BLUE SPRINGS
MISSOURI

ECONOMIC DEVELOPMENT COUNCIL MEETING

Wednesday, August 19, 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 June 17, 2026 Minutes
4. Administration / Economic Development Updates
5. City Development Updates
6. Economic & Market Demographic Analysis Presentation
7. Roundtable Discussion
8. Adjournment

This agenda was posted at City Hall and on the City's website on August 17th, 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, June 17, 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 – Arrived 8:23
Dennie Bryan-Absent
Terri Gilgour
Lyle Shaver
Joey Connaughty-Absent
Lara Vermillion
Adam Hathorn – Arrived 8:21
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 Lair moved to approve the minutes of the December 17, 2025, meeting of the Economic Development Council. The motion was seconded by Member Shaver and carried unanimously.

6. ADMINISTRATION / ECONOMIC DEVELOPMENT UPDATE

George Schmitz, Director of Strategic Initiatives for the City of Blue Springs, provided updates on Administrative and Economic Updates. This included general updates about progress made on the formulation of Economic Development tools and systems, meetings with regional partners, as well as updates on market trends. A copy of this presentation is attached to these minutes and incorporated herein for reference. This presentation included slides for the Comprehensive Plan, City Development, and Project Updates as well as a summary of the Economic Development Survey Questionnaire.

7. COMPREHENSIVE PLAN UPDATE

Director of City Development for the City of Blue Springs, Nic Hutchison provided an update on the progress on the City's Comprehensive Plan Update initiative.

8. CITY DEVELOPMENT UPDATE

Director Hutchison continued with an update on the initiatives and improvements that the City Development Department have made to their processing and workflow systems to help improve business and licensing operations.

9. PROJECT UPDATES

Directors Hutchison and Schmitz provided updates on development projects currently underway in Blue Springs. This included updates on the Iconic Blue Springs apartment development, Winwater & Flex USE, as well as an update on the progress with Downtown Revitalization and the Streetscape Improvements project.

Draft

10. ECONOMIC DEVELOPMENT SURVEY DISCUSSION

Director Schmitz provided a summary of the findings from the Economic Development Strategy Survey questionnaire that was sent out to board members for their input and feedback. Summaries of answers as well as general themes and takeaways were incorporated into the summary, which is included in the presentation attached to these minutes. There was discussion from the board to include a round table forum at each meeting to provide each other with updates.

11.ADJOURN

At 9:09 a.m. there was no further business to come before the Economic Development Council, Member Lair moved the meeting be adjourned. The motion was seconded by Member Vermillion and carried unanimously.

Draft

[BOARD CHAIR]

_____

[Roy Boyd]

ATTEST;

_____

[George Schmitz]

Draft

BLUE SPRINGS

MISSOURI

Economic Development Council Meeting

Wednesday, June 17, 2026

Economic Development Updates

Themes

- Reestablishing connections, being proactive with communication
- Better utilizing and leveraging relationships with regional partners
- Focus on building processes and systems

Admin / Economic Development Updates

- Staff met with the Missouri Department of Economic Development (DED) to discuss the City's restructuring of our approach to Economic Development.
  - The City and the DED will be looking to schedule quarterly meetings from here, as well as the DED including the City on any regional networking / Training events moving forward.

Admin / Economic Development Updates

- Staff met with Kansas City Area Development Council (KCADC) to reestablish the City's relationship with the group and better utilize the tools offered through their LOIS and Lasso Dashboards.
- KCADC showcases the region's business strengths and exceptional quality of life to companies and talent worldwide.

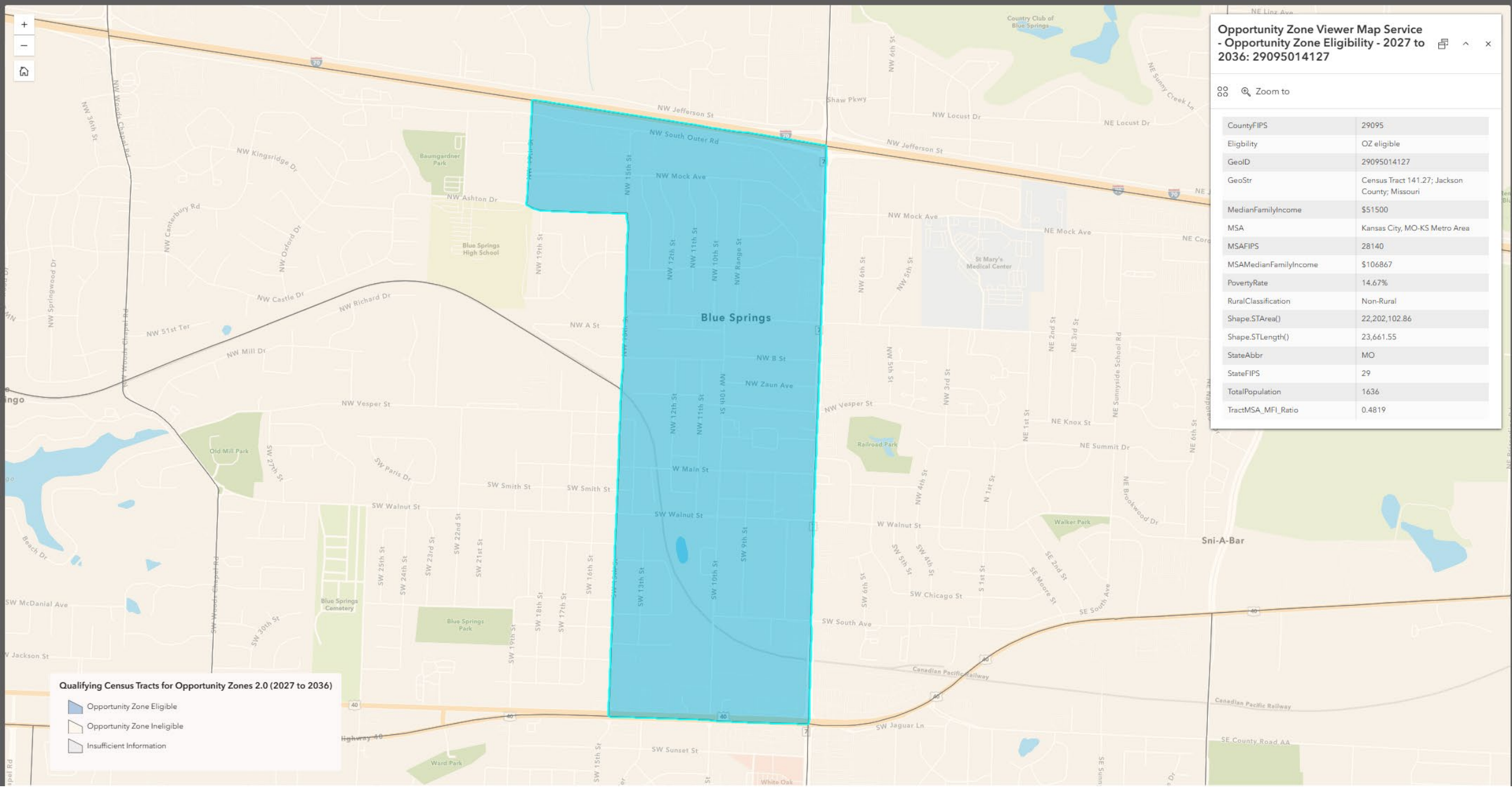
Admin / Economic Development Updates

- Staff met with the Missouri Department of Higher Education and Workforce Development (DHEWD) to discuss tools available to the City for the creation of a workforce study / City portfolio.
- While DHEWD does not specifically offer the service to entities, they provided staff with a variety of tools and resources to seek information regarding workforce data in Blue Springs.

Opportunity Zone

- The Downtown Blue Springs area has been identified as a potential Opportunity Zone area, which if selected, would qualify the area for opportunities to attract long-term investments.
- Opportunity Zones (OZs) are federally designated, economically distressed census tracts that attract private investment through capital-gains tax incentives.

Opportunity Zones, 2027-2036 (Qualifying Census Tracts)



Opportunity Zone Viewer Map Service - Opportunity Zone Eligibility - 2027 to 2036: 29095014127

Zoom to

CountyFIPS	29095
Eligibility	OZ eligible
GeoID	29095014127
GeoStr	Census Tract 141.27; Jackson County; Missouri
MedianFamilyIncome	$51500
MSA	Kansas City, MO-KS Metro Area
MSAFIPS	28140
MSAMedianFamilyIncome	$106867
PovertyRate	14.67%
RuralClassification	Non-Rural
Shape.STArea()	22,202,102.86
Shape.STLength()	23,661.55
StateAbbr	MO
StateFIPS	29
TotalPopulation	1636
TractMSA_MFI_Ratio	0.4819

Qualifying Census Tracts for Opportunity Zones 2.0 (2027 to 2036)

- Opportunity Zone Eligible
- Opportunity Zone Ineligible
- Insufficient Information

Opportunity Zone

- Investors who reinvest their gains into Qualified Opportunity Funds (QOFs), which finance businesses, housing, or infrastructure within designated zones, can reduce and defer capital-gains taxes and eliminate taxes on new appreciation if they hold the investment long enough.
- The goal is to channel long-term capital into communities that have the potential for growth but struggle to access traditional financing
- The City has applied for nomination and is awaiting a response

Economic Development Workplan

- **Strategic Priority Area – Balanced Growth**
- **Objective –** "Create an Economic Development Work Plan to attract, promote, support and retain businesses and strengthen relationships with the business community"
- **Performance Measure** – Adopt an annual Economic Development Work Plan by December 2026

Next Steps

- Staff is beginning the process of updating and reformatting the City's Economic Development Incentive Policy and Financing Tools Guide.
- This is a resource that helps to establish official policies for the City for the use of economic development incentives.
- The document's update will be informed by the data and information gathered through the City's Comprehensive Plan Update.

We are building a foundation

- This process will take time as we build out systems and processes to support the Economic Development Workplan.
- Creating alignment between foundational City planning documents and increasing the cross-collaboration between departments will help build a more robust and comprehensive approach to Economic Development at the City.

Market Trends

Market Trends

- Findings from Placer.ai's seminar on "Consumer Behavior Pulse"
  - Lower/Middle-Income Consumers are pulling back on spending, with consumers visiting more stores perceived as prioritizing deals. Superstores and Warehouse Clubs lead the charge with retail spending.
  - Value is winning, with discount and dollar stores, superstores, and off-price deals being prioritized by consumer spending.
  - Beauty and Hobbies have seen a strong trend upwards with consumers investing in self-care and hobbies (books, crafts, etc.).
  - In Food Trends there is a general shift away from restaurants (particularly in QSR and Fast Casual) and into grocery. Price increases have led to significant consumer pushback, with casual and quick service dining generally underperforming.

International Council of Shopping Centers Report

- Post conference report from their annual trade show
- People are still shopping even with household pressures (inflation/low consumer sentiment), but there is a shift from indiscriminate to deliberate, focusing on value-driven purchasing.
    - This reinforces Placer.ai's findings on a focus on grocery, healthy and beauty, and value-oriented apparel

International Council of Shopping Centers Report (2/2)

- Investment Climate – new supply remains constrained, meaning new development only moves forward with meaningful public incentives or creative financing.
- Communities that reduce friction through the permitting process have a competitive advantage in attracting projects
- Conversation at the conference was “not whether physical retail is healthy, it was how fast deals are moving and how little quality space is left to chase”

International Council of Shopping Centers Report (3/3)

- The Pad Wars – the same names surfaced in conversation after conversation: 7 Brew Coffee, Chick-fil-A, Dutch Bros, Raising Cane's Chipotle, Take 5 Oil, and Valvoline.
- Tired QSR concepts are struggling
- The consensus format on the show floor was a grocery box paired with 15,000 to 20,000 square feet of shop space and as many pads as the site can support.
    - Aldi, Sprouts, and Trader Joe's were all working the floor aggressively

Ingrams Top 100 Companies

- Every year Ingram puts out a list of top 100 companies in the metro, ranked by revenue.
- #65: St. Mary's Medical Center –
  - 2025 Revenues: $429,502,033 (-1.53% decrease)
  - 2024 Revenues: $436,174,279
  - 557 employees
- #66: Fike Corp –
  - 2025 Revenues: $418,632,000 (8.77% increase)
  - 2024 Revenues: $384,894,377
  - 490 local employees / 1200 employees total
- #77 Durvet (also listed as one of the top companies to work for) –
  - 2025 Revenues: $364,211,000 (7.77% increase)
  - 2024 Revenues: $337,967,000
  - 71 local employees / 83 employees total

Comprehensive Plan

Blue Springs Next – Comprehensive Plan

- The Blue Springs Comprehensive Plan will guide how our city grows and changes over the next 10 to 20 years, shaping development, reinvestment, and quality of life across the community.
- The Comprehensive Plan is a long-rang policy document that serves as a roadmap for the City's future growth, development, and redevelopment.

BLUE SPRINGS NEXT

The Comprehensive Plan

Upcoming Comp Plan Events

- Urban 3 – Public Presentation
  - June 30th – Brittany Hill Middle School
    - Will share insights from Urban3 showing visual models that show how different types of land uses and development patterns generate revenue and impact long-term financial health of the Blue Springs Community.
- Planning & Design Charrette
  - Brittany Hill Middle School
    - Wednesday, July 15 – 9:00 AM
    - Thursday, July 16 – 4:00 PM

BLUE SPRINGS NEXT
The Comprehensive Plan

City Development Updates

City Development Updates

- Process Improvements
  - Streamlining, digitizing, and clarifying how residents, contractors, and developers and businesses move through city development
  - Now accepting credit card payments, digital ROW permits, and Hot water heaters.

Before	After
1. Multiple Entry Points Phone calls, emails, walk-ins, etc handled inconsistently.	1. Single front-door mindset Customer Experience gathers the information and routes the information
2. Limited Follow Up Follow up depended on memory or individual tracking methods	2. EnerGov / Civic Access applications, complaints, reviews, inspections move to a shared system
3. Manual Handoffs Processes switched between manual and platform	3. Documented Roles Workflows identifies intake, reviews, communication, and closeout

Project Updates

Iconic Blue Springs

Iconic Blue Springs - Details

- Envisioned as a high-quality, cohesive mixed-use development that enhances the Adams Dairy Parkway corridor while allowing the architectural and site design flexibility necessary for long-term market viability and success.
- Set for consideration by Planning Commission in June
- If approved, Council will consider the proposal in July



PRELIMINARY
ARCHITECTURAL SITE RENDERING
1" = 50'-0"

0' 25' 50' 100'

nspj ARCHITECTS
ARCHITECTURE
LANDSCAPE ARCHITECTURE
P. 913.831.1415
NSPJARCH.COM
9415 NALL AVE., #300
PRAIRIE VILLAGE, KANSAS, 66207

NOT FOR CONSTRUCTION

A NEW MULTIFAMILY DEVELOPMENT FOR:

ADAMS DAIRY PARKWAY MIXED USE

NE ADAMS DAIRY PARKWAY - LOTS 1 THRU 5
BLUE SPRINGS, MO 64104

DRAWING RELEASE LOG

△ REVISIONS

JOB NO.: 774925
DATE: 02.26.25
DRAWN BY: KRM / BNH

SHEET NAME: ARCHITECTURAL SITE RENDERING
SHEET NO.: SP0.00

Other Development Project

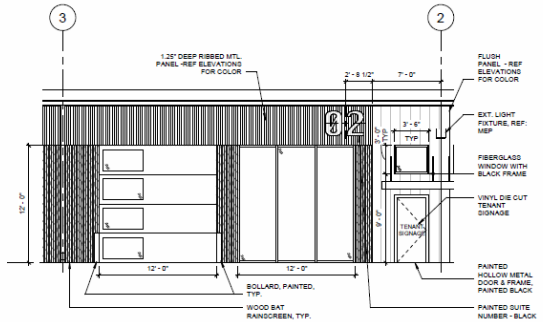
Development Projects

- Winwater & Flex USE
  - Outdoor Sales and Service – Residential Warehouse Use
  - Accommodate retail / service and commercial land uses that serve the community and regional needs

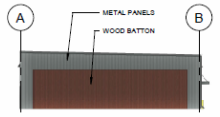
Winwater & Flex USE



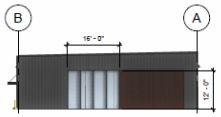




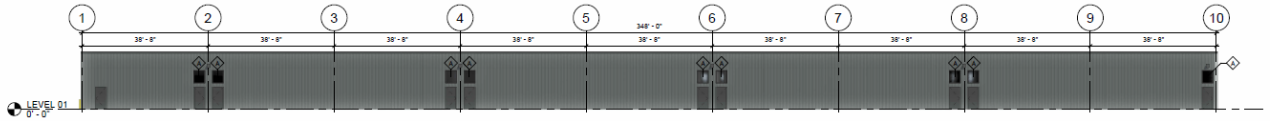
5 FRONT ELEVATION - ENLARGED
SCALE: 3/16" = 1'-0"



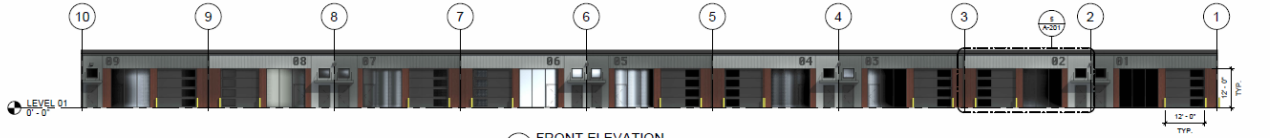
3 SIDE A ELEVATION -
SCALE: 1/16" = 1'-0"



4 SIDE B ELEVATION -
SCALE: 1/16" = 1'-0"



1 BACK ELEVATION -
SCALE: 1/16" = 1'-0"



2 FRONT ELEVATION -
SCALE: 1/16" = 1'-0"

POWELL CWM
ARCHITECTURE/ENGINEERING/SURVEYING
3200 S. State Route 291 Bldg. 1, Independence, MO 64057
(816) 373-4800 | powellcwm.com

Certificates of Authority
Architecture: MO 310 / KS 79
Engineering: MO 4 / KS 241
Land Surveying: MO 129 / KS 96

CLIENT
EPIC CONCRETE CONSTRUCTION

WINWATER FLEX SPACES
2601 NW JEFFERSON STREET, BLUE SPRINGS, MO 64015

NOT FOR CONSTRUCTION

07/17/25

© 2025 Powell CWM, Inc. This drawing has been prepared by Powell CWM, Inc. and the drawing is provided as an instrument of service by Powell CWM, Inc. and is intended for use on this project(s). Pursuant to the Architectural Works Copyright Protection Act of 1990, all drawings, specifications, and models, including the overall form, arrangement and composition of spaces and elements appearing therein, are the property of Powell CWM, Inc. Use of Powell CWM, Inc. drg. no's (including text, or disclosure information contained herein, without prior written consent of Powell CWM, Inc. is strictly prohibited.

REVISIONS

NO.	DESCRIPTION	DATE

DRAWN BY: EF
CHECKED BY: NB
PROJECT #: 25-2328
ISSUE DATE: 03/20/2026
ISSUED FOR:
OWNER REVIEW

ELEVATIONS - DARK

A-201

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

- Construction has begun in earnest on the Main Street Improvements
- Each Phase will be sequenced to install the water line & curb/sidewalk first, while maintaining the existing street surface except where installing utilities which will be covered during and after installation.
- This will involve rerouting pedestrian traffic onto the street surface and back onto sidewalks as construction progresses while the entire section of the street from 15th to 12th street is fully closed.



Downtown Blue Springs 2/2

- As a separate project from the Main Street Improvements, the City will also be working to replace the water main underneath Main Street from 15th to 19th Street.
- Contractor has cut across 15th Street to prepare the connection. 15th Street should be open for vehicle access by this week.

Downtown Blue Springs 3/3

- Paving for the Central Park Loop was approved at the 6/15 City Council Meeting. Work is expected to begin shortly.



1104 – 1110 Main Street


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




LOWE


DRUG STORE
BANK


DRUG STORE


POLICE
Howard L. Brown
Public Safety Building
Municipal Court
Seniors
Tax Service
LAW
LAW
baker


REAL ESTATE
E.HUGHES
ESTATE LOANS
and
INSURANCE
NOTARY PUBLIC

1104 Main Street

- City-Owned Property that was included in the purchase of the Smith Street Parking Lot
- Next Steps will include acquiring estimates through a Request for Qualifications Process (RFQ). The RFQ will ask for the following:
  - Structural Engineer Evaluation
  - Destructive Investigation
  - This includes evaluation of removing the exterior aluminum façade



Lumberyard Development


Former First Baptist Church

Economic Development Strategy Discussion

Survey Answers

The Desired Vision for Economic Development in Blue Springs

- A Community that attracts and retains young families
- A City with a reputation for a great place to own and operate a business
- Growth and development that is supported by high-quality basic services and infrastructure

Survey Answers (2/2)

What the City Does Well

- Strong schools
- Responsive City services
- Dedicated City Staff
- Recently adopted Strategic Plan and Comprehensive Plan Update initiatives

Survey Answers (3/3)

Priorities for Economic Development

- Support a variety of housing options
- Development of a stronger online economic presence, promoting businesses and growth in the City
- Strengthening business recruitment and retention efforts
- Improving communication between City Hall and the business community.

Priority Areas for Investment

- Downtown Blue Springs
  - Catalyst for momentum
  - Infill / Redevelopment Opportunities
- Woods Chapel Road / I-70 Corridor
- 40 Hwy / 7 Hwy

Business Attraction & Retention

What Businesses Need

- A welcoming, business-friendly culture
- Clear communication and expectations
- Predictable development review processes
- Better promotion of community assets and success stories

EDC Involvement

Feedback received highlighted that the EDC can be a valuable resource if members have clearly defined responsibilities and expectations. Suggestions were made to provide more meaningful opportunities to contribute to City initiatives and Economic Development.

The Takeaways

1. The City should work to strengthen community perception, economic development identity, and brand.
2. Business and development processes should be streamlined and improved with resources offered to help kickstart business development
3. Investment in Downtown is important and could act as an economic catalyst

The Takeaways (2/2)

4. The City should work to expand its marketing and storytelling efforts

5. Creating stronger partnerships and engagement with businesses and the EDC should be a priority.