

Southwest Johnson County
Economic Development Corporation

2009
Annual Report



MIDWEST
COMMERCE CENTER

Review of 2009

The 2009 year began with the expectation of the BNSF Intermodal beginning construction, a new Coleman distribution facility and more to follow. What a difference a few months make. 2009 changed quickly. The Intermodal was delayed indefinitely along with several other projects including Lowes in Gardner, KS. Embarq announced changes in their business. The financial markets worldwide moved steadily lower and getting financing for a commercial project, a house or a car became more difficult.

There was a decrease in new projects, not surprisingly. In 2008, 41 project files were opened and in 2009, 23. We fielded many more contacts, but these are the projects we passed the first round. In 2008, nearly half of the inquiries were manufacturing projects, in 2009, 18%. Distribution projects are about 25% for both 2008 and 2009.

Kansas City Area Development Council (KCADC) and the Kansas Department of Commerce (KDOC) were the source of most of our leads. Brokers and Developers were next.

Throughout the year available buildings and low cost (deals) was the recurring theme with projects.

We continue to maintain contact with KCADC, KDOC, brokers and developers. We have been active in the Kansas Economic Development Alliance to keep a statewide profile and work on economic development legislation and policy.



CenturyLink



Through the New Century AirCenter and the EDC's marketing placements in the Kansas City Business Journal, Ingram's and the Commercial Journal we have maintained visibility in the region.

Promoting southwest Johnson county as "The Logistics location of Choice" in the Kansas City area, participated with KCADC and SmartPort in two logistics conferences; Retail Industry Leaders Association (RILA) and National Institute for Transport & Logistics NITL.

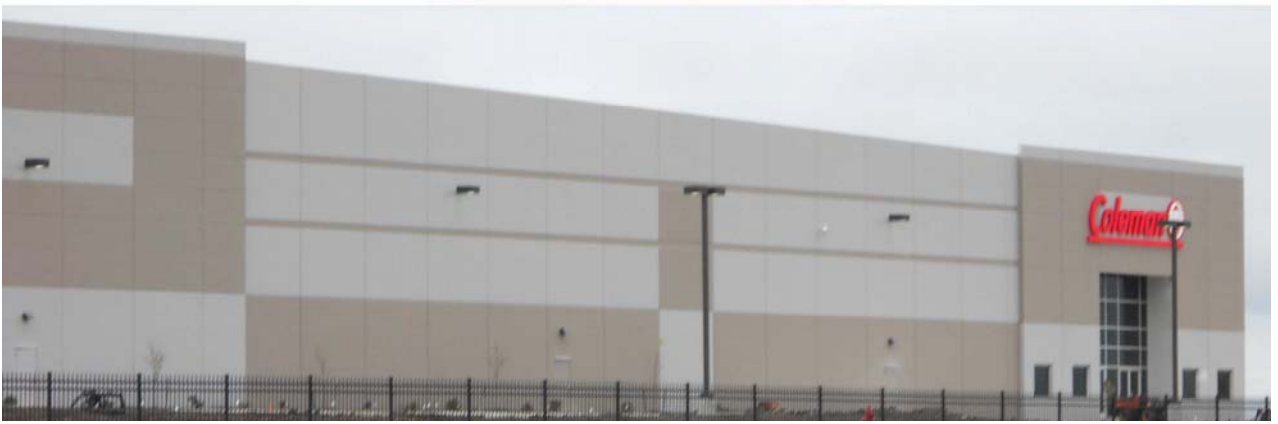
The **BNSF Intermodal and Logistics Park Kansas City** saw significant changes as the Gardner City Council rescinded the agreements negotiated the previous year and de-annexed the intermodal site. That gave Edgerton the opportunity to annex the site into their community. Edgerton was able to negotiate and move toward that goal by years end. The Corps of Engineers issued the 404 permit for the project, completing an extensive study over several years.

The Kansas Legislature passed a bill allowing the financing of the intermodal infrastructure to be backed by Kansas Department of Transportation bonds. KDOT also agreed to improvements to the Gardner Road interchange and is completing their study for a new interchange on I-35 to serve the growth in the area. In an effort to jumpstart the intermodal project, KDOT applied for a \$50 million TIGER grant from the federal government to provide an incentive to BNSF to begin construction. The final word on that grant is expected early this year.



Johnson County has agreed to provide \$14 million to fund the 191st Street connector to the intermodal. That agreement with the County, Gardner and Edgerton was completed in December.





In June, we celebrated Business Appreciation Month with the Gardner Area Chamber of Commerce and recognized the Gardner-Edgerton School District for its service to the community.

The residential housing market was certainly not what it has been. The housing numbers were down significantly for the area, but through November, Gardner accounted for 72 of the 586 new single-family permits in Johnson County. That was third behind Olathe and Overland Park.

Embarq announced the sale of its logistics division to **KGP Logistics**. KGP is a Minnesota corporation and will maintain its operation at New Century. Mid-year, **CenturyTel** purchased Embarq and the new joint company operates under the name of **CenturyLink**.

Stenner Pumps, a Florida distributor of Industrial pumps, purchased a building at New Century and moved in. They will employ five people initially and may consider an expansion in the future.

Burger King built a new restaurant near Walmart.

Paul Licausi, LS Commercial Real Estate, broke ground on **Midwest Commerce Center** and annexed into Gardner.

Then to culminate an up and down year, came the announcement of the 1.1 million square foot distribution center in the Midwest commerce Center for the **Coleman Company**. The facility opened in December. The impact was significant. That is like building 342 homes without all the students.

As we begin 2010 we are looking for a rebound. Locally, the opening of the Coleman logistics facility, the beginning of the BNSF Intermodal and the KC Logistics Park will provide jobs and more. They will help keep the southwest Johnson County area on the national map for developers. We expect more announcements of businesses to help build our tax base and create jobs. Basic jobs and investment in the area will also benefit the residential and retail markets.

The economy is difficult to predict and there are those who see doom and gloom. We see a glimmer of hope and we will continue to work hard for the betterment of southwest Johnson County.

Throughout the year one thing stood out. We have a great team dedicated to the economic vitality of Southwest Johnson County. We need to recognize the Federal and State officials for their assistance. Our Economic Development partners; the **Utilities, Kansas City Area Development, and the Kansas Department of Commerce.** The developers and other businesses, especially the **Allen Group and LS Commercial,** who invest in our Community.

And we especially want to thank you, our investors, for your support.



Thanks again and let's move on to 2010!!

Members

Contract Members

City of Gardner
Johnson County Airport Commission

Platinum Level

Arvest
BNSF Railway
CenturyLink
City of Edgerton
Gardner National Bank
Kansas City Power & Light
Metcalf Bank
Rose Companies, Inc.
TradeNet Publishing, Inc.
Unilever Bestfoods, Inc.

Gold Level

Atmos Energy
Central National Bank
Coldwell Banker Commercial Fishman & Co.
Faith Technologies, Inc.
Haren & Laughlin Construction
Harmon Construction, Inc.
Kansas Gas Service
McCownGordon Construction
Peridian Group, Inc.
Strickland Construction Company
Walton Construction Company, Inc.

Silver Level

AgriLogistics
Bank of Blue Valley
Berger Devine Yaeger, Inc.
Burns & McDonnell
BWR, Inc.
CFS West Holdings, Inc.
Commerce Bank, N.A.
Emery Sapp & Sons, Inc.
Gardner Animal Hospital
George Butler Associates
Harris Wilson Construction
HDR Engineering
Home Builders Association of KC
Kerry Ingredients, Inc.
Kings Avionics, Inc.
LS Commercial Real Estate
Rural Water District No. 7
Schlagel Gordon & Kinzer LLC
The Bristol Partners
The Land Source
Wachter Electrical Construction

Bronze Level

Agnes Gates Realty
A.L. Huber Construction, Inc.
All Star Awards
Block & Company, Inc. Realtors
Bruce Funeral Home, Inc.
Candlewood Suites Hotel
CBIZ Century Concrete
Century Concrete
Continental Title Company
Cosentino's Price Chopper
Cramer Products, Inc.
Danisco USA, Inc.
De Elliotte Co., Inc.
Fire District #1-Johnson County
First National Bank
Gardner Edgerton USD #231
Gardner Pharmacy
Geiger Ready-Mix Co., Inc.
Hawks, Besler & Rogers, D.O.
Hermes Landscaping, Inc.
Jacobs Properties/Moonlight Plaza Shopping Center
Johnson County Community College
Kane IS Able
Kleinfelder
LandPlan Engineering, P.A
Manning Construction Company, Inc.
New Century Employment Services
Olathe Ford RV Center
Olsson Associates
Patriots Bank
Ponzer-Youngquist, P.A.
Professional Service Industries, Inc.
Reece Nichols Santa Fe Realty
Santa Fe Air Conditioning
Schlagel & Associates, P.A.
Senator Karin Brownlee
Shafer, Kline & Warren, Inc.
Shawnee Copy Center
Stouse, Inc.
The R.H. Johnson Company
Tri-County Newspapers, Inc.
W.D. Gay Rentals

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Gardner Edgerton USD #231

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Bryan Greene
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CenturyLink

Phil Perry
Home Builders Association of Kansas City

Betsy Rhomberg
City of Edgerton Planning Commission