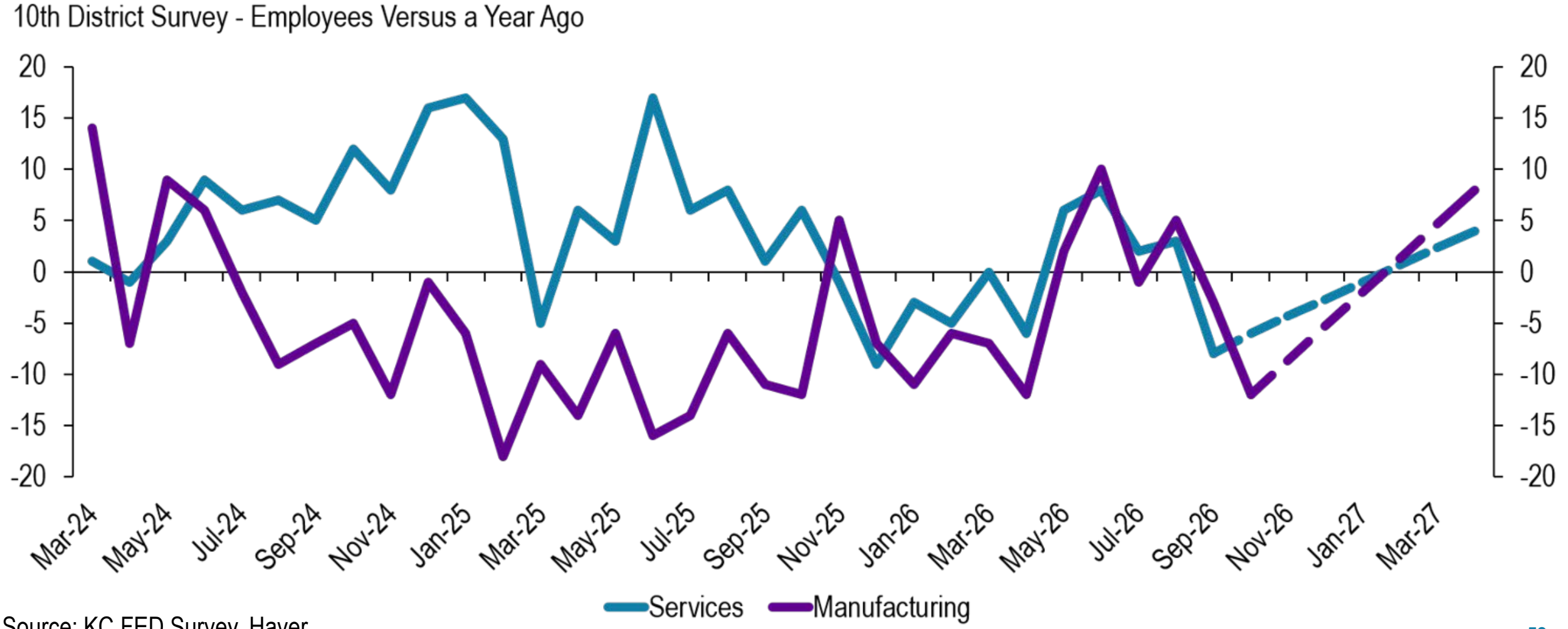

Source: KC FED Survey Special Questions

# District firms are increasingly experimenting with automation




Source: KC FED Survey Special Questions

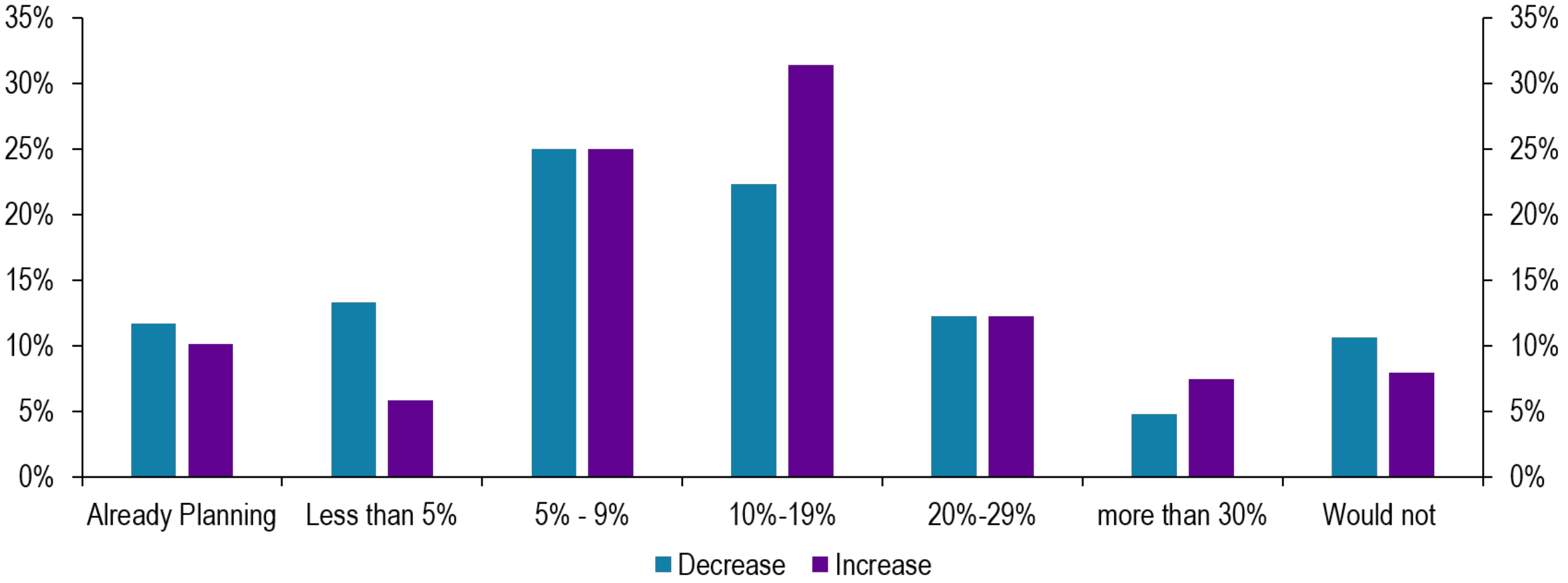
# 10J hiring weakened, but firms sees a rebound




Source: KC FED Survey, Haver

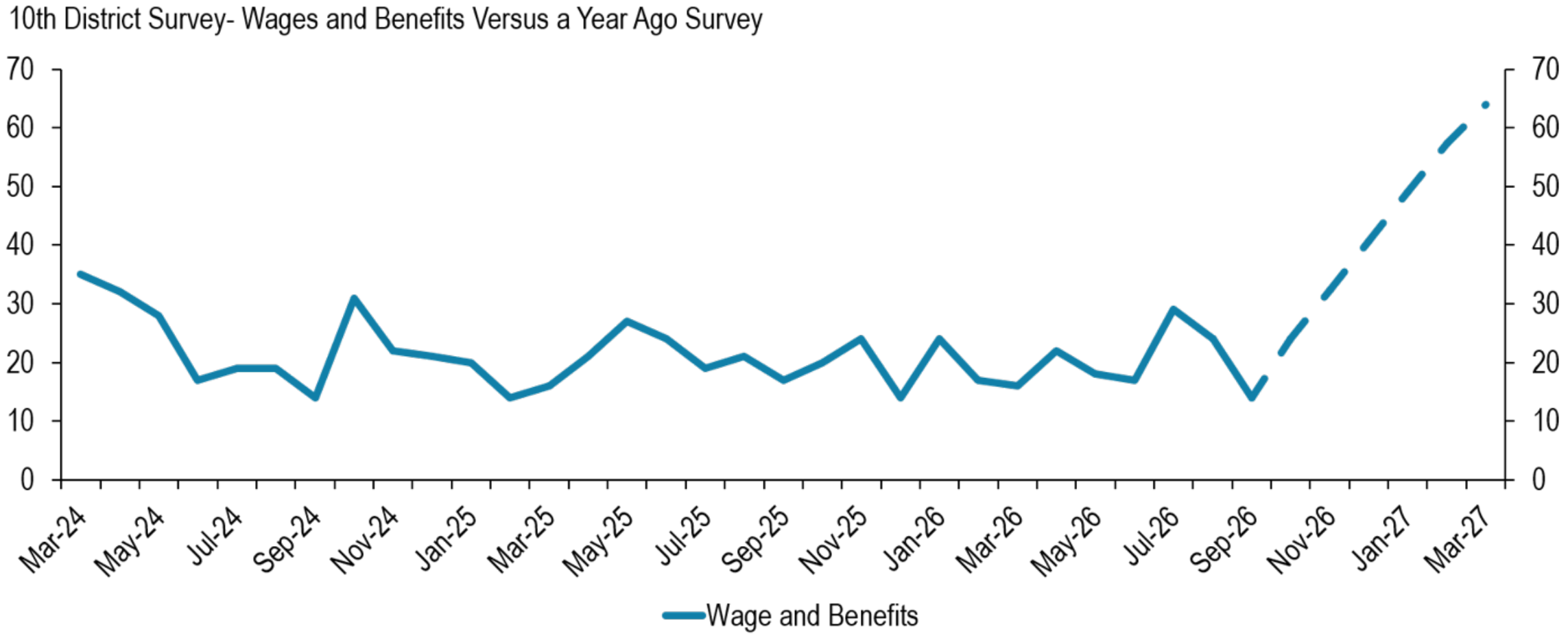
# 10J firms appear to be set with current staff levels

How much would your sales have to change over the next year before your firm reduces/increases its headcount?



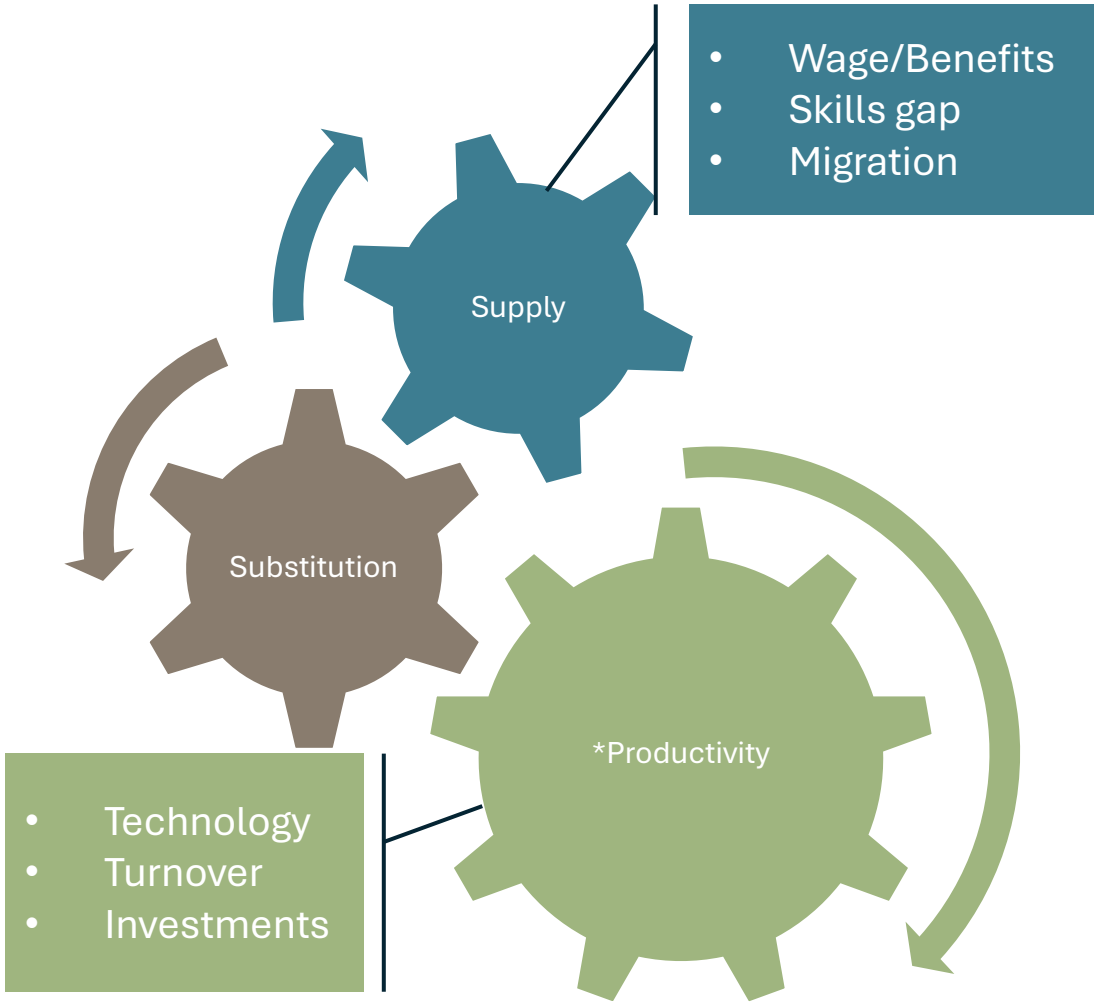

Source: KC FED Survey Special Questions

# 10J compensation pressures are building



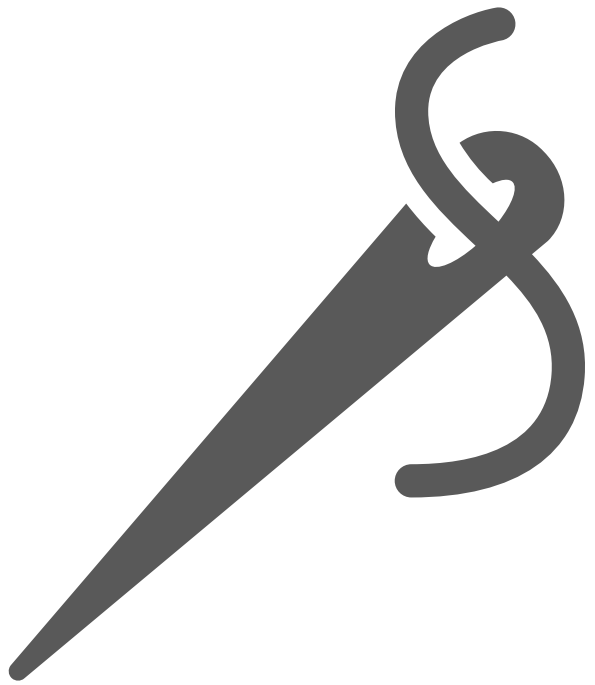

Source: KC FED Services Survey, Haver

# Summary: Labor Conditions

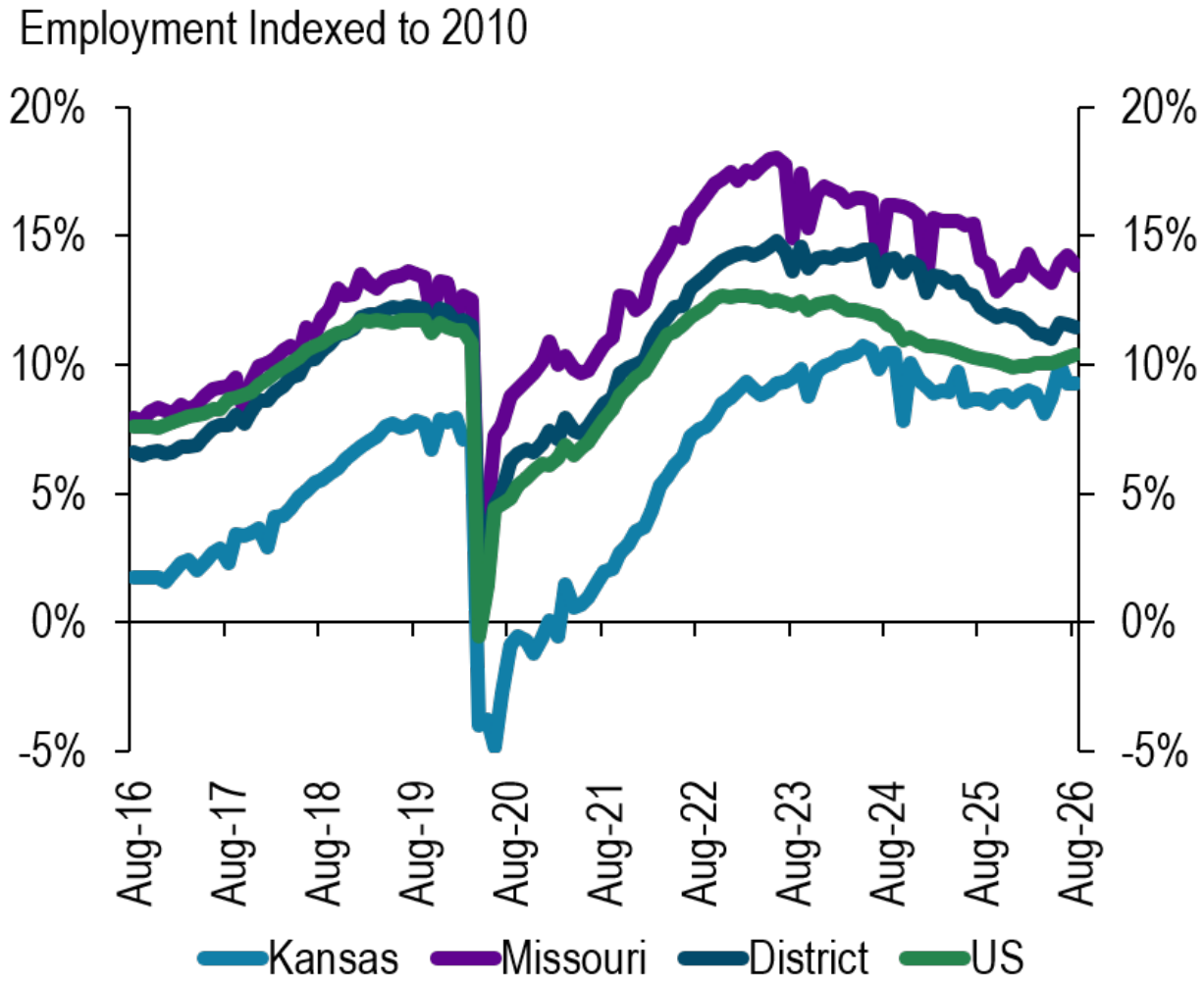


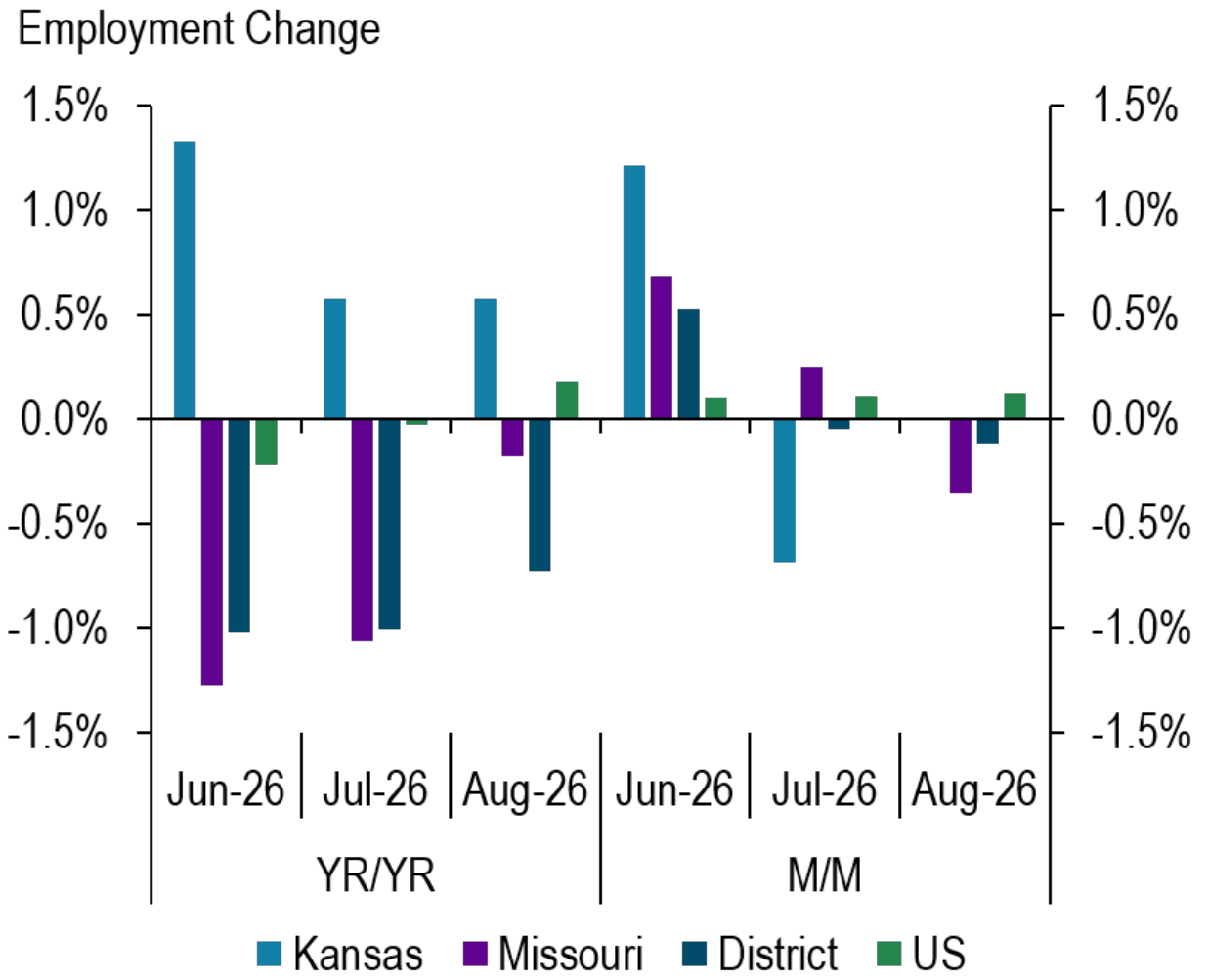

- Job growth is improving but remains labor constrained.
- KS and MO are leading recent gains.
- Firms cite qualified-worker shortages as the primary hiring challenge.
- Firms are adapting to persistent labor pressure.

# Manufacturing



# KS and MO manufacturing employment have picked up




Source: BLS

# 10J manufacturing conditions continue to improve



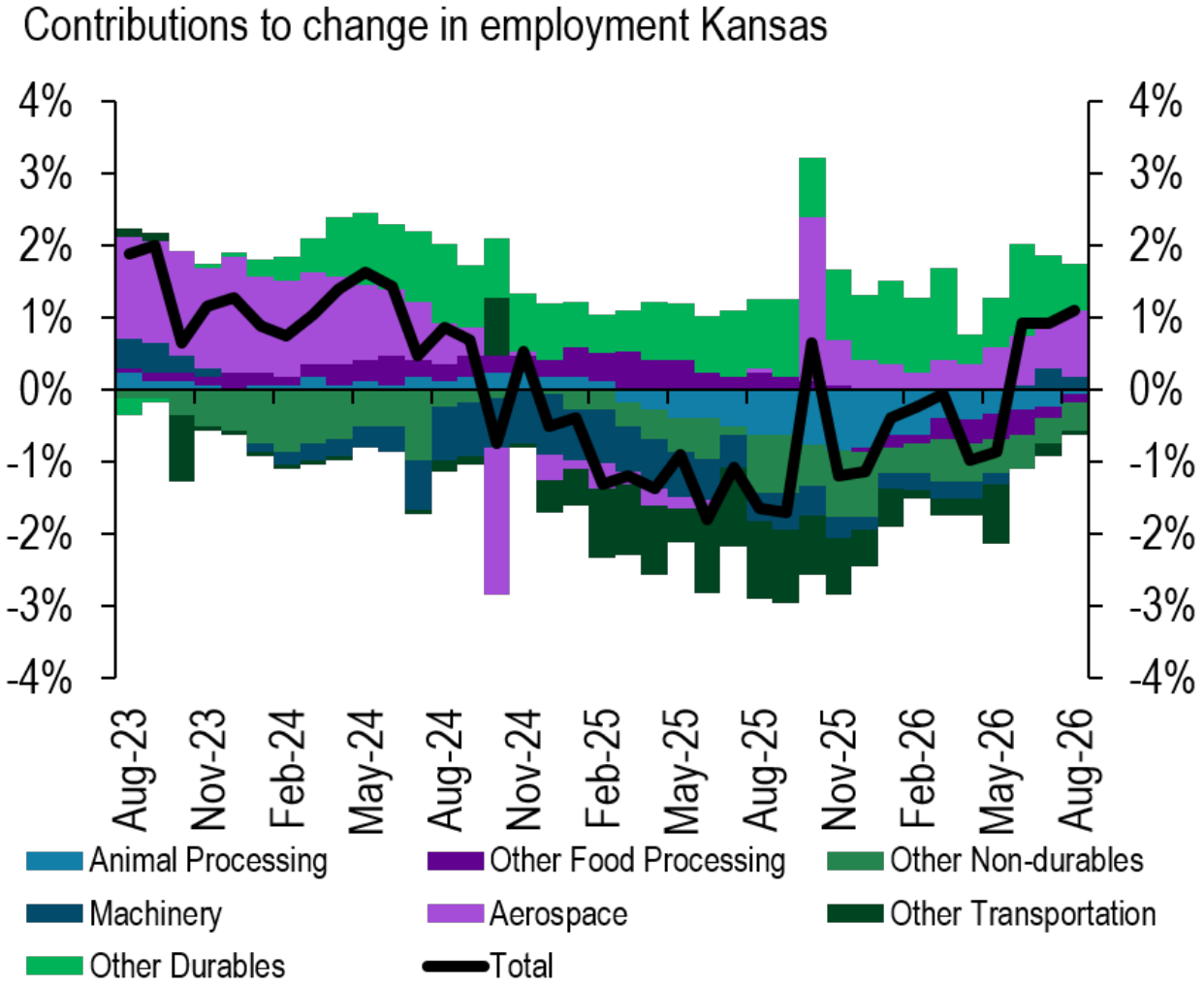

Source: KCFED Manufacturing Survey

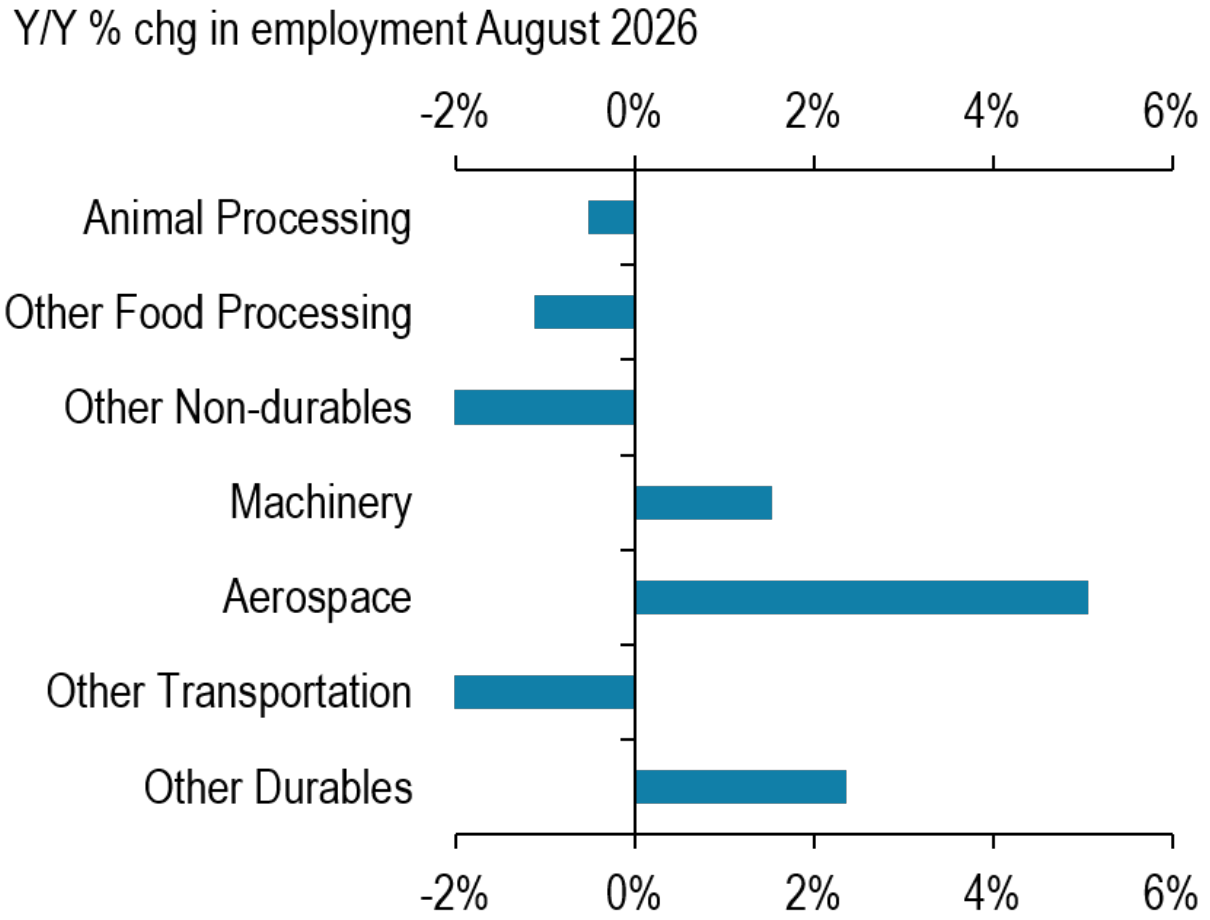
# Raw materials continue to outpace prices received




Source: KC FED Survey, Haver

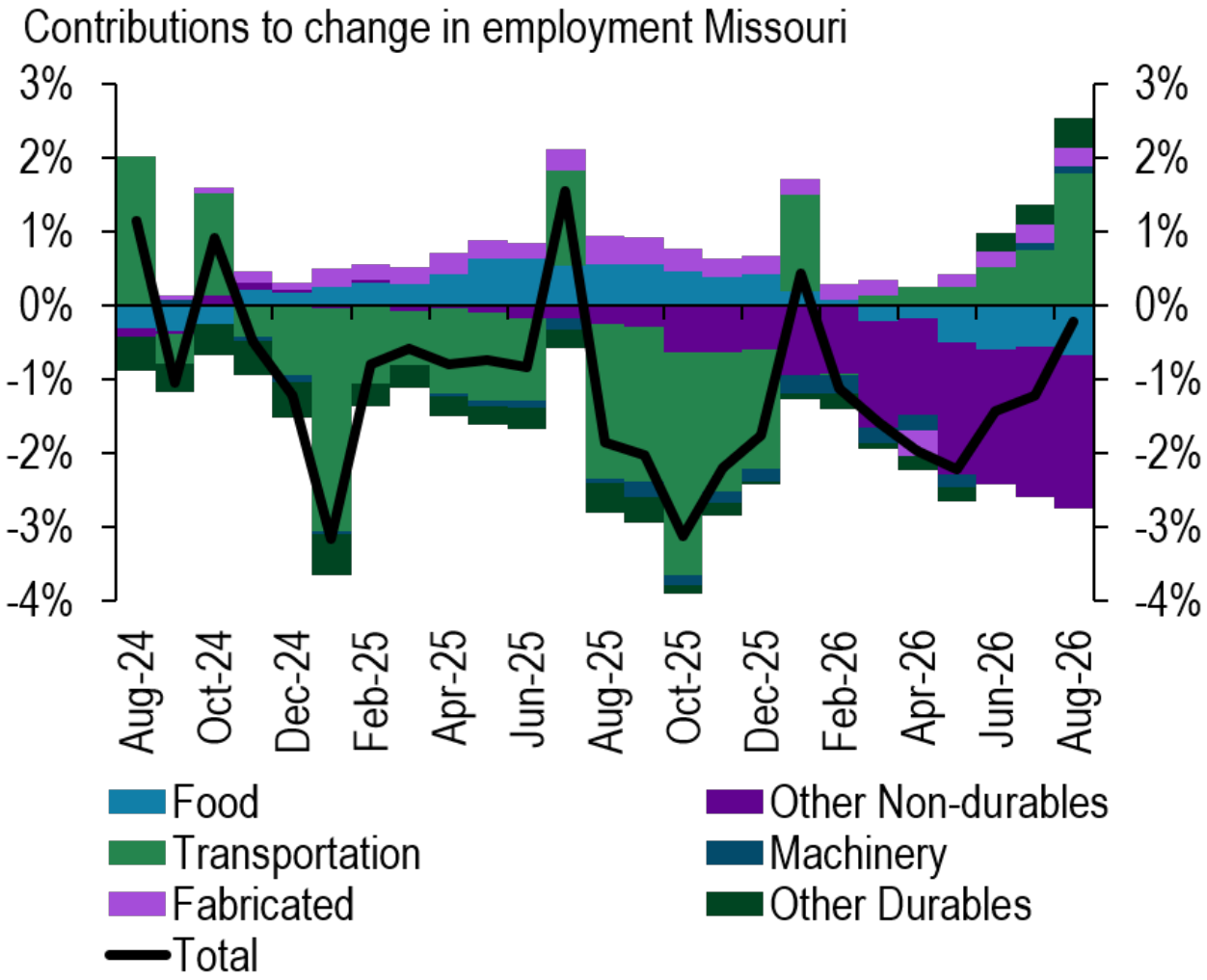
# KS - Aerospace manufacturing is taking off

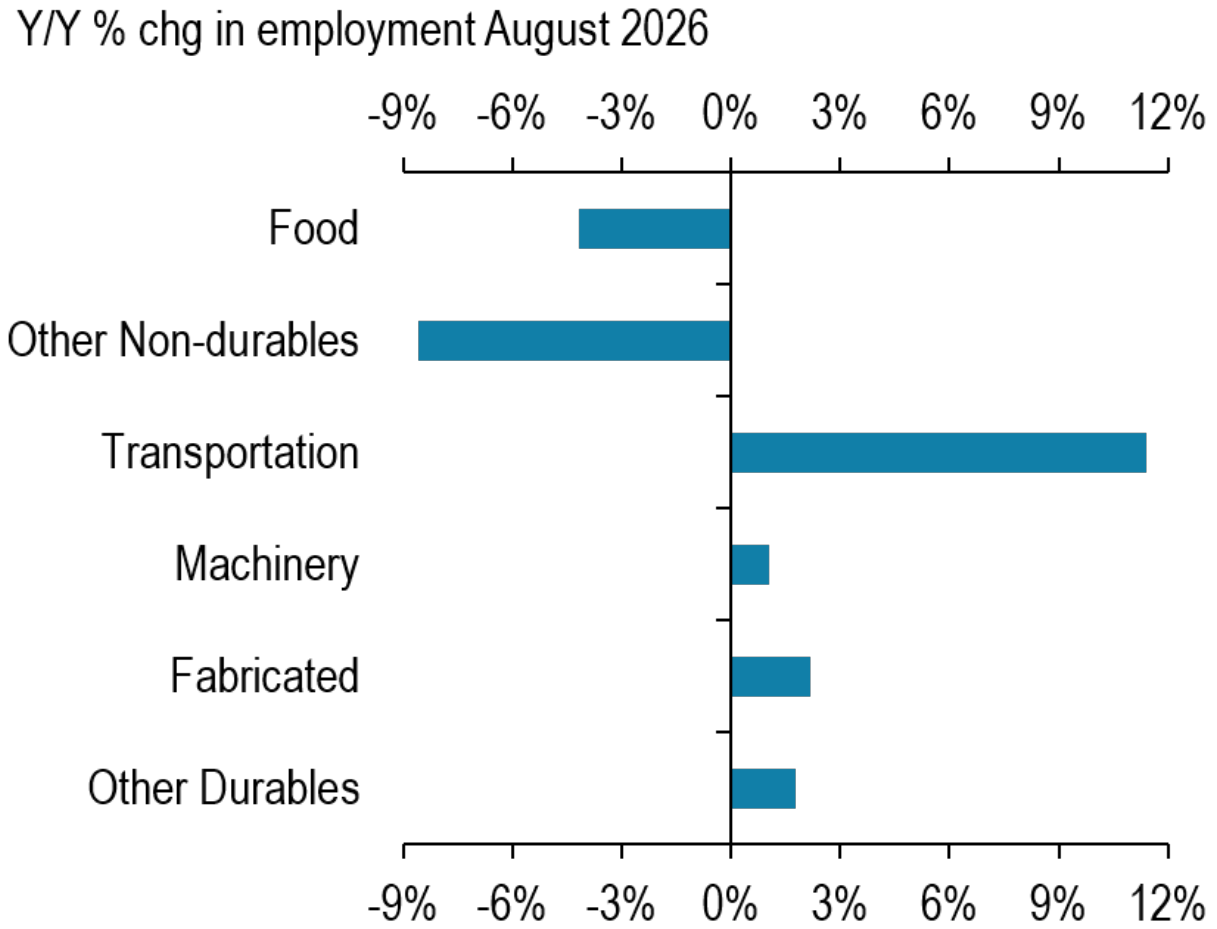



Source: BLS

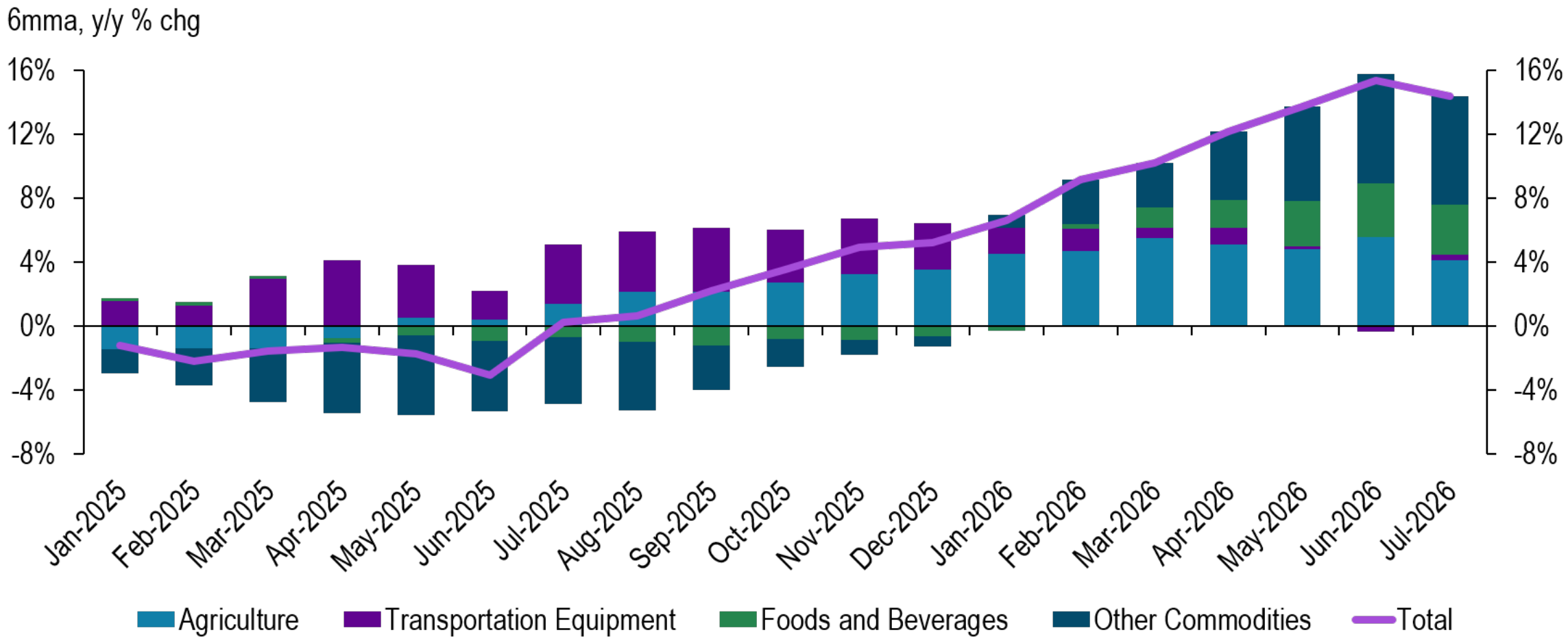
# MO - Transportation manufacturing is offsetting non-durable declines



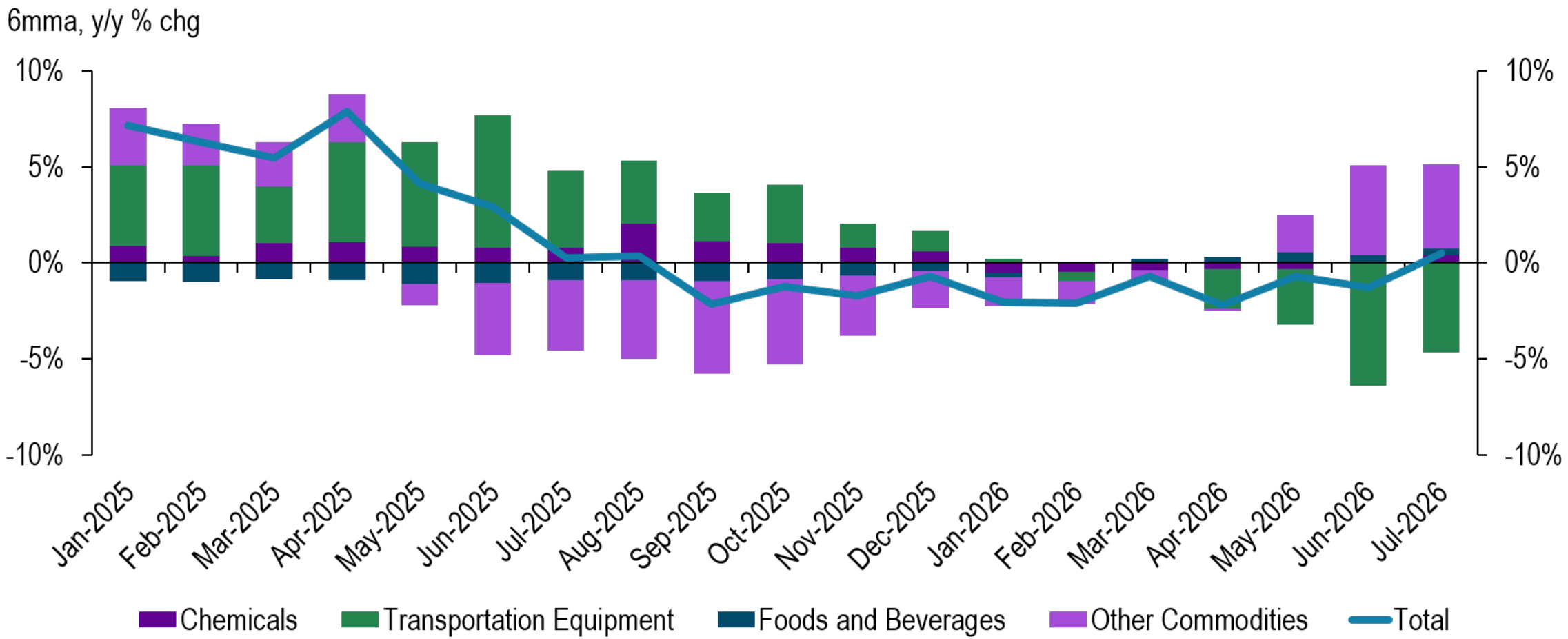




Source: BLS

# KS – Other commodities are driving exports



# MO – Other commodities are driving exports



# Summary: Manufacturing

Manufacturing conditions continue to improve, led by KS and MO.

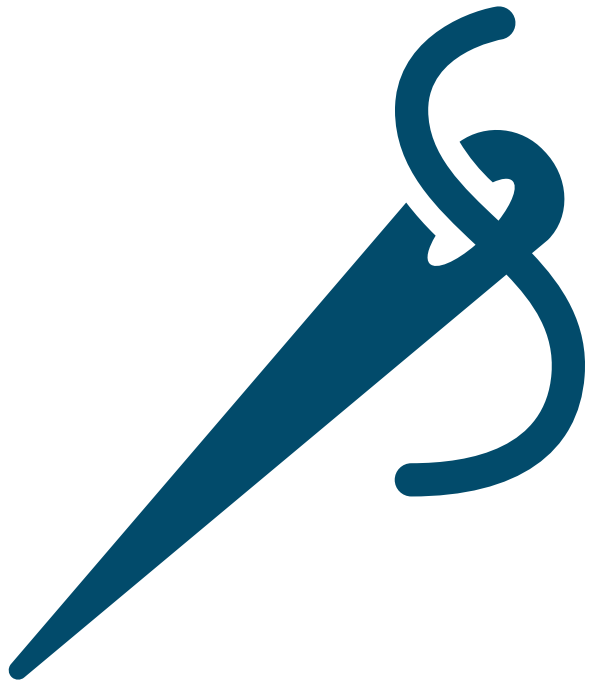
Aerospace, transportation, and other durables are leading the growth.

Margin pressures remain.

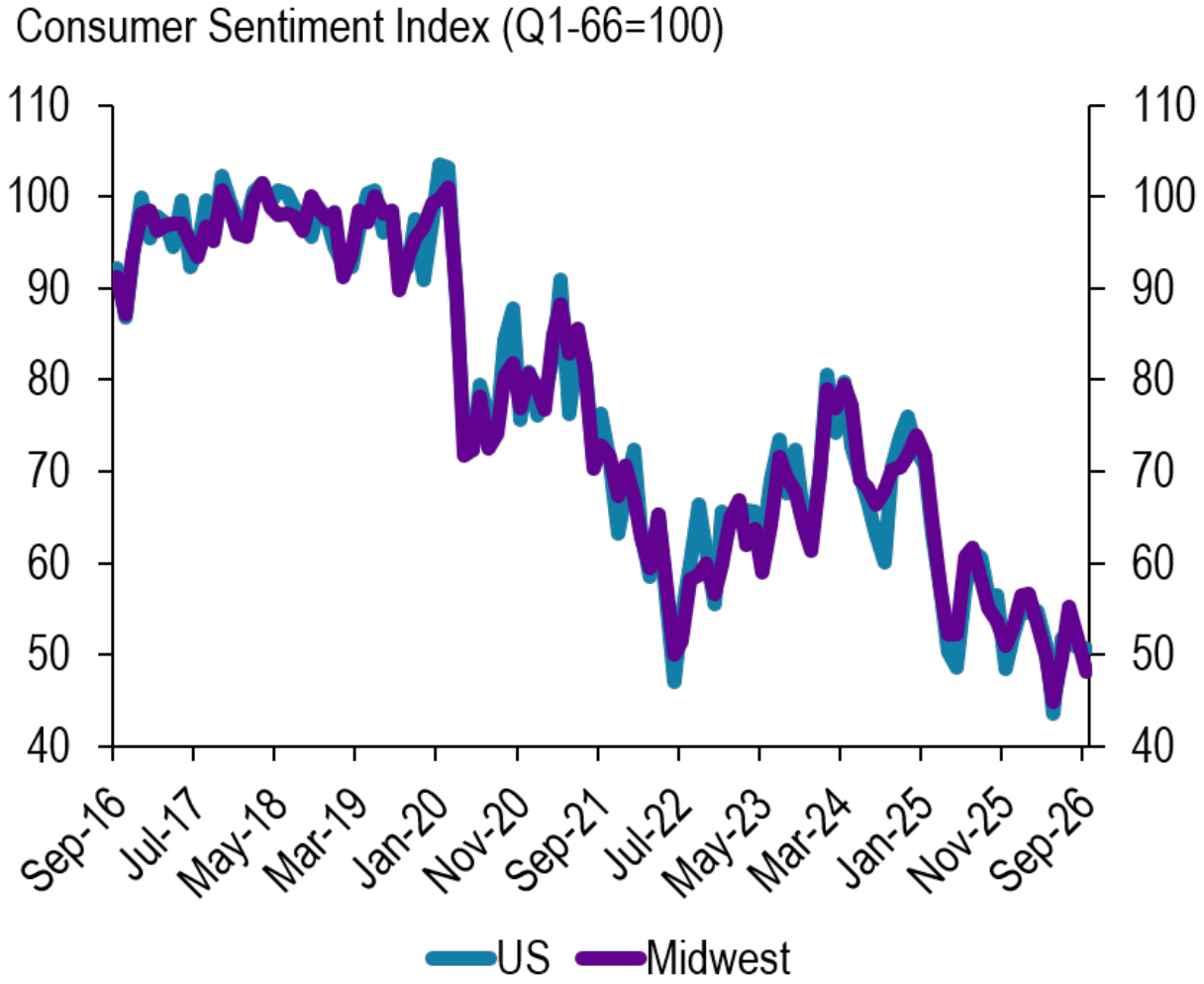
Labor availability is a key issues for growth.

Durable manufacturing remains optimistic.

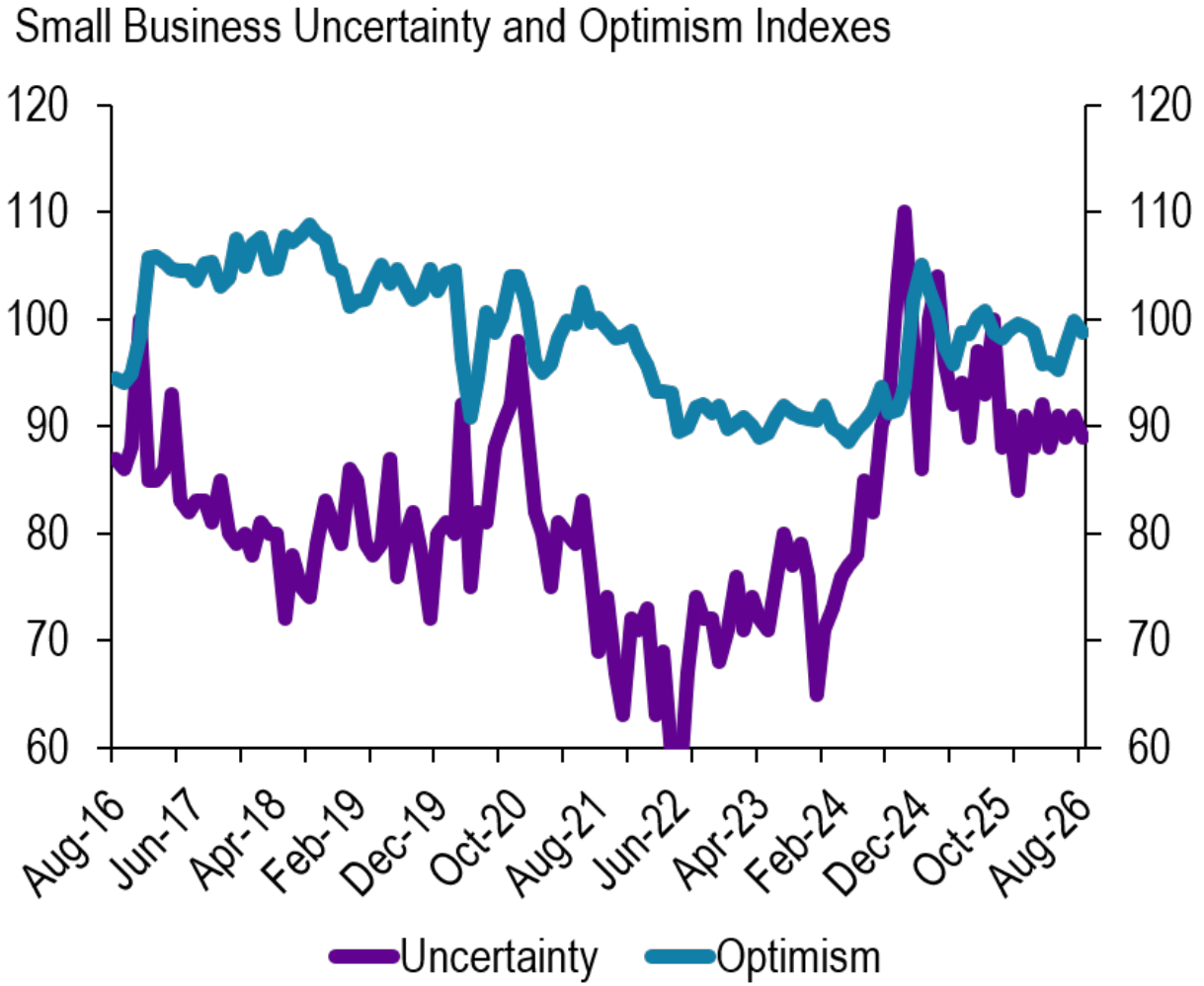
# Services



# National - consumer sentiment remains at historic lows



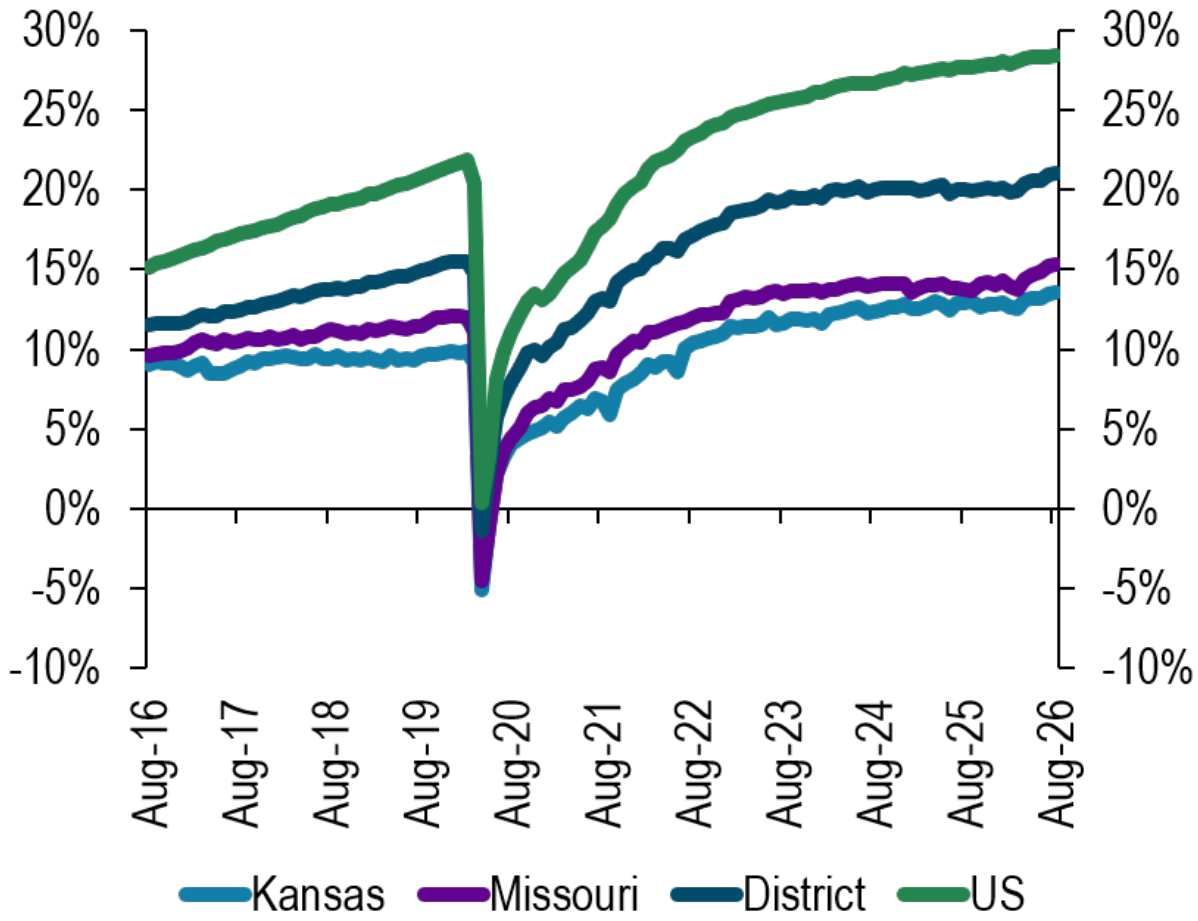

Source: University of Michigan, Haver



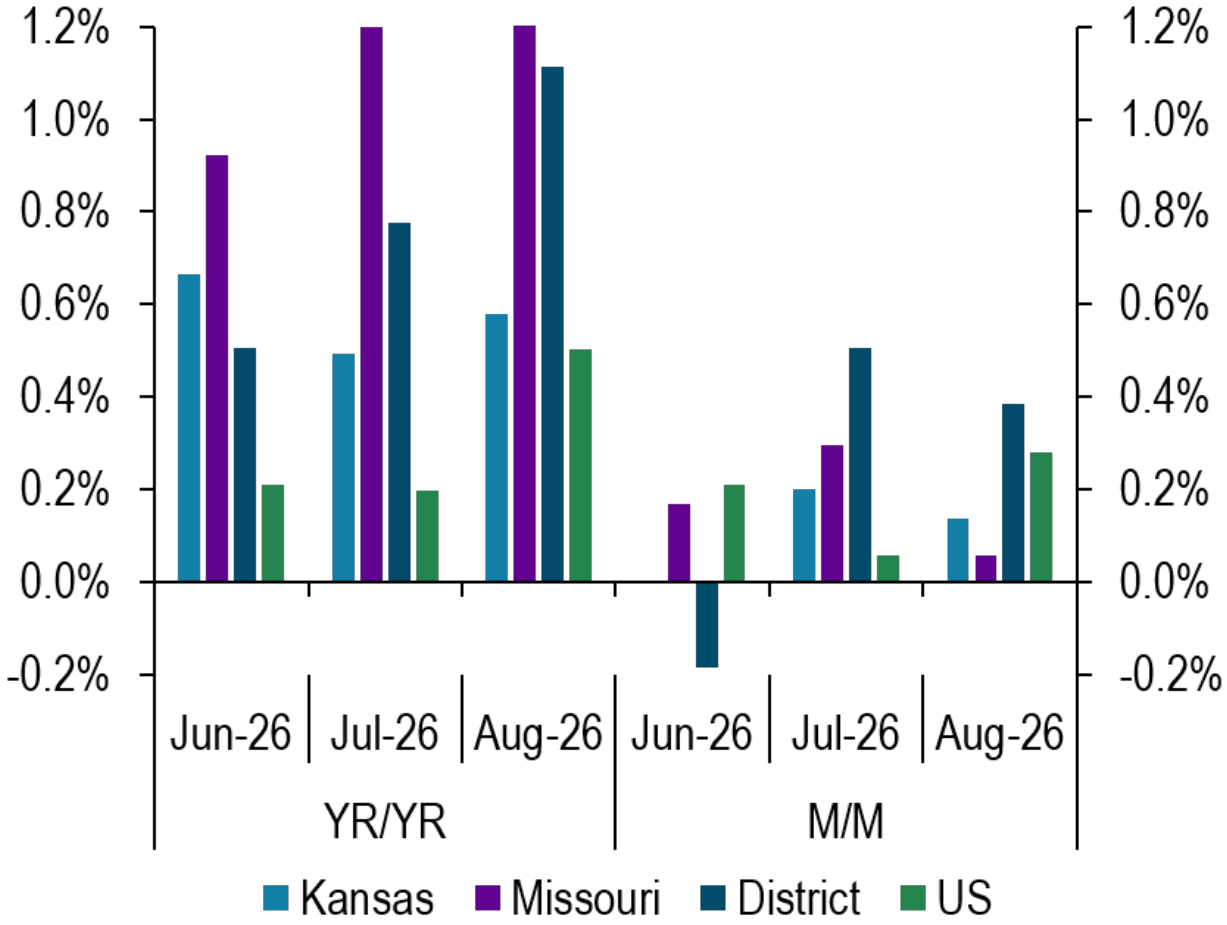

Source: NFIB, Haver

# Services Employment

Services Employment Indexed to 2010

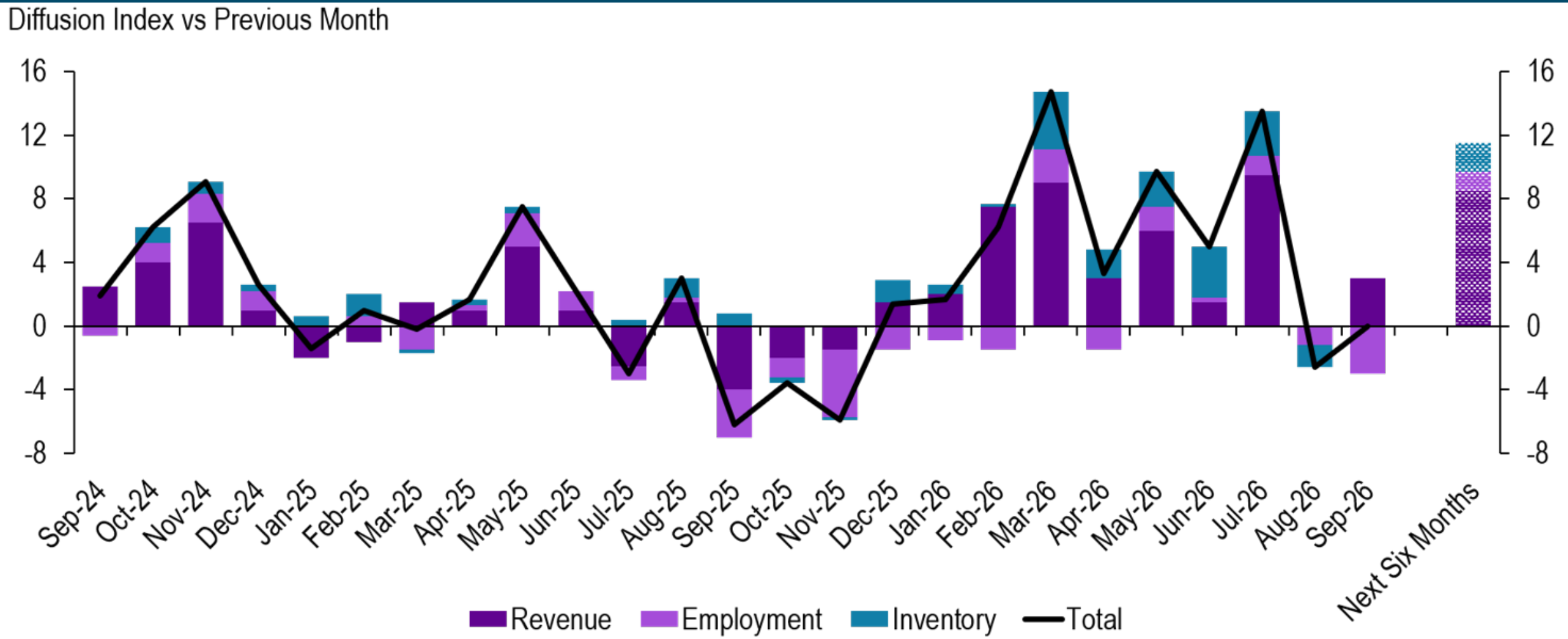



Services Employment Change



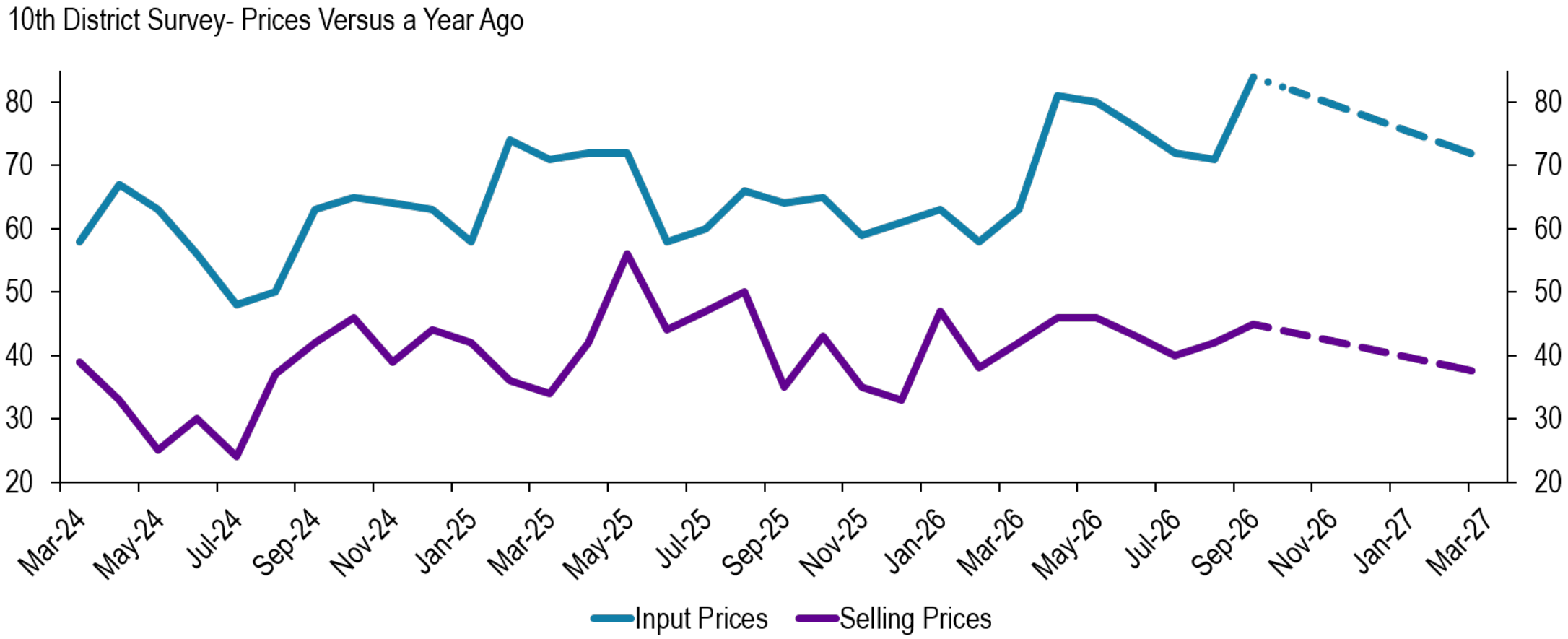

Source: BLS

# 10J activity softened and is now neutral




Source: KCFED Manufacturing Survey

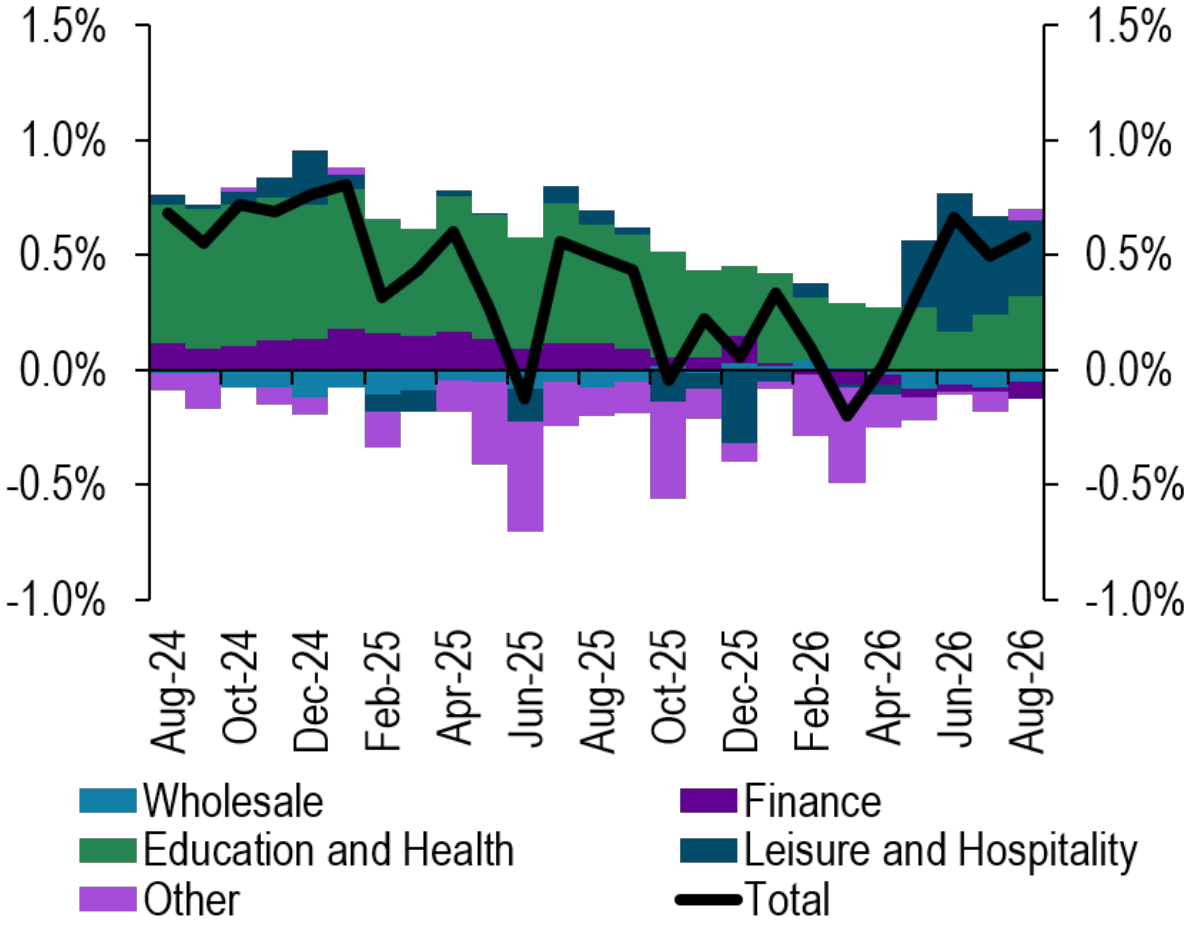
# 10J input costs outpace selling prices, squeezing margins



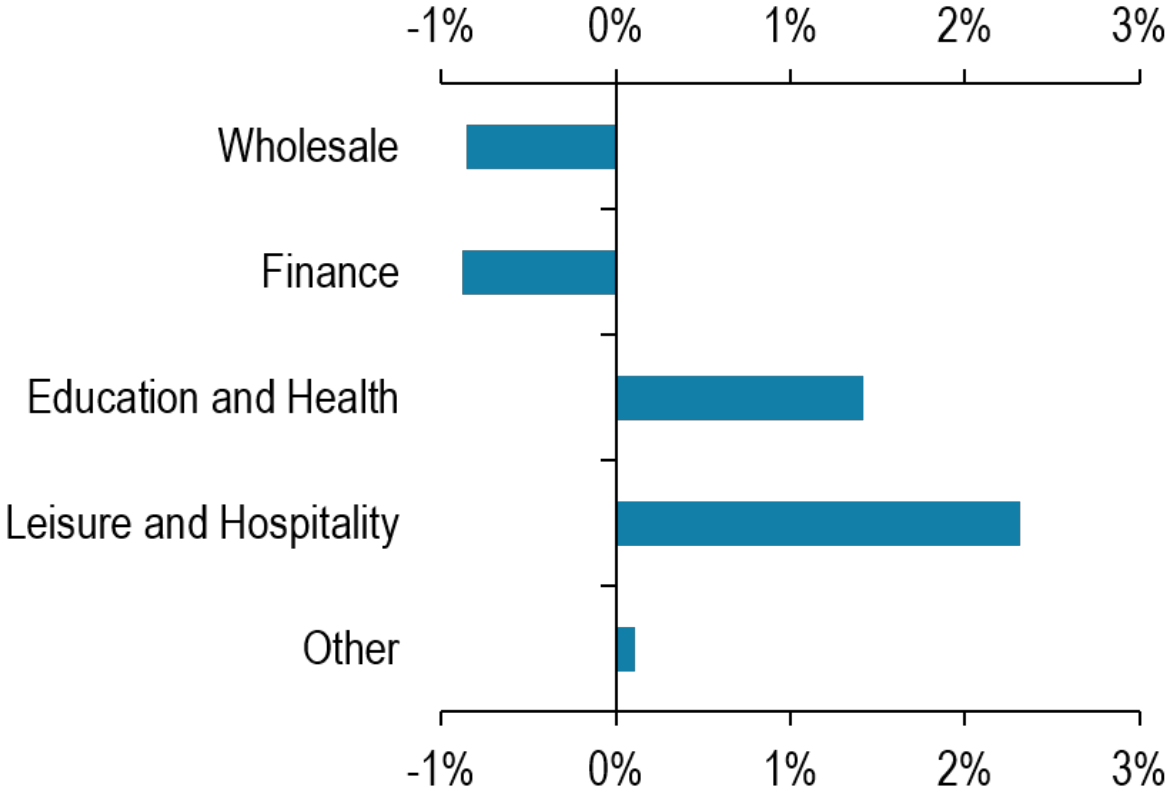

Source: KC FED Survey, Haver

# Kansas Services Employment

Contributions to change in employment Kansas



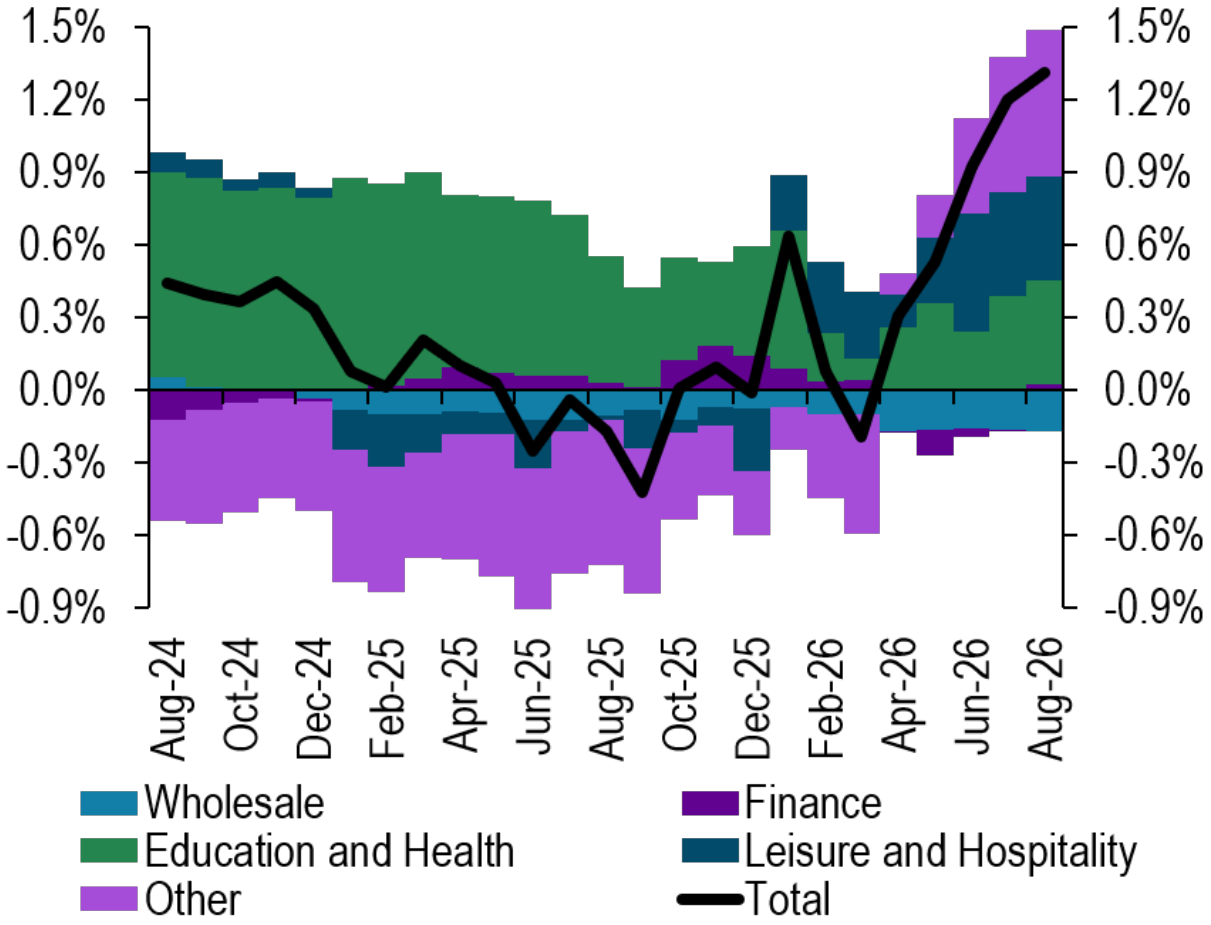

Y/Y % chg in employment August 2026



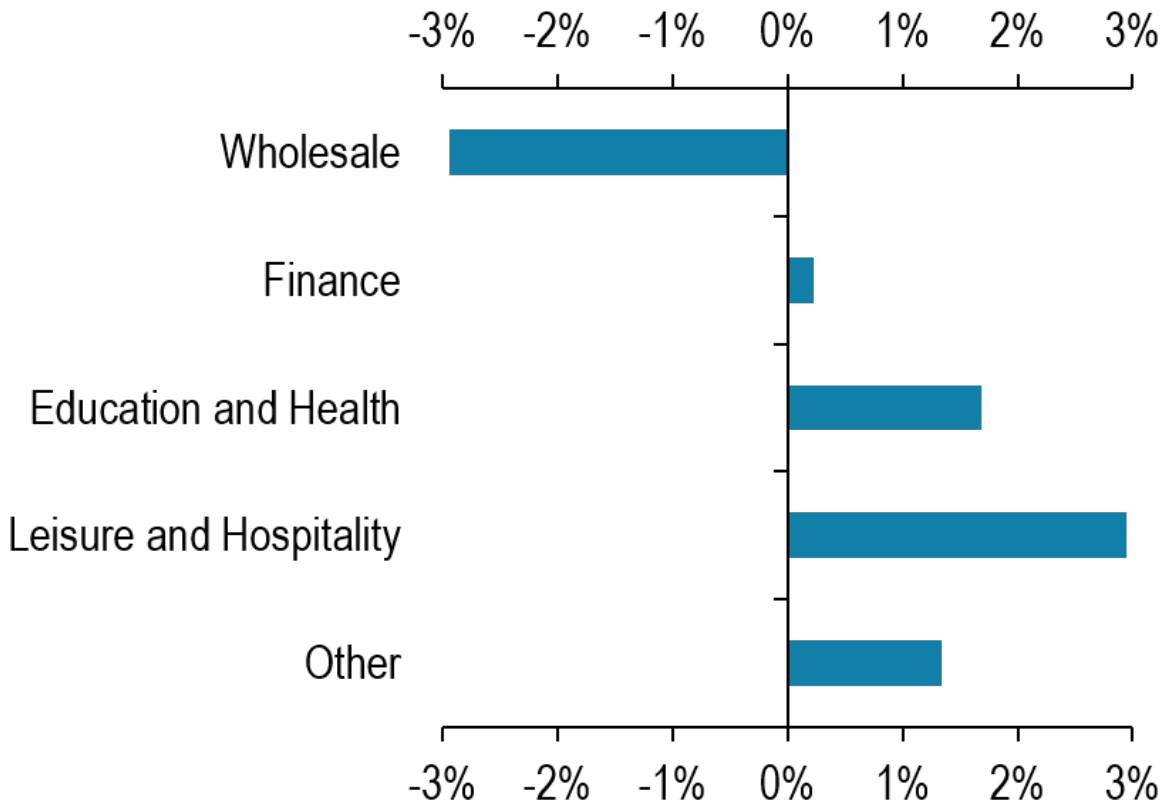

Source: BLS

# Missouri Services Employment

Contributions to change in employment Missouri




Y/Y % chg in employment August 2026




Source: BLS

# Summary: Services



Services is losing momentum despite modest job growth.



Employment gains continue, concentrated more heavily in MO.



Healthcare remains consistent and leisure and hospitality have recently strengthened.



Margin pressures are intensifying as fuel, logistics, and labor costs weigh on firms.

## Receive Regular Updates

For more analysis of the regional economy, subscribe to receive e-mail alerts from the KANSAS CITY FED.

www.KansasCityFed.org/ealert

# Contact Information:

**Jeremy Hill**
*Assistant Vice President, Regional Executive*
**C:** *816-764-7639* **E:** *Jeremy.R.Hill@kc.frb.org*
FEDERAL RESERVE BANK OF KANSAS CITY
1 Memorial Drive • Kansas City, Missouri 64198

# Frank Lenk – Director, Office of Economic Research; Mid-America Regional Council



- Frank has been with MARC for more than 40 years.
- In his role, Frank is responsible for:
  - Preparing long- and short-range economic and demographic forecasts
  - Estimating the economic impact of major public investments
  - Overseeing the development of maps and other data visualizations to uncover the meaning in the data
  - Developing metrics to measure the Greater Kansas City's social and economic progress
- He has authored/co-authored numerous reports on the Kansas City area economy, including the workforce needs of several sectors in the region.

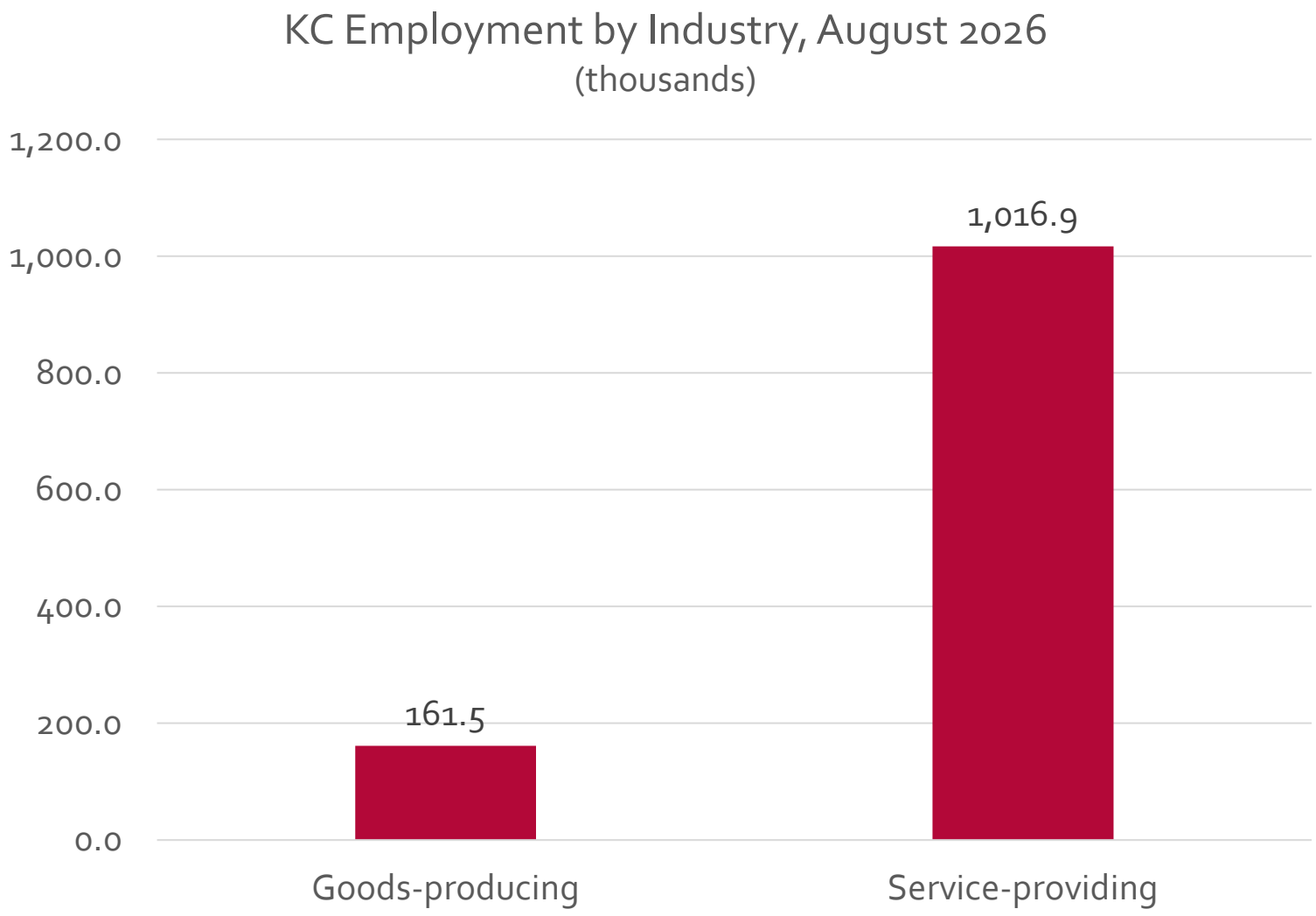
# 2027 KC Economic Forecast

Frank Lenk, Director
Office of Economic Research
Mid-America Regional Council

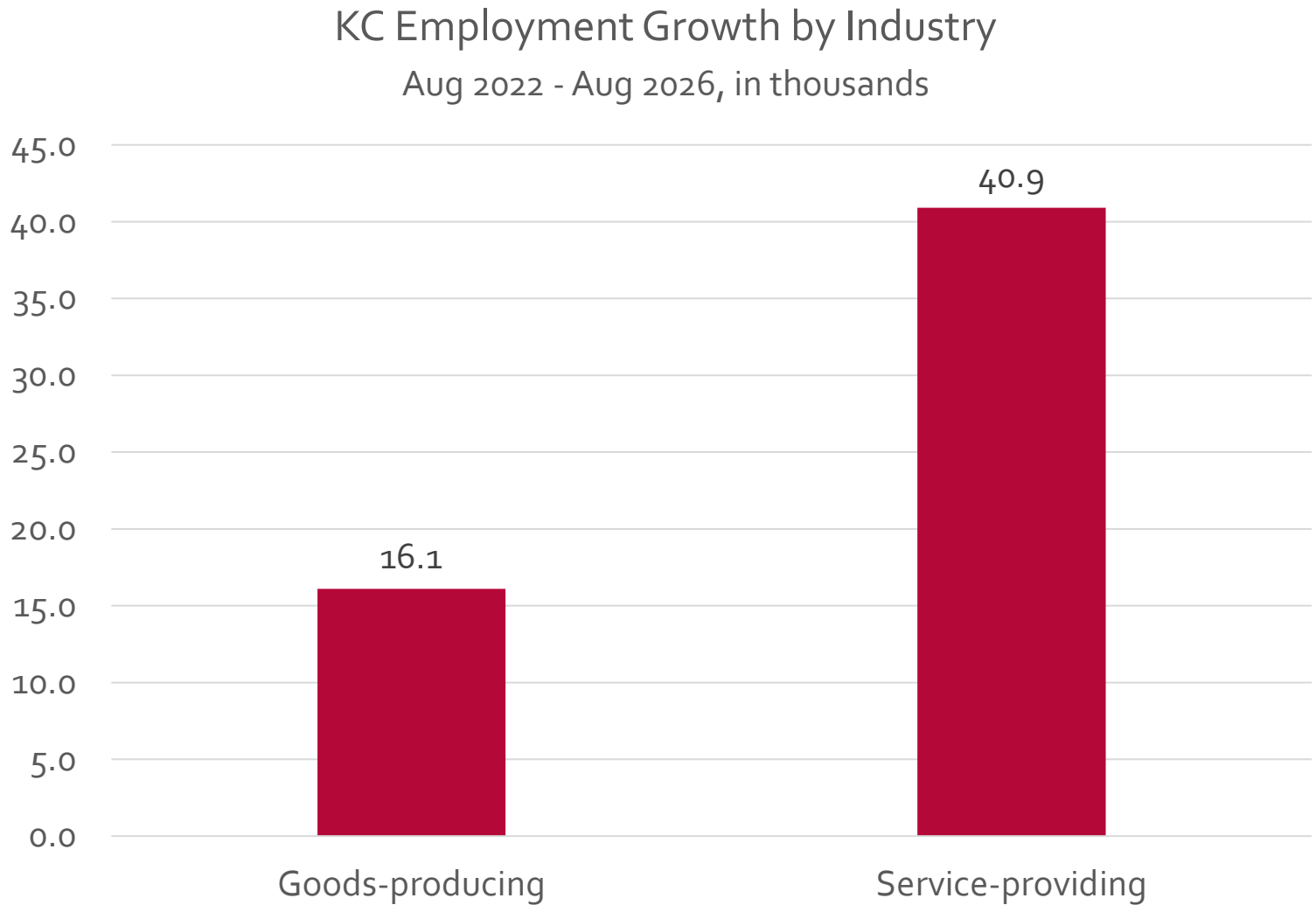
flenk@marc.org

# Current Situation

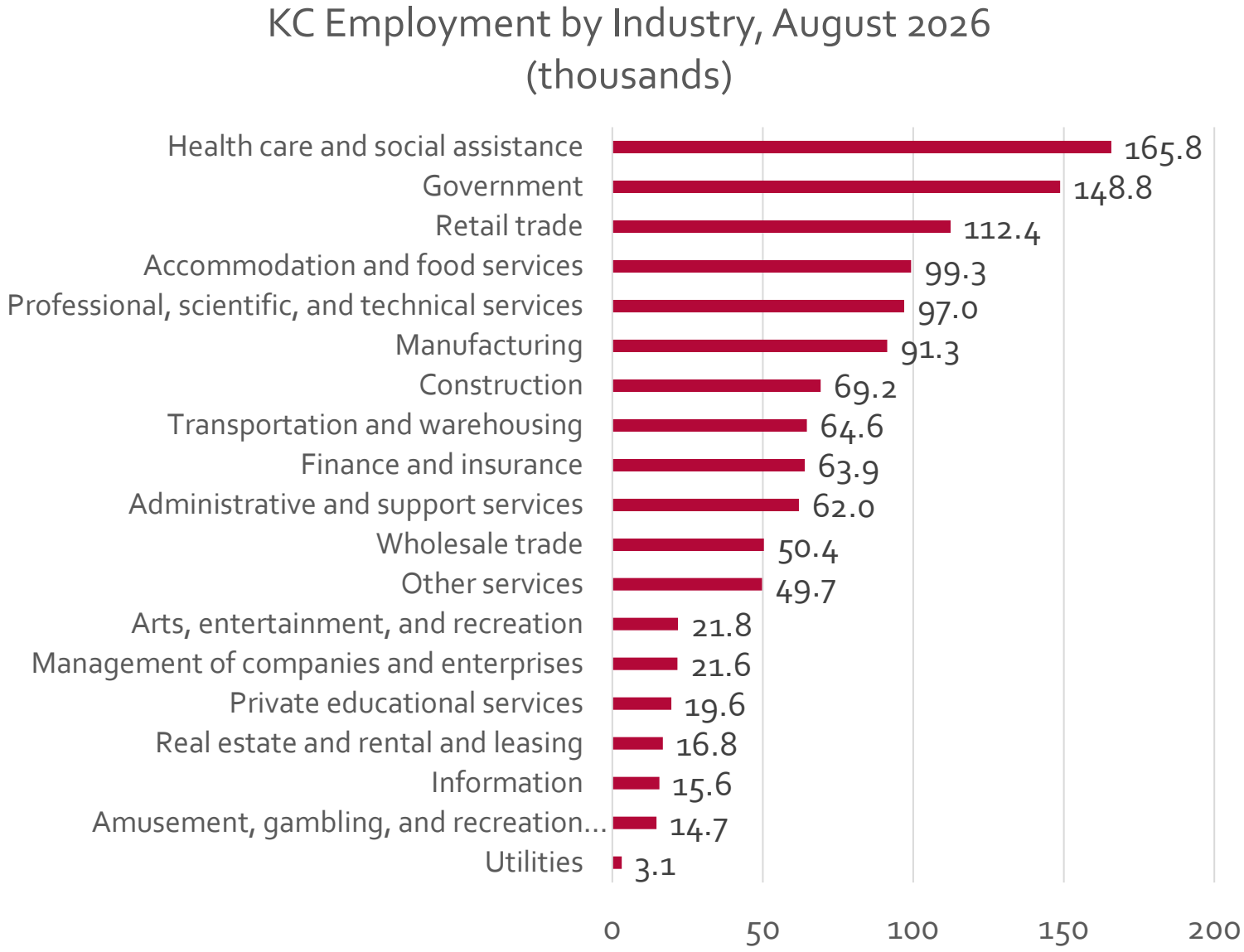
KC specializes more in providing services that producing goods. Six times as many KC residents work in the service sector as in the goods sector



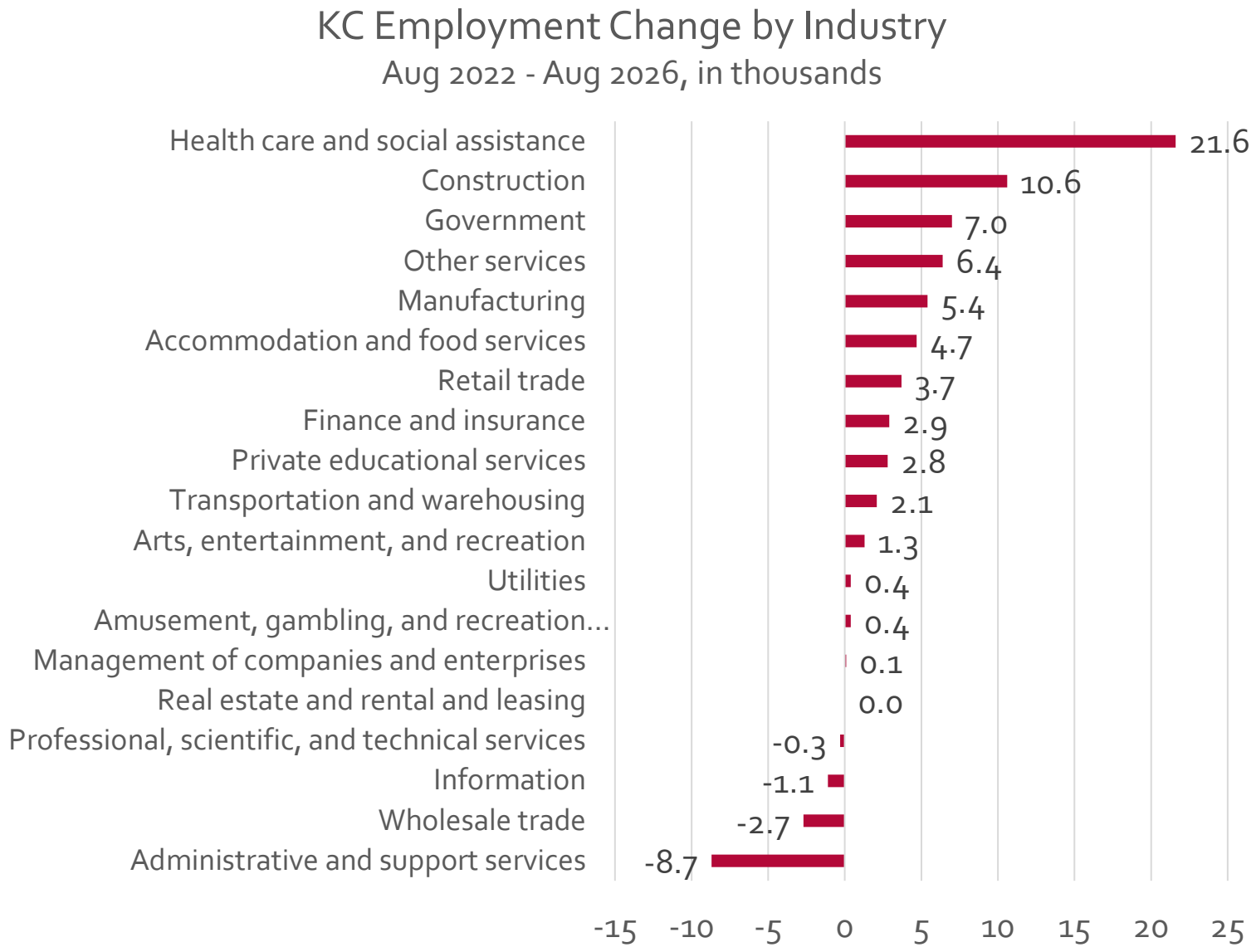
But the goods producing sector is punching above its weight in terms of job growth, accounting for more than a third of the region's increase in employment.



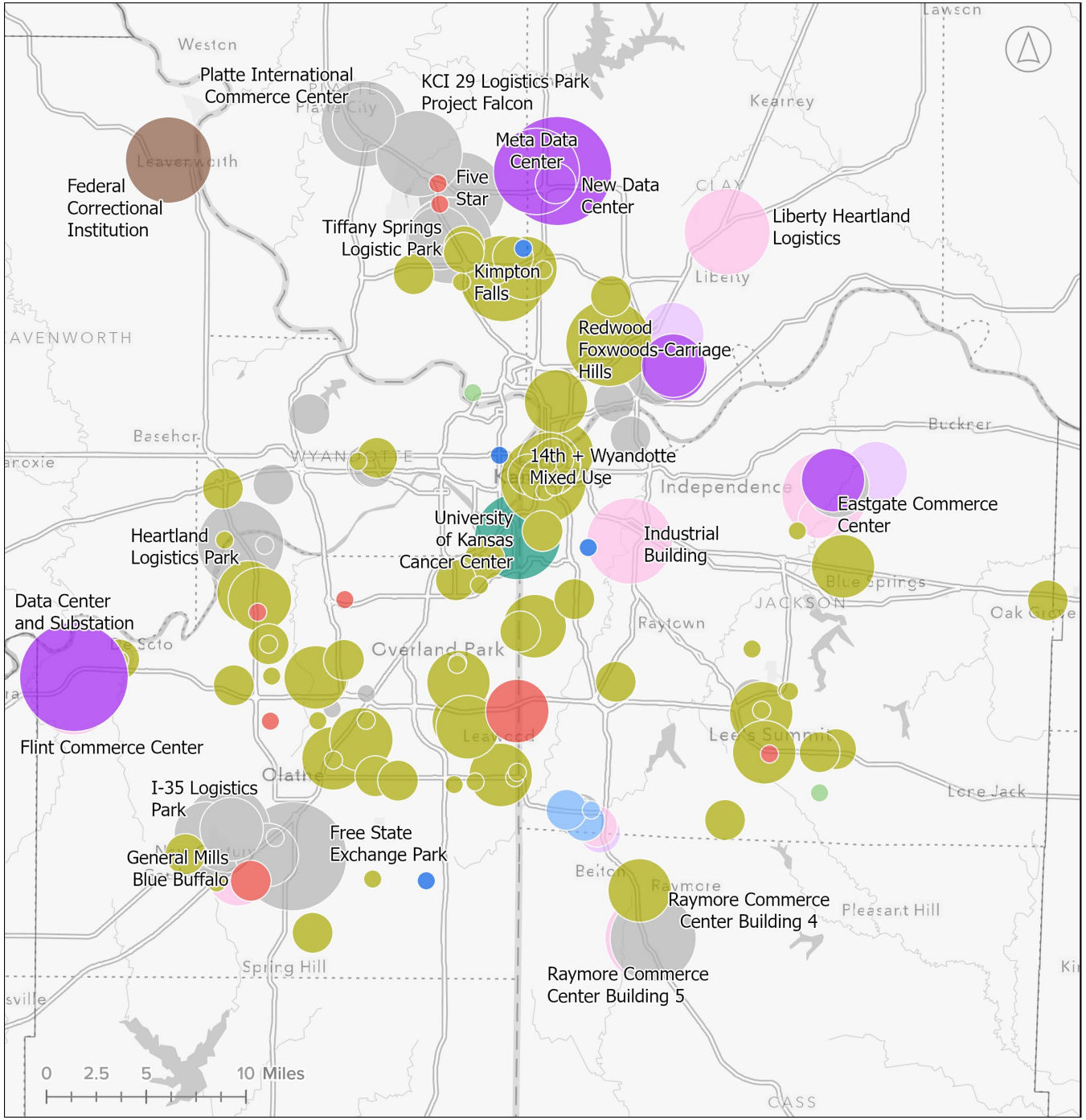
Health care, Government (including public schools) and Retail are our largest employers, followed by Accommodation and food, Prof/Sci/Tech Services and Manufacturing.



The distribution of recent job growth is somewhat different. Construction and Other services rise to the top while Prof/Sci/Tech moves toward the bottom



Most of the construction projects either industrial or multi-family.




## Large Construction Projects in the Kansas City Region 2024 to 2026

Construction projects completed or started.

Type

- Education
- Recreation - Venue
- Commercial
- Government
- Housing
- Industrial - Warehouse
- Industrial - Manufacturing
- Industrial - Both W & M
- Infrastructure - Data Center
- Medical
- Public Safety

**Building Square Footage**

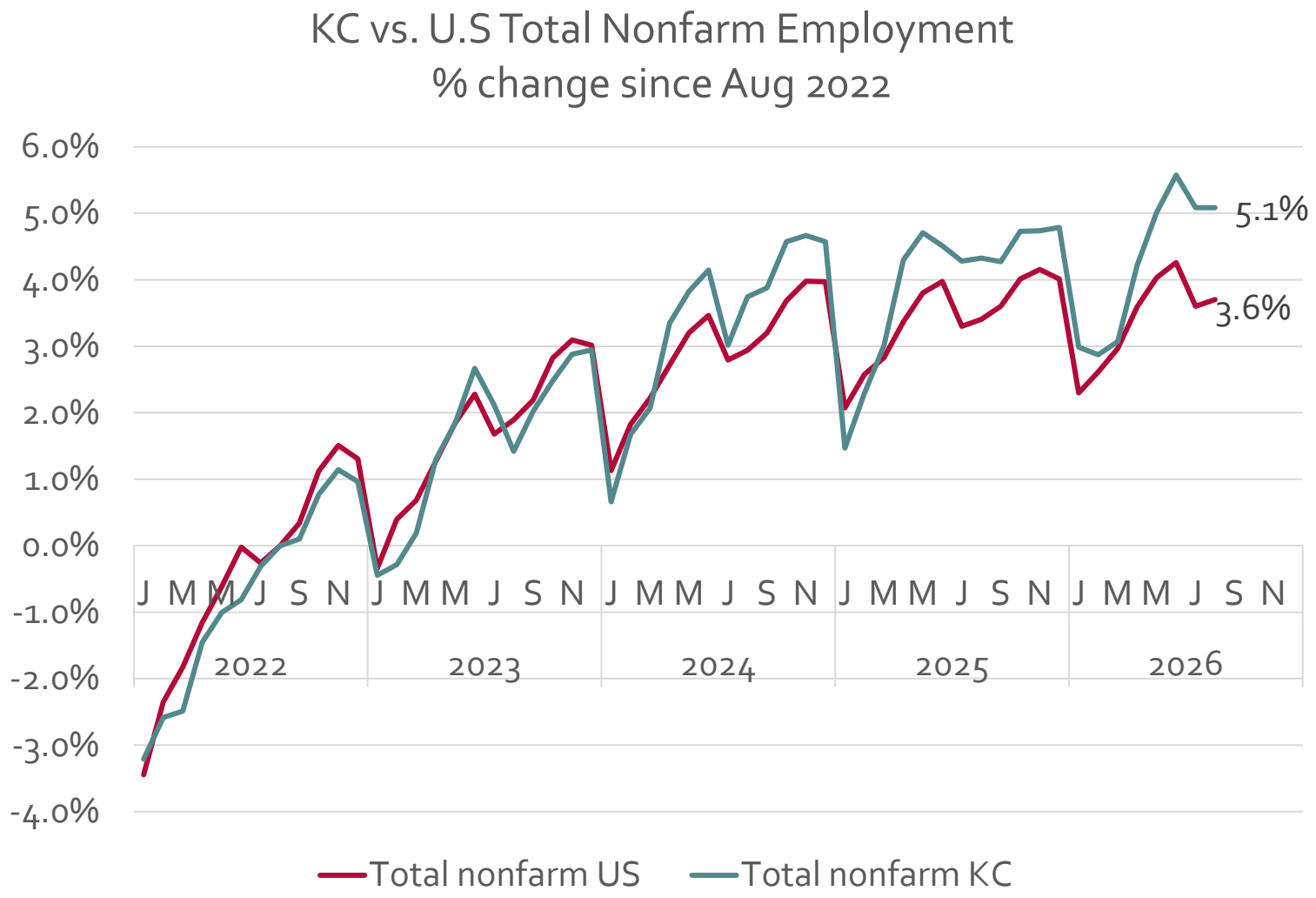
- 3,000,000
- 500,000
- 250,000
- 100,000

Source: F.W. Dodge. Projects published since 2024 whose square footage is > 100,000.

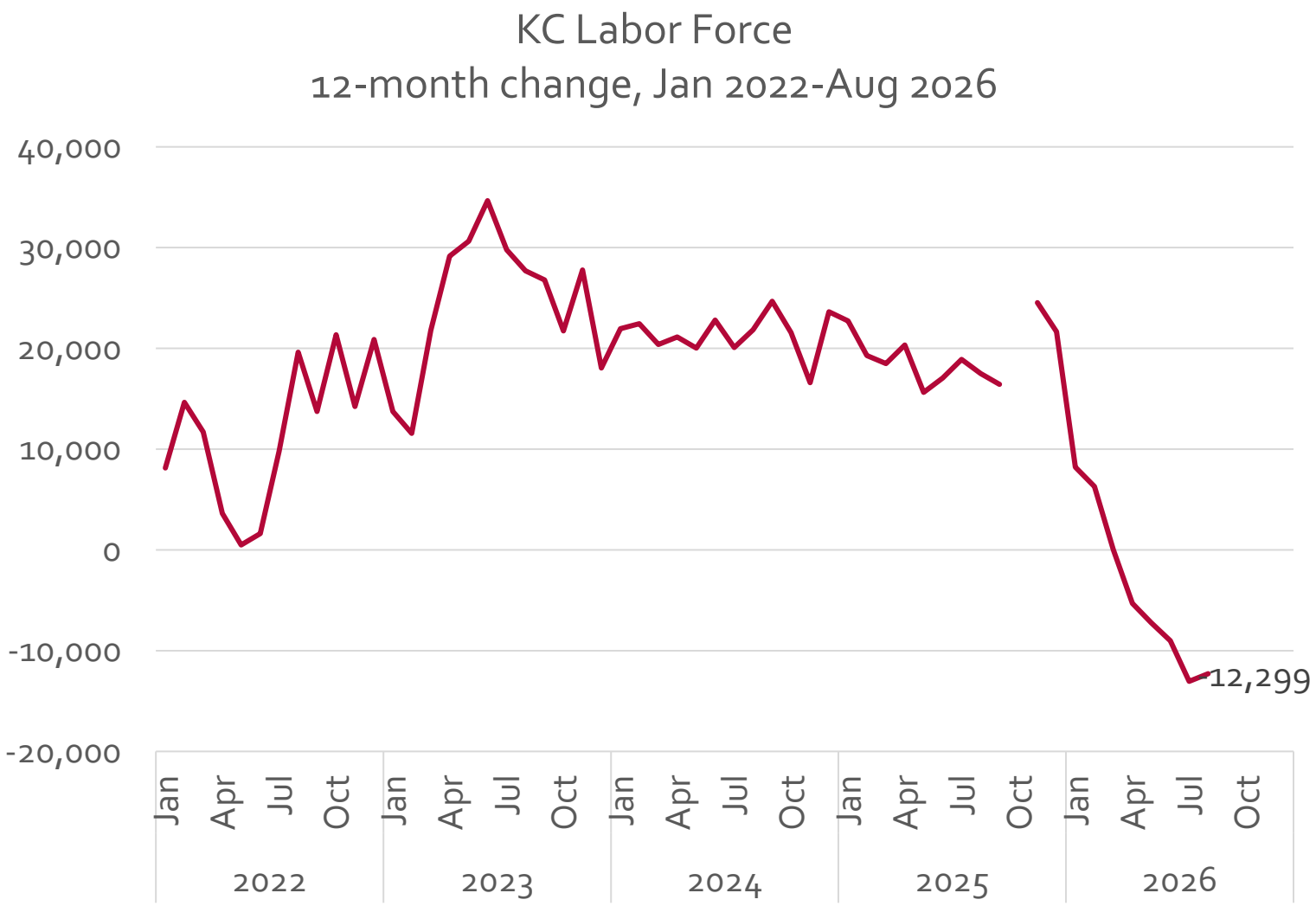
MARC
MID-AMERICA REGIONAL COUNCIL
GEOGRAPHIC INFORMATION SYSTEMS

KANSAS MISSOURI

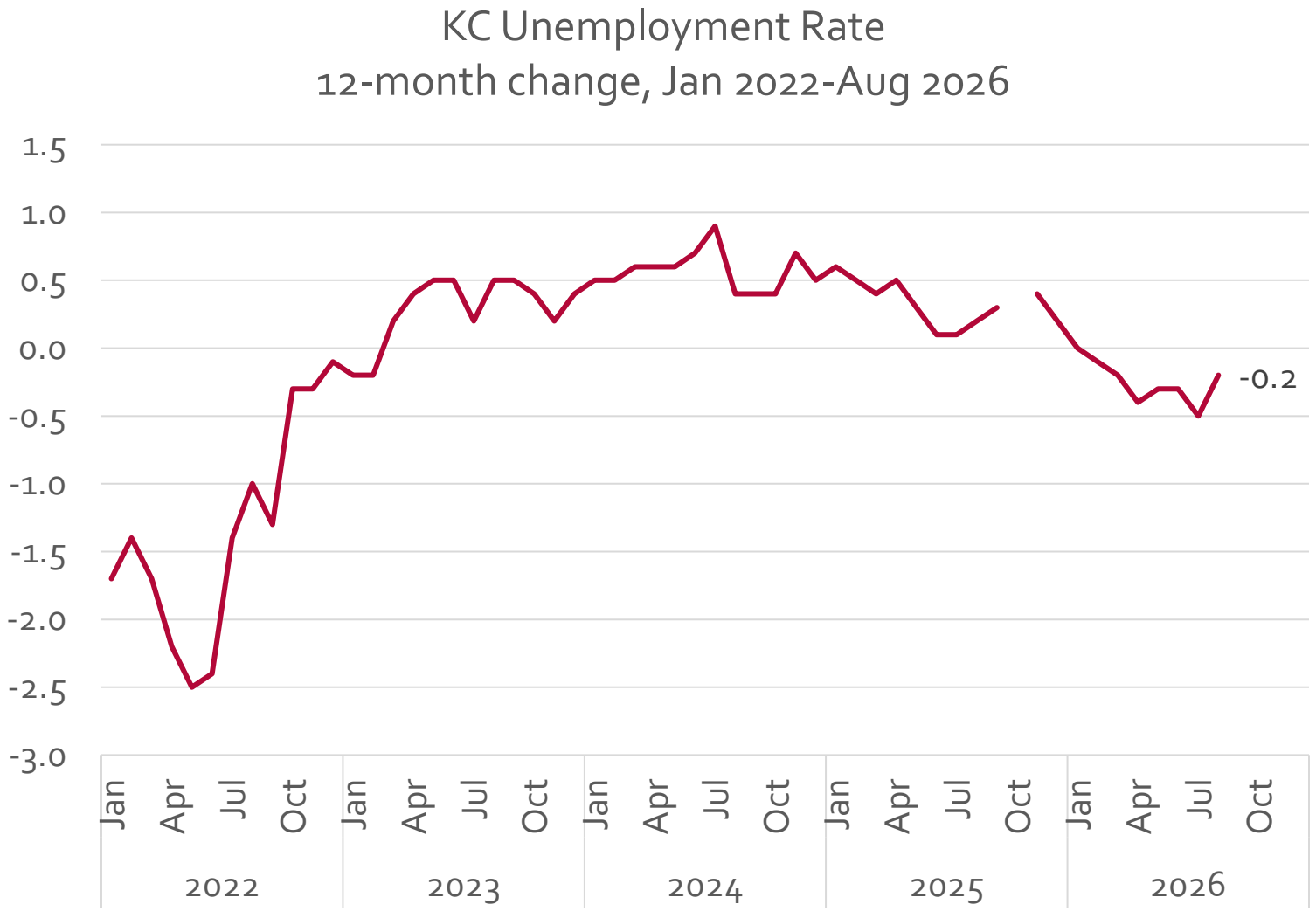
In a marked change from past analyses, KC's employment has begun to grow at a significantly faster rate than the U.S., especially in the last year.



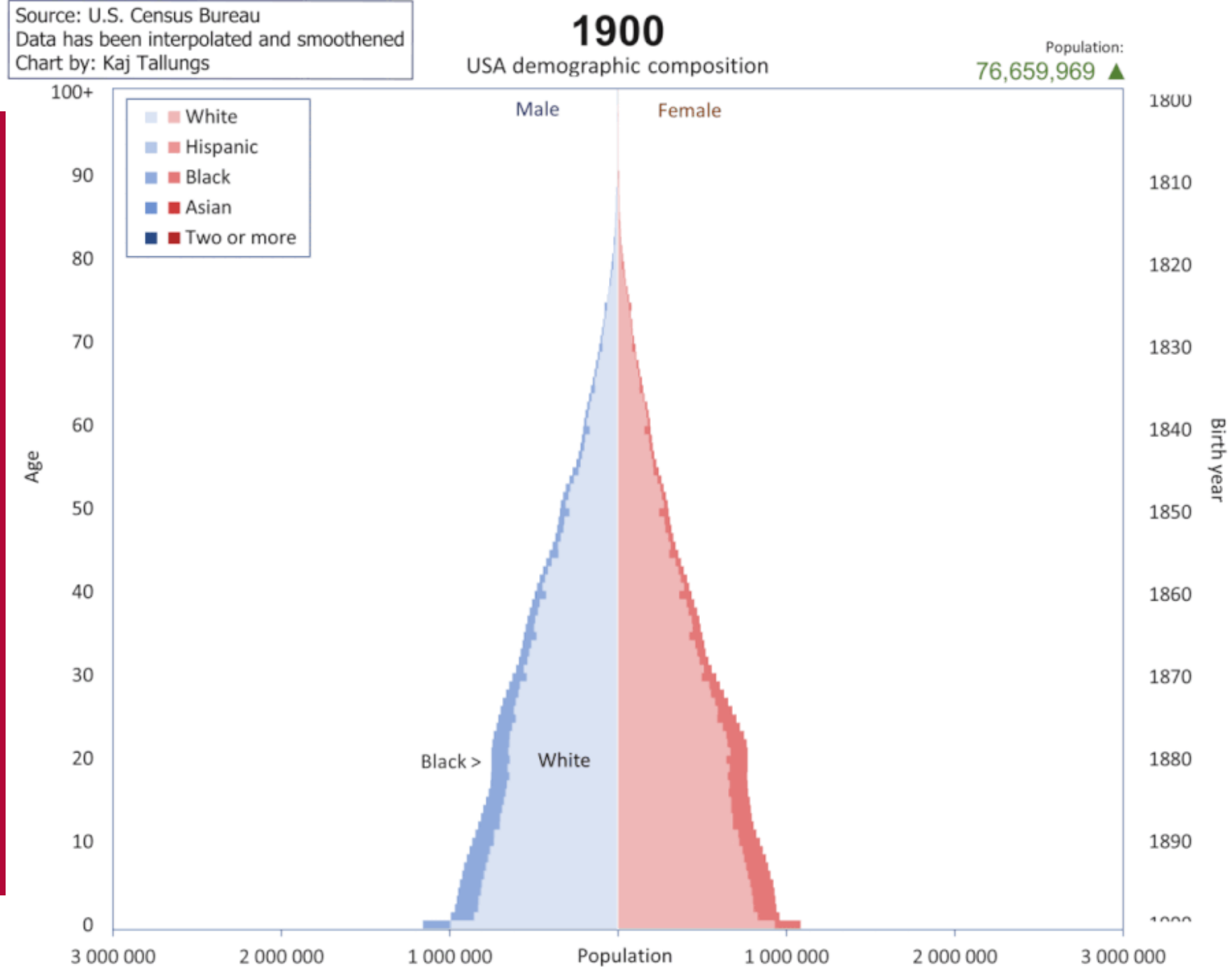
This is kind of a strange result, since in the last year the region's labor force has been shrinking.



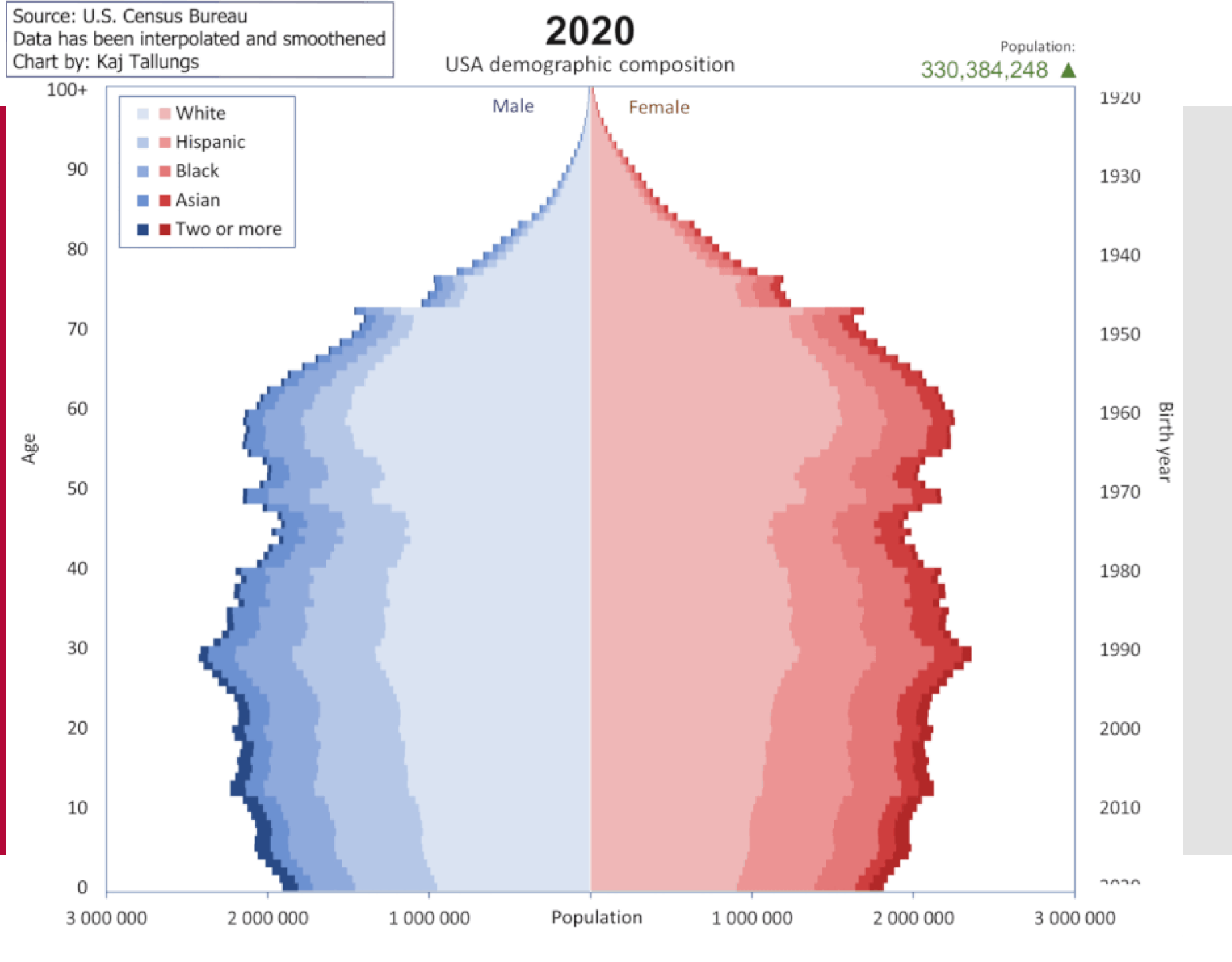
Post-pandemic, KC unemployment rate dropped to 2.5% before beginning a slow rebound to about 4%. That it has started to decline again as labor force is also declining means the number of unemployed persons is dropping even faster.



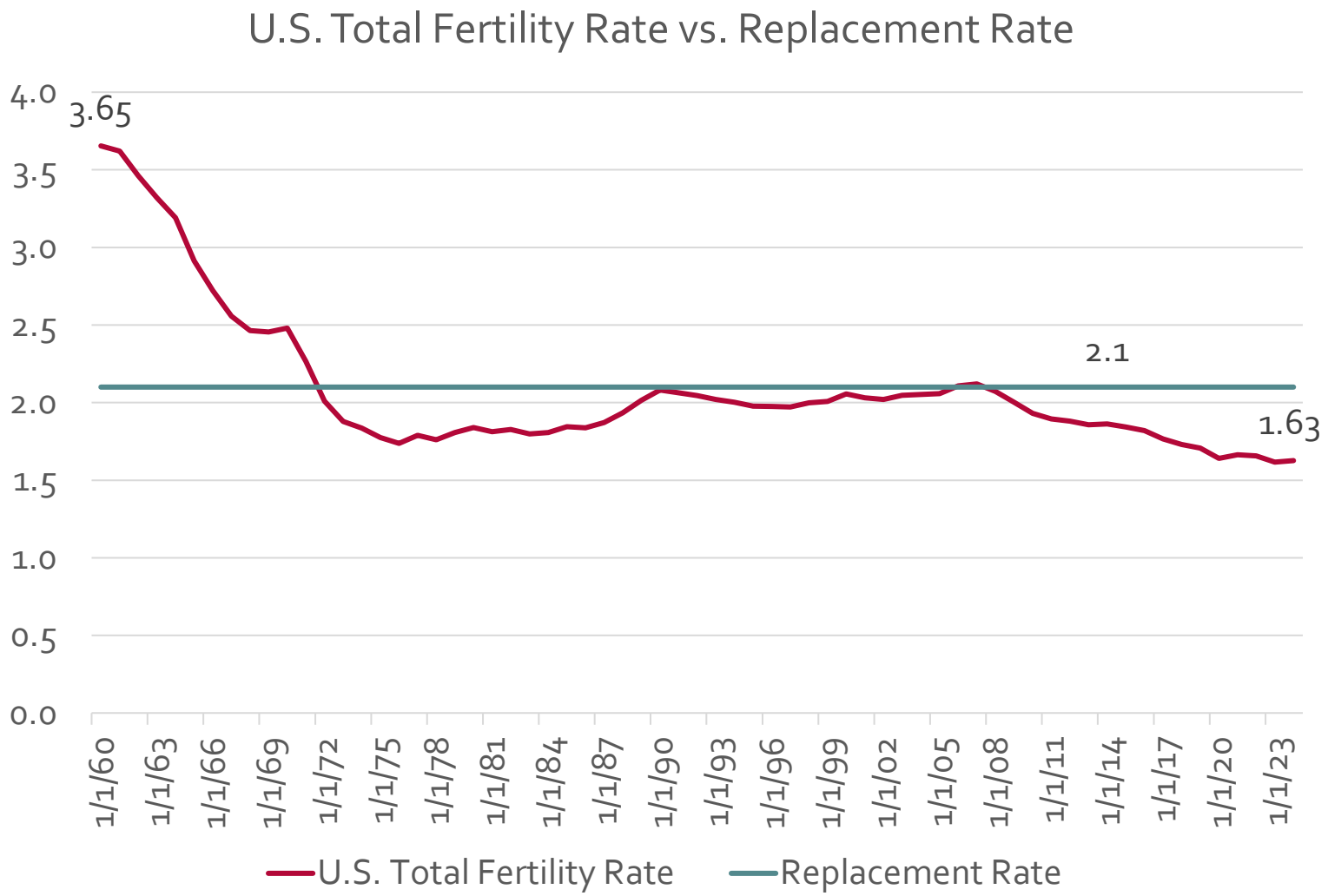
The challenge of a declining labor force is a long-term problem, fueled by the age structure of the population.



# The population is growing older, with many aging out of the workforce.



At the same time, fertility rates are falling, limiting the number of new labor force entrants.




Source: World Bank via FRED®

Net immigration has historically filled the labor demand gap.

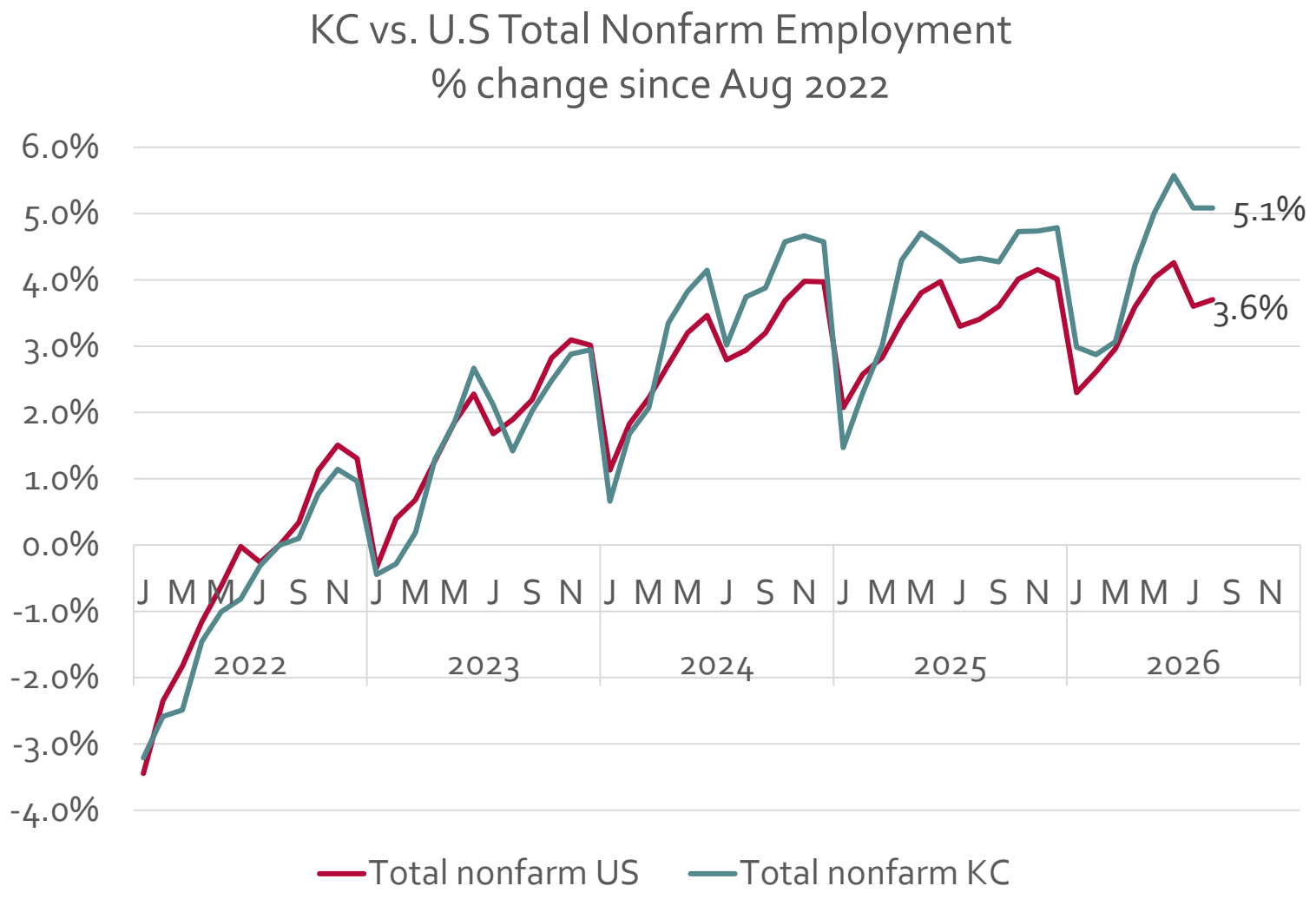
Now, that looks much less certain.



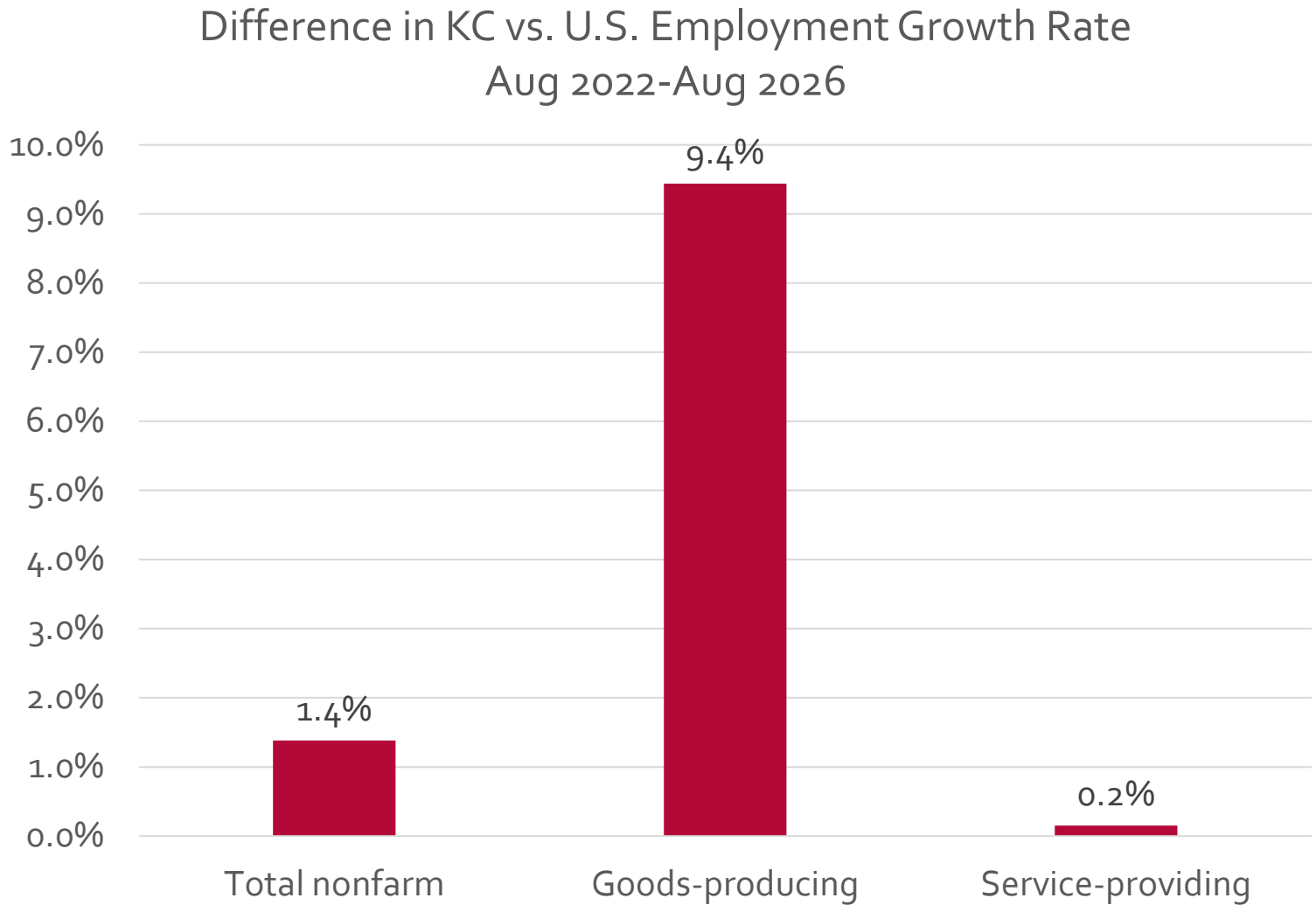

Source: *The Demographic Outlook: 2026-2056*, Congressional Budget Office

If KC is now growing faster than the U.S., which industries are powering that growth?

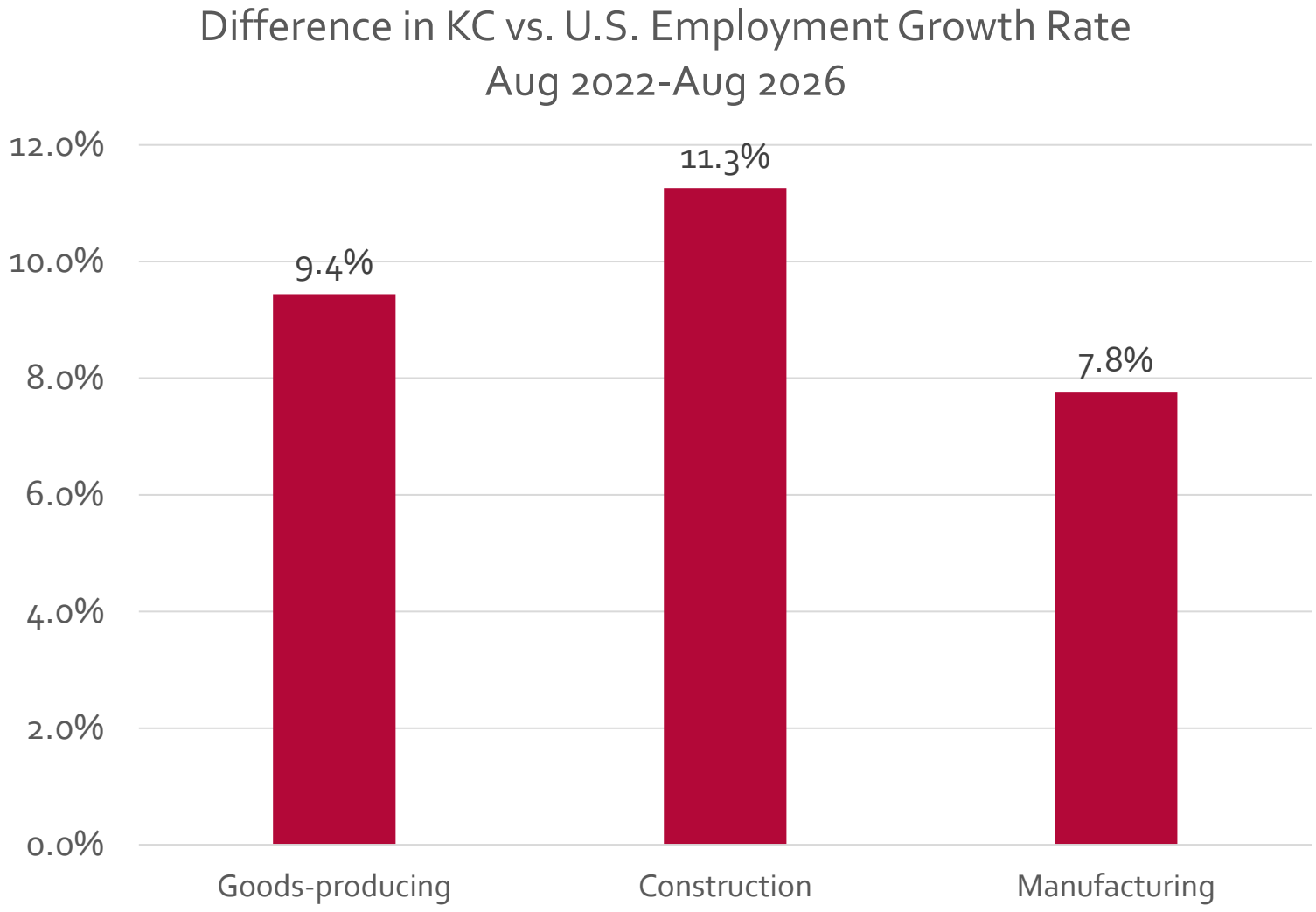
Which ones are beating baseline expectations and increasing the region's economic competitiveness?



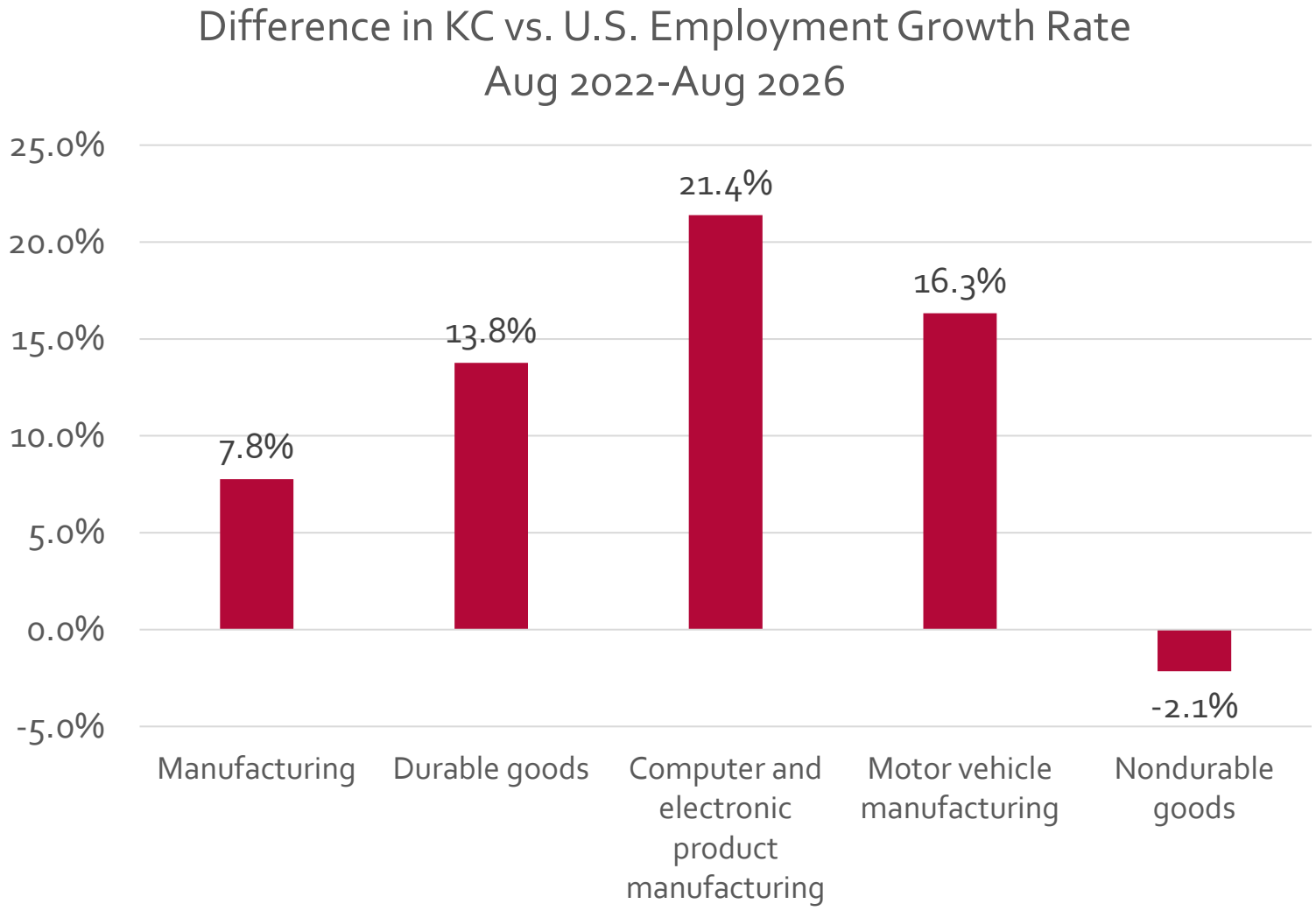
# Overwhelmingly, it is the much smaller goods-producing industries.



The goods-producing industries are primarily Construction and Manufacturing here. Both contributed significantly to this sector's outsized performance.

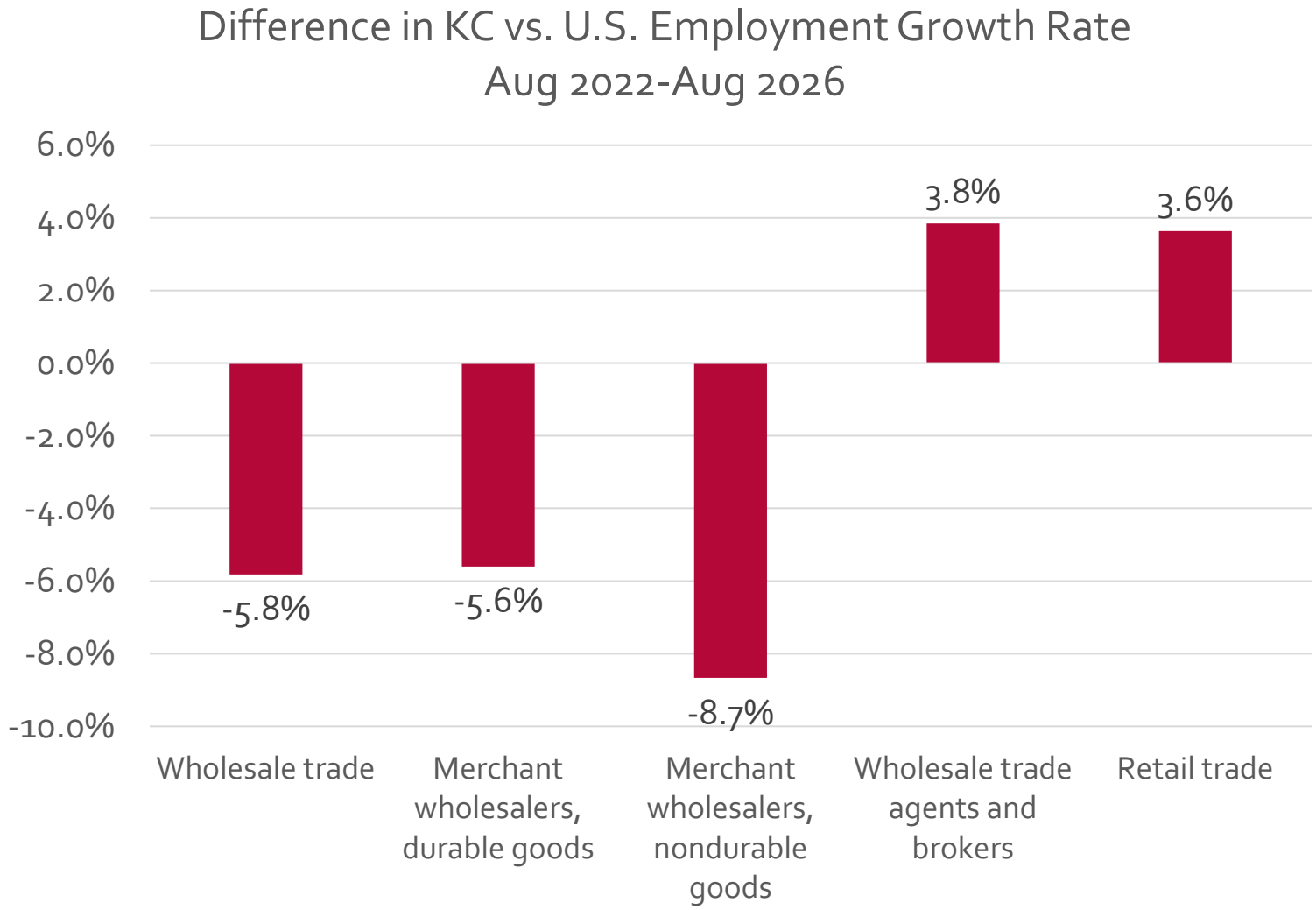


Within Manufacturing, it is the Durable goods sector that accounted for all the increased competitiveness. Computer and electronic products grew faster than the U.S. Motor Vehicles were stable while the U.S. declined.



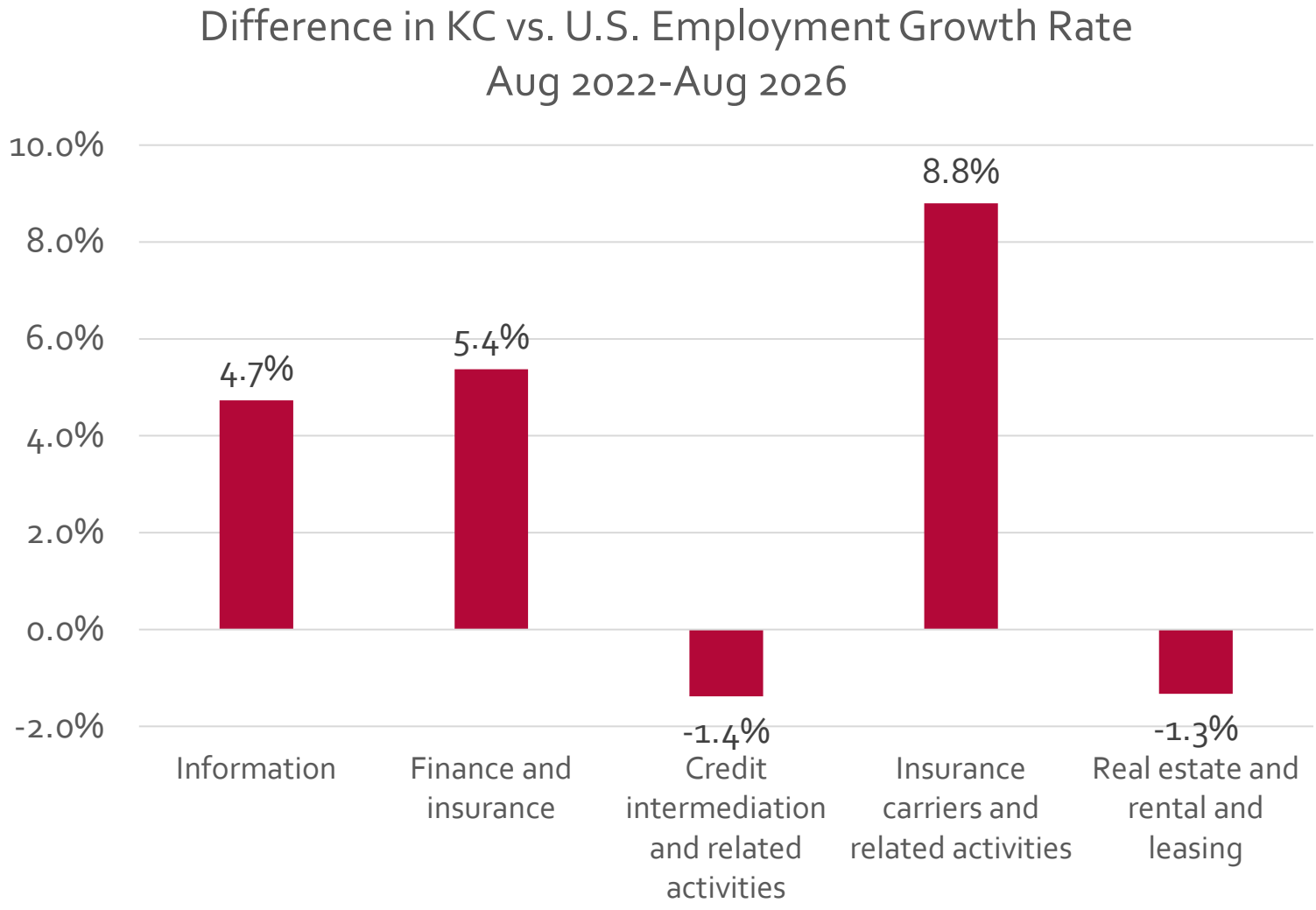
The Retail industry is one of the few service industries that is outperforming the nation.

However , Wholesale trade, a regional economic specialty, is underperforming, except for the portion that acts as the middleman between producers and wholesalers.



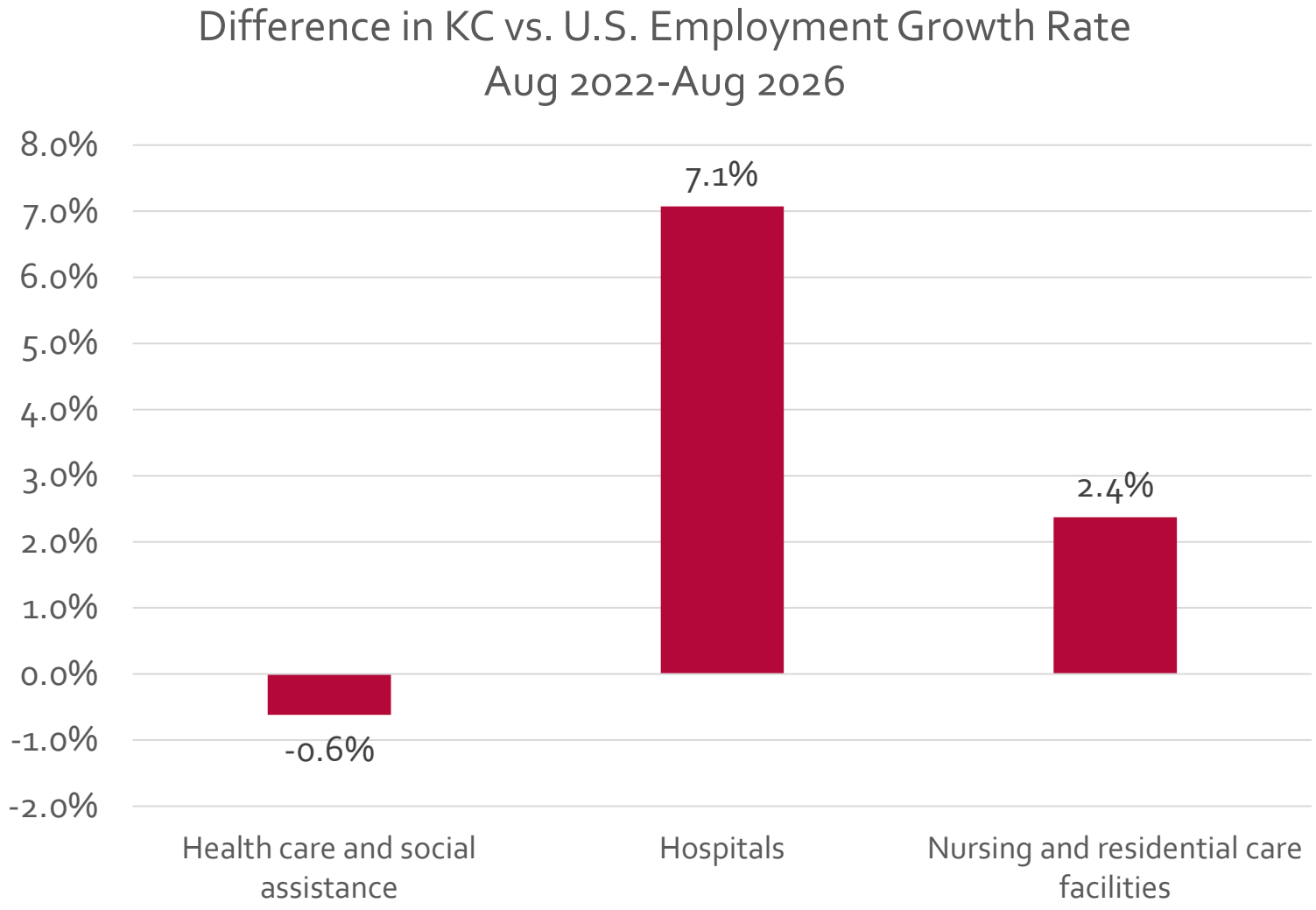
Information is declining industry, but it is declining here more slowly than the nation.

Finance and Insurance's competitiveness is being driven entirely by Insurance, another regional economic concentration, as it continues to grow here while being stable nationally.

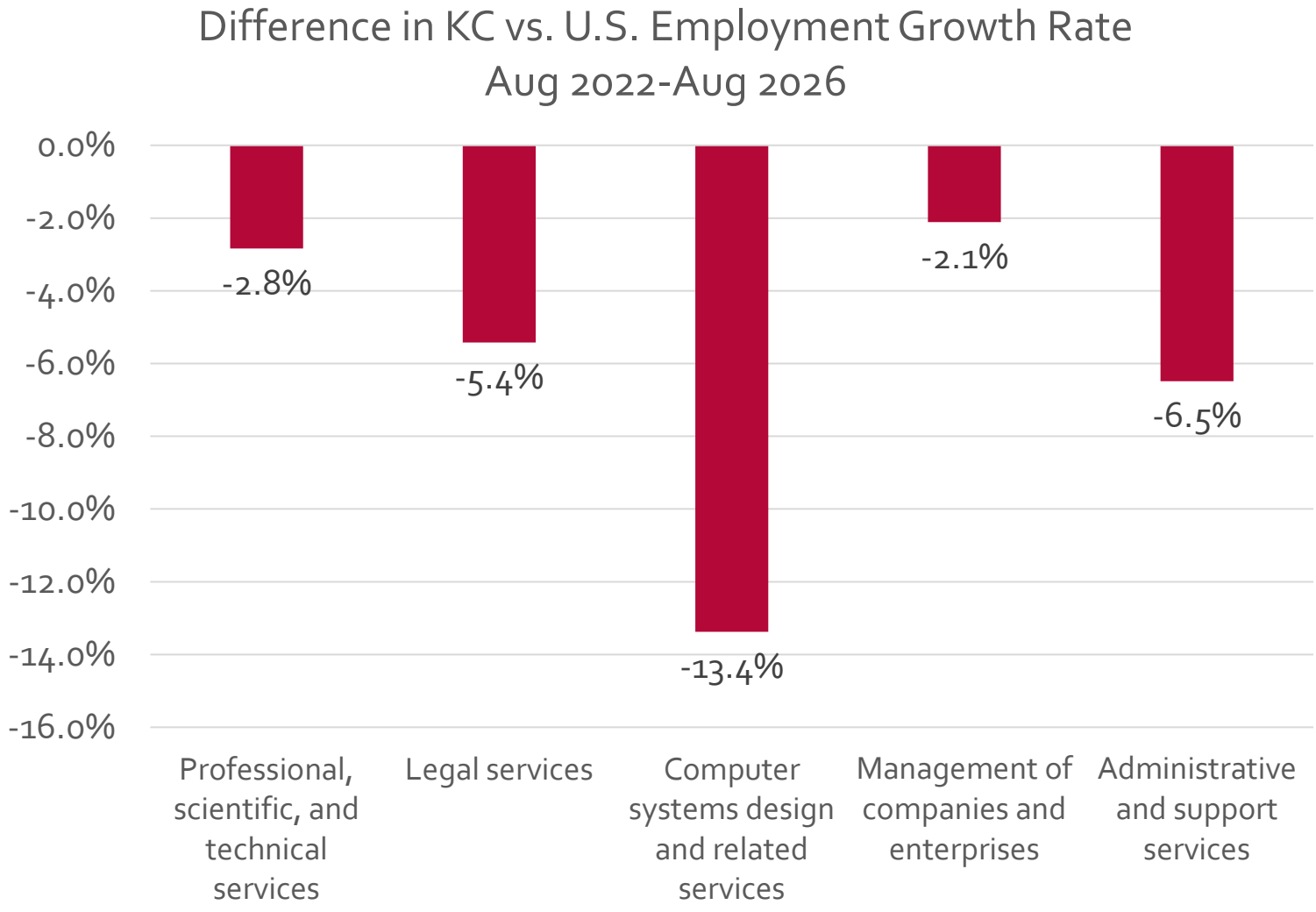


The Health care industry is the region's biggest contributor to job growth. But that job growth slightly lags national averages – except for the hospital portion.

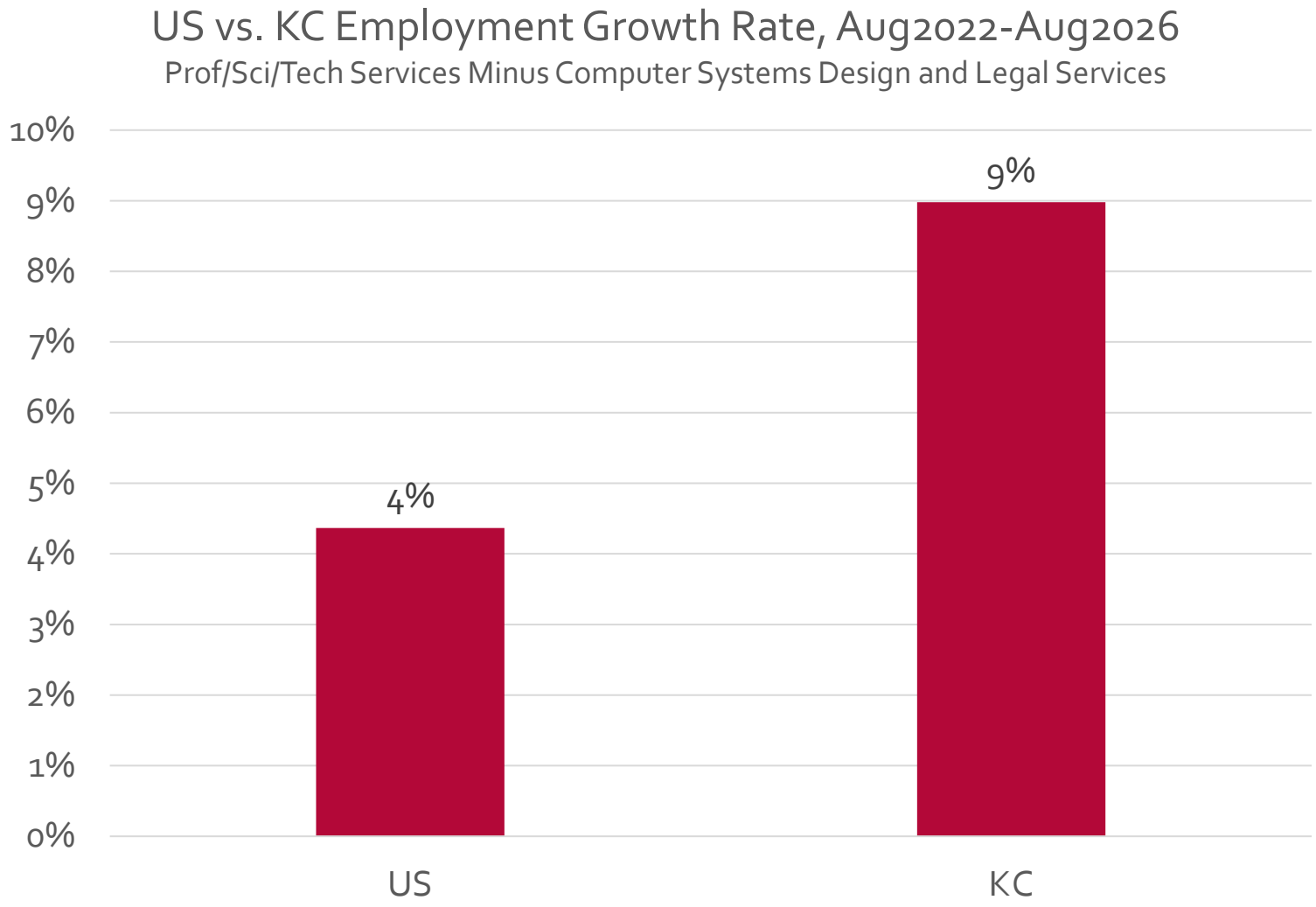
This may reflect the region's growing role in destination health care.



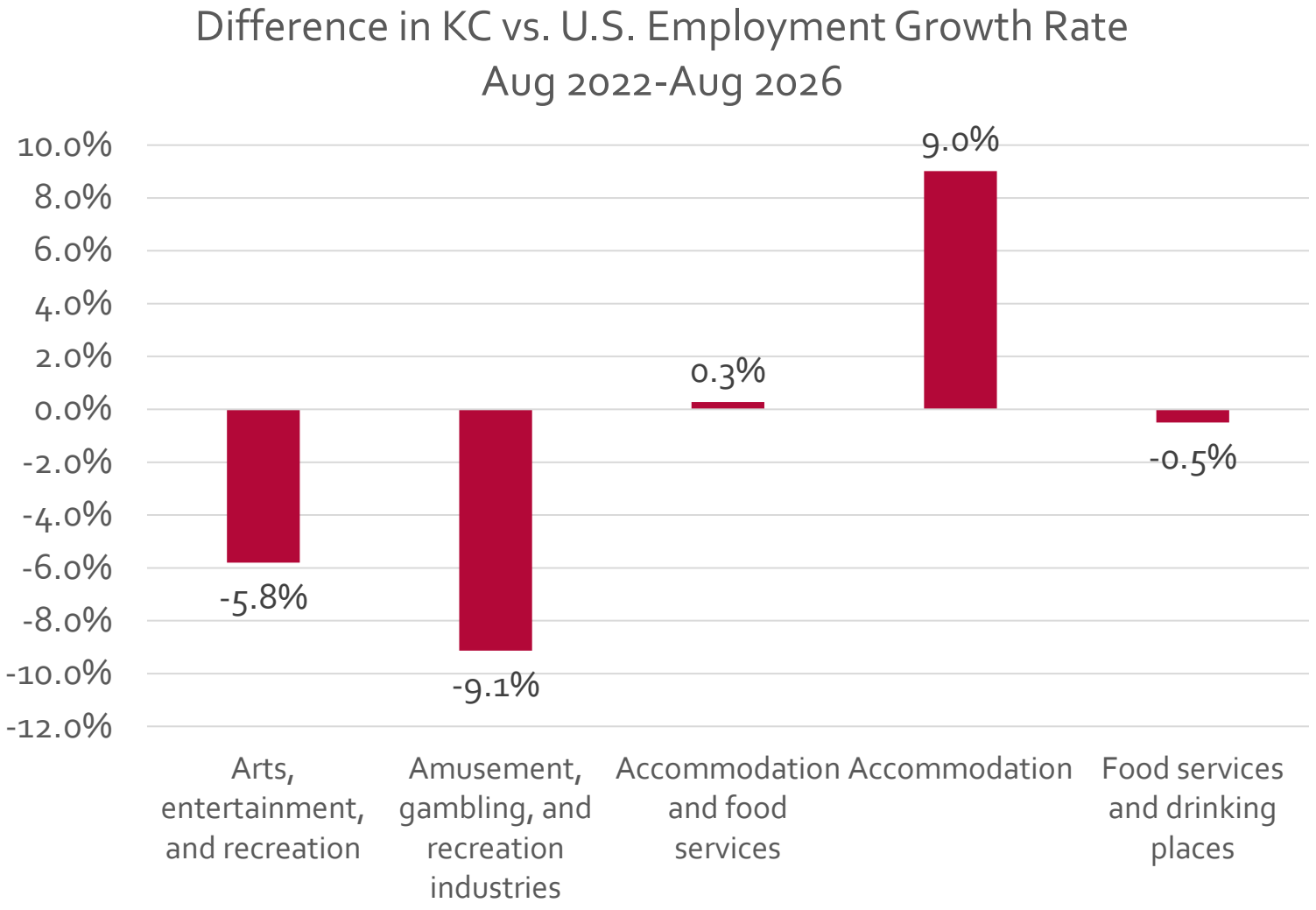
Meanwhile, job growth in the Business and Professional services sector appears to significantly lag what would be expected from national averages.



What you a can't see is that, once you discount the declining portions industries shown, the rest of the Prof/Sci/Tech industry – including Engineering/ Architecture, the Tech sector and Scientific R&D – is actually outcompeting the nation, with job growth exceeding U.S. averages by 5%.

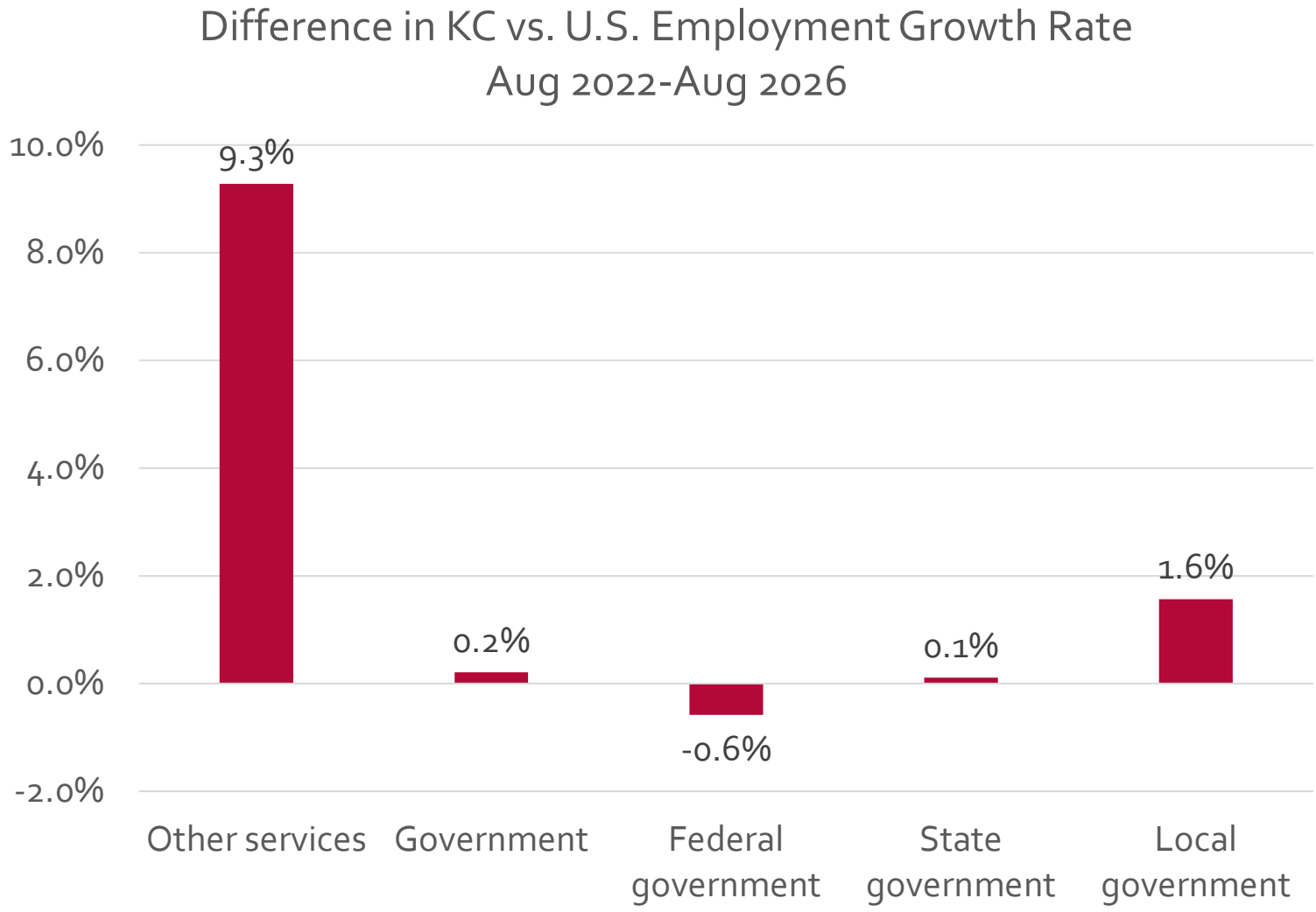


Employment growth in KC's Arts and Amusement industries is not keeping pace with national averages, while Food and drinking employment is roughly tracking the nation. Only the much smaller Accommodation sector saw outsized employment growth, perhaps reflecting the region's growing role as tourist destination.



The Other services industry, which includes the non-profit sector and religious organizations as well as repair and household services, is an area of strength for the region.

KC appears to have been hurt worse by the firing of federal workers. Local government, which includes schools, is growing more strongly here than average.



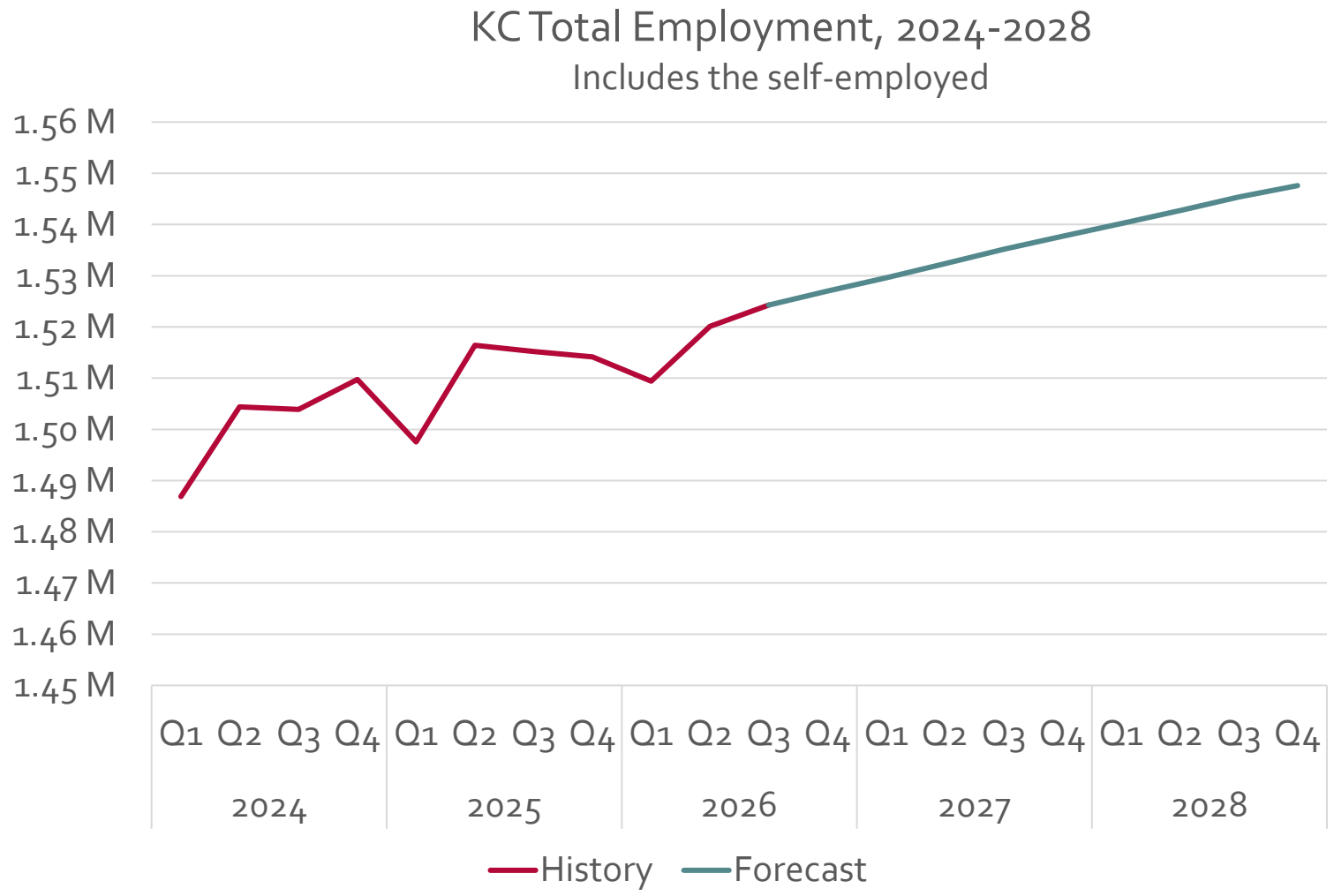
# KC forecast

# Methodology

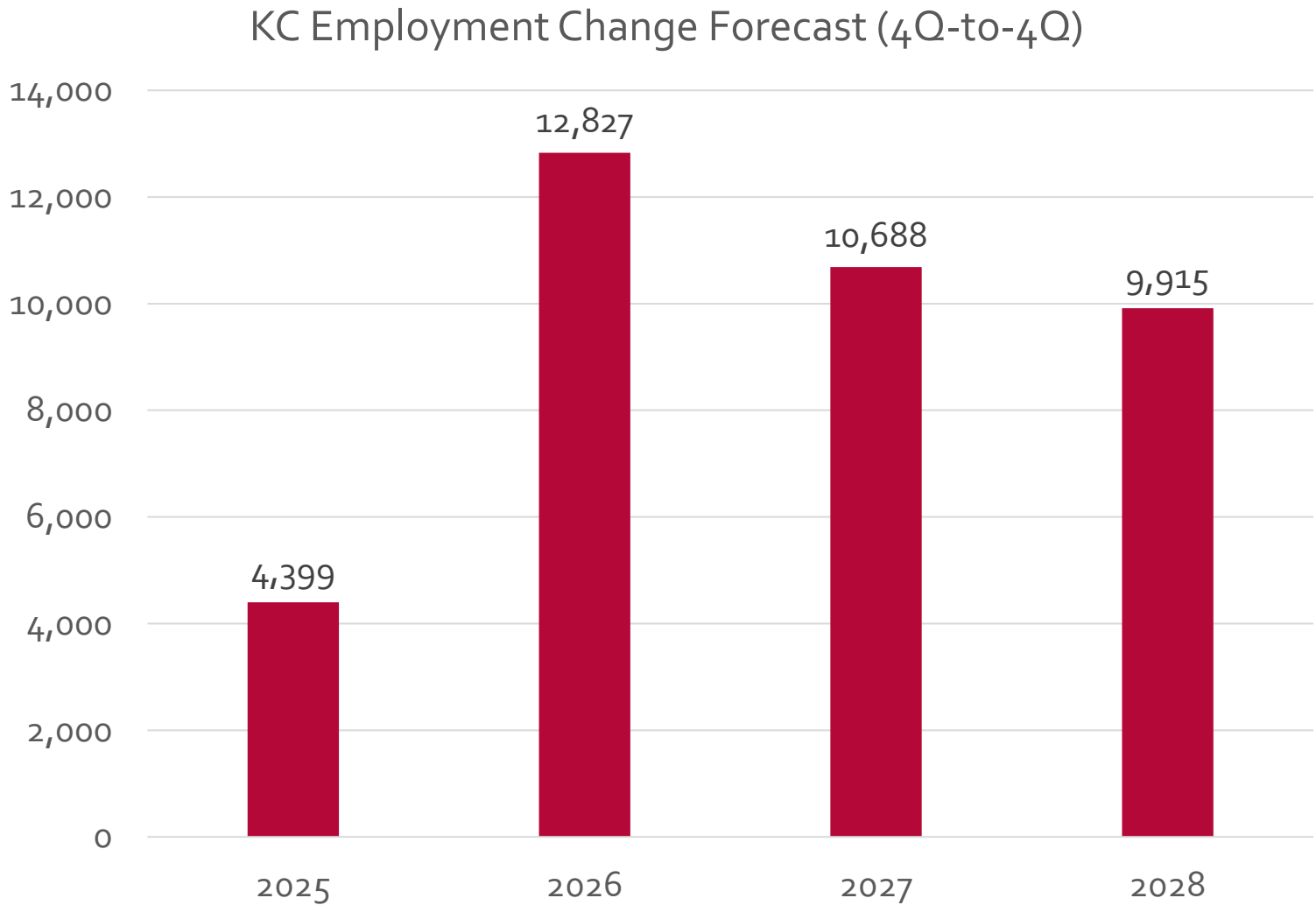
- MARC licenses a structural economic and demographic model from Regional Economic Models, Inc. (REMI)
- REMI models how well the KC economy competes with the rest of the US industry by industry.
- Competitiveness is assessed via relative business and labor costs.
- It models labor supply through the demographic forecast and labor demand through the employment forecast.
- It is a computable general equilibrium model with 2000+ simultaneous equations where prices adjust to match supply and demand.
- It depends on there first being a national forecast. MARC imports the national forecast from the University of Michigan's Research Seminar in Quantitative Economics.
- MARC calibrates the results so they more closely match recent trends.

What comes out of REMI is essentially a projection of the KC share of national employment.

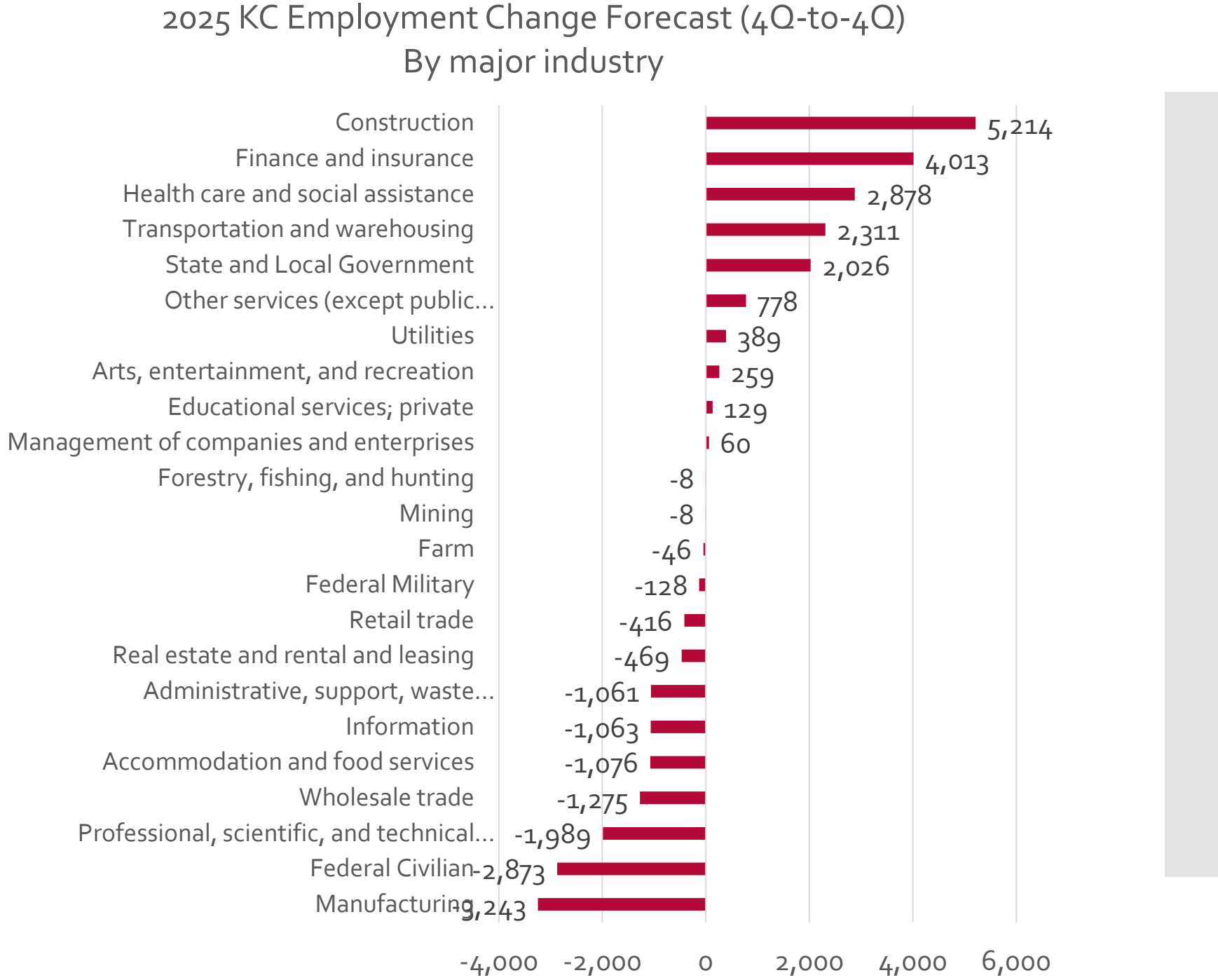
The RSQE employment forecast shows no sign of a recession.



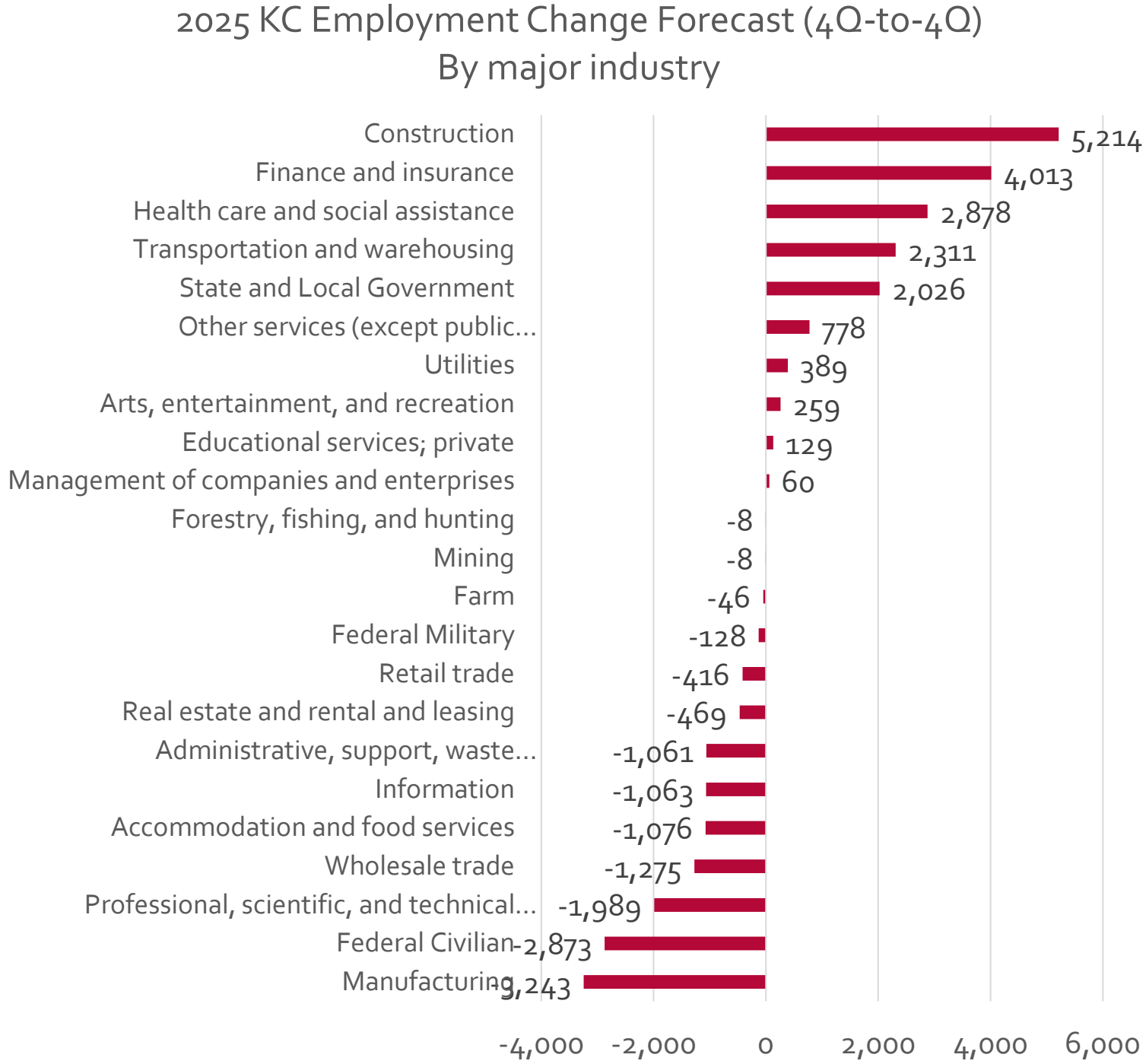
2026 is estimated to be a rebound year from 2025, when early figures showed the region losing jobs. Job growth is expected to gradually slow from there.



That Construction, Health care and Transportation and warehousing led the region in job growth is not surprising. Finance being near the top is. In part this is a rebound from prior years' decline and partly it reflects the inclusion of the large number of self-employed agents in the insurance industry. These aren't captured in standard BLS data.

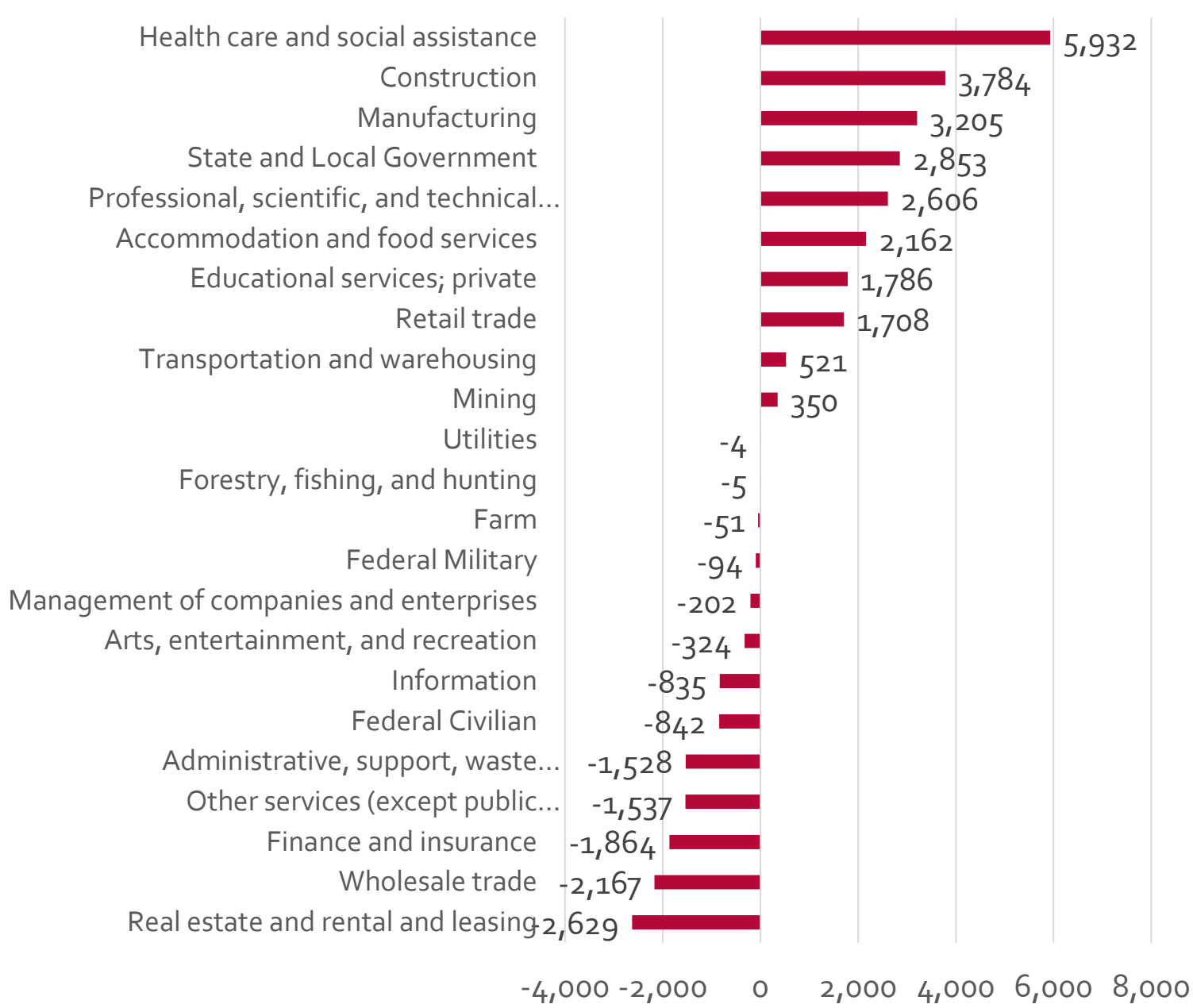


Meanwhile, tariff uncertainty seems to have hurt manufacturing. The policy to reduce federal employment nationwide had a particularly large impact on KC.



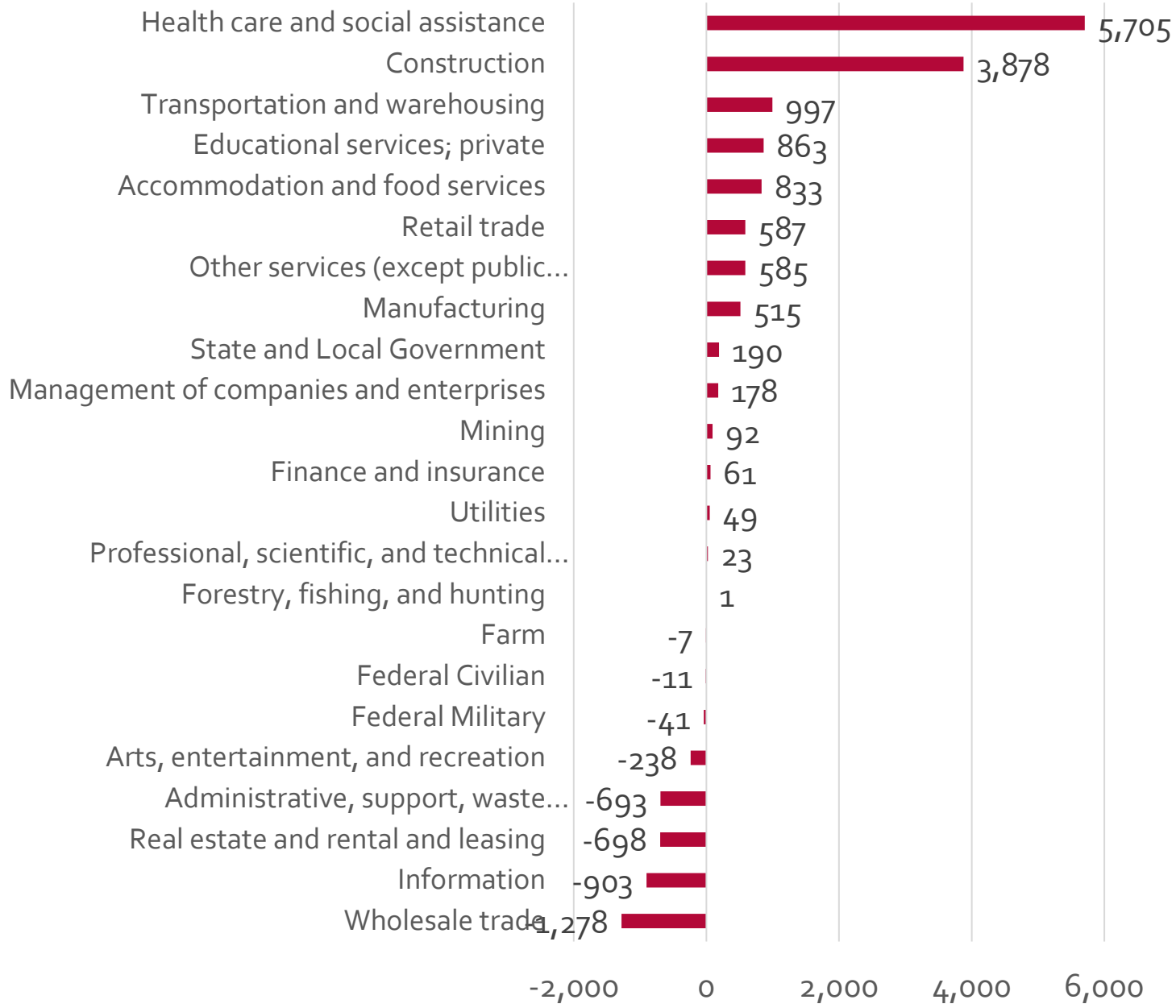
This year, Health care and Construction again lead the way. Manufacturing rebounded as did Prof/Sci/Tech.

Meanwhile, the Real Estate industry struggled as the housing market cooled.



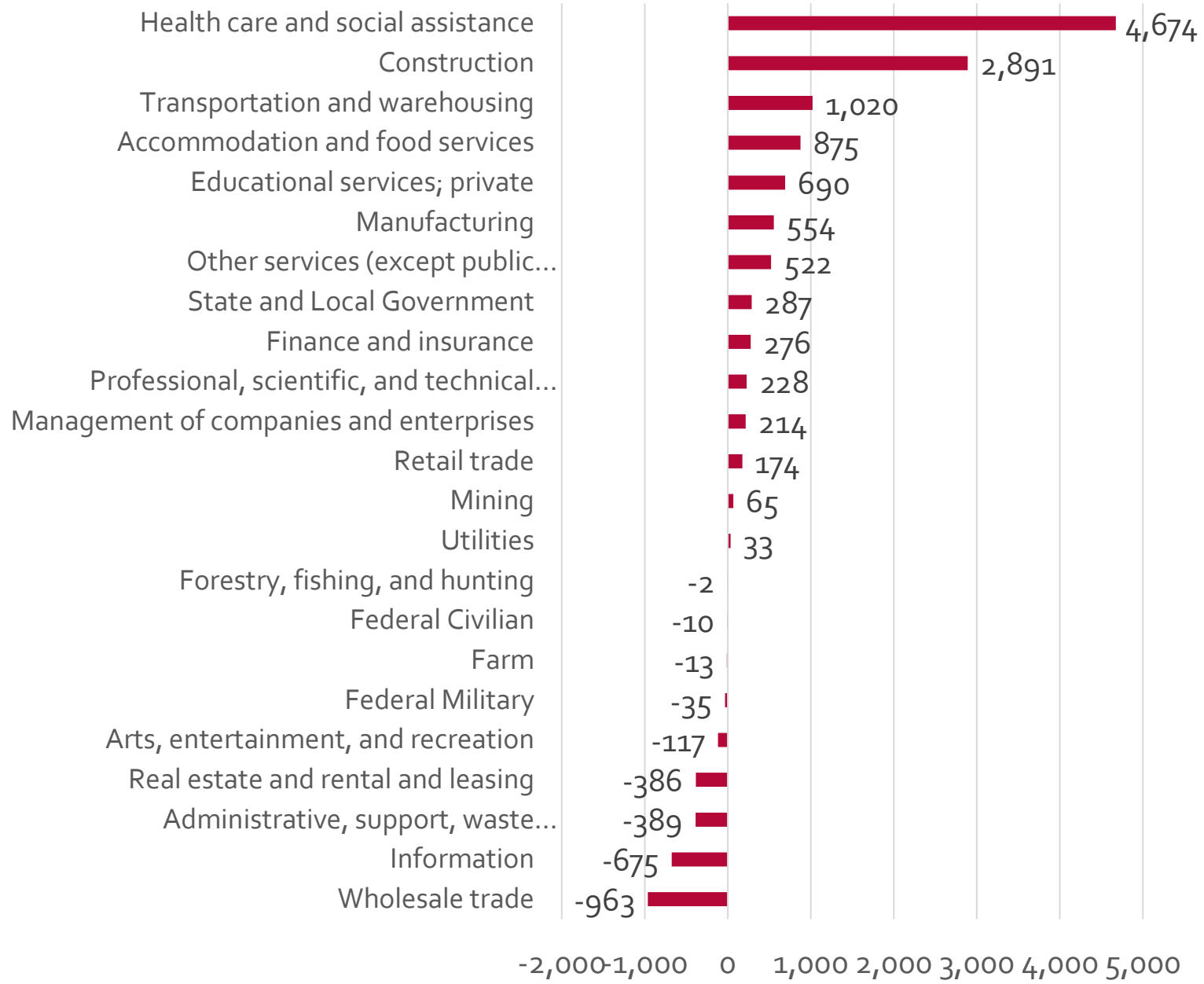
Next year job growth overall slows and becomes more concentrated in a few sectors. But job losses are also smaller.

## 2027 KC Employment Change Forecast (4Q-to-4Q)
## By major industry



# The 2028 forecast continues these trends.

## 2028 KC Employment Change Forecast (4Q-to-4Q)
## By major industry



# Conclusion

- Revisions to the employment data show KC as outperforming the nation in terms of job growth.
- The increase in regional economic competitiveness is largely being driven by the goods producing sector, Manufacturing and Construction in particular.
- But certain parts of the service producing sector are also important contributors, especially hospital and the Professional, scientific and technical services industries outside of Computer systems design and legal services.
- The region's ability to continue outperforming the nation depends on local efforts to promote and invest in these sectors.
- Efforts like the Critical Material Crossroads and the KC BioHub represent new efforts to increase the scale of these important sectors of the KC economy.
- What else can we do?

KC Economic Outlook

**We will now break for lunch, we will return at 12:50 for our Kansas City Manufacturing Panel Discussion.**

# Kansas City Manufacturing Panel



**Drue Duncan**

**Chairman & Chief Executive Officer**

**Pfizer**



**Gina Riekhof**

**General Counsel**

**Riega Foods**



**Mike Stradinger**

**Chairman & Chief Executive Officer**

**Holland 1916**

KC Economic Outlook

# On behalf of the Federal Reserve Bank of Kansas City and the Mid-America Regional Council,

# Thank you for attending the 2026 KC Economic Outlook Conference!

Placer.ai

# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

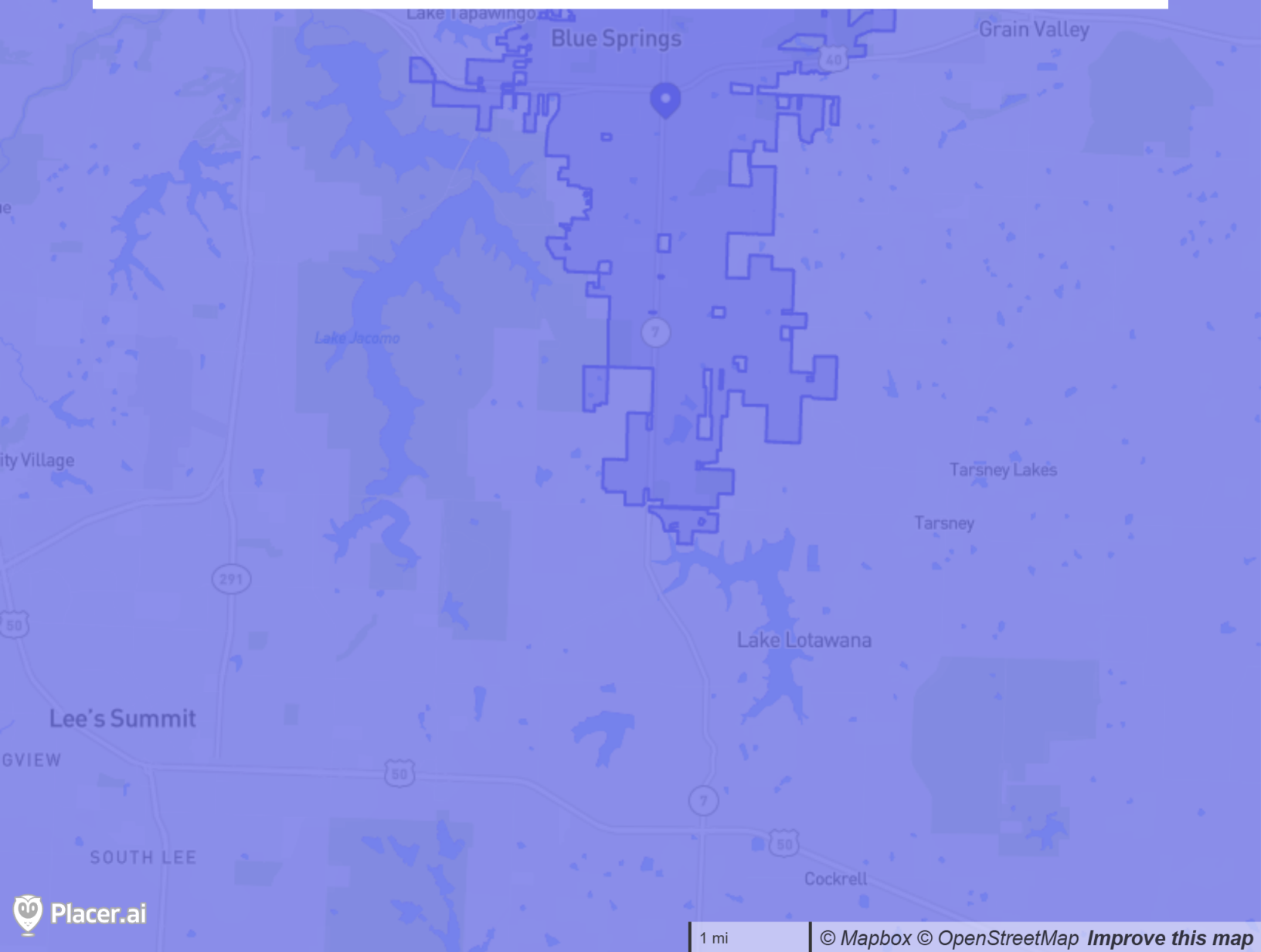
# IN-MARKET NON CHAIN

Market:

BS **Blue Springs**
City • Missouri

## Applied Filters:

Audience Type: Any Resident



# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

## Top Visited Places

**Blue Springs**
City • Missouri

| Rank | Name | City | Total Residents |
|---|---|---|---|
| 1 | **Zarda Bar-B-Q**<br>214 Nw Hwy 7, Blue Springs, MO 64014 | Blue Springs | 13.9K (21.62%) |
| 2 | **Legend of Asia**<br>1853 Sw Mo-7, Blue Springs, MO 64014 | Blue Springs | 13.2K (20.56%) |
| 3 | **Rancho Grande Cantina**<br>501 Nw Jefferson St, Blue Springs, MO 64014 | Blue Springs | 12.5K (19.37%) |
| 4 | **China One**<br>2005 Mo-7, Blue Springs, MO 64014 | Blue Springs | 12.1K (18.8%) |
| 5 | **Red Racks Thrift Stores**<br>922 Mo-7, Blue Springs, MO 64015 | Blue Springs | 12K (18.69%) |
| 6 | **St. Mary's Medical Center**<br>201 Nw R D Mize Rd, Blue Springs, MO 64014 | Blue Springs | 10.6K (16.45%) |
| 7 | **Stairway Cannabis**<br>490 Mo-7, Blue Springs, MO 64015 | Blue Springs | 9.6K (14.96%) |
| 8 | **Queen Bee Boutiques**<br>825 U.s. Hwy 40, Blue Springs, MO 64015 | Blue Springs | 8.7K (13.56%) |
| 9 | **Sinclair's Restaurant**<br>1402 Nw Hwy 7, Blue Springs, MO 64014 | Blue Springs | 8.7K (13.53%) |
| 10 | **Lunar Bowl**<br>2001 Sw State Rte 7, Blue Springs, MO 64014 | Blue Springs | 8.7K (13.46%) |
| 11 | **Kansas City Cannabis Company**<br>1117 Nw Hwy 7, Blue Springs, MO 64015 | Blue Springs | 8.1K (12.58%) |
| 12 | **Original Pizza**<br>110 Sw State Route 7, Blue Springs, MO 64014 | Blue Springs | 7.9K (12.34%) |
| 13 | **Liquor Houzz**<br>601 Sw M 7, Blue Springs, MO 64014 | Blue Springs | 7.5K (11.62%) |
| 14 | **The Plug Trading Cards & Collectibles**<br>2408 Sw State Rte 7, Blue Springs, MO 64014 | Blue Springs | 7K (10.91%) |
| 15 | **Colonial Gardens**<br>27610 E Wyatt Rd, Blue Springs, MO 64014 | Blue Springs | 7K (10.81%) |

# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

**Blue Springs**
City • Missouri

| Rank | Name | City | Total Residents |
|---|---|---|---|
| 16 | **China Town Super Buffet**<br>756 Us-40, Blue Springs, MO 64015 | Blue Springs | 6.8K (10.57%) |
| 17 | **Feldmans Farm & Home**<br>310 Mo-7, Blue Springs, MO 64014 | Blue Springs | 6.7K (10.44%) |
| 18 | **Tuscany's Italian Restaurant**<br>705 Nw Hwy 7, Blue Springs, MO 64014 | Blue Springs | 6.6K (10.26%) |
| 19 | **Crown Liquor Store**<br>1005 Nw Hwy 7, Blue Springs, MO 64015 | Blue Springs | 6.4K (9.96%) |
| 20 | **Wash House Laundry**<br>410 Sw 7 Highway, Blue Springs, MO 64014 | Blue Springs | 6.2K (9.59%) |
| 21 | **Sandy's Restaurant**<br>1255 Sw Us, Mo-7, Blue Springs, MO 64015 | Blue Springs | 6K (9.35%) |
| 22 | **Scout Coffee**<br>1400 W Main St, Blue Springs, MO 64015 | Blue Springs | 5.5K (8.53%) |
| 23 | **Casa Mexico**<br>1414 Nw Hwy 7, Blue Springs, MO 64014 | Blue Springs | 5K (7.78%) |
| 24 | **Mr Hibachi**<br>726 Mo-7, Blue Springs, MO 64014 | Blue Springs | 4.8K (7.48%) |
| 25 | **Discount Tobacco**<br>1500 Us-40, Blue Springs, MO 64015 | Blue Springs | 4.5K (6.97%) |

Category: All Categories | In Market Only | Local Businesses Only | Sep 1st, 2025 - Aug 31st, 2026
Data provided by Placer Labs Inc. (www.placer.ai)

Placer.ai

Placer.ai

# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

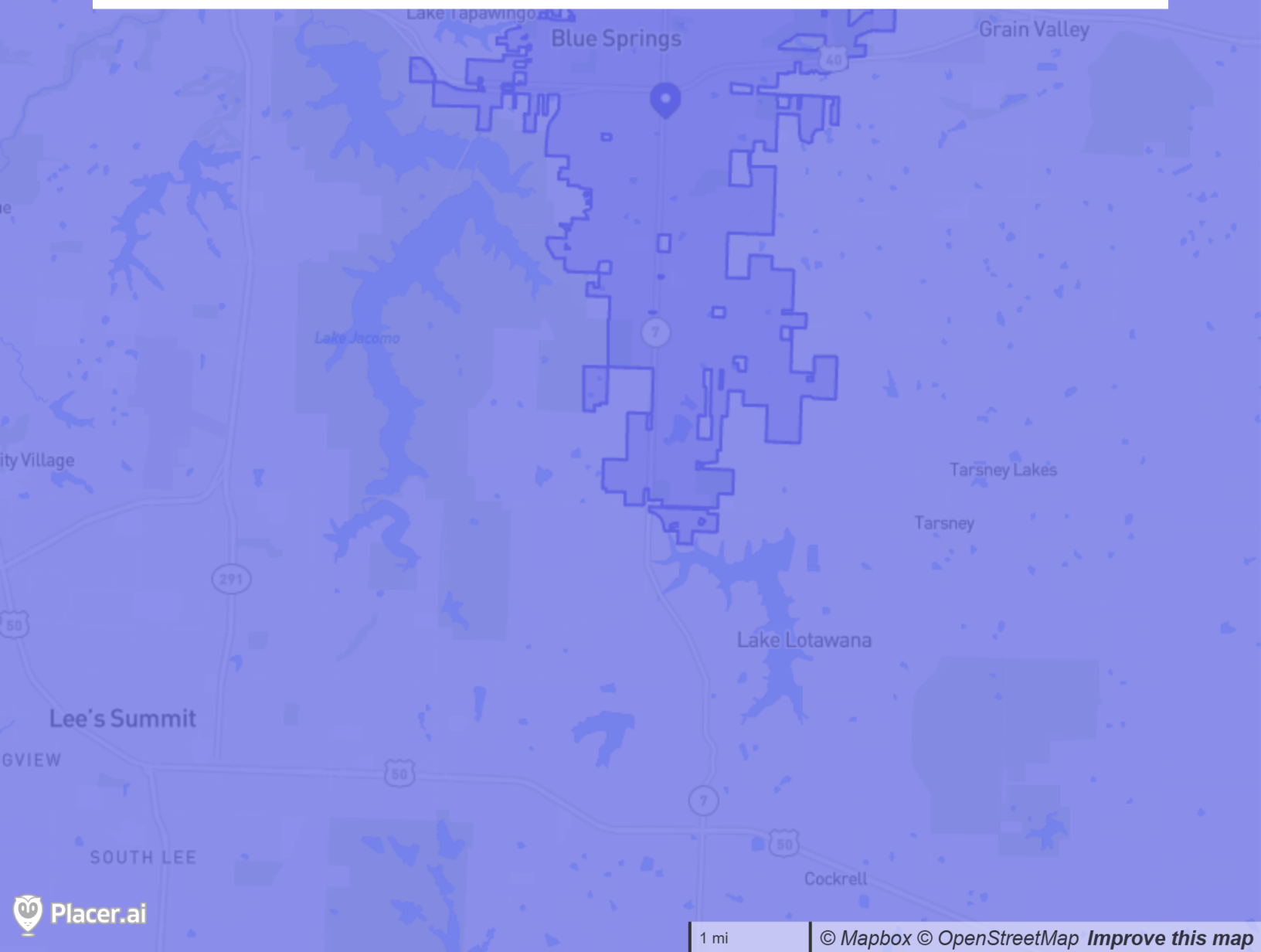
Market:

BS **Blue Springs**
City • Missouri

## Applied Filters:

Audience Type: Any Resident

# IN-MARKET CHAIN



# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

## Top Visited Places

**Blue Springs**
City • Missouri

| Rank | Name | City | Total Residents |
|---|---|---|---|
| 1 | **Adams Dairy Landing**<br>880 Ne Coronado Dr, Blue Springs, MO 64014 | Blue Springs | 56.3K (87.56%) |
| 2 | **Walmart**<br>600 Ne Coronado Dr, Blue Springs, MO 64014 | Blue Springs | 51.1K (79.44%) |
| 3 | **625 W. U.S. Highway 40 Shopping Center**<br>625 W. U.s. Highway 40, Blue Springs, MO 64014 | Blue Springs | 47.7K (74.17%) |
| 4 | **White Oak Plaza Shopping Center**<br>1132 Sw Luttrell Rd, Blue Springs, MO 64015 | Blue Springs | 42.3K (65.84%) |
| 5 | **QuikTrip Full Site**<br>705 Sw Westbound Us-40, Blue Springs, MO 64015 | Blue Springs | 40.3K (62.68%) |
| 6 | **QuikTrip**<br>705 Sw Westbound Us-40, Blue Springs, MO 64015 | Blue Springs | 40.2K (62.51%) |
| 7 | **Hy-Vee**<br>613 U.s. Hwy 40, Blue Springs, MO 64014 | Blue Springs | 39.8K (61.9%) |
| 8 | **Target**<br>1040 Ne Coronado Dr, Blue Springs, MO 64014 | Blue Springs | 38.8K (60.3%) |
| 9 | **McDonald's**<br>814 N Highway 7, Blue Springs, MO 64014 | Blue Springs | 35.5K (55.23%) |
| 10 | **Haymarket Shopping Center**<br>930 Sw State Route 7, Blue Springs, MO 64015 | Blue Springs | 35.3K (54.86%) |

Category: All Categories | In Market Only | Sep 1st, 2025 - Aug 31st, 2026
Data provided by Placer Labs Inc. (www.placer.ai)

Placer.ai

Placer.ai

# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

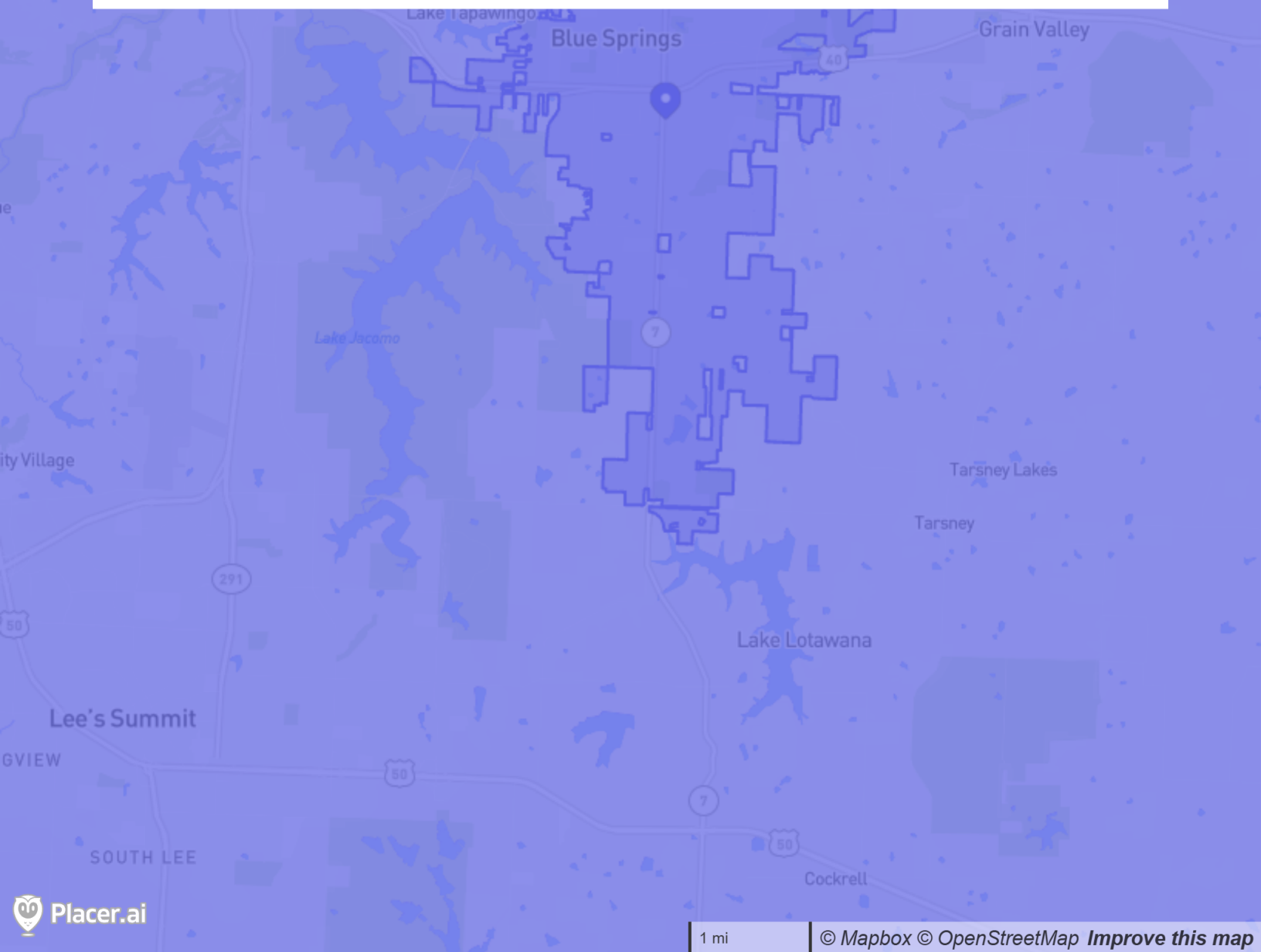
Market:

BS **Blue Springs**
City • Missouri

**Applied Filters:**

Audience Type: Any Resident

# Out-Of-MARKET Top Places



# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

## Top Visited Places

**Blue Springs**
City • Missouri

| Rank | Name | City | Total Residents |
|---|---|---|---|
| 1 | **Corner Cafe**<br>4215 Little Blue Pkwy, Independence, MO 64057 | Independence | 10.9K (17%) |
| 2 | **Martin City Pizza & Taproom - Station 7 and Love, Coffee**<br>9418 Mo-7, Lees Summit, MO 64064 | Lees Summit | 8.8K (13.7%) |
| 3 | **Catrinas Tacos & Tequilas**<br>19801 E Valley View Pkwy, Independence, MO 64057 | Independence | 7.3K (11.39%) |
| 4 | **Brass Armadillo**<br>1450 Nw Golfview Dr, Grain Valley, MO 64029 | Grain Valley | 6.6K (10.2%) |
| 5 | **Summit Grill**<br>4835 Ne Lakewood Way, Lee's Summit, MO 64064 | Lee's Summit | 6.1K (9.55%) |
| 6 | **30hop**<br>1020 Nw Pryor Rd G, Lee's Summit, MO 64081 | Lee's Summit | 5.8K (9.07%) |
| 7 | **Ameristar Casino Hotel Kansas City**<br>3200 North Ameristar Drive, Kansas City, MO 64161 | Kansas City | 5.7K (8.84%) |
| 8 | **Smokehouse Barbecue**<br>19000 East 39th St S, Independence, MO 64057 | Independence | 5.6K (8.67%) |
| 9 | **Red Door Woodfired Grill**<br>2061 Nw Lowenstein Dr, Lee's Summit, MO 64081 | Lee's Summit | 5.3K (8.26%) |
| 10 | **Third Street Social**<br>123 Se 3rd St, Lee's Summit, MO 64063 | Lee's Summit | 5.3K (8.23%) |
| 11 | **Saints Pub + Patio Independence**<br>20220 E Jackson Dr, Independence, MO 64057 | Independence | 5.1K (7.92%) |
| 12 | **The Canoe Club**<br>27905 E Colbern Rd, Lake Lotawana, MO 64086 | Lake Lotawana | 4.9K (7.61%) |
| 13 | **Haberno's**<br>1008 Se Blue Pkwy, Lees Summit, MO 64063 | Lees Summit | 4.8K (7.41%) |
| 14 | **Kobe' Japanese Steak House**<br>19800 E Valley View Pkwy, Independence, MO 64057 | Independence | 4.6K (7.17%) |
| 15 | **Hereford House**<br>19721 East Jackson Drive, Independence, MO 64057 | Independence | 4.4K (6.8%) |

# Top Visited Places

Sep 1, 2025 - Aug 31, 2026

**Blue Springs**
City • Missouri

| Rank | Name | City | Total Residents |
|---|---|---|---|
| 16 | **Golf Ranch Lee's Summit**<br>1501 U.s. Hwy 40, Lee's Summit, MO 64064 | Lee's Summit | 4.1K (6.39%) |
| 17 | **Merchant Square**<br>17730 East 39th St S, Independence, MO 64055 | Independence | 3.9K (6.12%) |
| 18 | **Kansas City Convention Center**<br>301 W 13th St, Kansas City, MO 64105 | Kansas City | 3.8K (5.95%) |
| 19 | **HiBoy**<br>16721 E Gudgell Rd, Independence, MO 64055 | Independence | 3.8K (5.91%) |
| 20 | **El Sazon Mexican Grill**<br>917 Ne Woods Chapel Rd, Lee's Summit, MO 64064 | Lee's Summit | 3.7K (5.78%) |
| 21 | **Shack Breakfast & Lunch**<br>860 Nw Blue Pkwy, Lee's Summit, MO 64086 | Lee's Summit | 3.7K (5.78%) |
| 22 | **Pro Nails**<br>17601 E Us Highway 40, Independence, MO 64055 | Independence | 3.7K (5.68%) |
| 23 | **Kansas City Cannabis Company**<br>9324 Mo-7, Lee's Summit, MO 64064 | Lee's Summit | 3.4K (5.34%) |
| 24 | **Harrah's Kansas City**<br>1 Riverboat Dr, North Kansas City, MO 64116 | North Kansas City | 3.3K (5.06%) |
| 25 | **Chick-In Waffle**<br>18921 E Valley View Pkwy Ste D, Independence, MO 64055 | Independence | 3.2K (5%) |

Category: All Categories | Local Businesses Only | Sep 1st, 2025 - Aug 31st, 2026
Data provided by Placer Labs Inc. (www.placer.ai)

Placer.ai

Placer.ai

# Demographic Profile

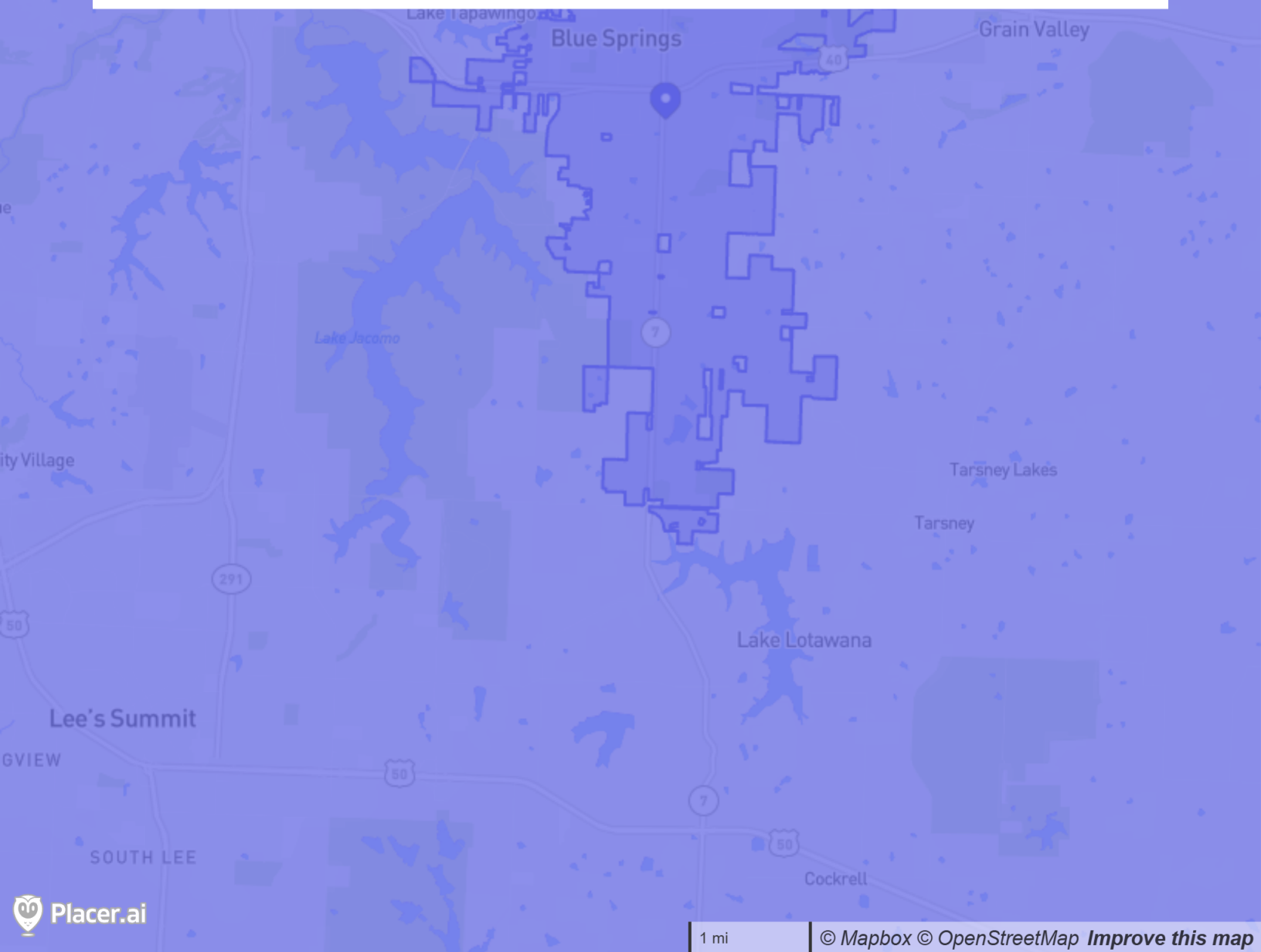
Sep 1, 2025 - Aug 31, 2026

Market:

BS **Blue Springs**
City • Missouri

## Applied Filters:

Audience Type: Any Resident



# Demographic Profile

Sep 1, 2025 - Aug 31, 2026

**Blue Springs**
City • Missouri

| | Blue Springs |
|---|---|
| **Overview** | |
| Total Demand | $1.68B |
| Total Supply | $539.38M |
| **Automobile Dealers** | |
| Demand | $236.12M |
| Supply | $145.5M |
| Unmet Demand (Demand-Supply) | $90.62M |
| **Other Motor Vehicle Dealers** | |
| Demand | $13.92M |
| Supply | $5.74M |
| Unmet Demand (Demand-Supply) | $8.18M |
| **Automotive Parts, Accessories, & Tire Stores** | |
| Demand | $22.38M |
| Supply | $12.68M |
| Unmet Demand (Demand-Supply) | $9.7M |
| **Furniture Stores** | |
| Demand | $8.52M |
| Supply | $3.67M |

DataSet: STI: Market Outlook

Benchmark: Nationwide

# Demographic Profile

Sep 1, 2025 - Aug 31, 2026

| | Blue Springs |
|---|---|
| Unmet Demand (Demand-Supply) | $4.86M |
| **Home Furnishings Stores** | |
| Demand | $8.64M |
| Supply | $3.38M |
| Unmet Demand (Demand-Supply) | $5.26M |
| **Building Material & Supplies Dealers** | |
| Demand | $70.35M |
| Supply | $52.07M |
| Unmet Demand (Demand-Supply) | $18.28M |
| **Lawn & Garden Equipment & Supplies Stores** | |
| Demand | $15.29M |
| Supply | $5.47M |
| Unmet Demand (Demand-Supply) | $9.82M |
| **Grocery Stores** | |
| Demand | $195.33M |
| Supply | $81.2M |
| Unmet Demand (Demand-Supply) | $114.14M |
| **Specialty Food Stores** | |

DataSet: STI: Market Outlook

Benchmark: Nationwide

# Demographic Profile

Sep 1, 2025 - Aug 31, 2026

| | Blue Springs |
|---|---|
| Demand | $4.21M |
| Supply | $645,824.41 |
| Unmet Demand (Demand-Supply) | $3.56M |
| **Beer, Wine, & Liquor Stores** | |
| Demand | $9.35M |
| Supply | $5.19M |
| Unmet Demand (Demand-Supply) | $4.16M |
| **Health & Personal Care Stores** | |
| Demand | $78.59M |
| Supply | $34.76M |
| Unmet Demand (Demand-Supply) | $43.83M |
| **Gasoline Stations** | |
| Demand | $126.66M |
| Supply | $38.13M |
| Unmet Demand (Demand-Supply) | $88.53M |
| **Department Stores** | |
| Demand | $17.95M |
| Supply | $6.8M |

DataSet: STI: Market Outlook

Benchmark: Nationwide

| | Blue Springs |
|---|---|
| Unmet Demand (Demand-Supply) | $11.15M |
| **Other General Merchandise Stores** | |
| Demand | $154.8M |
| Supply | $55.27M |
| Unmet Demand (Demand-Supply) | $99.53M |
| **Clothing Stores** | |
| Demand | $26.33M |
| Supply | $11.11M |
| Unmet Demand (Demand-Supply) | $15.22M |
| **Shoe Stores** | |
| Demand | $6.29M |
| Supply | $684,676.73 |
| Unmet Demand (Demand-Supply) | $5.6M |
| **Jewelry, Luggage, & Leather Goods Stores** | |
| Demand | $4.8M |
| Supply | $1.65M |
| Unmet Demand (Demand-Supply) | $3.14M |
| **Electronics & Appliance Stores** | |

DataSet: STI: Market Outlook

Benchmark: Nationwide

# Demographic Profile

Sep 1, 2025 - Aug 31, 2026

| | Blue Springs |
|---|---|
| Demand | $13.64M |
| Supply | $7.77M |
| Unmet Demand (Demand-Supply) | $5.87M |
| **Sporting Goods, Hobby, & Musical Instrument Stores** | |
| Demand | $14.49M |
| Supply | $6.01M |
| Unmet Demand (Demand-Supply) | $8.48M |
| **Book, Periodical, & Music Stores** | |
| Demand | $1.89M |
| Supply | $1.47M |
| Unmet Demand (Demand-Supply) | $419,433.96 |
| **Florists And Miscellaneous Store Retailers** | |
| Demand | $2.6M |
| Supply | $544,748 |
| Unmet Demand (Demand-Supply) | $2.05M |
| **Office Supplies, Stationery, & Gift Stores** | |
| Demand | $4.61M |
| Supply | $1.01M |

DataSet: STI: Market Outlook

Benchmark: Nationwide

| | Blue Springs |
|---|---|
| Unmet Demand (Demand-Supply) | $3.6M |
| **Electronic Shopping & Mail-Order Houses** | |
| Demand | $440.06M |
| Supply | -- |
| Unmet Demand (Demand-Supply) | $440.06M |
| **Used Merchandise Stores** | |
| Demand | $4.99M |
| Supply | $1.17M |
| Unmet Demand (Demand-Supply) | $3.82M |
| **Full-Service Restaurants** | |
| Demand | $72.09M |
| Supply | $24.41M |
| Unmet Demand (Demand-Supply) | $47.68M |
| **Limited-Service Eating Places** | |
| Demand | $76.42M |
| Supply | $19.64M |
| Unmet Demand (Demand-Supply) | $56.78M |
| **Special Food Services** | |

DataSet: STI: Market Outlook

Benchmark: Nationwide

# Demographic Profile

Sep 1, 2025 - Aug 31, 2026

| | Blue Springs |
|---|---|
| Demand | $11.67M |
| Supply | $3.98M |
| Unmet Demand (Demand-Supply) | $7.68M |
| **Bars/Drinking Places (Alcoholic Beverages)** | |
| Demand | $6.42M |
| Supply | $2.41M |
| Unmet Demand (Demand-Supply) | $4.01M |
| **Other Miscellaneous Store Retailers** | |
| Demand | $22.45M |
| Supply | $4.02M |
| Unmet Demand (Demand-Supply) | $18.43M |
| **Direct Selling Establishments** | |
| Demand | $5.05M |
| Supply | $2.98M |
| Unmet Demand (Demand-Supply) | $2.08M |

DataSet: STI: Market Outlook

Benchmark: Nationwide