



11/1/18

Council Grove Area Foundation Board
PO Box 137
Council Grove, KS 66846

Dear Council Grove Area Foundation Board,

The Greater Morris County Development Corporation has developed a Revisioning Initiative to promote and improve the economic quality of life in Council Grove and Morris County as a whole.

Within this Revisioning Initiative the GMDC Board has created goals to help recruitment of new industries, retention and expansion of current businesses and encouragement of new small business startups. GMDC is respectfully requesting \$5,000 from the Council Grove Area Foundation to help reach those goals that, ultimately, are beneficial across the community. Your impact investment in GMDC is much more than a one-time gift, it is an economic driver for the future of our county.

Within our grant application, we have laid out the specific goals we'd like to reach and the plan we will execute to reach those goals.

We are also reaching out to business owners within the community to support this initiative as we all share the common goal of having Morris County thrive.

We appreciate the consideration of supporting our Revisioning Initiative.

Should you have any questions, please contact:

Lisa Boyer
Executive Officer/Board Member – GMDC
620.767.7000

Sincerely,

The Greater Morris County Development Corporation

Organization Information:

1. **Organization Name:** Greater Morris County Development Corporation
2. **Street Address:** GMDC does not have a physical location
3. **Phone Number:** Contact Lisa Boyer, 620.767.7000
4. **Email Address:** Contact Lisa Boyer, lisa@lexinetcorporation.com

5. Please list your organization's officers:

Lisa Boyer, Executive Officer/Board Member– 620.767.7000
Lindsay Gant, Board Member – 620.767.7000
Deidre Knight, Board Member- 620.785.342.5751
Steve White, Board Member – 785.313.3857
Jesse Knight, Board Member – 620.767.5138

6. Is your organization tax- exempt? We are a 501 (c)(6). We pay property tax, no income tax. **Date of tax exemptions status granted:** December 1988

7. Is your organization a nonprofit 501 (c)(3)? No. **Date status granted:** N/A

8. Tell us about your organization: The Greater Morris County Development Corporation ("GMDC") was created to promote economic growth in our local community. We want to help offer an unmatched quality of life and exceptional business climate in Morris County through supporting existing and new businesses and industries. We have 12 voting members of the GMDC Board of Directors and 3 non-voting members, including representatives from USD 417, the City, the County and local businesses and organizations.

9. Name of Project: GMDC Revisioning Initiative

10: What geographic area will be served: Morris County

11. Who will benefit: Business owners and residents of Morris County.

12. What is the purpose of this project; what specifically will it accomplish?

The purpose of this project is to meet specific goals to drive awareness of Morris County, create new jobs across different industries and put a stronger support system in place for existing businesses. We have specific three-year goals in place to improve and grow our economic climate:

- a. Establish a revolving loan fund to open doors for new businesses, expansion or relocation.
- b. Increase outreach and communication with the general public, GMDC members, local organizations, potential new businesses, realtors, site selectors, and local and federal liaisons. Outreach includes

developing a social and web presence and creating a marketing strategy to efficiently communicate with qualified and relevant targets.

To meet these goals, we'll hire a full-time Executive Director and secure a physical location for an increased and improved presence. The full-time Executive Director role will take GMDC and our economic development to the next level. Please see the enclosed job description for the Executive Director to see why we will need a full-time position, and how this role will ensure progress and growth.

13. What problem is this project attempting to solve?

Rural communities offer a unique way of life, but also face challenges that hinder developing and maintaining a thriving economy. Lack of support, funding, jobs and marketing of rural areas are some of those challenges. The Revisioning Initiative is doing just that- revisioning how GMDC currently works in our community. We will restructure how GMDC will conduct funding support, outreach, assistance and job creation. We want to help mitigate challenges and focus on growth. Without change and progress now, we lose momentum in our goal to thrive. If GMDC helps our community thrive with this Revisioning Initiative, all business owners and residents will benefit.

14. Who else in the community is working on this issue? Please list all other groups and/or committees:

There are no other organizations or committees working on this Revisioning Initiative. While we look forward to working with community members, businesses, organizations and government entities, this is a GMDC initiative.

15. How will the project be implemented and how will you coordinate with others working on this issue?

The GMDC Board and Marketing Committee within the Board will be executing the project along with a new hire of a full-time Executive Director. The Director will have full support and guidance of and collaboration with the Board but will be the liaison and coordinator of the tasks in this project to reach our goals.

16. What local support is there for this project?

The GMDC Board has put a fundraising campaign in place for businesses and individuals to support economic growth through the Revisioning Initiative. The fundraising campaign is asking for a one-time donation split over three years. GMDC will also contribute funds to this project.

17. Financial Information

Total Project Cost: Estimated \$150,000 (full-time hire, physical location, revolving loan start, advertising)
Amount Requested from CGAF: \$5,000

18. Please list the amount and source of pledge or commitments to date:

Farmers & Drovers Bank Pledge: \$5,000 per year for 3 years - \$15,000 Total
Lexinet Pledge: \$5,000 per year for 3 years - \$15,000 Total
Twin Lakes Tees Pledge: \$3,000 over 3 years

19. Please list any additional funding requests that will be made:

Besides local businesses, GMDC will go before the City and County to request funding support for the Revisioning Initiative. The exact dates on those meetings are TBD.

Print Name

LISA Boyer

Title

Treasurer

Signature

Lisa Boyer

Today's Date

11/1/18



Executive Director Position

Overview: Performs a variety of professional work in preparation and implementation of economic and community development plans, programs, and services.

This full-time position is responsible for working closely with GMDC and other city and county staff in promoting the business and economic development interests within the community.

This position will include working with all noted departments in providing guidance to individuals and companies to establish, relocate, or expand their businesses within the community. This position will include assistance in the planning and coordination of community development projects, assisting business and residential applicants with local and state permitting processes, and providing help with city and community sponsored projects. This is a full-time contract position that direct reports to the GMDC Board.

Essential Duties and Responsibilities:

- Directs economic development initiatives to achieve the goals and objectives of GMDC.
- Provides assistance in the development of short and long term economic and community development plans, as well as the gathering of information and preparation of studies, reports, and recommendations to achieve such goals. This will involve the preparation and maintenance of information on utilities, taxes, zoning, transportation, community services, financing tools, and incentives, in order to respond to requests for information for economic development purposes, and the coordination with other departments and agencies as needed.
- Utilizes social media, newspapers and other media sources to grow economic development, share information and announce important events
- Consistently update and maintain the GMDC website
- Provides professional economic development guidance, assist in the application and permitting process, and serve as an advocate for economic development in line with Council Grove's Comprehensive Plan, zoning ordinances, and goals as established by the city and county.
- Promotes the Council Grove Industrial Park; the sale of lots, and the orderly development of projects within the Industrial Park.
- Works closely with the Council Grove/Morris County Chamber of Commerce and Tourism and City Economic Development Committee to identify areas of concern and growth of business location and expansion within the city and county.
- Maintains a liaison with various local, state, and Federal agencies, coordinating projects with agencies as deemed necessary and appropriate.
- Provides information and/or make presentations to supervisors, boards, commissions, civic groups, businesses, individuals, and the general public on economic development issues, programs, services, and plans.
- Becomes familiar with the existing inventory of available buildings and business and residential development sites within the community. This will include both public and private buildings and land areas.

- Prepare grant proposals and applications, contracts and other necessary documents.
- Formulate and implement marketing and business strategies that align with the objectives of the city and county.
- Serves as a member of economic development groups or task force that promote economic and community development at the local, state or Federal level, as deemed necessary or appropriate.
- Monitors legislation and regulations relating to economic development, and report findings to the appropriate impacted parties, i.e. the Chamber, the City, the County
- Maintains strong working relationships with the public, area businesses, clients, the media, and others.
- Serves as a member of various staff committees, as assigned.
- Attends professional development workshops and conferences to keep on top of trends and developments in the field of economic development, and to represent the interest of the city and county matters related to economic development.
- Help facilitate meetings with appropriate parties for professional service contracts, property sales or acquisition, and economic development, as needed.
- Facilitates monthly meetings with GMDC Board that includes reports and action items
- Ability to be a team player with other city and county staff.
- Conduct other related work as assigned.

Qualifications/Training/Experience:

- Knowledge and experience or willingness to learn economic and community development, including administrative responsibility
- Bachelor's Degree
- Must live in Morris County
- Knowledge and passion about business development, community, and economic development.
- Knowledge or willingness to learn about municipal zoning and infrastructure, and planning programs and processes.
- Ability to communicate effectively to groups and individuals, engineers, contractors, developers, businesses, supervisors, employees, and the public.
- Ability to establish working relationships with other organizations and economic development practitioners.
- Ability to prepare and analyze reports and data, and have skills in the operation of equipment such as smart phones and computer.
- Willing to get certifications as needed

Compensation:

Salary based on experience and background