

Leadership Council

Dennis Burns, Crossland Construction
 City Council, City of Edgerton
 City Council, City of Gardner
 Cory Claxton, Penny's Concrete
 Chip Corcoran, Renaissance Infrastructure Consulting, Inc.
 Greg Dean, Miller Stauch
 John Engelmann, KCP&L
 Larry Gibson, Unilver
 Jennifer Guthrie, Intertek/Professional Service Industries, Inc.
 Brandon Harris, Merit General Contractors, Inc.
 Grant Harrison, VanTrust Real Estate
 Cheryl Harrison-Lee, City of Gardner
 Chris Herre, Rose Design-Build, Inc.
 Beth Linn, City of Edgerton
 Karen Martley, Johnson County Community College
 Mayor Chris Morrow, City of Gardner
 Aaron Otto, Johnson County Airport Commission
 Bill Penny, Penny's Concrete
 Penny Postoak Ferguson, Johnson County Government
 Larry Powell, City of Gardner
 John Rider, BNSF Railway
 Jeff Risley, Bartlett & West
 Mayor Donald Roberts, City of Edgerton
 Jay Smith, Central National Bank
 Pam Stranathan, Gardner Edgerton Unified School District #231
 Chris Stara, TSL
 Colby Tanner, BNSF Railway
 Brad Weisenburger, Johnson County Airport Commission
 Ed York, Arvest Bank

2016 Data Management and Internal Operations

NEW STAFF

On December 15, 2016, EDC welcomed Meghan McDermott as Economic Development Director. McDermott will be working 30+ hours per week, splitting her time between the EDC and the Gardner Edgerton Chamber.



2016 Business Attraction and Marketing

INTERNATIONAL COUNCIL OF SHOPPING CENTERS

Greg Martinette marketed the region to retail, restaurant and hotel site selectors at the International Council of Shopping Centers (ICSC) real estate convention. ICSC is the biggest shopping center and retail convention in the world, with more than 36,000 attendees and more than 1,000 exhibitors.



DEVELOPER'S EXPO

Held on October 17 at Shadow Glen, Developer's Expo 2016 was another great event. More than 110 commercial real estate and corporate site selectors spent an entire day focused on Southwest Johnson County. Thank you to everyone who participated!

AREA DEVELOPMENT CONSULTANTS FORUM



The event brought together leading site consultants for presentations, panels and roundtable discussions focused on the most current trends influencing corporate site selection. Key takeaways from this event will add value to the EDC's business recruitment and retention strategies.

2016 Regional Growth Activity

NEW DEVELOPMENT IN GARDNER: I-35 AND 175TH STREET PROJECT

- 300 acres
- Mixed-use retail and industrial development

WAVERLY ROAD

The Waverly Road Design-Build project in Edgerton now provides access to property on Waverly Road south of 191st Street and 300+ acres north of 183rd Street, which can accommodate 3.4 million additional square feet of rail-served facilities at LPKC. BNSF Railway simultaneously constructed an industrial lead track to serve this area, known as North Park at LPKC.

SPECULATIVE DEVELOPMENT

In 2016, NorthPoint built more than 2.3 million square feet of space on a speculative basis at LPKC.



INVESTORS

DIAMOND INVESTORS

City of Edgerton – Mayor Donald Roberts
 City of Gardner – Mayor Chris Morrow
 Johnson County Airport Commission – Aaron Otto
 KCP&L – John Engelmann

PLATINUM INVESTORS

Arvest Bank – Ed York
 Bartlett & West – Jeff Risley
 Central National Bank – Reva Matthews **
 Haith Company – Myron Haith *
 Johnson County Community College – Karen Martley **
 Penny's Concrete – Cory Claxton
 TradeNet Publishing – Tom Mertz **
 Unilever – Larry Gibson

GOLD INVESTORS

BNSF Railway – John Rider
 Burns & McDonnell – Dave Hadel **
 candid marketing + communications – Sara Freetly
 City of Olathe – Michael Wilkes
 Crossland Construction – Dennis Burns
 Intertek/Professional Service Industries, Inc. – Jennifer Guthrie
 McCownGordon Construction – Arlen Kleinsorge **
 Merit General Contractors, Inc. – Brandon Harris *
 Miller Stauch – Greg Dean
 Rose Design-Build, Inc. – Chris Herre
 TSL – Chris Stara *
 VanTrust Real Estate – Grant Harrison

*Denotes new 2016 investor

**Denotes 2016 investment level upgrade

SILVER INVESTORS

ARCO National Construction – KC, Inc. – Sam Stahnke
 Atmos Energy – Kevin Jones
 CenturyLink – Steve Rumble
 Davidson Architecture – John Davidson
 Du Pont Nutrition and Health – Kip Underwood
 GBA Architects & Engineers – Heidi Thummel
 Kaw Valley Companies – Jason Jacobson *
 Kelly Construction Group, Inc. – Moira Holland *
 Mark One Electric – Vince Migliazzo
 RD Johnson Excavating – Dustin Baker *
 Renaissance Infrastructure Consulting, Inc. – Chip Corcoran **

BRONZE INVESTORS

A.L. Huber, Inc. – Joe Huber
 Agnes Gates Realty – Tim Gates
 Central Bank of the Midwest – Mary Nelson
 City of Spring Hill – Jonathan Roberts
 Commerce Bank, N.A. – Geoffrey West
 Cramer Products, Inc. – David Carruthers
 de Elliotte Co., Inc. – Jim Erhart
 Gardner Bank – Ralph Leno
 Gardner Edgerton Unified School District #231 – Pam Stranathan
 Geiger Ready Mix – Steve McDonald
 Greater Kansas City Foreign Trade Zone, Inc. – Alfred J. Figuly *
 Harmon Construction – Tim Harmon
 Heubel Material Handling, Inc. – Marty Schroering
 Integrated Employment Enterprises, Inc. – Craig Evans
 Lathrop & Gage – Mark Samsel
 Olsson Associates – Mike Lally
 Patriots Bank – Karen Rumble
 Pro Staff – Sid Stephany
 Stouse, Inc. – Dave Christensen
 The Coleman Company, Inc. – Mike Elliot
 True North Industrial – Mark Fountain

ANNUAL REPORT

2016 SUCCESSES

Partnerships, Progress & Projects



2015 4 Million Square Feet of New Projects
 \$400,000,000 of Investment
 400 New Jobs

2016 3 Million Square Feet of New Projects
 \$335,000,000 of Investment
 2,500 New Jobs

2016 City of Gardner Sales Tax Increase of 39% or \$586,893
 City of Gardner Water Sales Increase of 7%



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Introduction

As I wrap up my second year in Southwest Johnson County, I am proud to report prosperity and positive economic development resulted in a blockbuster year with major project announcements from our partners in Gardner, Edgerton and New Century AirCenter.



In total, the EDC submitted 33 RFIs to companies interested in doing business in the region. These RFIs resulted in \$335 million in new investment, three million square feet of new projects and 2,500 jobs.

The success of this year would not have been possible without the support of our strategic partners, the Leadership Council and Board of Directors, as well as our investors at every level. Thank you for your financial commitment and confidence in our organization. Whether you are new to the EDC or a longtime supporter, we are here to serve as your strategic business partner and will continue to invest resources to ensure the success of this community.

Thank you, also, to candid marketing + communications for their industry knowledge and for providing expert marketing and communications advice and execution. Finally, thank you to Krista Klaus for her hard work with business retention, social media and media relations.

As we begin the New Year, project activity and interest in Southwest Johnson County is not slowing down. There are several new projects close to announcement, including "Project Butler." The company has a lease signed and a significant retrofit of the former Kimberly-Clark building is underway. We anxiously await the announcement of this project and many others in 2017.

Again, thank you to everyone for your continued investment in Southwest Johnson County. We look forward to continued prosperity for our region in 2017!

Sincerely,

Greg Martinette
President, Southwest Johnson County Economic Development Corporation



Landing Business and Driving Growth: Project Announcements

AMAZON

- 822,104 square feet
- Large product distribution center
- Logistics Park Kansas City (LPKC) • Edgerton
- 2,000 new jobs (at full output)

PR OPPORTUNITY: 98.1 KMBZ RADIO

The EDC arranged for Edgerton Mayor Donald Roberts to do a live interview with 98.1 KMBZ morning radio show hosts, E.J. and Ellen, regarding the Amazon announcement in Edgerton.

TRIUMPH GROUP

- 156,000 square feet
- Manufacturing and assembly of aircraft components
- LPKC • Edgerton
- 180 new jobs

ORSCHELN FARM AND HOME STORE

- 19 acres
- Retail store

COLDPOINT LOGISTICS

- September 2016 ground-breaking
- 163,318 square-foot cold storage distribution facility

2016 Business Retention and Expansion (BRE)

NEW CENTURY AIRCENTER

- 2,643 acres with 1,000+ available
- Occupied by 64 resident businesses
- Approximately 3 million square feet of space
- Nearly 5,000 employees

KERRY INGREDIENTS

- \$5 million product line expansion
- New Century AirCenter
- 30 new jobs

LOGISTICS PARK KANSAS CITY (LPKC)

- 1,700-acre master planned distribution and warehouse development
- 8.2 million square feet of new industrial space built/leased since 2013
- Over 3,000 jobs created

SMART WAREHOUSING

- 534,000 square-foot expansion
- Third party logistics
- LPKC • Edgerton
- 1.1 million square feet (total)

UNILEVER

- Approximately 100,000 square feet
- Cold storage expansion
- New Century AirCenter

JET

JET.COM

- 431,178 square-foot expansion
- Product distribution center
- LPKC • Edgerton
- 655,485 square feet (total)

EXCEL INDUSTRIES

- 309,779 square-foot expansion
- Commercial mower assembly and distribution
- LPKC • Edgerton
- 655,485 square feet (total)

Board of Directors

Karen Martley, Chair
Johnson County Community College

Dennis Burns, Vice Chair
Crossland Construction

Chip Corcoran, Past Chair
Renaissance Infrastructure Consulting, Inc.

Mayor Chris Morrow, Permanent Board Member
City of Gardner

Mayor Donald Roberts, Permanent Board Member
City of Edgerton

Pam Stranathan, Permanent Board Member
Gardner Edgerton Unified School District #231

Jason Camis, Permanent Board Member
Gardner Edgerton Chamber of Commerce

Cory Claxton
Penny's Concrete

Sara Freetly
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Myron Haith
Haith Company

Chris Herre
Rose Design-Build, Inc.

Tom Mertz
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Aaron Otto
Johnson County Airport Commission

John Rider
BNSF Railway

Jeff Risley
Bartlett & West

Steve Rumpel
CenturyLink

John Thomas
NorthPoint Development

Ed York
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