



Partnership Inside Edition
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Public Policy



The Partnership has been working behind the scenes on State economic development legislation. We are supporting passage of the following legislation:

MOSIRA - Science & Innovation Reinvestment Act

MO Jobs for the Future - incentives for new developments that target Missouri's eight business clusters, must have a higher education partner and would be a defined-district. Example is Liberty's future science and technology park.

Data Center legislation which provides the same incentives as other recruitment projects but specific to data centers.

Additionally, Partnership board member Tom Atkins has agreed to serve on the Northland Chamber's Public Policy committee, a legislation leader in our area.

Tom was also just appointed to serve on the City of Liberty's Planning & Zoning Commission.

At the local level, Councilman Jeff Watt's residential building incentives proposal was presented at a study session in December. All council members agreed that it warranted serious consideration.

Real Estate

Integra's Real Estate Conference was held yesterday in downtown KC. There are some interesting pieces to share.

V.P. & COO of the Federal Reserve Bank of Kansas City noted that although recovery has begun, it will be very slow and certainly not complete in 2010. Growth will be in the 2-3% range and credit markets will remain tight.

During the panel of retail developers, it was noted that excellent opportunities abound for those with cash to put into the deal. What was done with one or two partners now takes significantly more partners.

Commercial real estate prices, on average, are 43% less than prices at the peak time of the market.

The healthcare sector and associated businesses will continue to be strong.

New industrial or office building will not be for speculative space but instead must be user driven such as a build-to-suit for a specific tenant.

On the office panel, one participant predicted that even more of the Sprint campus will become available - up to 3 million sq. ft.! Office vacancy in the Northland is 30%, the KC average is 19%.

Project/Prospect Activity

We ended 2009 having responded to 91 prospects. Compared to previous years
2008 - 72
2007 - 60
2005 & 2006 combined - 93

Organizational News



Partnership board members Jay Ferguson, Tony Sarver and Joe Duffey met Doug Holmberg (holding plaque) for breakfast to present to him a token of our appreciation for his service on our board. Due to travel schedules, Doug has found it necessary to resign from the Partnership board of directors on which Doug had served since 2005.

Membership Drive

The Partnership Board of Directors has embarked on an aggressive membership drive lead by Mary Alice Dobberstine and team leaders Shane Davolt, John Engelmann and Michael Hagan. We are working to . . . **Retain, Reconnect & Recruit.**

With the City leading the way with its 10% increase in its contact with the Partnership, the Board is challenging existing members to match that 10% increase in their investment.

Another team is reconnecting with the investors who have not been active with the Partnership.

And the final team will work to recruit new members.

2009 Annual Report

The organization's report of 2009 activities is posted on our website. Click here to go to the news section. Additionally, all investors should be receiving the report during our member retention visits. If you do not receive a printed copy, please let us know

astephens@thinklibertymo.com