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**TO:** City Council  
**FROM:** Sam Anselm, City Manager  
**DATE:** December 11, 2015  
**RE:** Weekly Update

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Good afternoon, everyone. Please see below for this week's update.

### **Key Meetings**

- On Tuesday, I attended a meeting with representatives from Missouri Southern, DJA, and College Heights Church to discuss ways that MSSU and the community can partner together on various projects and initiatives.
- Later that afternoon I met with Chamber President Rob O'Brian to discuss the progress on the projects included in their monthly report, which I've attached for your review. We also spoke about some of the retail initiatives taking place.
- I finished the afternoon working with staff on our travel policy and a review of our program inventory sheet for the city manager's office.
- On Wednesday, I took a tour of various parks facilities with Director Garrie and Assistant Director Bloomberg. We discussed some of the parks department's plans and goals, an update to the parks master plan, and the pending parks department reorganization (more on that in the "In the Pipeline" section below).
- On Thursday, at Councilman Scarce's invitation, I attended his daily coffee group to answer questions about whatever was on the group's mind. We discussed recovery projects, the 20<sup>th</sup> Street overpass, potholes, our new budget process, and several other items as well.
- Earlier today I met with Taylor Brown, a candidate for council, to provide information and answer questions he had about several topics. It is not uncommon for candidates to reach out to city managers or administrators to discuss city issues and the organization prior to the election, but my goal is to remain impartial and transparent with these types of meetings, so I wanted to keep you informed. In light of this meeting, I reached out to a colleague for advice and as a result of that conversation, I will be developing a more formal candidate orientation in order to provide information to potential council members, and I will be reaching out to the other candidates after the filing period closes to schedule these meetings.

### **Miscellaneous**

- As part of my regular meetings with department heads, this morning Court Administrator Lamonte Ratcliff and I discussed the idea of adjusting the hours at the courts division. Beginning February 1<sup>st</sup>, we are going to adjust the hours that we will be open to receive payments to 8:30-4:30, Monday through Friday. Incidentally, these hours are also the

same that the Jasper County courts offices hold, so while it will be an adjustment to our courts customers, I believe the transition will go smoothly. We will message this change to the public in the weeks leading up to February in order to minimize the confusion, but I wanted to make you aware of the change as well.

- Earlier this week we had some issues with our aging phone system that resulted in our public works building being without phone access for almost two days. Along with several other capital items, a replacement phone system was cut from this year's budget, but we continue to spend an inordinate amount of staff time dealing with a costly, outdated phone system. As a result, I have asked our IT director to focus on a plan to replace the system early next calendar year, but we will be doing an evaluation of possible savings in our monthly phone expenses if we change to an IP-based system rather than the analog system we are currently using. More information to come as it becomes available.
- Earlier this week my office was informed of some continued traffic congestion issues around Joplin High School. Our police and public works departments have started researching the issue to develop a plan to alleviate some of the congestion. Options could include redirecting traffic, adjusting the timer on the streetlight at the intersection of 20<sup>th</sup> & Indiana, or some other alternative that we haven't come up with yet. The closure of 20<sup>th</sup> Street for the construction of the overpass doesn't help matters much, but we will be doing what we can to ease the headaches that parents and students are feeling, especially in the afternoon after school lets out. We will keep you and district officials informed as we move forward.
- Starting on Monday, we will have a new employee from the Experience Works program begin service at our front desk/information center at City Hall. You may recall that with some of the security measures we implemented at city hall earlier this year, we have begun having someone at the front desk in the lobby greet/sign in visitors, answer phones, etc. I'd like to commend our HR department for working with the Experience Works program administrators to deliver this service to the public.

### **In the Pipeline**

- Next week we have scheduled a personnel board meeting to review organization changes to our parks & recreation department. This information will be coming to you at the first meeting in January for review and approval, as some of the changes will include new titles that will necessitate an update to our current pay plan. The parks board has already reviewed and approved the proposed changes, and the next step in the process is the personnel board. After the personnel board's review and prior to the meeting in January, staff and I will work to provide you with information to allow you to prepare for the discussion during the regular council meeting in January.

If you have any questions about any of these items, please let me know. Otherwise, I hope you enjoy your weekend.



## Economic Development Update

### Joplin City Council

July

Prepared by Rob O'Brian 11-30-15

#### Projects Completed:

- Heartland Pet Food: Update: June 15. Company at 157 FTE, plus 30 temps
- (INTERCHANGE): Part of project is new interchange from CR 190 to Interstates 44/49. MoDOT begin construction in March still on track to have interchange completed prior to end of 2015.  
**Official Open: Nov 2**
- Able Manufacturing: Maintains around 300 employees as projected. Several new contracts being pursued
- Turbo Supply: March: Company in in facility
- Cook Buildings: Company has revised projected employment to 80. Cook in operation and also promoting its buildings locally.
- Owens-Corning: Project Cannonball. Announced July 10. \$88-million new investment, 104 new jobs commencing in fall, 2016. 14 month long project.  
Demolition work started immediately on announcement; substantial follow-up still needed to ensure incentives are in. Communications with OC every week at least once, usually more.  
**Currently working with Truman Council on state cdbg finalization and demolition on east property. Anticipate rail work starting in late Dec.**

**New jobs since July, 14: 70 in Turbo; 75 in ES; 6 in Component ; 171 in EaglePicher (addition of full numbers); 80 in Cook. Owens-Corning 104; Total: 506**

#### On-going Projects:

- EaglePicher Tech: Construction on new 100,000 sq. ft facility started March 19. New Street is critical. The IDA has, at its own expense, conducted required Phase One environmental and done the Request for Qualifications for engineering firm. There was a single submission opened and reviewed by me, Troy Bolander, Dan Johnson and several Deloitte people last Thursday (25<sup>th</sup>). Now, working with City staff on advancing the DR funding for the street for new facility.  
7/28: 24th Street remains to be advanced

8/28: 24<sup>th</sup> Street remains to be advanced. Working with Deloitte and city staff and AMCE to move the project.  
9/30: Permission to seek bids for street granted and underway. JIDA is assuming cost of clearing and utility instillation to keep timeline moving.  
10/30: Water & gas utilities underway.  
11/30: Finalizing sub-recipient agreement with City at Dec meeting, rather than Nov.

Project Shell:

New project in March. Worked with local broker on undisclosed food processing firm seeking space. Responded with options. Indicated company person would come by end of March. Mayor and I met with company rep on March 27. Firm is seeking existing building. Have provided incentive applications and guidance on contractors.

6/29: Project on hold for awhile.

7/28: Project restarted. Have provided contacts for various contract services, architects and contractors. Company has provided more detailed workforce, wage and investment numbers. With numbers, able to provide company overview of possible state and local incentives for consideration.

8/28: Talked with company's finance advisors on options. Company is still assessing financing for the project; which has grown some in scope. Still competitive.

9/30: Company has indicated it will be back in October to revisit sites and existing building option.

10/30: Company returned mid-Oct to look at Crossroads sites with architect. Still proceeding.

11/30: Company has selected site and has received contract for purchase.

Project Chew:

Contact by one of our lead generating firms. Chicago-based firm seeking new location in a more central area; however has a partner in Mexico that also has Texas being considered. Food processing; about 25 employees. Provided information on existing building in region; two seemed to be of primary interest. Visited with the company while at PLMA event in Chicago in mid-Nov. Principals indicated they want to visit area early 2015. 3/30: Company owners had indicated they would like to visit Joplin region in late March/early April; now pushed out to June.

May 10: Company owner visited area. Looked at building at Baxter, which was best fit, as well as greenfield sites in Baxter, Joplin. Was also planning to look at sites in TX in July.

8/28: No change in status. Continuing to look for options.

9/28: Tentative meeting set for mid-November while in Chicago

10/30: Meeting confirmed in November

11/30: Meeting in November in Chicago. Still in mix. Owner and wife plan to come to area again after new year.

-Project Heat:

Local manufacturing firm looked at expansion three years ago, but put project on hold due to market conditions. Firm asked for update of all local /state incentives for project in spring.

6/29. Met with firm on training funds for existing staff. Connected with Crowder. Appears company will have some funding after July 1.

8/28: Crowder working with company on training funds contract

10/30: Company received state training funds. No new employment at this point.

-Project Pallet:

Small local manufacturing firm that acquired new building last year with help from Joplin Tomorrow fund has already met its two year growth projections. Now has additional contract opportunities; working with firm on financing and incentive options. 11/30. Firm still working on financing; aiming for early 2015 action. 1/30 Same

11/30: Status Quo

-Project Grain:

Company that will serve Heartland Pet Food working on rail-served site at Webb City. Assisting Webb e.d. person with incentives and training for this company.

6/29. Scope of project has changed somewhat. Provided WC e.d with new state application, which was filled out by company and submitted back to us. I sent to state DED which has now been in contact with firm.

8/28: Company has concerns about initial location. Now looking at an existing building as option to get back on timeline.

9/30: Company has opted for existing building and trying to close purchase in next 30 days.

10/30: Company going to Webb City PZ in Nov for variance on type of operation.

11/30: PZ declined approval for variance for storage towers. Now goes to Webb City Council in December.

Project Hill :	<p>June 10, Site consultant contact seeking greenfield location for possible distribution center for “national retailer”. Several locations provided. Consultant will follow-up with client in July.</p> <p>7/ 28: No change  9/30: No change  11/30: No change</p>
Project Plow: (new)	<p>7/28: Lead from LiveX trade event in May. Company seeking location for small distribution center. Several locations in region provided for consideration in mid-July. Company assessing information.</p> <p>8/28: Company still assessing options; anticipates moving forward in new year.</p> <p>9/30: No change  10/30: Same  11/30: same</p>
Project Nugget: (new)	<p>7/28: Food processing lead from Food Supply Chain event. Company has large water needs. Currently assessing possible sites in area and ability to serve. Also specific labor needs which are being assessed. Will respond to firm in Aug.</p> <p>8/28: Initial materials sent. Company reviewing. No timeline.</p>
Project DM: (new)	<p>Contact from broker looking at possible sites for small sales/distribution operation. Looked at several sites in area. Settled on Crossroads. Broker has taken an option on a small parcel on behalf of client, pending client’s decision early fall.</p> <p>8/28: Company is moving toward close on purchase of land.</p> <p>9/30: Company has closed on land. No indication of when project will proceed.</p>
Project Grow:	<p>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 firm on potential state incentives to help support growth.</p> <p>8/28: Have worked out initial terms for contractor to provide space at Crossroads. Company has information on state incentive potential.</p> <p>9/30: Company still waiting on new contracts to proceed.</p> <p>10/30: Contractor has finalized contract for purchase of land, which IDA has approved.</p> <p>11/30: Contractor to met with City on permitting in early Dec.</p>
Project Market:	<p>Small area manufacturing firm considering expansion into new facility. Working with company on potential location at</p>

Crossroads. Company has identified several contractors and is seeking bid for the new facility. Very preliminary at this point.  
8/28: Company has initial design for building from selected contractor. Now assessing financing.  
9/30: Company finalizing financing and location.  
10/30: Company has opted to purchase existing building and is finalizing contract.  
11/30: Company has started move to new facility.

Project Cracker: (new)

Provided community & general incentive information to 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

Responses to Missouri Partnership:

9/30: In September we responded to two requests for information from the Missouri Partnership. One was an alternative energy product. Missouri was a later choice for the company's consideration so the response had to be turned quickly. (48 hours) The second was for another manufacturing project. We had a more typical four days to respond. For both we included Crossroads and Wildwood. There were regional partner locations in Missouri submitted as well. No feedback to state at that time.  
11/30: One project has dropped Missouri from consideration. Other is still in consideration.

Other:

Joined Steve Stockam for meeting with a potential user of some of the airport property. Very preliminary sharing of information. No definitive project at this point.  
11/30: Discussions continue on this project.

NOTE: Gilton company out of California has leased the former CSC Sugar building on west 20<sup>th</sup>. The company will supply Heartland Pet Food with grain products. We did not assist the firm in its selection of Joplin. HOWEVER it is another example of the opportunities having a new firm like Heartland brings to our area.

Closed: In mid-July General Mills announced it was closing its Annies facility by end of 15. About 120 employees will lose their jobs. General Mills indicated the closure is part of an overall restructuring of production and distribution and a number of facilities nationally are impacted. By mid-August General Mills will be ready to discuss disposition of the facility and we will work with the company on finding a new user.

8/28: Facilities staff from General Mills visited Annies building in late month. Met with them regarding opportunities for new user. Also discussed status of General Mills facility; which was positive. Intent is to put Annies with a national broker asap.

10/30: General Mills continues to market the property through a national broker specializing in food processing facilities.

11/30: Two international firms have been to plant. We have met with both on preliminary information needs. One and perhaps both are to return in early December for more detailed look at facility.

## **Workforce Development:**

### **Work Ready:**

8/28: Newton County formally announced by Governor. Barton, Cherokee and Labette counties are in process. Ottawa County core team has completed its initial training and is already past 80% of goals, and went public with its effort on June 23<sup>rd</sup>.

**Advanced Training Center:** In February we completed a proposal for a new center for Advanced Training partnering with Crowder College. This would be funded by DR monies and serve to upgrade the skills of current and potential employees for area firms. Document is being reviewed by staff and Deloitte.

7/28: Continued meetings to gather information for the ATC submission to HUD. Crowder College has completed estimates on number of students served annually for first five years. Now working on required marketing plan for submission.

8/28: Appears HUD will give approval for the funding. Working with Deloitte on pulling the steps together for action once we get "go ahead". Marketing plan submitted as requested.

9/30: Received the HUD go ahead to proceed, worked with city staff and Deloitte through month on next steps.

10/30: Work on finalizing the sub-recipient agreement with City for Nov action.

11/30: No action in Nov. Moved to December meeting.

11/30: Through JRP we are now developing a "get better training and get a better job" campaign in cooperation with regional universities and community colleges. First commercial (generic) will air before end of year into early 16. Then move to more sector focus campaigns. New web site with training options being developed.

## **Retail Initiative (new):**

Mayor and other council members previously indicated they were interested/concerned that retail base growth had a peak from the tornado recover but appeared to be slowing. After review, we contracted with Tulsa-based Retail Attractions to represent Joplin at the International Council of Shopping Centers event in May. This contract was "trial" to run to end of October to allow time for follow-up.

7/28: Developer noted above has provided additional info to assist him in consideration of a site for his clients.

Retail Attractions principal Rickey Hayes was back mid-July and spent time looking at several possible retail development locations. Will be back mid-Aug to look at other options.

8/28: Hayes back mid-August as noted and looked in detail at Hope Valley, South Main and other options for the community.

9/30: Follow-up check on IP property status in closing out old environmental issues. City sent letter to IP end of month offering assistance. Provided Hayes additional information requested to give to a prospect he is cultivating.

11/30: Renewed contract through May 2016 with approval of City budget.

**Annexations:** Annexation requests submitted by JIDA for the south part of Crossroads and by JBIDC for the EaglePicher building. Through P&Z and to Council in January. Request by Coke submitted to City. 1/30: All approved by PZ 2/28: Council has acted on annexations. 3/30: Annexation forms for NEI and Heartland in process. 7/28: NEI in and going through process. 8/28: Heartland is in and starting process. 9/30: NEI (Cold harbor) moving through. Asked to get additional info on from NEI and Heartland by City. In process. 10/30: Heartland is moving through. 11/30: Heartland has been approved by PZ

Crossroads

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)