



**BLUE SPRINGS ECONOMIC DEVELOPMENT COUNCIL SPECIAL MEETING**

**NOVEMBER 18, 2020 – 8:00 A.M.**

**Public Telephone Conference**

**(816) 743-4875 – Conference ID: 854 655 700#**

**PLEASE NOTE:**

Pursuant to Jackson County Executive Order dated March 12, 2020 and subsequent amendments requiring residents to stay at home and limiting public gatherings, this meeting will be conducted by taking safe social distancing measures as required by the Order. For this meeting, the public may attend via telephone conference **(816-743-4875, Conference ID: 854 655 700#)** as provided in Section 610.020(4) RSMo. Members of the Economic Development Council will be participating via telephone conference as provided in Section 610.020(1) RSMo.

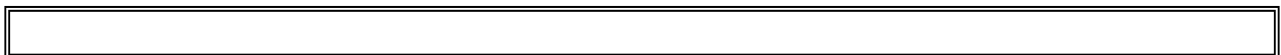
1. Call Meeting to Order
2. Approval of August 26, 2020 Meeting Minutes
3. Introduction of Members
4. Covid-19 Response and City Operations
5. Project and Development Update
6. Review 2020 Business Survey
7. Visitors
8. Adjourn

**NEXT MEETING:** December 16, 2020 – 8:00 A.M.

**If special accommodations are required for citizen participation at this meeting  
please call (816)228-0111**

Posted Thursday, November 13, 2020 at City Hall, 903 W Main Street, Blue Springs, MO and on the City's website. A quorum of the City Council may be in attendance, however no City Council votes will be taken.

Brandon Keller  
Economic Development Manager





**CITY OF BLUE SPRINGS, MISSOURI  
MINUTES OF ECONOMIC DEVELOPMENT COUNCIL MEETING  
Wednesday, August 26, 2019**

*A State of Emergency for Jackson County, Missouri was declared on March 12, 2020 and subsequent amendments by Jackson County Executive Order requiring residents to stay at home and limiting public gatherings to reduce the spread of the COVID-19 virus. As provided in Sections 610.020(1) and 610.020(4) RSMo., the Economic Development Council participated in this meeting via tele-conference to ensure safe social distancing measures were taken. The public was able to attend as well via tele-conference.*

A meeting of the Blue Springs Economic Development Council was held at 8:00 a.m. on Wednesday, August 26, 2020, via tele-conference. The following members, guest and staff were in attendance with Becky Nace, Chair presiding.

**COUNCIL  
MEMBERS  
PRESENT**

Justin Beal	Erika Lucas
Jeff Grote	Dave Meyer
James McCullough	Lyle Shaver
Taylor Warwick	Lara Vermillion
Joey Zarrillo, Vice Chairperson	Michael Scott
Becky Nace, Chairperson	

**STAFF  
&  
OTHER  
ATTENDEES**

Eric Johnson, City Administrator  
Mike Mallon, Acting Director, Community Development  
Jerry Kaylor, Council Liaison, Dist. 1  
Susan Culpepper, Councilmember, Dist. 2  
Sheryl Morgan, City Clerk  
Karen Findora, Administrative Assistant, Community Development  
Kim Poertner, sitting in for Kirk Sampson (non-voting)

**ABSENT**

Councilmember Drew Grossman  
Councilmember Brett Miller  
Councilmember Kirk Sampson

**ROLL CALL**

Mike Mallon, Acting Director, Community Development conducted a roll call.

**CALL MEETING  
TO ORDER**

Chair Becky Nace called the Economic Development Council meeting to order at 8:00 a.m.

**APPROVAL OF  
MINUTES**

Mr. Mallon informed the Council that the December 18, 2019 meeting minutes were not recorded, due to the transition of staff departure. Therefore, there are no meeting minutes for December 18, 2019.

Councilmember Michael Scott moved to approve the minutes of the October 16, 2019 EDC meeting. Motion seconded by Councilmember Meyer and carried with the following votes:

Councilmember Beal - Aye  
 Councilmember Grossman – Absent  
 Councilmember Grote - Aye  
 Councilmember McCullough - Aye  
 Councilmember Warwick – Aye  
 Vice Chairperson Joey Zarrillo – Aye  
 Chairperson Becky Nace - Aye  
**(APPROVED 11-Aye – 0-No)**

Councilmember Shaver – Aye  
 Councilmember Lucas - Aye  
 Councilmember Sampson – Absent  
 Councilmember Vermillion – Aye  
 Councilmember Meyer – Aye  
 Councilmember Scott – Aye  
 Councilmember Miller – Absent

**INTRODUCTION  
 OF NEW  
 MEMBERS**

Erika Lucas – Sandy’s Restaurant  
 Lyle Shaver – Spring Oak Property Management

**COVID-19  
 RESPONSE &  
 CITY  
 OPERATIONS**

Eric Johnson, City Administrator provided an update on the Covid-19 response and City operations. Mr. Johnson informed the Council that City Hall is currently closed. The City Council and Planning Commission have recently gone back to meeting in person. Staff has made numerous adjustments to accommodate public hearings. Mr. Johnson expressed his gratitude for the Planning, Codes, and Public Works departments, as they have adjusted their work and lives around the pandemic to keep the City up and running. The City continues to see good numbers with Commercial and Residential development.

Lara Vermillion, Blue Springs Chamber of Commerce, stated that their Covid-19 Task Force meet twice a month to work towards a common theme about how the recovery process is taking place in the business community. The Task Force came up with a slogan, “Blue Springs Strong” ([#bluespringsstrong](#)) The Chamber worked with the Examiner on a survey to ask the community what was most concerning to people in the immediate area as they try to re-enter stores or establishments. The outcome was people were more concerned with large gatherings and whether people were wearing mask.

Ms. Vermillion stated that with the assistance of Miranda Austerman, Communications Manager, City of Blue Springs and Jamie Russell, [Anthem Photography](#) there will be positive stories written about Blue Springs businesses and what they have been doing during the pandemic. The first story will be written featuring Sandy’s Restaurant.

Chief Jeffrey Grote expressed his gratitude for fellow Fire Fighters, EMT, etc. CJC has been hit hard with Covid-19.

Mr. Johnson followed the conversation up by stating that the City is following Jackson County’s recommendations to the pandemic until instructed otherwise. The City is receiving an allocation of 3.3 Million dollars from the Federal CARES Act. The City will be working with the County to come up with a budget on how those funds will be dispersed.

Mr. Johnson stated that the Police Dept. is open, Vesper Hall has recently been turned into a Covid testing facility in partnership with the County. The Blue Springs Field House remains open with social distancing requirements, and the Adams Pointe Golf Course opened several weeks ago.

**PROJECT AND  
 DEVELOPMENT  
 UPDATE**

Mr. Mallon presented a PowerPoint on the Project Activity Report for December 2019 – July 2020.

- Employment Projects: Blue Springs Logistics Center and Ambrose Redevelopment

**OTHER BUSINESS**

- Project Updates: KC Bobcat, BS Marine, Discover Visions, Tidal Wave Car Wash, Old Navy, Smoothie King, Verdad Self-Storage, Dental Depot, Stortropolis, New City Sign Code, CSS, City software
- Residential Project Updates: Cambridge Park, Eagle’s Creek, Luxe One, Remington Place, Hoot Owl Ridge
- Haldex & GPI – Relocating to Mexico

To date the Building Permit Dept. has issued 128 rooftop permits and 37 commercial permits.

Total Building Activity to date:

- 946,160 sq. ft.
- \$45,336,368 Construction Cost.

Chairperson Nace thanked Mr. Johnson, Mr. Mallon and their staff for keeping business moving in the wake of the pandemic.

**OTHER BUSINESS**

Councilmember Joey Zarrillo stated that several homes throughout Blue Springs need to conduct property maintenance. He requested that the City focus on the current home property maintenance code. Mr. Mallon stated that staff could work with the Communications Manager to get information out to the website concerning property maintenance. Councilmember Liaison Kaylor informed Mr. Zarrillo that the property he spoke on is currently going through the Code Enforcement process.

EDC Annual Report – January 2020

The EDC January 2020 Annual Report was included in the agenda packet for review. Please direct any questions or comments to [Mike Mallon](#).

EDC position update

Mr. Johnson provided the Council an update on the EDC Director position. A total of 15 applications were submitted, three of which will be brought in for interviews.

**VISITORS**

Laura Bowman, Blue Ridge Bank

**ADJOURNMENT**

At 8:58 a.m. there was no further business to come before the Economic Development Council; Councilmember Grote moved the meeting be adjourned. Motion seconded by Councilmember Vermillion and carried unanimously.

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Rebecca Nace, Chairman

ATTEST:

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Karen Findora, Admin. Assistant – Community Development

# 2020 Blue Springs Business Survey

Please take a few minutes to complete this survey in the next 10 days. Your input is an important part of the City's effort to involve the business community in City decision-making. You may return this survey in the enclosed postage-paid envelope. You may also complete the survey online at: [www.bluespringsbusinesssurvey.org](http://www.bluespringsbusinesssurvey.org).

## Part 1: CITY SERVICE DELIVERY

### 1. How would you rate the City of Blue Springs overall as a place to do business?

- (5) Excellent                       (3) Average                       (1) Poor  
 (4) Good                               (2) Below Average                       (9) Don't Know

### 2. Please rate your satisfaction with the following services on a scale of 1 to 5, where 5 means "Very Satisfied" and 1 means "Very Dissatisfied", with regard to how they affect your business' ability to operate.

How satisfied are you with...		Very Satisfied	Satisfied	Neutral	Dissatisfied	Very Dissatisfied	Don't Know
01.	Police services	5	4	3	2	1	9
02.	Fire services	5	4	3	2	1	9
03.	Street maintenance, including sidewalks, medians and curbs	5	4	3	2	1	9
04.	Street lighting	5	4	3	2	1	9
05.	Street sweeping/cleanliness of public areas	5	4	3	2	1	9
06.	Stormwater drainage/flood management	5	4	3	2	1	9
07.	Enforcement of codes and ordinances	5	4	3	2	1	9
08.	Effectiveness of City communication with businesses	5	4	3	2	1	9
09.	Quality of customer service provided by City employees	5	4	3	2	1	9
10.	Effectiveness of the Chamber of Commerce with businesses	5	4	3	2	1	9
11.	Effectiveness of the Economic Development Council with businesses	5	4	3	2	1	9

### 3. Which THREE of the City services listed in Question 2 are MOST IMPORTANT to your business? *[Write-in your answers below using the numbers from the list in Question 2.]*

1st: \_\_\_\_                      2nd: \_\_\_\_                      3rd: \_\_\_\_

### 4. Please indicate whether your business has interacted with City staff from the areas listed below during the past year. And if "Yes", please rate their performance in that area.

Type of Staff/Department	Have you had contact with staff in this area?		If "Yes", please rate The City's performance.						
			Excellent	Good	Average	Below Average	Poor	Don't Know	
01.	Building Codes	Yes	No	5	4	3	2	1	9
02.	Property Maintenance	Yes	No	5	4	3	2	1	9
03.	Community Development	Yes	No	5	4	3	2	1	9
04.	City Administrator's Office	Yes	No	5	4	3	2	1	9
05.	Police	Yes	No	5	4	3	2	1	9
06.	Fire	Yes	No	5	4	3	2	1	9
07.	Public Works (streets/traffic)	Yes	No	5	4	3	2	1	9
08.	Stormwater	Yes	No	5	4	3	2	1	9
09.	Economic Development Council	Yes	No	5	4	3	2	1	9
10.	Chamber of Commerce	Yes	No	5	4	3	2	1	9

5. Please indicate whether your business has interacted with the City of Blue Springs during the past year related to the following services. If "Yes," please rate the City's performance in that area.

Type/Area of Contact	Have you had this type of contact with the City?		Excellent	Good	Average	Below Average	Poor	Don't Know
	Yes	No						
01. Zoning/development review	Yes	No	5	4	3	2	1	9
02. Pre-occupancy safety inspections	Yes	No	5	4	3	2	1	9
03. Construction/building permits or inspections	Yes	No	5	4	3	2	1	9
04. Fire inspections	Yes	No	5	4	3	2	1	9
05. Occupational/business licensing	Yes	No	5	4	3	2	1	9

6. Is there an area or service you wish the City, EDC or Chamber of Commerce would provide, which is not currently being provided to your business? If so, please explain:

\_\_\_\_\_

**Part 2: PERCEPTIONS OF THE CITY, ECONOMIC DEVELOPMENT COUNCIL, CHAMBER OF COMMERCE**

7. Using a scale of 1 to 5, where 5 means "Very Satisfied" and 1 means "Very Dissatisfied", please rate your satisfaction with the following in the City of Blue Springs.

	Very Satisfied	Satisfied	Neutral	Dissatisfied	Very Dissatisfied	Don't Know
01. Image of the City	5	4	3	2	1	9
02. Quality of life in the City	5	4	3	2	1	9
03. Quality of services provided by the City	5	4	3	2	1	9
04. Overall value your company receives for your local taxes and fees	5	4	3	2	1	9
05. Overall feeling of safety in the City	5	4	3	2	1	9
06. Quality of new development in the City	5	4	3	2	1	9
07. Quality of local schools	5	4	3	2	1	9
08. Availability of parking for your business	5	4	3	2	1	9
09. Access to quality housing options for your workforce	5	4	3	2	1	9
10. Availability of trained employees	5	4	3	2	1	9
11. Access to highways through Blue Springs	5	4	3	2	1	9
12. Access to the airport	5	4	3	2	1	9
13. Proximity to other businesses that are important to your business	5	4	3	2	1	9
14. Reliability of public utilities	5	4	3	2	1	9
15. Availability of libraries, arts, sports, and cultural amenities (quality of life)	5	4	3	2	1	9
16. Availability of telecommunications, utilities, and other infrastructure	5	4	3	2	1	9
17. Availability of parks and open space	5	4	3	2	1	9
18. Quality/attractiveness of downtown	5	4	3	2	1	9
19. Quality of services provided by the Economic Development Council	5	4	3	2	1	9
20. Quality of services provided by the Chamber of Commerce	5	4	3	2	1	9

8. Which **FOUR** of the items listed in Question 7 will have the **MOST IMPACT** on your decision to stay in the City of Blue Springs for the next 10 years? *[Write-in your answers below using the numbers from the list in Question 7.]*

1st: \_\_\_\_ 2nd: \_\_\_\_ 3rd: \_\_\_\_ 4th: \_\_\_\_

9. Thinking generally about the City of Blue Springs, how likely would you be to recommend the City of Blue Springs as a business location to friends, family, co-workers, colleagues, and other businesses?

\_\_\_\_(5) Very Likely      \_\_\_\_ (3) Somewhat Likely      \_\_\_\_ (1) Not Likely at All  
 \_\_\_\_ (4) Likely      \_\_\_\_ (2) Not Likely      \_\_\_\_ (9) Don't Know

10. Which of the following best describes the overall business atmosphere in the City of Blue Springs today, compared to five years ago?

\_\_\_\_ (4) Better      \_\_\_\_ (2) No change, but poor      \_\_\_\_ (9) Don't Know/Unsure  
 \_\_\_\_ (3) No change, but good      \_\_\_\_ (1) Worse

11. Which of the following best describes the downtown business atmosphere in the City of Blue Springs today, compared to five years ago?

\_\_\_\_ (4) Better      \_\_\_\_ (2) No change, but poor      \_\_\_\_ (9) Don't Know/Unsure  
 \_\_\_\_ (3) No change, but good      \_\_\_\_ (1) Worse

12. What are the community's strengths as a place to do business? \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

13. What are the community's weaknesses as a place to do business? \_\_\_\_\_

\_\_\_\_\_  
 \_\_\_\_\_

**Part 3: WORKFORCE ISSUES**

14. Please rate the workforce in the City of Blue Springs in the following areas.

		Excellent	Good	Average	Below Average	Poor	Don't Know
01.	The availability of workers	5	4	3	2	1	9
02.	The quality of workers	5	4	3	2	1	9
03.	The stability of the workforce	5	4	3	2	1	9
04.	The education/technical skills of workers	5	4	3	2	1	9

**Part 4: CODES AND REGULATIONS**

15. Using a scale of 1 to 5, where a 5 is "Very Satisfied" and a 1 is "Very Dissatisfied," please rate your satisfaction with the following City codes and regulations related specifically to the Business Development Corridors.

		Very Satisfied	Satisfied	Neutral	Dissatisfied	Very Dissatisfied	Don't Know
01.	The condition and maintenance of existing signage	5	4	3	2	1	9
02.	The condition and maintenance of business properties	5	4	3	2	1	9
03.	The adequacy of existing City signage codes and regulations	5	4	3	2	1	9

04.	The adequacy of existing business property maintenance codes and regulations	5	4	3	2	1	9
05.	Existing levels of City code and regulation enforcement	5	4	3	2	1	9

**16. How would you best describe the cost of doing business in the City of Blue Springs?**

- (5) Extremely low       (3) Average       (1) Extremely high  
 (4) Low                       (2) High                       (9) Don't Know

<b>Part 5: FUTURE PLANS</b>
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**17. In the next 12 months, is your business considering any of the following? [Check all that apply.]**

- (1) Expanding/renovating in the City of Blue Springs  
 (2) Hiring additional staff in the City of Blue Springs  
 (3) Relocating to another location in the City of Blue Springs  
 (4) Relocating to another location outside the City of Blue Springs  
 (5) Downsizing  
 (6) Closing  
 (7) None of these  
 (8) Don't know

**18. Have your company's future plans been altered because of the Covid-19 pandemic?**

- (1) Yes \_\_\_\_\_ (2) No \_\_\_\_\_ (3) Don't Know \_\_\_\_\_

**19. What best describes the impact that the Covid-19 pandemic has had upon your business?**

- (1) Significant \_\_\_\_\_ (2) Moderate \_\_\_\_\_ (3) Minimal \_\_\_\_\_ (4) None \_\_\_\_\_

**20. What best describes how long the Covid-19 pandemic will have an impact upon the economy of Blue Springs?**

- (1) Long-term (2+ years) \_\_\_\_\_ (2) Short-term (1-2 years) \_\_\_\_\_

**21. Where is your company's primary product/service in its life cycle?**

- (1) Emerging \_\_\_\_\_ (2) Maturing \_\_\_\_\_ (3) Growing \_\_\_\_\_ (4) Declining \_\_\_\_\_

**22. What best describes your company's total sales:**

- (1) Increasing \_\_\_\_\_ (2) Stable \_\_\_\_\_ (3) Decreasing \_\_\_\_\_

**23. Are new products/services anticipated for your company in the next two (2) years?**

- (1) Yes \_\_\_\_\_ (2) No \_\_\_\_\_

**24. Are there any barriers to your company's growth in Blue Springs?**

- (1) Yes \_\_\_\_\_ (2) No \_\_\_\_\_

If yes, what are they? \_\_\_\_\_



25. Does your business have an online presence?

(1) Yes \_\_\_\_\_ (Go to question 26)      (2) No \_\_\_\_\_ (Answer question 25a)

25a. (Only if NO to question 25) Would you be willing to participate in a multi-business online retail platform if it was created?

(1) Yes \_\_\_\_\_      (2) No \_\_\_\_\_

26. What should the City, EDC and the Chamber of Commerce market as Blue Springs's Regional Strengths?

\_\_\_\_\_  
\_\_\_\_\_

27. What can the City, EDC and the Chamber of Commerce do to help make your business successful?

\_\_\_\_\_  
\_\_\_\_\_

**Part 6. DEMOGRAPHICS**

28. Does your business own or rent/lease the facility where your business is located?

\_\_\_\_(1) Own      \_\_\_\_ (2) Rent/Lease      \_\_\_\_ (9) Don't Know

29. How many people does your business currently employ in the City of Blue Springs?

Total # Full Time: \_\_\_\_\_      Total # Part Time: \_\_\_\_\_

30. How many years has your business been in the City of Blue Springs? \_\_\_\_\_ years

31. Which of the following best describes your business/organization's sector?

- |   |  |
|---|--|
| ____(01) Agriculture, Forestry, Fishing & Hunting | ____(12) Real Estate and Rental Leasing                |
| ____(02) Administrative Support Services          | ____(13) Professional, Scientific & Technical Services |
| ____(03) Utilities                                | ____(14) Management of Companies and Enterprises       |
| ____(04) Construction                             | ____(15) Waste Management, Remediation Services        |
| ____(05) Communications                           | ____(16) Educational Services                          |
| ____(06) Manufacturing                            | ____(17) Health Care and Social Assistance             |
| ____(07) Wholesaler/Distributor                   | ____(18) Arts, Entertainment, and Recreation           |
| ____(08) Retail Trade                             | ____(19) Developer                                     |
| ____(09) Transportation/Warehousing               | ____(20) Public Administration                         |
| ____(10) Information and Advertising              | ____(21) Hotels and Restaurants                        |
| ____(11) Finance and Insurance                    | ____(22) Other   |

32. Which of the following best describes your position with your business?

Owner \_\_\_\_\_ CFO \_\_\_\_\_ Manager \_\_\_\_\_ Other \_\_\_\_\_

33. What best describes your company's primary market:

Local \_\_\_\_\_ Regional \_\_\_\_\_ National \_\_\_\_\_ International \_\_\_\_\_

**To receive future communication from the City, EDC and the Chamber of Commerce, please provide your contact information below.**

Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

**This concludes the survey – Thank you for your time!**

Please return your completed survey in the enclosed return-reply envelope addressed to:  
ETC Institute, 725 W. Frontier Circle, Olathe, KS 66061

March 2020

Dear Blue Springs Business:

The City Council has authorized a survey of our business community, which you will find enclosed. The survey is designed, distributed, and analyzed by a professional survey company, ETC Institute. We are working with ETC as our survey professionals. While they are located in the Kansas City area, ETC conducts surveys such as this for municipalities nationwide. In addition to the beneficial information we will receive from each of you, ETC's participation gives us the added benefit of comparing Blue Springs business responses with those of businesses in other cities, further assisting in the analysis of what our business community thinks about the City and the services it provides.

On behalf of the City Council, I ask for your help by taking a few minutes to complete the enclosed survey. As only one survey can be received per business, we urge you to participate in this survey of the business community. Please be assured that the City will never see any individual survey, and that your survey response will be held in complete confidence by ETC. Your feedback is critical to us as we seek to obtain a better understanding of your impressions of the Blue Springs community.

You can return the survey in the enclosed postage-paid envelope to ETC INSTITUTE, 725 W Frontier Circle, Olathe, KS 66061. If you prefer, you can complete the survey online at [www.bluespringsbusinesssurvey.org](http://www.bluespringsbusinesssurvey.org). If you have questions, please contact Brandon Keller, Economic Development Manager at (816) 622-4006 or via e-mail at [bkeller@bluespringsgov.com](mailto:bkeller@bluespringsgov.com).

We thank you in advance for taking part in making Blue Springs a better community.

Sincerely,

Mayor  
Carson Ross

City Administrator  
Eric Johnson

Your responses will remain completely confidential. The address information printed to the right will ONLY be used to help identify areas with specific needs. Thank you.