

LEADERSHIP COUNCIL



DIAMOND INVESTORS

City of Gardner – Mayor Chris Morrow
City of Edgerton – Mayor Don Roberts
New Century AirCenter – Colin McKee
KCP&L – John Engelmann

PLATINUM INVESTORS

Penny's Concrete – Cory Claxton
Arvest Bank – Ed York
BNSF Railway – John Rider
Bartlett & West – Jeff Risley
Central National Bank – Brett Osborn
Johnson County Community College – Karen Martley
Unilever – Mike Smith

GOLD INVESTORS

Rose Design-Build – Chris Herre
candid marketing + communications – Sara Freetly
SERC Physical Therapy – David Dowdy
Crossland Construction – Dennis Burns
VanTrust Real Estate – Grant Harrison
TradeNet Publishing – Tom Mertz
CenturyLink – Steve Rumble
Stewart Title – Wayne Bennett

BOARD OF DIRECTORS (not listed above)

Water District No. 7 – Allan Soetaert
Renaissance Infrastructure Consulting – Chip Corcoran
PSI – Jennifer Miller
NorthPoint Development – John Thomas
USD #231 – Pam Stranathan

Quarterly Development

FIRST QUARTER

- Greg Martinette takes over as President and CEO of Southwest Johnson County EDC.
- EDC launches new flexible investor structure, allowing companies to customize membership benefits to fit their financial level of commitment.

SECOND QUARTER

- All-new, BusinessMovesHere.com website goes live with interactive investor listing, updated site database and newsroom section for project announcements.
- EDC launches targeted business retention program, resulting in on-site visits with 20 Southwest Johnson County businesses and EDC members.

THIRD QUARTER

- LocationOne Information System (LOIS) site database update begins, creating 21 updated and all-new Southwest Johnson County site listings.
- Construction begins on new EDC offices at New Century AirCenter.

FOURTH QUARTER

- EDC hosts 90 brokers, developers and site location executives at inaugural Developer's Expo and Golf Tournament at Shadow Glen Golf Club.
- Board of Directors approves new 2016 bylaws.

New Faces

EDC STAFF



Greg Martinette
President and CEO



Krista Klaus
*Business Retention
and Marketing Leader*



Randy Tedford
*Site Database
Consultant*

KANSAS CITY AREA DEVELOPMENT COUNCIL



Tim Cowden
President and CEO

CITY OF GARDNER



Larry Powell
*Business and Economic
Development Director*

2015 ANNUAL REPORT

A YEAR OF TRANSFORMATION



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A year of Transformation

Since taking leadership of the Southwest Johnson County Economic Development Corporation one year ago, our team has worked to become the voice of business in Southwest Johnson County. Blanka Bellingier, Krista Klaus and Randy Tedford have gone beyond their small, part-time contracts to deliver outstanding results, and I truly appreciate their commitment and pride in the organization.

Our mission is simple: to grow corporate investment, jobs and enterprise in Southwest Johnson County. After focusing intently on delivering solid outcomes based on our 2015 strategic objectives, the numbers are in: *EDC submitted 27 RFI's to companies interested in doing business in the region, resulting in \$400 million in new investment, four million square feet of new or expanded space and 720 jobs.*

In addition to drawing new investment, the EDC works with investors and partners to keep existing business in our community. We have one of the most active business retention programs in the region, with 20 on-site visits conducted in the second half of 2015, which resulted in valuable C-level information about challenges and successes facing our top companies. That information is then used to improve the overall business climate in Southwest Johnson County.

In 2016, your EDC will continue to work with partners to bring business expansions to the region. Working with new leadership at the Kansas City Area Development Council, we plan to refocus our marketing efforts toward specific industry clusters and decision-makers, in essence casting a wider net for prospects than ever before. We also will place a particular focus on programs that enhance workforce development and access to our top-ranked labor pool. Stay tuned for some exciting events and initiatives that address a wide range of business development concerns.

Reflecting on a 2015 that exceeded all expectations, I realize that none of it would have been possible without the support of strategic partners like the City of Gardner, the City of Edgerton and New Century AirCenter, as well as our Leadership Council and Board of Directors. Thank you for your financial commitment and belief in the mission of our organization.

Finally, I want to thank each investor at every level. Whether you are new to the EDC or a longtime supporter, please know we are here to serve as your strategic business partner and are invested in your success in this community.

Sincerely,

Greg Martinette
President, Southwest Johnson County Economic Development Corporation



2015 Highlights

Kubota Tractor Corp. opens 765,000 SF distribution facility in Edgerton's Logistics Park Kansas City (LPKC).



Jet.com opens 500,000 SF warehouse and fulfillment center at LPKC.



Unilever celebrates \$152.5 million, 154,000 SF expansion at New Century AirCenter.

The Learning & Career Center opens at LPKC.



Excel Industries chooses LPKC for new primary distribution center, creating 200 jobs.

Flexsteel Industries opens 500,000 SF distribution facility at LPKC.



City of Gardner approves economic development incentives policy, begins rebranding process.

Larry Powell joins City of Gardner as economic development director.

Southwest Johnson County EDC goes live with aerial marketing videos of prime site locations.



Board of Directors

Chip Corcoran, PE, MPA, LEED
Chairman
Renaissance Infrastructure Consulting Inc.

Mayor Chris Morrow
City of Gardner

Chris Herre, A.I.A.
Past Chairman
Rose Design-Build, Inc.

Brett Osborn
Central National Bank

Jennifer Miller
Secretary/Treasurer
Professional Service Industries, Inc. (PSI)

Mayor Donald Roberts
City of Edgerton

Steve Rumble
CenturyLink

Mike Smith
Unilever Bestfoods

Dennis Burns
Crossland Construction

Allan Soetaert
Water District No. 7

Sara Freetly
candid marketing + communications

Pam Stranathan
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Karen Martley
Johnson County Community College

John Thomas
NorthPoint Development

Colin McKee, A.A.E., IACE
Johnson County Airport Commission

