



*From Virtual City Council meeting . . . to the Business Council*

Prepared by Rich Groves, Executive Director  
North Kansas City Business Council  
February 2, 2021

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Note: As a reminder, the notes below represent topics that, in my judgement, might be of interest to the business community. It does not include everything that was on the agenda.

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## **Regular Session – 7:00 p.m.**

### **Agenda Topics**

#### **Proclamation Celebrating Davis Paint 100 Years in Business**

Davis Paint was founded in 1921 by Berry Davis, who began his company at his home in Kansas City with a sales plan, \$150 in postage stamps, a mailing list and some printed material.

Mr. Davis built an “agency paint business” fulfilling paint orders as they came in. This method of operation came to a climax in the late 1920’s and early 1930s when the company mail amounted an estimated 3-5 million letters annually.

The company grew rapidly. Before 1925, Davis Paint had purchased all its paint from a Kansas City producer and then began buying from a Cleveland firm. In 1926, the Cleveland operation sold the equipment and business to Davis Paint.

In 1927, Davis Paint began manufacturing a private label paint line for Sutherland Lumber and in 1928, Davis Paint began manufacturing at its current location in North Kansas City.

Davis Paint has expanded over the years into the Industrial Channel while maintaining their architectural roots and also produces toll and private label coatings for a variety of industries.

Davis Paint continues to operate under the guidance of its founder, Berry Davis, who penned the company motto “Quality goes into the paint before the paint goes into the can.”

#### **Exltube Expansion – Request for Chapter 100 Bonds and Related Incentives**

Exltube President Bill Snyder explained the need and the plan for building another building on Atlantic across the street from the current large facility at 1000 Burlington. Exltube is a subsidiary of SPS Companies. Exltube’s official name is Steel Ventures, LLC. SPS Companies wants to start a new

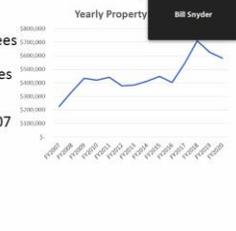
business – KC Specialty Tube – primarily serving the automobile industry to be located in a building to be constructed.

The picture below shows the current building in blue and the proposed expansion in yellow with Atlantic Street separating them. Bill explained that all raw materials (primarily extremely heavy steel coils) arrive by rail while all the finished product leaves by truck. End products from Exltube’s products include almost anything that needs steel pipes or tubes.



**EXLTUBE: A Proud NKC Company**

- Founded in 1981
- 109 Full time employees with benefits
- Over 10% of employees live in 64116
- Paid over \$6.5M in property tax since 2007
- >\$93 M Invested
- Over \$11M in yearly compensation
- Over 35% minority workforce



Year	Property Tax (\$)
2007	100,000
2008	120,000
2009	110,000
2010	130,000
2011	140,000
2012	150,000
2013	160,000
2014	170,000
2015	180,000
2016	190,000
2017	200,000
2018	210,000
2019	220,000
2020	230,000

Bill explained why Exltube will need to ask for financial incentives. This mill will replace one that was dismantled and will be out of business for nearly a year; then follows a year or two of restoring customers that were previously served. Sites in four other cities are also being considered.

Following is a summary of the abatement request which was approved by City Council:

### Economic Development

Today's Request

- Request authorization of a funding agreement to lead to tax abatement request on February 16<sup>th</sup>
- Authorization to contact the school district

Ultimate Request

- Consistent with NKC's Economic Development Policy and meeting guidelines:
  - 4.G.1.a Attracting new ...business opportunities to create jobs, support the local economy, and increase the City's Tax Base
  - 4.G.1.b Attract new Residents and Increase homeownership rates
  - 4.G.2 Attract ... businesses of significant and sustainable public financial impact
- 50% Tax abatement over 10 years on approximately half of total investment (New Building and Heavy Cranes only, not manufacturing equipment)



Bill's presentation was very interesting and very comprehensive. You will be able to view that when the video of the meeting is posted on the City's YouTube channel.

### Anthony Sands as new Public Works Director

The current Public Works Director, Pat Hawver, will be retiring in March. Mr. Sands' previous experience includes positions in Gladstone and Kansas City, MO. He earned a B.S. in Civil Engineering from the University of Kansas. He was one of 33 candidates for the position. Approved.

### Funding for Next Steps to Modify Armour Complete Streets Project

The alternatives were to make all the changes now, requiring a budget amendment, or to split into phases. City Council approved proceeding with all items in one phase.

Here are the tasks previously approved by City Council:

- **Turning radii at Post Office drop boxes:** move forward with adjusting the markings to ease the entry to the drop boxes for both eastbound and westbound traffic.
- **Turning radii at Iron Street intersection:** paint the curb noses at Iron yellow to increase their visibility.
- **Right turn at Fayette:** move forward with re-introducing the right turn lane at Fayette.
- **Landscaping:** replace the feather reed grasses with lower height plants.
- **Bike lane pavement markings:** move forward with pavement markings at conflict points along the corridor.
- **Replacing delineator guideposts:** replace the delineators with pre-cast curbs.
- **Signal operation improvements at Iron and Howell:** the traffic signal for eastbound Armour Road be replaced with a new traffic signal pole and mast arm to accommodate a new five section signal head centered between the eastbound lane and the left turn lane and a pole mounted three section signal head. This work will include new pedestrian/bicycle signals and push buttons, one new video detection camera, conduit and wiring.

### **Temporary Parklet License Program**

City Council approved renewing this program from March 1 until at least June 30 to enable businesses that participate to be able to expand their outside dining and program area.

### **Harrah's Charitable Donations**

Annually, Harrah's sets aside \$100 thousand for donations to North Kansas City non-profit organizations. City Council screened applications requesting more than \$200 thousand to get to an approved list. Designated amounts are shown as an attachment to the agenda on the City's website.

### **Staff Comments**

#### **"Operation Safe"**

City Administrator Eric Berlin explained that a mass vaccination site serving Clay County will be established on the Cerner Campus. This is the result of a joint effort by North Kansas City Hospital, Liberty Hospital, Clay County Public Health, the City of North Kansas City and other municipalities of Clay County. **The first inoculations at this site will begin later this week.** People must complete the Clay County Public Health interest form to be contacted to be scheduled.

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The full agenda for this meeting with links to critical documents is available on the City's website [www.nkc.org](http://www.nkc.org) under the heading of Agendas and Minutes.

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As always, additional details about City Council agenda topics are often available as attachments on the City's website [www.nkc.org](http://www.nkc.org) and later as <https://www.youtube.com/channel/UCR2r-HHt4PmQLpfdToFLzhg> part of the approved minutes. The entire proceedings of each City Council meeting can be seen on YouTube, either archived or live streamed.