



2022

ANNUAL REPORT



"Growing Liberty"

Liberty Economic Development Corporation
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Picture taken October 2022 at the Liberty Heartland Logistics Center,
showcasing one of The Opus Group's speculative buildings.



Our Organization

Mission: Promote economic growth in the Liberty, Missouri area.

The Liberty Economic Development Corporation (LEDC) is charged with helping the Liberty area grow and prosper. LEDC is built on a solid foundation of teamwork as a public/private partnership among business leaders, city and county government, education, and pro-business and civic organizations. Since January 2004, LEDC has focused its efforts on business attraction that leads to job creation, retention and expansion of existing businesses, continuous improvement, and communication.

Our Focus

Business Attraction

LEDC is tasked with marketing the strengths of the Liberty area to attract new business. Through its attraction efforts, LEDC promotes the assets and advantages of conducting business in Liberty to prospects outside the Liberty area, the community as a whole, and LEDC Investors.

Business Retention and Expansion

We are committed to retaining the existing businesses in the Liberty area and facilitating their growth and expansion. LEDC serves a critical role as an ombudsman for the business community to identify tools and resources that encourage and support business growth, thus creating and maintaining a healthy business climate.

Strengthening the Organization

LEDC must raise its own operating funds, which includes contracting with public entities for economic development services, as well as soliciting investment dollars from private sector partners. This provides an opportunity to identify operational improvements and demonstrate the impact and achievements LEDC has each year with a constant focus on effectiveness.

Improve Communications

Through communication, LEDC educates its audiences about economic development and the impact it has on the community. LEDC serves multiple audiences and must tailor its message and delivery to each. We reach investors, site selection professionals, the commercial real estate network, and small business owners and entrepreneurs through events, articles, civic involvement, presentations, and progress reports.



Letter From the Chair

Greetings from the Board of Directors of the Liberty Economic Development Corporation. As 2022 comes to a close, we would like to provide a look back on the economic growth that has happened in Liberty throughout the past year.

It has been an exciting year for Liberty! Liberty has welcomed Amazon and Walgreens while Hallmark, Ford Stamping, and Scarbrough have expanded their operations. The LEDC is proud to be a part of the economic development process, to lead discussions and market Liberty as a great place to live, work and play. We are expecting more announcements in 2023!

We are pleased to report that our community has under construction or completed construction on about 7 million square feet of industrial space this past year with another 5 million square feet planned. Many thanks to all of the stakeholders, developers, brokers, companies, and investors who have made this happen! Quite simply, Liberty is now able to compete more effectively for prospective company investments.

Another strategic priority for the LEDC over the year has been an emphasis on workforce development. With the financial support from the City of Liberty, Ford, LMV, Evergy, Spire, and Ameren. LEDC hired IDM Consulting to conduct a workforce strategic plan that will be completed by the end of 2022 with implementation starting in 2023. LEDC's goal is to implement the plan, engage stakeholders, and work on strategies to help Liberty companies fill existing openings as a result of the new jobs being created.

LEDC also supports entrepreneurship. LINK Business Facilitation initiative was launched in November 2020. Jolinda has worked with over 50 companies, creating over 50 new jobs and \$500,000 in new investments. She has also become a central point of contact for entrepreneurs that want to talk with someone confidentially about how to grow their business.

Please enjoy the annual report and the community growth and pride it represents. If you are currently a partner, thank you for your support and investment. If you are not a partner, I invite you to become involved, and learn more about how we can work together on continued economic growth in Liberty and the rising tides that help raise all ships!

**Tony Reinhart
2022-2023 LEDC Chair**

2022-2023 BOARD OF DIRECTORS

Dr. Raghu Adiga
Liberty Hospital

Ed Grusch
Hallmark

Jim Rucker
The Rucker Group
@Re/Max Revolution

Mayor Lyndell Brenton
City of Liberty

Walter Holt
Pony Express Bank

Brenda Slivinski
Liberty HyVee

Greg Crowley
Crowley Furniture & Mattress

Andy Hrasky
Magna International Inc.

Brandon Smith
City of Liberty

Shane Davolt
GM Peters Insurance

Dr. Elizabeth Macleod Walls
William Jewell College

Ellen Todd
Curry Real Estate Services

Elizabeth Eddings
The Scarbrough Group

Dennis McIntire
B&B Theatres

Dr. Jeremy Tucker
Liberty Public Schools

John Fisher
Central Bank of the Midwest

Kent Peterson
Hawthorn Bank

Curt Wenson
City of Liberty, Ex-Officio

Lyndsay Freeman
Evergy

Gayle Potter
Liberty Area Chamber

Gerald Wicklund
Wicklund's Carstar

Theresa Garza
Spire

Tony Reinhart
Ford Motor Co.

2022-2023 EXECUTIVE BOARD

Chairman – Tony Reinhart
Director of Government and Community
Relations, Ford Motor Company

Member at Large – Andy Hrasky
Group General Manager, Cosma
International Group of Magna
International Inc.

Past Chairman –

Vice Chairman – Greg Crowley
Owner, Crowley Furniture & Mattress

Member at Large – Jim Rucker
Broker/Owner, The Rucker Group -
@Re/Max Revolution

Treasurer – Kent Peterson
Market President, Hawthorn Bank

Member at Large – Mayor Lyndell Brenton
Mayor, The City of Liberty

Secretary – Dennis McIntire
Executive Director of Development and
Construction, B & B Theatres

Member at Large – Brandon Smith
Economic and Business Development
Manager, The City of Liberty

LEDC STAFF



Ralph Boots
Executive Director



Jolinda McClintock
LINK Business Facilitator/
Administrative Assistant

2022 YEAR IN REVIEW



- Congratulations LEDC Executive Director Ralph Boots! Boots graduated in the Leadership Missouri class of 2021! He was one of 26 leaders from organizations across the state. The class spent the previous seven months traveling across Missouri, networking with peers, and learning about the challenges and opportunities facing our state. The Missouri Chamber of Commerce and Industry founded the program in 1990. Thank you Ralph Boots for your commitment to our state and the City of Liberty!



- The City of Liberty and The Scarbrough Group were awarded at the 2021 Keystone Award from Northland Clay EDC!



- In February, Tony Reinhart, Director of State and Local Government Affairs with Ford Motor Company, updated investors on Ford's recent announcement of the 55,000 SF expansion to their Liberty Stamping Plant with a projected 50 new jobs. This investor event was held at Johnnies inside B&B Theatres.



- LEDC Spring Northland CAPS Interns Lizzy & Madi helped us with LEDC business as well as utilizing their creativity to support Liberty small businesses, they helped them with graphic design projects and taught them all about TikTok. Pictured is Lizzy & Madi with Aresa Grace, publisher of Liberty & Kearney Sports Magazine. Aresa gave both our Spring and Fall Interns the opportunity to write articles in the publication.

2022 YEAR IN REVIEW



Now in its 47th year of serving the health and well-being of our community, Liberty Hospital has more than 1,700 employees and 330 physicians who deliver compassionate, high-quality care using state-of-the-art technology. Liberty Hospital's expansion in recent years includes:

- 15 primary and specialty care clinics
- Affiliations with MU Health Care for orthopedic surgeons, Saint Luke's Cancer Institute, and Children's Mercy

In addition, the hospital is a Level II Trauma Center and holds:

- Three consecutive A grades in patient safety from Leapfrog Group
- Level II Time Critical Diagnosis state designation in trauma, stroke, and heart attack
- Top Performer status in the 2022 Healthcare Equality Index – one of only 251 hospitals nationwide to receive this designation which evaluates our equitable and inclusive care for LGBTQ+ patients and their families.

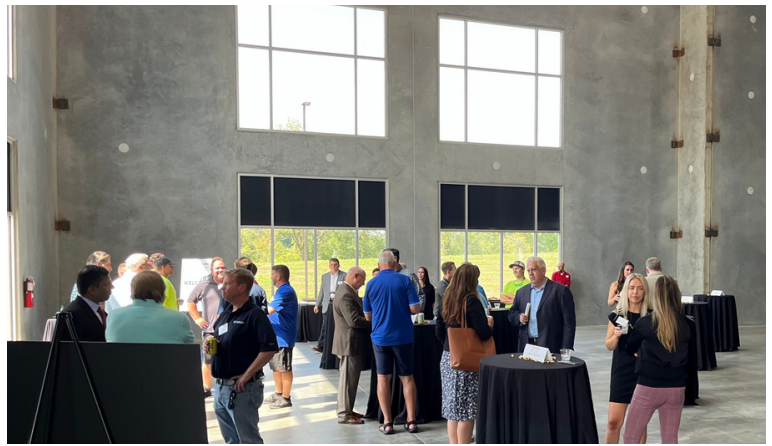
Liberty Hospital is a public hospital and is a political subdivision district hospital under Chapter 206 of the Revised Statutes of Missouri. It is governed by a six-member, publicly elected board of trustees who serve six-year terms. For more information visit libertyhospital.org.



- The Liberty Half Marathon/Jewell 5K, presented by Hy-Vee, includes the historic downtown Liberty square and is held on the fourth Saturday in March. The race supports the Liberty Hospital Foundation's health and wellness initiatives in the Northland.

- March's investor event, Dr. Jeremy Tucker, Superintendent of Liberty Public Schools, updated us on the LPS Graduate Profile. We also heard from Network53 students about their internships and how the program is connecting students to internship opportunities and real world learning.





- In July we had a Partner Celebration with NorthPoint Development. We had a wonderful time celebrating the Liberty Commerce Center and all the other NorthPoint projects happening in our community. Speakers for the event were Derek Schoeneberg, Regional Vice President of NorthPoint Development, Lyndell Brenton, Mayor of The City of Liberty, and Tony Reinhart, Chairman of the Liberty Economic Development Corporation. A special thank you to NorthPoint Development for sponsoring this LEDC event!



- LEDC Northland CAP Intern's Lizzy & Madi held TikTok workshops at the Liberty Small Business Networking Group, Liberty Sertoma, and a workshop held at Corbin Mill for area small business owners. Thank you to Corbin Mill Properties for allowing us to use their amazing board room space!



- Liberty, Missouri, is ranked one of the top 10 places to retire in the U.S. in 2022. *Published Dec. 2nd, 2021 Money.com*

2022 YEAR IN REVIEW



- Network53 fall Intern Carly worked on a variety of projects for LINK clients and helped LEDC out with event planning, newsletters, and this annual report. Thank you, Carly!



- Ford announces 6,200 new UAW jobs in the Midwest; converting nearly 3,000 temporary employees to full-time; upgrading plants to deliver Ford+ EV, ice product plans.



- Past Chairman Jim Rucker presented David Feess, former CEO of Liberty Hospital, with an award congratulating him on his retirement and thanking him for his service as the 2021-2022 LEDC Chairman.



- Walgreens, a leader in retail and wholesale pharmacy opened its new \$30 million high-tech fulfillment center in the Liberty Commerce Center Industrial Park.



- Scarborough Warehousing expanded its Kansas City-area operations footprint by taking over an additional 190,000 square feet at Liberty Logistics Park. After just eight months of operation, Scarborough Warehousing's 226,000-square-foot facility in Liberty, MO, is operating near peak capacity. The e-commerce surge and import boom have spiked demand for fulfillment and distribution warehouses nationwide. Scarborough has signed a lease to acquire an adjoining warehouse space to keep up with projected growth. The takeover will grow its local footprint by 84 percent for a total of 416,000 square feet.



- September Investor Event with Jewell Unlimited. Conner Hazelrigg and Glen Martin presented on Jewell Unlimited which was founded in 2021 by William Jewell College. Jewell Unlimited is a Learning Agency that delivers focused development and growth solutions to a variety of learners utilizing multiple methods.



- In October, Liberty EDC Investors and Liberty area entrepreneurs and small business owners were invited to the Woodneath Library Center Auditorium. Anne Wallace, Square One Director, and Kelly Head, Business Librarian, shared ways Square One for Small Business helps businesses grow. Mark Livengood, Story Center Director, shared information about The Story Center which is located in the newly renovated Woodneath Historic Homestead. Attendees were taken on a tour of the Homestead after the presentation.

2022 YEAR IN REVIEW



- LEDC Executive Committee was invited to the media tour of the 520,000 sq. ft. Amazon Sortation Center which is one of only three centers in the US. The Center will serve as a Midwest hub, helping route packages to people throughout the country.

- LEDC Executive Director Ralph Boots traveled with Missouri Partnership and other Economic Developers to Indianapolis, Indiana, and Columbus, Ohio, to meet with site consultants promoting Liberty Industrial sites and buildings.



- Liberty Economic Development Corporation, Historic Downtown Liberty, Inc., Restoration 1894 Event Space, and Liberty Area Chamber of Commerce held a small business workshop focusing on customer service. Anna Alessi, owner of Cycle of Heart; Amber Hinton, owner of Petals & Potpourri; and Gerald Wicklund, Owner & CEO of CARSTAR Wicklund's Liberty, talked about their practices for customer service. Be on the lookout for more partner small business workshops in 2023!

NEW INVESTORS

CHAIRMAN LEVEL



PARTNER LEVEL



COMMUNITY CREATORS • PLACE MAKERS

ASSOCIATE LEVEL



LINK 2022 Activity

- 60 Businesses Total
- 135 Total Contacts
- Top 3 types of assistance
 1. Marketing
 2. Business Concept
 3. Product or Service

LEDC 2022 Project Activity

- 49 Project Leads
- 20 Submitted Proposals
- 16 Active Projects
- 4 Projects Located in Liberty
- 39 Business and Industry Visits

2022 LEDC INVESTORS

LEADERSHIP LEVEL



CHAIRMAN LEVEL



EXECUTIVE LEVEL

PRINCIPLE LEVEL

B&B Theatres
Evergry
Hawthorn Bank
Liberty Area Chamber of Commerce
Liberty Hy-Vee
Liberty Public Schools
Spire
The Opus Group**
West Rock

PARTNER LEVEL

ACS*
Ameren
Capitol Federal
Central Bank of the Midwest
Commerce Bank
CMT*
Curry Real Estate Services
Don Fletcher
Farmer's Insurance -
The Watt Agency
Flint Development

Froeschl CPAs & Advisors
GaleHart Communities*
Gilmore & Bell PC
GM Peters Agency, Inc.
Liberty Aggregates*
McCownGordon
MC Power
Piper Sandler & Co.
Pony Express Bank
The Rucker Group -
@Re/Max Revolution
Universal Construction

ASSOCIATE LEVEL

AGC Engineers
Amazon*
Bonaventure
BOS-Bank of Springfield
BMG Advisors
Clay County Savings Bank
Dakota Bodies*

Emery Sapp & Sons
MFS Designs
Newmark Zimmer
ReeceNichols Real Estate, Charles Small
Russ Weathers
Septagon Construction
Spaces Inc.*

Jim & Lisa Cooper - RE/Max Revolution
The Scarbrough Group
Turner Construction Company
Veterinary Center of Liberty,
Dr. Alan Rohlfig
Wicklund's Carstar
Withers Brant Igoe & Mullennix PC

THANK YOU!

We would like to thank all of our Investors for your commitment and support.
Special recognition to our new Investors.

*New Investors

**Increased Investments