

# 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 13 trained volunteers, reached out to local companies as part of **LSEDC's Valued Industry Program (VIP)**.

This fourth biennial **VIP** Report details the results of interviews with the CEOs and top executives of 47 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 would like to thank the **VIP** Volunteer Team. Without this group, the interviews with these 47 companies in Lee's Summit would not have been possible.

**Michael Bohning** Creative Blow Mold

**Jay Dorst** Commerce Bank

**Greg Foss** City of Lee's Summit

**Dan Gabbert** Kansas City Life Coaches

**Allan Gardner** Power Group Companies

**Katie Hammons** Commerce Bank

**Bruce Hattig** Bartlett & West

**Gary Hawkins** HSMC

**Greg Kindle** KCP&L

**Gary Leeper** Bank Midwest

**Emma McLaughlin** Bartlett & West

**Mark Meyer** Meyer Companies

**Jeff Sullivan** Bank Midwest

## 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)**, **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 2011 **VIP** report summarizes the data collected during interviews with 47 Lee's Summit companies. **LSEDC** would like to thank the 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 2011 VIP survey include:

A. Zerega Sons, Inc.

Acceleration Laboratory Service

American Food Services

Bartlett & West Engineers, Inc.

Beacon Press

Bennett Packaging

Billy Goat Industries

CK Enterprises, Inc.

Cambridge Cabinetry

candid marketing & communications

County Beverage

Creative Blow Mold Tooling

Dahmer Powertrain, Inc.

Deco Tool Supply

Diodes FabTech, Inc.

Electronic Office Systems

Geiger Ready Mix

Guy Gronberg Architects, Inc.

Hawn Bedding

Heartland Tanning

The Hollis & Miller Group

HSMC

Issco, Inc.

JCI Industries, Inc.

John Knox Village

Kahan Motors

Kastle Grinding

Lawler Gear Corp

Lee's Summit Medical Center

MCC – Longview Community College

Midwest Underground Technologies

Millennium International

PaveGuard Technologies, LLC

R&D Leverage

ReDiscover

Ruco Equipment

Saint Luke's East – Lee's Summit

Service Mark Telecom

Sub Technologies, Inc.

Symtech Corporation

T & W Steel

tingle flooring

Unitech

University of Central Missouri – Summit Center

Venture Industrial

(1) Anonymous by Request

## VALUED INDUSTRY PROGRAM (VIP)

### Business Retention Report 2011



# 25 YEARS

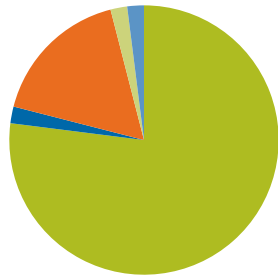
**LEE'S SUMMIT  
ECONOMIC  
DEVELOPMENT  
COUNCIL**  
1986–2011

816-525-6617  
218 SE Main Street  
Lee's Summit, Missouri 64063

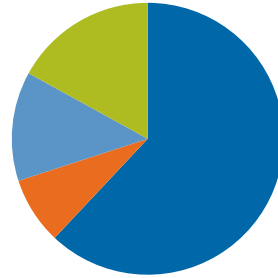
[www.leessummit.org](http://www.leessummit.org)

## Summary Highlights

- Business Demographics**
- 75% Headquarter Facilities in Lee's Summit
  - 72% Own Their Own Building
  - 72% Room for Expansion
  - 64% Established in Community 10+ years
  - 40% LSEDC Investor
  - 36% Occupy Building less than 10 Years Old
  - 6% Union Representation



- 77% Employees 100 or less
- 17% Employees 101 – 250
- 2% Employees 251 – 500
- 2% Employees 501 – 750
- 2% Employees 750 – 1000+



- 62% Privately Held
- 17% Family Owned
- 13% Publicly Held
- 8% Other

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

Advanced Manufacturing	3
Aeronautics and Defense	1
Building & Construction	6
Communications	2
Consumer Goods Producer	1
Consumer Services	1
Diversified	1
Durable Goods Producer	6
Energy/ Energy Utilities	1
Government	1
Health Care & Pharmaceuticals	5
High End Business Service	4
Industrial Goods	7
Retail Related Operations	3
Technology/Information	2
Telecommunications	2
Transportation	1

- Business Environment**
- 77% Report legislation may adversely affect business operations
  - 55% Report balanced or under capacity production
  - 8% Report overseas production

- Business Forecast**
- 72% Anticipate new products within the next 2 years
  - 72% Introduced new products in the last 5 years
  - 55% Report primary product is growing or emerging
  - 49% Report increasing key product market share
  - 15% Report increasing or stable export sales

- Business Markets**
- 68% Report company sales increasing
  - 51% Report regional markets
  - 26% Report national markets

- Business Opportunities/Weaknesses/Threats**
- 79% Report no change in ownership
  - 72% Report expansions planned in next 3 years
  - 23% Report community may not be considered for expansion
  - 15% Experienced change or expected change in top management in 18 months

- Workforce**
- 79% Rate worker Stability good to excellent
  - 75% Rate worker Quality good to excellent
  - 70% Rate worker Availability good to excellent
  - 62% Describe growing workforce and hiring needs
  - 47% Report increased investment in employee training
  - 36% Report recruiting problems related to positions or skills
  - 6% Report increasing number of unfulfilled positions

- Utilities**
- Rated Average or Below
  - 30% Electric
  - 28% Internet Speed
  - 15% City's Technology Infrastructure not Adequate for Growth Plan

- Expansion Impact**
- A majority (72%) of the 47 participants indicated they have plans to expand their business in the next 3 years.
- Though the percentage projecting expansion has increased by 2%, at the time of the report many did not have calculations to share. Of the 34 companies that did have expansion projections, they anticipate to add 41 new jobs and 130,000 square feet

Year	Interviews	% Expanding	New Jobs	SF Increase
2011	47	72	41	130,000
2009	43	70	334	317,500
2007	64	70	714	989,472
2005	61	58	1,263	768,525

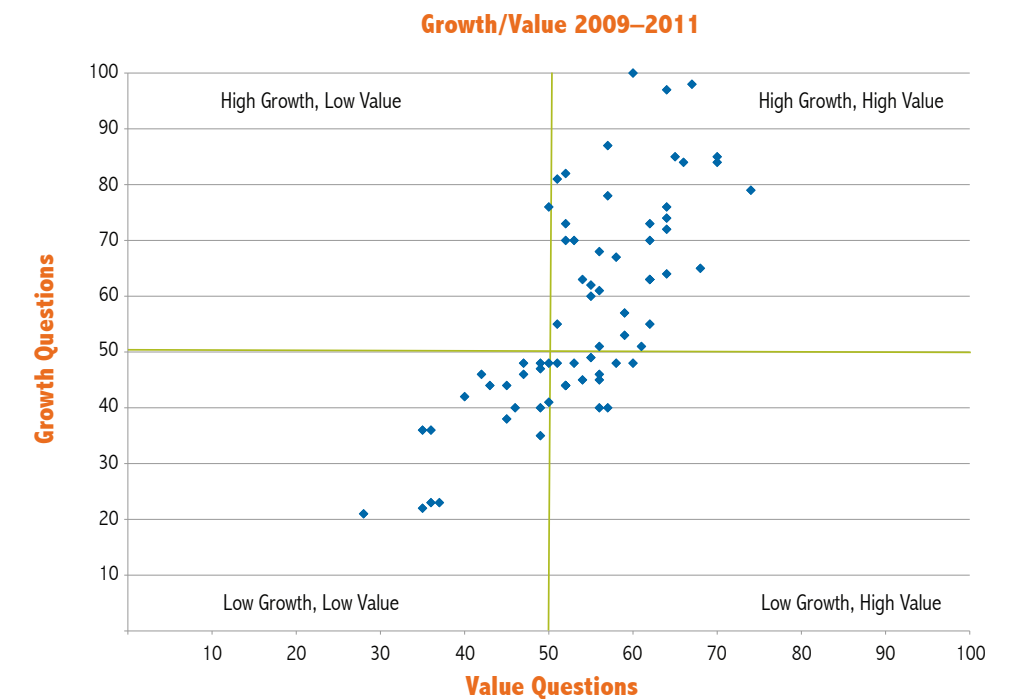
### Community Services

- Rated Good to Excellent**
- 89% Fire Service
  - 89% Police Service
  - 85% Healthcare
  - 85% LSEDC
  - 83% K-12 Schools

- Rated Average or Below Average**
- 92% Public Transportation
  - 60% Property Taxes Too High
  - 34% 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, 69 companies were plotted in a scatter diagram to display a snapshot of the Lee's Summit business portfolio. The diagram includes companies interviewed in 2009 and 2011, illustrating an excellent forward moving portfolio of companies in Lee's Summit.



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