

# 80

percent of a community's growth comes from within

One of the four focal points that drive the mission of the **Lee's Summit Economic Development Council** (LSEDC) is business retention. Why? Because 80 percent of a community's growth comes from within. That's why **LSEDC**, along with a team of ten trained volunteers, reached out to local companies as part of **LSEDC's Valued Industry Program** (VIP).

This third biennial **VIP** Report details the results of interviews with the CEOs and top executives of 43 local companies. The **VIP** initiative assesses individual and collective needs of Lee's Summit companies, and gauges the overall business climate, which helps **LSEDC** shape its business retention strategies and solutions.

The **VIP** report covers many economic development issues including challenges and opportunities, legislative issues, workforce, trends and satisfaction. Based on these results, **LSEDC** will look for ways to leverage its resources to help Lee's Summit businesses achieve their growth objectives — ultimately enhancing the business environment.

We'd like to thank the **VIP** volunteer team. Without this group, the interviews with these 43 companies in Lee's Summit would not have been possible:

- |  |   |
|--|---|
| <b>Jeff Sullivan</b> Bank Midwest                  | <b>Bill Regan</b> Waddell & Reed                          |
| <b>Chris Hotop</b> Bartlett & West Engineers, Inc. | <b>Teresa Evans</b> LSEDC                                 |
| <b>Greg Foss</b> City of Lee's Summit              | <b>Keith Higgins</b> Morrill & Janes Bank                 |
| <b>Joe Schoonover</b> Equity Bank                  | <b>George Pagels, MD</b> Saint Luke's East - Lee's Summit |
| <b>Connie Smith</b> Equity Bank                    | <b>Larry Hillier</b> Union Bank                           |
| <b>Meredith Novak</b> Hawthorn Bank                | <b>Tony Justin</b> Union Bank                             |
| <b>Stan Christopher</b> HDR - Archer               |   |

## Action

Based on the interviews, **LSEDC** will work with each company to develop and recommend any necessary programs and resources, tailored to fit the needs of each individual business.

As part of its **Valued Industry Program** (VIP) the **Lee's Summit Economic Development Council** (LSEDC) conducted a series of in-depth business interviews collecting quantitative and qualitative data to track status and identify needs and trends. The **VIP** initiative utilizes the Synchronist® Business Information System (SBIS), a sophisticated software tool. The SBIS program has the following benefits:

- Maintains a detailed profile and contacts for each business
- Serves as a company contact management database from which to track follow-up activities and results
- Captures consistent results, reducing the existing business visit cycle and cost
- Groups survey responses and spotlights issues to create an environment for business to succeed and grow
- Analyzes survey responses to provide a score and value to the community, growth potential, satisfaction and retention risks
- Gives **LSEDC** decision-makers critical insight about pending opportunities and needs
- Allows data aggregation for policy research and trend analysis

The 2009 **VIP** report summarizes the data collected during interviews with 43 Lee's Summit companies.

**LSEDC** would like to thank the 43 businesses that took time to participate in the **VIP** survey. Additionally, we would like to thank all of our investors for their continued support and funding of economic development efforts in our vibrant, growing community. Respondents to the 2009 **VIP** survey include:

- |                                  |                                  |                                  |
|----------------------------------|----------------------------------|----------------------------------|
| Adams Gabbert & Associates       | Hi-Tech Industrial Services      | R & D Tool Engineering           |
| Affinis Corp                     | Hollis & Miller Group, The       | ReDiscover                       |
| Aircraft Electronics Association | Hy-Vee                           | Ruco Equipment                   |
| AT & T                           | Industrial Machine and Gear      | Saint Luke's East – Lee's Summit |
| Bartlett & West Engineers, Inc.  | Issco, Inc.                      | Saint Luke's Health System       |
| Beacon Press                     | JCI Industries, Inc.             | Information Systems              |
| Bennett Packaging                | John Knox Village                | Superior Bowen Asphalt           |
| BHA Technologies                 | K Textile Solutions              | Tiffany Marble                   |
| Bob Sight Ford, Inc.             | Lawler Gear Corp                 | Truman Medical Center Lakewood   |
| Caremark, Inc.                   | Lee's Summit Medical Center      | Ultrax Aerospace                 |
| Creative Blow Mold Tooling       | MCC - Longview Community College | Venture Industrial               |
| Don Kahan Chevrolet              | Midwest CAD                      | W C Tingle                       |
| HDR-Archer                       | Millennium International         | Weed Man - Turf's Up             |
| Fluid Equipment                  | National Benefits Center         |                                  |
| Heartland Tanning                | Plastic Enterprises              |                                  |
|                                  | Polytainers                      |                                  |

816-525-6617  
 218 SE Main Street  
 Lee's Summit, Missouri 64063  
[www.leessummit.org](http://www.leessummit.org)

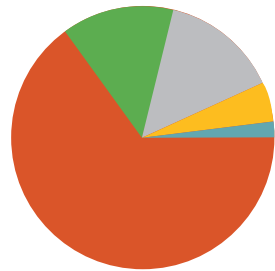
## VALUED INDUSTRY PROGRAM (VIP) Business Retention Report 2009



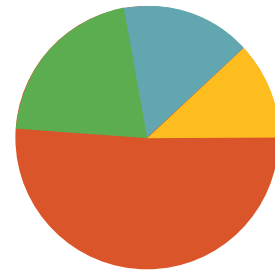
**ECONOMIC DEVELOPMENT COUNCIL**  
 LEE'S SUMMIT

## Summary Highlights

<b>Business Demographics</b>	72%	Established in Community 9 or more years
	72%	Room for Expansion
	58%	Headquarter Facilities in Lee's Summit
	51%	LSEDC Investor
	40%	Occupy Building less than 10 Years Old
	12%	Union Representation



**65%** Employees 100 or less  
**14%** Employees 750 - 1000+  
**14%** Employees 101 - 250  
**5%** Employees 251 - 500  
**2%** Employees 501 - 750



**51%** Privately Held  
**21%** Other  
**16%** Publicly Held  
**12%** Family Owned

### Business Sector (number of companies interviewed that fall into each sector)

Advanced Manufacturing	2
Aeronautics and Defense	2
Building & Construction	5
Communications	2
Consumer Goods Producer	1
Consumer Services	1
Durable Goods Producer	2
Finance, Insurance, & Real Estate (F.I.R.E.)	1
Government	1
Health Care & Pharmaceuticals	6
High End Business Service	2
Industrial Goods	11
Retail Related Operations	4
Technology/Information	3

### Business Environment

82%	Report legislation may adversely affect business operations
52%	Report balanced production
19%	Report overseas production

<b>Business Forecast</b>	95%	Anticipate new products within the next 2 years
	90%	Introduced new products in the last 5 years
	61%	Report primary product is growing or emerging
	57%	Report increasing key product market share
	19%	Report increasing or stable export sales

<b>Business Markets</b>	65%	Report company sales increasing
	42%	Report regional markets
	23%	Report national markets

<b>Business Opportunities/Weaknesses/Threats</b>	82%	Report no change in ownership
	70%	Report expansions planned in next 3 years
	34%	Report community may not be considered for expansion
	18%	Experienced change or expected change in top management in 18 months

<b>Workforce</b>	82%	Rate worker productivity very good to excellent
	81%	Rate worker Quality good to excellent
	79%	Rate worker Stability good to excellent
	59%	Rate worker Availability good to excellent
	59%	Describe growing workforce and hiring needs
	57%	Report recruiting problems related to positions or skills
	52%	Report increased investment in employee training
17%	Report increasing number of unfulfilled positions	

**Expansion Impact** A majority (70%) of the 43 participants indicated they have plans to expand their businesses in the next 3 years. The 43 businesses plan to add 334 new jobs and add 317,500 square feet.

Though the percentage projecting expansion remains at 70% in the two most recent surveys, the number of new jobs and square footage for the companies in 2009 vs. 2007 has declined: 47% for new jobs and 68% for square footage.

Year	Interviews	% Expanding	New Jobs	SF Increase
2009	43	70	334	317500
2007	64	70	714	989472
2005	61	58	1263	768525

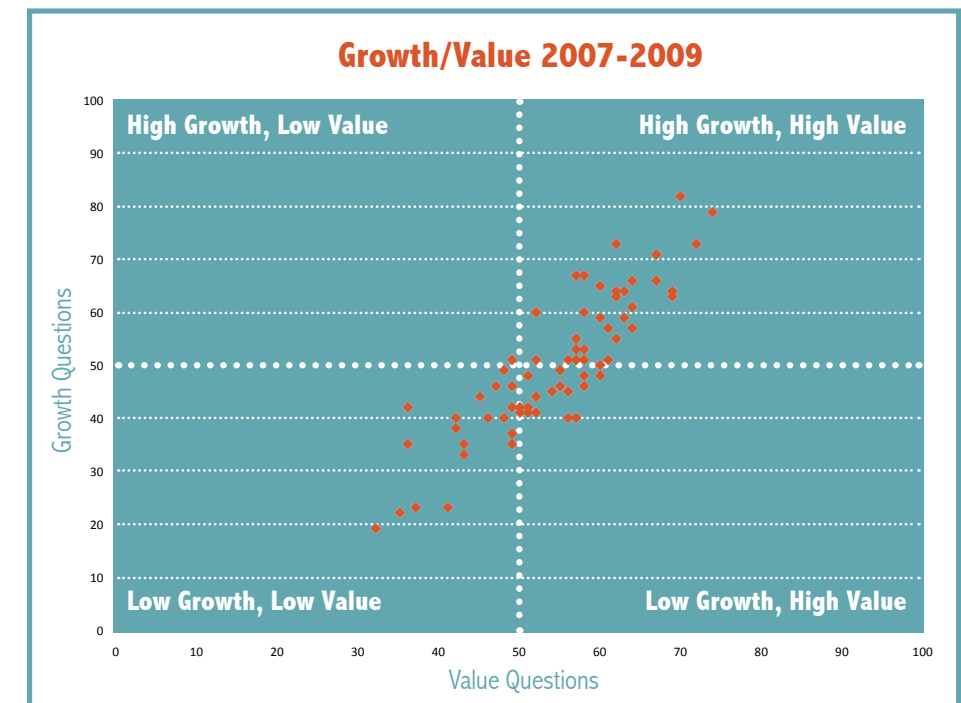
### Community Services

<b>Rated Good to Excellent</b>	
94%	LSEDC
92%	K-12 Schools
87%	Police Service
86%	Fire Service

<b>Rated Below Average</b>	
78%	Public Transportation
55%	Traffic Control/Flow

### Community Economic Vitality Rating

Based on the responses each company provided to 20 questions about growth and 21 questions about value during the interview with LSEDC, 75 companies were plotted in a scatter diagram to display a snapshot of the Lee's Summit business portfolio. The diagram includes companies interviewed in 2007 and 2009, illustrating an excellent forward moving portfolio of companies in Lee's Summit.



**65%**

report company sales increasing

**70%**

report expansions planned in next 3 years