



# ECONOMIC DEVELOPMENT COUNCIL Annual Report

## By the Numbers



**1,455**  
NEW JOBS



**1,406**  
RETAINED JOBS



**\$70,946**  
AVERAGE WAGE



**\$41.1M**  
CAPITAL INVESTMENT

## To Our Investors

What a year 2020 was. Some would say “Good riddance!” Although 2020 created tremendous challenges, I think we will eventually look back on the year as a turning point that impacted the future of business and life in ways we cannot yet measure. Companies were forced to adapt to conditions and restrictions that changed rapidly—sometimes daily—as we navigated through storms like those never before encountered.

Businesses whose goals were growth and development had to suddenly shift their focus to solvency and survival, while keeping employees and customers safe and healthy. The Overland Park Chamber Economic Development Council prioritized business assistance by leveraging the entire team’s talents and the Chamber’s resources to focus on assisting businesses and advocating for relief. The EDC became a vital connection to information, policy news and other resources that helped the Overland Park business community navigate the storm that was 2020.

Moving forward into a new year and an evolving new normal, traditional economic development activity continues. 2020 inquiries, active projects and successes are on pace with 2018 and 2019, although some projects in the pipeline have gone dormant due to continued uncertainty.

We acknowledge our investors for weathering the storm and helping one another along the way. Thank you for your continued support of the EDC’s efforts, which continue to further the mission of a strong local economy and an exceptional community for residents and business.

— **ROGER SUMMERS**  
2020 OPEDC CHAIRMAN



EDISON DISTRICT



SHAMROCK TRADING

## KEY PROJECTS

### Downtown Overland Park

- MMGY and Wellington Group were the first two tenants to open their new spaces in Edison District, a five-story, \$48.5 million project. Edison District's offices, outdoor space and restaurants help create a broader economic ecosystem in downtown Overland Park.
- Marketing and advertising agency MBB renovated and moved its headquarters into 13,000 square feet at 7820 Foster Street.
- The Market Lofts apartment community opened at 80th and Marty, adding 36 living units to downtown Overland Park.



**CityPlace** opened its second office building, the 120,000-square-foot Corporate Centre I. The building welcomed its first tenant, WWEX.

**Shamrock Trading** expanded with the completion of an eight-story office tower at 95th and Metcalf.

**Bluhawk**, Overland Park's largest mixed-use project, welcomed Cactus Grill, Panera Bread and a host of other retail and restaurants.

**AdventHealth** opened a \$35 million facility at College and Metcalf in February. The 51,000-square-foot, three-story facility includes the health system's fourth 24/7 emergency department in Johnson County.

### PROJECT ACTIVITY

2018

49 inquiries  
22 qualified ^

29 active projects

12 successes

41% close rate

2019

51 inquiries  
20 qualified ^

25 active projects

11 successes

44% close rate

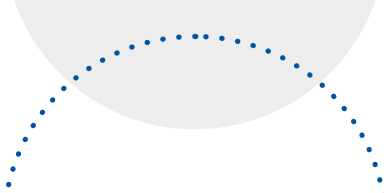
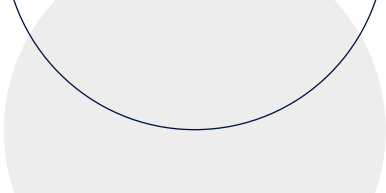
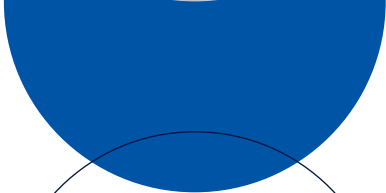
2020

60 inquiries  
22 qualified ^

24 active projects

12 successes

50% close rate



## Business Support

AS COVID-19 TOOK HOLD, OVERLAND PARK CHAMBER STAFF MOVED QUICKLY TO SUPPORT LOCAL BUSINESSES BY:

- Creating a COVID-19 resource hub on opchamber.org to serve all businesses, irrespective of Chamber membership, so they could rely on the accuracy of curated information posted there.
- Serving on the Johnson County Small Business Strike Team, where staff proposed a small business relief fund to the Board of County Commissioners. The fund resulted in \$13.5 million worth of \$10k grants being provided to Johnson County businesses with 50 or fewer employees.
- Lobbying the federal delegation for their support of Stimulus and Regulatory Relief packages.
- Connecting Overland Park businesses with state officials to resolve a licensure issue that negatively impacted a company's ability to hire and a regulatory barrier that prevented a company from completing home sales transactions.
- Working with state elected officials to resolve a licensure issue so a non-profit childcare provider could expand options for working parents of essential employers.

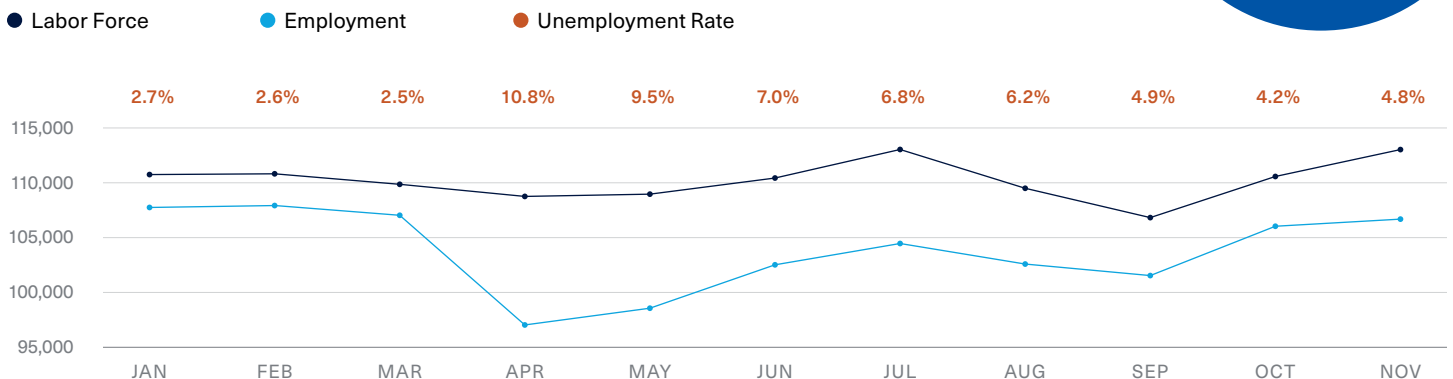
### EDC STAFF SERVED A DIVERSE POPULATION:

- Convening the Johnson County Chambers and Heartland Black, Asian American, Mid-America LGBT and Hispanic Chambers for inclusion in Johnson County public health order discussions and engaging smaller Chambers in promoting the Small Business Economic Recovery Program.
- Serving on the UCS Health Equity Network leadership team.
- Serving on the KU Edwards, Workforce Partnership and Johnson County Community College workforce boards.

## OVERLAND PARK 2020 National Rankings



### OVERLAND PARK LABOR FORCE STATISTICS — 2020



## 2020 Chamber EDC Executive Committee

Roger Summers  
Chair

Matt Masilionis  
Vice Chair

Brett Bogan  
Past Chair

Bill Ferguson  
Chamber Chair-Elect

Carl Gerlach  
Overland Park Mayor

Fred Spears  
City Council President

John Thompson  
FAED Chair

Curt Skoog  
City Councilman

Bill Ebel  
City Manager

Tracey Osborne Oltjen, CCE  
Overland Park Chamber President

## EDC Staff

Beth Johnson, CEcD  
Senior Vice President of Economic Development

Tim Holverson, IOM  
Director of Workforce and Business Growth

Chris Jackson  
Research Analyst

## 2020 Investors

### ● CHAMBER PARTNERS/SPONSORS

### ● NEW INVESTORS

Academy Bank  
● AdventHealth Shawnee Mission  
● Affinis Corp  
A.L. Huber General Contractor  
Arbor Development, LLC  
Atmos Energy Corporation  
Bank of Blue Valley  
BHC Rhodes  
● Black & Veatch  
Block Real Estate Services, LLC  
Blue Valley School District  
CBRE Group Inc.  
● Central Bank of the Midwest  
Chicago Title  
Children's Mercy Hospital  
Kansas  
City of Overland Park  
Commerce Bank  
● CommunityAmerica  
Credit Union  
Contract Furnishings  
Copaken Brooks  
Creative Planning  
Curtin Property Company  
DEG, An Insobar Company  
Dentons  
DLR Group  
Doubletree by Hilton  
Kansas City–Overland Park  
Downtown Overland Park  
Partnership

Edison District  
● Empower Retirement  
EPC Real Estate Group  
Equity Bank  
● Evergy  
Fiorella's  
● FNBO—First National Bank  
of Omaha  
Fogel-Anderson Construction  
Fortune Financial Advisors  
● Foulston Seifkin LLP  
GBA  
Harmon Construction  
Hawthorne Plaza, LLC  
● HDR Engineering, Inc.  
HMN Architects  
HNTB Corporation  
Hoefer Wysocki Architects LLC  
Hunt Midwest  
Indian Creek Land & Investment  
Co. LP.  
INTRUST Bank  
Jackson Lewis, P.C.  
JE Dunn Construction Company  
● Johnson County  
Community College  
Johnson County Government  
● Kansas Gas Service  
Kelly Construction Group, Inc.  
Kutak Rock LLP  
Landmark National Bank

Lathrop GPM LLP  
Mariner Holdings  
Marriott Kansas City–Overland  
Park  
McCarthy Building Companies  
● McCownGordon Construction  
● Menorah Medical Center  
Mercer-Zimmerman Inc.  
Merrill Companies  
Metcalf 108  
Mission Farms West  
Redevelopment, LLC  
MW Builders, Inc.  
Netsmart Technologies  
● Newmark Grubb Zimmer  
Oakwood Waterwalk  
Occidental Management, Inc.  
Olsson  
● Overland Park Regional Medical  
Center  
Perspective Architecture +  
Design  
PGAV Architects, Inc.  
PNC Bank  
Polisnelli  
Price Brothers  
Rasmussen College  
Rau Construction Company  
Regency Park—Mission  
Peak Capital  
Rosana Square / Mark One  
Electric

Rouse Frets White Goss Gentile  
Rhodes, P.C.  
● Saint Luke's South Hospital  
Scott Rice Office Works  
Security Bank of Kansas City  
Shamrock Trading Corporation  
Shawnee Mission  
School District  
Sheraton Overland Park Hotel  
Sky Real Estate LLC—  
Metcalf Crossing  
Spencer Fane LLP  
Stinson Leonard Street  
● Swartz + Associates, Inc.  
● T-Mobile  
Titan Built, LLC  
Turner Construction  
● UMB Bank n.a.  
● University of Kansas  
Edwards Campus  
● University of Kansas  
Health System  
Varnum / Armstrong / Deeter,  
LLC  
Visit Overland Park  
Wally & Co.  
WaterOne  
WellSky Corporation  
Yaeger Architecture  
Zillow

WE WELCOME THESE  
NEW OR EXPANDING  
OVERLAND PARK EDC  
PROJECT COMPANIES >

- A Place for Mom
- BOK
- Dynamic Logistix
- Empower Retirement
- MBB

- MIMGY
- NeuAnalytics
- SnapIT
- Retail Success
- Wellington Group