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TO: City Council
 FROM: Sam Anselm, City Manager
 DATE: May 18, 2018
 RE: Weekly Update

Meetings

- On Tuesday I met with interim Chamber of Commerce President Mark Turnbull to discuss a few items, but primarily, regarding the search to name a permanent president. At this time they anticipate filling the position sometime in the fall, and Mayor Shaw has been asked to serve on a committee to aid in the process and provide the city's perspective on the search for a candidate.
- On Wednesday, I met with the chamber's ED consultant, Rob O'Brian, to get an update on economic development activities. The monthly ED report is attached for your review.
- Earlier today, Assistant to the City Manager Taylor Cunningham and I listened in on a webinar from our priority-based budgeting consultants. They're upgrading their online interface with new tools that will make future budget models easier to update, and more importantly, produce some information that I believe the council will find useful in discussing programs as they relate to provision of services for our residents. During the webinar they showed a chart that succinctly summarizes the PBB approach, which we plan to use for next year's budget. I've attached the "PBB Blue Print" for your review. Also, with your council agenda packets, you should have received a copy of the 2017 PBB program summary prepared by AtCM Cunningham. Please let Taylor or me know if you have any questions.

Other Updates

- As a follow up to my email last week about the status of lifeguards at the pools, and because of the continued shortage of guards, we will be opening the pools on the following schedule to begin the summer:

	Ewert	Cunningham	Schifferdecker
Mon	Closed	Open	Open
Tues	Open	Closed	Open
Wed	Closed	Open	Open
Thurs	Open	Closed	Open
Fri	Closed	Open	Open
Sat	Closed	Open	Open
Sun	Open	Closed	Open

We need a total of 80 guards to safely operate all three pools on a daily basis, and we have not hit that target yet. Recruitment efforts will continue with the hope that we can open all three pools daily.

- Director Bolander was notified earlier this week by the Missouri Department of Economic Development that one of our census tracts has been approved as an Economic Opportunity Zone area. The approved area is bounded by Turkey Creek on the North, 7th St. on the South, Main St. on the West and Range Line Rd. on the East. The program was created under the federal Tax Cuts and Jobs Act of 2017. The Economic Opportunity Zone Program will incentivize private investment in business, infrastructure, real estate and housing projects that are located in or will locate to this area. The goal is to revitalize and create jobs in census trac(s)t that tend to lack investment. DED staff, Rob O'Brian & city staff submitted this location because the program requires the area to be a low-income census tract with potential commercial/industrial development. Plus, the area includes the Howsmon's Building and East Town which the city is currently investing CDBG entitlement program dollars into infrastructure. The U.S. Department of Treasury manages the program and they have not yet determined how the program will be operated, but as we learn more, we'll let you know.
- Looking ahead, next week city staff will be receiving training on land management software as we continue to move towards online building permits and business license applications/renewals. The land management piece of our enterprise financial software is key as we work to consolidate/incorporate that into our citywide GIS system.
- We are also working on migrating our enterprise financial system to an html platform, which will also help complete the necessary steps to move many of our applications online. You should expect an agreement at one of our meetings in June. While the costs are within our existing budget in IT, the contract will need to be approved by the council.

Finally, I will be out of the office the week of May 28th, but Director Bolander will be available and will serve as acting city manager during my absence.

If you have any questions about these items, please let me know. Otherwise, I look forward to seeing you on Monday night.

PBB Blue Print

To Fund the Future

We have new needs...

- ...to launch **new programs** to tackle emerging challenges
- ...to **enhance current programs** that need additional resources

We have no new needs...

- Preserve, maintain current services
- Or, seek to lower tax rates or refund tax-payers

Free-up & Re-allocate Resources

Sourcing

Efficiencies

Service Levels

Generate New Revenue

Fees, Charges

Grant Funding

Taxes, Rates

- Can we leverage partners, or source services with public/private providers, in order to free up our resources?
- Focus on the “irreducible core”
- Can we apply technology to automate or free up human resources?
- Can we augment service delivery with volunteers?
- For programs less aligned with Results, can we reduce service levels, and free up resources? Or, can we eliminate services to free resources?

- Do our fees cover the costs of providing the service?
- Can we in-source, or provide any services regionally for a fee?
- Are we reporting the true cost of services to granting agency?
- Can we recoup additional funding, or attain new grant opportunities?
- Last resort
- Do we have no options left besides raising additional revenue from tax and rate payers?

Economic Development Update
Joplin City Council
Prepared for the Joplin Area Chamber of Commerce
by Rob O'Brian 4-30-18

Employment: The federal Bureau of Labor Statistics has pushed back the release date of seasonally adjusted employment to the end of each month starting with the new year. Consequently, this report will shift over to the non-seasonal rates for the most current information. In March, the Non-Seasonally adjusted employment numbers decreased slightly in Joplin, from 81,855 in February to 81,563, however, the unemployment rate remained at 3.2%. Employment also declined in Springfield and St. Joseph. Employment increased slightly in the other metro areas although the unemployment rates remained flat or changed slightly in all of the state's metro areas. The rates are as follows:

	Jan Non	Feb Non	March Non
Cape Girardeau, MO-IL MSA	3.9	3.4	3.6
Columbia, MO MSA	2.9	2.6	2.6
Jefferson City, MO MSA	3.4	3.3	3.1
Joplin, MO MSA	3.3	3.2	3.2
Kansas City, MO-KS MSA	4.0	4.0	3.6
Springfield, MO MSA	3.3	3.3	3.2
St. Joseph, MO-KS MSA	3.5	3.5	3.5
St. Louis, MO-IL MSA	3.9	3.7	3.8

Upcoming: April 9-12 Kevin Welch with the Joplin Regional Partnership and I made calls on-site consulting firms in the southeast. That area has been busy with growth in the auto-related sector (VW, BMW, and suppliers), but some of the consultants have had projects in the past year or so in the Midwest. We met with thirteen individuals at seven firms. The general overview of feedback is that they have worked a lot with European auto sector, but now getting European firms in other sectors, including food processing, that needs a more central US location. Workforce availability and skills are the top concern at the very market they look at and they were impressed with ATTC and efforts to recruit military talent here. Along with workforce, speed to market is key for projects so existing building and developed parks are critical to being in competition. We also paid a call on the HQ of Schaeffler (FAG), which is based in South Carolina and thanked top executives for having the Joplin location.

Announced:

Project APP: Ajinomoto Windsor had a grand opening on Feb 7. A new 150,000 sq. ft. facility; approx. one-half of first 240 people on board. Hiring will continue through the year. \$54-million capital investment.

Project Green: ZAF Battery Systems Opened Oct 18. Up to 100 new jobs over several years. In the former NEI building at Crossroads Park, 8125 E. 26th.

Northwest U.S. company that has developed new power systems technology. Initial customer response is very strong and the firm is now looking for a place to do production. Interest in Joplin is due to the availability of skilled workforce in that sector. They were provided preliminary information and the company representative has seen two possible buildings for use. The company still has to assess all the potential locations and potential project funding.

9/30/16: Company down to two possible sites in Joplin area; one out of state. Several meetings on project funding conducted by the company. State incentives (first past) completed and in company hands.

10/31/16: Company has focused on two buildings around Joplin as a location. Discussion/negotiations with owners underway.

11/30/16: Company had a new building option come up. Has looked at new option several times. Also submitted to Missouri Technology Corporation (MTC) for R&D support. Project proceeding.

12/30/16: Company is finalizing location. Decision on MTC funding expected in January. Firm is increasing production at its NW R & D facility to meet client interest. Trying to get Joplin location pinned down asap.

1/31/17: Company received MTC approval for \$600,000 contingent on completing its initial investment round.

2/28/17: Company has expanded its R&D efforts in Montana to support new design for trucking industry. Efforts proceed on additional funding for production facility in Joplin.

3/31/17: Increasing interest in product. Company is re-evaluating size of building it will need. In the meantime, it is considering space in ATTC to take some "pilot product" load off of the RD center. Decision by end of April.

4/30/17: Company has deferred location selection for 30 days while it finishes out funding to match MTC. Company has begun some staffing interviews for the Joplin operation.

5/31/17: Staffing interviews continue. Company has new customers that have requested test units.

6/30/17: Extensive work with company last 30 days on location and funding match for MTC. Planned meetings with state people on incentives in July.

7/30/17: Meetings with state. Company team is working on final equipment needs.

Automated Technology:

ATC (Automated Technology Company). Started in Newman Innovation Center in 2016. Moved to Gryphon Building to have more room for growth. Opened new offices October 18. Announced additional office locations on the east coast and projected local employment of 100+ jobs within three years.

Projects New/Underway:

Project Inspirit:

1/31/18: Missouri Partnership project. Initial real estate search is driven by a national site consulting firm. 100+ acres for light manufacturing.

High electric usage, so areas of the state are limited to those with substantial power capacity. Proposed sites due in early February.

2/28/18: Prospect indicated Missouri-Joplin sites made first cut, but on second tier consideration. Company will give MoPartnership additional feedback by end of March.

3/31/18: No feedback

Project Torch 2:

1/31/18: Contact from our lead generating firm. Company from three years ago back and looking for second location. Initial question about resources for training higher end welding. Info on Crowder ATTC program provided. Actual request for proposal to come in early February if client believes training needs can be addressed.

2/28/18: Leads firm indicates the company is interested in Crossroads and in spec building at Miami. Additional information requested and provided.

Project Round:

11/30/17: Local manufacturing firm. Company has opportunity for contracts that would require approx. \$40-\$50 million in new investment and add 30+ jobs. Still early stages of gaining approval. Discussed potential incentives based on above, as well as other assistance that may be needed. Provided plant manager with Project Info Request form and also contacts on training. PM anticipates returning form prior to end of year for proposal development after holidays.

12/31/17: PM indicates HQ now has PIR form and will be working on it. Anticipates return and meeting to discuss in January.

1/31/18: Meeting with corporate reps and state department of economic development reps as well as City. Outline of projected investment and new jobs. A number of questions on timeline and competition (another company owned facility in north America). Company will get more details and requests proposal in February.

2/28/18: Preliminary proposal submitted. Company asked to verify/clarify some of its original information. Company will provide; final proposal in March.

3/31/18: Company provided additional information, changing states look at incentives. State to provide update proposal in early April. Working to set a meeting in April at company HQ.

4/30/18: Good discussion with company executives about new state proposal and utility rates in the area. Coordinating discussions with Empire/Liberty on an approach to meet company's needs.

Project Hearthstone:

10/31/17: New project. Distribution operation looking in Midwest. Initial request is for approx. 40 acres for 250,000 sq. ft. facility and general wages for operation. Provided Crossroads and Wildwood site information. And labor market data as requested. Regionally Neosho and Lamar also had suitable sites.

11/30/17: Company reps and consultant toured region in early November. Wildwood, Crossroads were toured in Joplin; also looked at

sites in Neosho and Lamar. Consultant indicated sites in Kansas and Oklahoma were also being visited. Before end of month consultant notified us that Crossroads and the Neosho site made the short list of four along with one site each in Kansas and Oklahoma. Consultant requested additional information on state and local incentives and site. Indicated company hopes to get to two finalist sites before year end. 12/31/17: Consultant indicates company reps did not make decision before holidays and will take up project in new year. Decision before end of January.

1/31/18: Consultant indicates project is on hold. Company is pursuing purchase of competitor that, if successful, will change dynamics on distribution center needs. Will know by mid-spring.

3/31/18: Consultant maintains contact with Missouri Partnership. Indicates project is still on hold, but not dead.

4/30/18: Consultant indicates still on hold however, Kevin Welch has set a meeting in May with the consultant at a trade event both will be at.

Project Omega:

Missouri partnership project. Initial Request for Information (RFI) issued last week of Aug for early September response, Food processing (ingredients) operation. Crossroads, Wildwood, one Neosho site proposed (approx. 25 acres required).

9/30/17: Crossroads remains in consideration, consultant indicates to MP there are four sites in three states at this point. Additional labor market information requested.

10/31/17: Conference call with company reps and consultant in early October. Discussion around state/local incentives and utilities, as well as labor market. Consultant indicated next step is to get to two sites sometime before year end.

11/30/17: No change

Project Turtle2: (Heartland)

4/30/16: Local firm considering expansion either in Joplin or as part of a new facility being constructed in mid-west. Company asked about incentives, additional land adjacent to current location and other items. Connected with DED on project. All state/local initial incentives sent to company by end of month.

5/31/16: Company has consultant working on assessing incentives and timeframes. If the project indicates expansion in Joplin will require Council action for local incentives.

7/31/16: Project moving ahead on several items. IDA has addressed land contract and internal incentive for firm. Council will take up Chap 100 in August.

8/31/16: Council acted on Chap 100 incentive. Company has closed on purchase of required additional land.

11/30/16: Company has submitted preliminary site plans for review

12/30/16: Dirt work underway. Full plans submitted to city and IDA for review. Construction beginning in early 2017.

1/31/17: Company construction plans finalized
2/28/17: Good weather allowed company to proceed with foundation work. Company submitted plans for new inside air handling systems to reduce heat in existing production area.
3/31/17: HEARTLAND (Blue Buffalo) Expansion foundation poured. Company leadership had call with Governor Greitens to bring him up to date on project. Schedule is still on track.
5/31/17: Construction is proceeding on schedule.
7/30/17: Worked with company on using acreage to the east for construction and equipment installers. Sides of building up; equipment going in.
9/30/17: Addition is closed in and paving, landscaping underway while equipment is set and tested.
11/30/17: Company continues in hiring mode for new operation as well as existing facility growth. Anticipate having official ribbon-cutting in mid-spring.
1/31/18: Company wrapping last equipment installation. Looking at May for ribbon-cutting on new expansion.
3/31/18: Expansion opening pushed out to June due to delay in equipment installation.
4/30/18: Company finishing off expansion. Company is looking at options for improving its air handling system on existing product lines to reduce odors caused by new ingredients.

Project Alpha (tiger):

1/31/17: Contact from Missouri Partnership to update available sites, particularly rail-served, from earlier project that went on hold (Tiger). Information provided as requested, along with updated labor market information.
2/28/17: Company team came early Feb to look at sites in Neosho and Joplin. Requested follow-up information which was provided.
3/31/17: Company back in early March, revisited one site in Joplin and part of the team looked again at Neosho building. Concern over amount of trucks and road access from Joplin site to highway. I have been researching options to help fund road improvements and will give company outline in early April. Project remains competitive with another state.
4/30/17: Company remains interested in Joplin site as well as sites in one other state. Neosho building dropped from consideration. Company focused on new build now. Company on hold do address internal items. Anticipates moving to next step in consideration in mid-May.
5/31/17: Project suspended for rest of 2017. Company is focused on issues at a Michigan plant. Did indicate that it will no start search over again when it does restart; go from where it is at now. Anticipate early 2018.
3/31/18: Project still on hold; not canceled at this point.

Project Grow:

Area manufacturing firm looking at new business opportunities. Needs additional space for raw and finished materials in order to open up

existing facility space for production. Working with company designated contractor on addressing the space needs.

Working with the firm on potential state incentives to help support growth.

8/28: Have worked out initial terms for contractor to provide space at Crossroads. Company has information on state incentive potential.

9/30: Company still waiting on new contracts to proceed.

10/30: Contractor has finalized contract for purchase of land, which IDA has approved.

11/30: Contractor to meet with City on permitting in early Dec.

12/30: City meeting occurred. Contractor to address a few items.

Anticipate signing of contract for land in January.

1/30/16: Property sale closed. Contractor finalizing plans for submission to City.

2/29/16: Plans approved by City and IDA. Construction underway on new 175,000 sq. ft. facility at Crossroads.

4/30/16: Construction delayed by wet April. Still progressing.

7/31/16: Construction proceeding. Company looking now at current space that will be freed up to set determine new equipment & staffing opportunities.

8/31/16: Building construction nearly complete; toured outside facility to check on required drainage mid-Aug. .

2/28/17: Initiated discussion with firm on state and local incentives to assist growth at its production location, now that it has warehouse space and can move distribution to new facility in Crossroads. Approx 100 new jobs being considered in 2017.

3/31/17: Arranged for DED rep to meet with company on state incentives. Also met regarding local incentives. Company has returned to the state commitment on 70 new jobs for receiving MoWorks benefits. After review, company did not feel its business structure allowed it to fully take advantage of local incentives (Chap. 100)

5/31/17: Working with company on workforce recruitment items as part of military talent concept (below)

6/30/17: Working with company, Village of Duquesne, City and AMCE on improving street accessibility for firm.

7/30/17: Meeting with Federal reps and others to discuss opportunities for any funding to assist Duquesne; called by Mayor Seibert.

Discussions with AMCE on street access plan that fits within scope of known incentives. Meeting in early August.

9/30/17: Meeting above held, good discussion but no Federal funding or state funding in transportation. Obrian made contact with EDA, appears there is some interest Regional rep wants t come in October to look Duquesne will continue to refine scope of project and costs

10/31/17: EDA rep could not come due to schedule conflicts. Looking at something prior to end of year to determine how to proceed.

1/31/18: Company working on some additional land opportunities that would help with street access. Company also working with IDA on expansion options at Crossroads.

4/30/18: Company and JIDA agreement on land acquisition for expansion, including vacating a portion of the street that is in the City and not used. Process for vacating underway.

Project Cracker: (HS Baking) Provided community & general incentive information to the broker working with General Mills to sell Annie's. This is for a prospect he has for the building. Anticipate this firm will be in Joplin in Oct.

10/30: Company toured building. Is continuing discussion with General Mills on sale terms.

11/30: Company has submitted information to state for incentive consideration

12/30: Company asked for additional information to address opportunity for training funds. Company is working on financing of project.

1/30/16: Company provided info; State responded with new incentive proposal end of January. Company reviewing.

2/29/16: Company has approved State proposal. Plans to be in Joplin again in March to look more closely at equipment in building.

3/31/16: Lengthy meeting with principals of firm, State rep and me on incentives and other needs as well as assessment of labor market for employees; mid-march. Last week of March firm indicated it anticipated closing on purchase toward end of April, pending approvals.

4/30/16: Project financing change. Close set for end of May.

5/31/16: Company closed on purchase end of May. Also started finalizing of state incentives and local cdbg request.

7/31/16: HS Baking announced its reopening of the bakery in November. Initial 60 jobs. Double employment in 2-3 years. Overall \$8-million investment.

10/30/16: Company currently has nearly 30 people. Getting new equipment installed. In production by end of November.

12/30/16: Company has limited production underway. Nearing 40 people.

5/31/17: Working with company on third-shift hiring fair.

6/30/17: Company has now officially changed to the parent corp name of Darlington Snacks. Company executed hiring fair on 26th with 91 applicants and was VERY positive about number and quality of people. Anticipates being around **80 employees** by mid-fall.

9/30/17: Company has adopted its parent corp name for the Joplin facility. Now Darlington Snacks. Plant Manager Victor Washington spoke to Council and brought samples of products.

1/31/18: Company is installing new equipment. Adding new product line. Should resume hiring in mid-spring.

Advanced Training Center:

SEE prior reports for process and progress on the project from 2015.

2/28/17: Parking lot completed except for landscaping. More equipment coming in. Several construction items to be wrapped in building. Main focus currently is on kitchen equipment and Crowder equipment.

3/31/17: MOU's among Crowder, Chamber and WIB officially signed. MOUs reflect the original letters of intent on project. Signing ceremony included comments from Mayor Seibert and attendance by several state reps and regional partners.

Crowder equipment continues to come. We found a little used, but very well priced 3D printer and purchased it through Innovation Center funds for the Makers space. Work proceeds on schedule.

4/30/17: Equipment continues to come in. Crowder staff will begin setting up all areas after the close of school in May. Strong tenant interest and two small catering firms interested in using kitchen when it is finished out.

6/30/17: Crowder staff setting up equipment. More equipment to come in prior to August. Welding and advanced manufacturing equipment is taking most time. Three tenants in building north end at this time. part of space has been allocated for "shared-space" concept so individuals can come in for an hour or a day. That space will be opened late July. Have one commitment from catering entrepreneur to use kitchen on regular basis. He will be talking to Crowder about opportunity to also provide lunches for students and staff.

9/30/17: Classes underway. Crowder indicates it is the best satellite campus opening it has ever had. Well over 100 students in the certification classes. Hours taken equates to about 60 full-time students at avg 15 hours per semester. Some furniture continues to be delayed, not necessary for training.

11/30/17: Good Manufacturing Day event in October. About 20 firms and 200 students. That and a lunch for mfg firms has lead to increased inquires to Crowder from companies and individuals for Spring semester. Work continues on all policies and procedures to make sure final versions meet HUD criteria.

2/28/18: Good start on spring semester for Crowder. Incubator guidelines completed. Still assessing roof leak issue. Appeared to be addressed but still leaking on one area.

4/30/18: Roof repair options defined and bids requested and submitted. Now pending Council approval to reallocate funds from equipment to roof. The second semester is going well with Crowder.

Welcome Home:

4/30/17: Initial visits with group called Forward March about its efforts to recruit military vets into jobs. Company started in San Antonio, added Houston, community in Colorado and now in Joplin. Talked about community recruitment effort (not company by company) and appears to be opportunity for concerted effort. Will have meeting in May with several interested parties to determine if such an initiative is worthwhile.

5/31/17: Conducted two meetings in May. Group has interested parties from manufacturing, transportation, professional services and medical plus a number of veteran assistance organizations. Will require website, collateral material, and outreach to staff at military bases. Considering a late summer start for effort depending on feedback from military base target(s)

6/30/17: Group continues to meet. Good process in identifying messaging for website and materials. Some concerns about housing availability throughout area, not just Joplin, are coming up. Will get more information on what realtor community is seeing, especially in the entry level housing. Coming up is promo effort at Outlaws Veterans Appreciation night on July 1, followed by National Guard event at Crowder July 22.

9/30/17: Collateral material (brochure) reviewed by group members, in final prep. Website ready by end of Oct. Jobs posting module being tested. Website and brochure initially are on

the military/veteran talent, but are templates for expanding to other targeted and general audiences.

10/31/17: Brochure and website (welcomehometojoplin.com) in place. Committee reviewing jobs module tested internally. Several companies asked to test in November. Veteran support organizations working on refining which military installations to target for visit in early 2018; social media will be set for those areas.

11/30/17: Contacts with Ft. Sill in Lawton, OK and Tinker Air Base in OK City transition assistance staff are positive. Likely March time frame for on-sites to both. Early part of 2018 will be focused on having companies get their jobs on the site and finalizing social media to support the on-site visits.

1/31/18: Promoted jobs site at Expo. Revising brochure with additional vet support information. Vet organizations indicate March is looking positive for on-base visits.

2/28/18: Additional feedback to improve jobs module. Revision of brochure and website to add broader appeal. Contract set with RallyPoint, largest on-line discussion site for active and veteran military personnel. Site will go live with landing page and text message to approx. 350,000 members in 500 mile radius of Joplin; anticipate about 50,000 will "click" text to see landing page each month.

4/30/18: The webpage is up and running. The city of Joplin has the top spot on the page to direct people to city jobs site. Text messages posted in mid-April on Rally Point. Will evaluate and make modifications to that effort in June. Attended Ft. Leavenworth transition fair promoting Joplin; about 50 people stopped by. Next event in June.

Crossroad

Park:

Information has been submitted to the City staff regarding what needs to be done to fully support Crossroads park with infrastructure. As noted previously in our "mock" project; our consultant indicated that Crossroads would be a premier location with the new interchange AND with full infrastructure in the Park. Estimated infrastructure needs and costs prepared by ACME and given to City staff and Deloitte are included here.

6/29. Staff and Deloitte used submitted information and presented Council with options. Council has approved DR funding for Crossroads infrastructure (THANK YOU)

12/30: Spent last several months on the 23rd Street and sewer extensions required to serve the new EaglePicher facility. Finalized sub-recipient in early Dec as noted above. Now on process to get engineering done for other street and sewer expansions to serve Project Shell should it move ahead.

1/30/16: City staff have indicated it will take lead on getting engineering RFQ and bidding for contractor on Phase 2. Creates more consistency with processes City is already doing for its own projects and City will assume the street and sewer infrastructure anyway.

2/29/16: City posted Request for Qualifications for Engineer Services.

3/31/16: City and Deloitte reviewed RFQs and selected Engineering firm. Firm is beginning work on design.

5/31/16: Phase one street (23rd) finished; now preparing for bids for short sewer extension to reach north end of property as final part of Phase One.

8/31/16: New sewer underway in Phase One.

9/30/16: New sewer line in and covered. Final work on grading and seeding pending.

Phase Two

4/30/17: City work underway on extending sewer line from Apple road lift station site south to serve the east half of the park. This will also cover the Ajinomoto facility. Street work will begin soon.

9/30/17: Sewer is completed, lift station needs to be tested. Street is nearing completion on paving and tie-in to 32nd. Both should be done in October.

10/31/17: Sewer completed. Street completed but not open to traffic yet to allow Ajinomoto drives to street to get completed.

1/31/18: Street and sewer completed and ready for Project APP (Ajinomoto) opening.

Downtown:

1/31/17: Follow-on to Project Ohio above, we have worked with Springfield developer Scott Tillman on his acquisition of the three story building in the 500 block of Virginia. He has acquired that building along with the Olivia. He plans to remove metal facings on the building beginning in February, weather permitting. Once he sees condition of building façade he can proceed on a plan for historic restoration.

2/28/17: Metal facings removed and building secured. Tillman has indicated his concern that the state will significantly reduce or end historic tax credits. He notes historic credits are needed to do both the Virginia Street building and Olivia projects on which he is working.

6/30/17: Owner of Virginia St. building has gotten first (local) step in historic designation so he can seek credits. A lot of concern over state cutting back state historic credits to the point only STL and KC is getting them.

1/31/18: Visited with small local firm that has expansion opportunities and is looking at a new venture. Wants to be downtown and is interested in the Virginia building. Company is to provide base info for building owner to review.