



Development Update

We continue to recruit light industrial businesses. We had the opportunity to tour 2 of our recruitment successes: Piston Automotive Group & Vari-Form.

How exciting and gratifying it was to see these two businesses first-hand. We did the tour with Greg Steinhoff, Director of the Missouri Department of Economic Development and Liberty Mayor Bob Steinkamp.



The Guy's plant renovation (above) by Star Development has transformed the building for its new tenant.



The Vari-Form building went up in record time as the Liberty area team worked to meet Vari-Form's tight timeframe to occupy its new space.

Water rates increase

We have been following this issue for many months now. Some of you

Partnership E-News

January 2008

Already we are fifteen days into our Happy New Year! We hope your holidays were grand! The Partnership looks forward to another banner year with more recruitment announcements and business retention. As always, a part of our mission is to provide service to and be a resource for our investors. Don't hesitate to contact us, if we don't have the answer, we'll find it!

Retail Development Update

Liberty Triangle

At Monday night's City Council meeting the Liberty Triangle Developers (LTD) provided a required five-year report. Dan Carr, LTD partner & Liberty resident, presented the following to the City Council:

- Hy-Vee is in the due diligence process to relocate and expand in the Triangle. It could include gas pumps.
- Olive Garden will open in early to mid-February.
- The College Street extension is complete and awaits MODOT's work on the stop light at its 291 intersection.
- Work will continue on the extension of Blue Jay drive once Roger's has relocated to their new building later this year.
- LTD is in negotiations with a couple of restaurants, sports bar & grill and hoteliers.

Whitehall Station

- National developer CBL and local developer Ferguson Properties continue to negotiate with an anchor tenant. We look forward to an announcement soon!
- The transportation system in south Liberty was dealt a blow when the Liberty School District announced it would not provide financial assistance. An amendment to the Whitehall TIF to cover the shortfall will go before the TIF commission for a vote next month.

The Streets at Shoal Creek

- Property on the SWC of 152 & Shoal Creek Parkway is owned by Zion Securities. They continue their talks with national developer - Alberta Development. Alberta is working with three potential anchor tenants.
- Carma handles the residential part of the Shoal Creek developments. The Clayview Country Club is underway directly south of the community swimming pool (which looks more like a full-fledged water

attended our information session about it.

After much discussion about and research for other alternatives, this past Monday, the City Council voted to increase water rates by 2.5%.

The increase will be in effect next month.

The water fund is an enterprise fund which means it should be self-sustaining. The 2.5 % will cover increased costs for treatment services and operations as well as to comply with the bond covenants.

Watch your mail later this month for our annual report which will highlight our activities and successes.

It will show you how your investment has had an impact on the Liberty area.



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park!).

Roger's Plaza & Blackberry

- Both projects continue to move dirt and build infrastructure as weather permits.
- The shell frame for Roger's helps us understand the scope of the expansion for one of our area's premier local retailers.

The Partnership continues to recruit retailers for all of the above. We are looking forward to team efforts to meet with and recruit new retailers.

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The Partnership is a private/public not-for-profit organization whose focus is retaining existing and attracting new businesses in the Liberty, Missouri area.



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Special Edition *Another Announcement*

February 2008

New Company to locate in Heartland Meadows

Wear-Concepts, Inc. chooses Liberty for its new location

Wear-Concepts, Inc. has selected a site in Liberty, Mo. for its new 25,000 square foot manufacturing and distribution facility. The company currently employs 36 people at its Riverside, Missouri location. It is expected that the employees will transfer to the new location.

General Manager Gary Babb, led the site location search for Wear-Concepts. He noted "This new location and building will provide Wear-Concepts the room we need to meet our customers' orders. We need more space to accommodate our business growth. The accessibility to our customers from Heartland Meadows was a key factor in our decision making process. Remaining in the area was important to us so we could retain our workforce." Wear-Concepts, Inc. manufactures and repairs steel parts for the Cement, Power, and Grain industries. It supplies wear resistant materials, adhesives and sealants for steel fabrication. Wear-Concepts has already had its preliminary plan meeting with City Planning and Development. Babb noted that the company would like to be in its new building by October 2008.

Liberty Mayor Bob Steinkamp said, "We are pleased that Wear-Concepts has chosen our community as the home for their growing business. This project continues Liberty's expansion of its business base. Wear-Concepts, Inc. is the third new light industrial business announcement in as many months."

To find its new location, Babb worked with Mike VanBuskirk at Zimmer Companies representing Hallmark and Heartland Meadows, the Partnership for Community Growth & Development and the City of Liberty. Wear-Concepts initially made contact with Zimmer - the real estate management firm that oversees Heartland Meadows, Hallmark's light industrial business park. Alicia Stephens with the Partnership for Community Growth & Development met with company representatives at the site to provide information about Liberty. Stephens then coordinated a meeting for Wear-Concepts to meet with City officials to discuss their potential location here. Babb noted that "Wear-Concepts, Inc. looks forward to being a member of the Liberty business community."



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May 2008

Spring E-News

This edition of E-News has articles about the new community brand, our current fundraising efforts and recruitment and retention reports. As always, if you want more detailed information, please call the office 407-9242.

A Moment for Reflection

We offer our condolences to the family of Jim Ballinger who was a victim in a fatal in a car accident last month. Last week, at the annual breakfast of the Northland Community Foundation, we heard a wonderful description of his life and those who were touched by his wisdom. The support he provided the Partnership allowed us to offer the "Tools for Business Growth" seminar last year. We believe Jim would be happy to know that his commitment will help us offer more seminars to help the business community.

New Community-wide brand

New brand ready to use

You're free to choose



The marketing coalition, consisting of the Partnership, the Chamber, Historic Downtown Liberty, the City and the Liberty School District, came to together on May 1st for the unveiling of the new brand. All organizations will use it in some of their print materials. Special thanks to our community partners and the Partnership Marketing Committee for their perseverance in completing this task! The flexibility of the brand allows each organization to customize its use. For example, in our ads to promote the area as a business location we could use

You're free to succeed



You're free to grow



As a Partnership investor you, too, can use the images in your marketing materials. Contact the office if you are interested.

The Partnership plans to work with the colors to closely match our organizational logo and the Kansas City Area Development Council's "Think KC" colors.



Second Pledge Drive Begins

Board approves funding plan

The Partnership Board of Directors has authorized the start of its second funding pledge drive. Letters will be sent soon asking for some time with you to discuss our efforts and successes and the critical nature of your financial commitment.

[Click here to go to our website](#) to review the investor application.

Prospect Activity

Activity in the first quarter has been significant. We are tracking of our progress with a new scorecard .



Partnership E-News

July 2008

Lear closes plant in Heartland Meadows

Lear is a supplier to the Ford Claycomo plant. Lear was unsuccessful in its bid to continue to provide interiors. On July 18th the plant was closed. Some Lear employees transferred with Lear to other facilities, some were hired by the bid winner-JCI and yet 130 are now without jobs. Many thought they would be absorbed by JCI too but when Ford changed its production schedule so did JCI.

The Partnership is working with the Full Employment Council and the Division of Workforce Development to host a Career Opportunities Fair on August 5th. Although we did all that we could to retain Lear when it became evident that would not happen, we focused our attention on finding career opportunities for laid off workers.

By the Numbers

Project activity has been brisk. Below are just a couple of items we track, through June.

Business retention visits: 36
Business assistance activities: 46

of new jobs from new business recruitment: 36

of prospects to whom we have responded: 38

Additionally, we use a Federal Reserve program to approximate the impact of our new project announcements. In the last 15 months, our 4 announcements will generate over \$400,000 to the tax base.

New Executive Committee

At the June meeting of the investors, the Partnership presented thank you awards to retiring board members. Mario Usera received the appreciation award from Larry Wepler, outgoing chairman.

The new executive committee was elected as well.

Tom Cole with S.M. Wilson Company serves as the chairman, **Russ Weathers** - Vice Chairman, Treasurer is **Tim Pence** with Platte Valley Bank, the secretary position is filled by **Larry Muck** with M & I Bank and the at-large spot is **Pete Burney** with Hallmark.

The program was a Mayor's Forum with the business community.



ICSC Convention

Partnership Executive Director, Alicia Stephens and Liberty Mayor Steinkamp attended the International Council of Shopping Center's annual convention in Las Vegas. Between the two of them, they had eleven appointments and many, many events. The appointments were with developers, retailers and real estate brokers. Follow-up with them is continuous, including a standing invitation to meet with us in the Liberty area.

Washington DC "Fly-In" a success!

The Liberty area had representation on a recent trip to Washington, D.C. The trip was co-hosted by the Northland Regional Chamber and the Clay and Platte Economic Development Councils. Participants had the opportunity to discuss issues of local interest with Senator Christopher "Kit" Bond, Congressman Sam Graves, Congresswoman Claire McCaskill and Congressman Kenny Hulshof. The Partnership provided a list of legislative issues from our database of business visits which included the increasing costs of security of exports and imports; fuel/energy costs and healthcare costs.



You're free to succeed

E-News November 2008



Return on Investment

Those words have meaning today more than ever before. The Partnership's major recruitment projects this year will provide an estimated total tax receipts of close to \$400,000; last year that number was almost \$700,000. To calculate projects' impact, we use the Federal Reserve's Fiscal Impact Tool (FIT).

We also track our marketing activities.

- The advertising the Partnership placed this year will reach close to one million people.
- 1,600 people (ytd September) accessed our database of available sites & buildings.
- The Liberty area had representation at 6 regional and national tradeshow.
- The Partnership participated in seven special events, making contact with 80 site location consultants, commercial realtors and developers.

Thank you, Partnership investors, for your positive impact on our community. Your support makes a difference.

Join us for our
annual awards
breakfast on

Tuesday, November
25th, 7:30 a.m. at
the Liberty
Hills Country Club.

For reservations call
407-9242

Quick Projects update

Wear-Concepts
Heartland Meadows
25,000 sq ft new +
15,000 sq ft expansion
light industrial

2008 Business Retention & Expansion Report

Read the report online

The Partnership has completed its annual report which analyzes information gathered in our business visits. Because of its size, we do not print the report; instead it is posted to our website. [Click here](#) to go to the report on our website.

Key points

- Receiving high ratings from our business community are public safety, our school district and our workforce.
- Not so good rating was (is) traffic control. It continues to be a major concern.
- The community planning rating continues to hover at about average.

The report includes comparisons to national and regional data.

Special thanks to KCP&L for providing the program we use, to the Chamber for doing retail visits and to our Business Retention Committee for its guidance.

Staff Updates

Clayview Site

TIF plan approved
tenants recruitment includes
a pharmacy
restaurant
hotels

Blackberry

open house last week
retail and office space
available
spectacular views
beautiful home models

Liberty Triangle

construction on site next to M
& I Bank
2 restaurants confirmed

Rogers Plaza

Sporting Goods store is open
Hotel plan has been approved
Gun Store being built

Shoal Creek & 152

dirt is moving infrastructure
being built
multi-family housing

Whispering Ridge

medical office building
underway
Tuscan Ballroom to begin
soon

Whitehall Station negotiation
continues with the anchor
tenant of choice, contract
with national developer, CBL,
extended

Admin. help & interns

The Partnership office had been without administrative help since the end of June. The good news is that we have enlisted the help and skills of **Suzanne Cronkhite**. She is in the office on Monday, Wednesday and Friday. Her years of experience with Girl Scouts of America - another not-for-profit organization - will be extremely helpful. She has jumped right into coordinating our annual awards event.

We also have the good fortune of recruiting **TWO** William Jewell interns. **Summer Nelson** is our intern for this semester. Summer is an organization communication major and has already started on a presentation for our annual awards event. She is in the office every afternoon except Tuesday.

We are also working with a WJC leadership intern on a special video project. **Eric Myers** is working with us to produce a video about doing business in the Liberty area. His creativity and high energy will result in an awesome product which will be used on our website and other venues.

Special thanks to WJC for providing wonderfully bright, creative and hard-working interns!

The mission of the Partnership for Community Growth & Development is to foster economic growth and development for the purpose of enhancing the quality of life in the Liberty Missouri area.