



Welcome - Please turn off or silence all cell phones during the Study Session.

Meetings are televised everyday on Channel 2 at 7 p.m. and midnight

Study Session:

1. Semi-Annual Report Leavenworth Public Library (pg. 2)
2. Semi-Annual Report Leavenworth County Development Corp (pg. 3)
3. Semi-Annual Report Convention & Visitors Bureau (pg. 12)
4. Update on 600 Shawnee Property (pg. 27)
5. Fire Department 100' Aerial Apparatus (pg. 28)

POLICY REPORT
STUDY SESSION
SEMI-ANNUAL UPDATE
PRESENTATION BY LEAVENWORTH PUBLIC LIBRARY

APRIL 2, 2019

Prepared by:



Carla K. Williamson, CMC
City Clerk

Reviewed by:



Paul Kramer
City Manager

ISSUE:

Matt Nojonen, Library Director will provide an update to the City Commission.

**STUDY SESSION POLICY REPORT
SEMI-ANNUAL REVIEW
PRESENTATION BY
LEAVENWORTH COUNTY DEVELOPMENT CORPORATION**

APRIL 2, 2019

Prepared by:



Carla K. Williamson, CMC
City Clerk

Reviewed by:



Paul Kramer
City Manager

ISSUE:

Steve Jack, Executive Director with the Leavenworth County Development Corporation (LCDC) will provide an update to the City Commission.

Attachment: PowerPoint Presentation



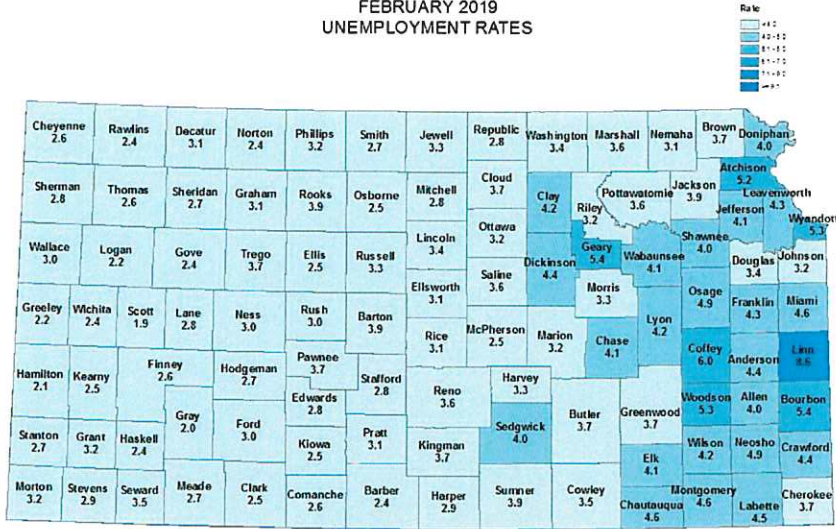
Unemployment Rates

- State of Kansas
 - February 2018– 3.5%
 - February 2019– 3.4%
- Leavenworth County
 - February 2018– 4.2% (34,659 employed)
 - February 2019– 4.3% (34,864 employed)
- City of Leavenworth
 - February 2018– 4.5% (13,371 employed)
 - February 2019– 4.7% (13,323 employed)
- Balance of County
 - February 2018– 3.9% (21,288 employed)
 - February 2019– 4.1% (21,541 employed)



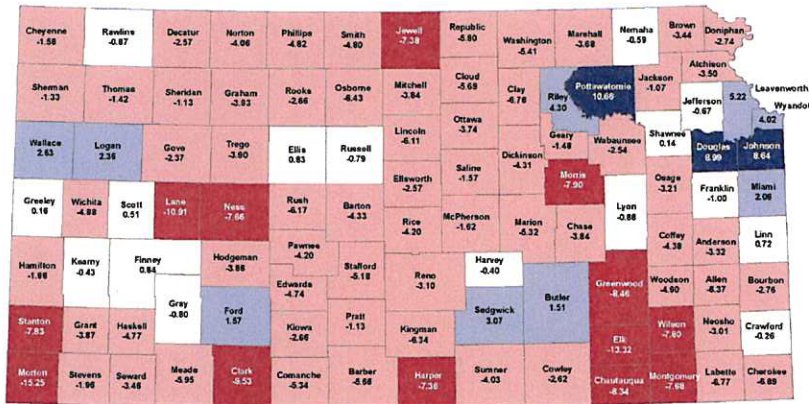
County Unemployment Rate Map

FEBRUARY 2019
UNEMPLOYMENT RATES

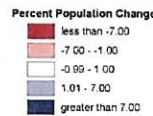


Percent Population Change 2010 -2017

Percent Population Change in Kansas, by County
April 2010 - July 2017



Source: Institute for Policy & Social Research, The University of Kansas; data from the U.S. Census Bureau, Population Estimates, Vintage 2017



State: 2.10



Leavenworth Projects

- Project Precision (KCADC/KS Dept of Commerce)
 - 565 jobs; finalist for the project
 - Two site visits + two additional presentations.
 - Leavenworth has been eliminated but no final decision on location has been made to date.
 - We got our new park in front of leading site location consultant in the country.
- Project Leavitt (KCADC)
 - Two USDA HQ facilities; 620 jobs
 - Submitted new park (8/27/18)
 - 67 of 136 expressions of interest remain (3/12)



Leavenworth Projects

- Project Galaxy (LCDC)
 - Cold storage facility (50,000 SF)
 - 20 – 40 jobs
 - Submitted Gary Carlson Park & Tonganoxie Business Park
 - Several contacts with consultant beginning in June 2018
- Project Spark (KS Dept of Commerce)
 - 265,000 SF on 15 – 25 acres
 - 780 jobs (office, assembly, manufacturing)
 - Now focusing on 1 KC area community



Leavenworth Projects

- Project Outer Space (KCADC)
 - Call Center (30,000 – 60,000 SF)
 - 160 jobs
 - Sent info on First City Center (34,658 SF)
- Project Big Swing (KCADC)
 - Call Center (30,000 – 50,000 SF)
 - 400 parking spaces
 - Sent info on First City Center
- Project Echo (Site Selection Guild)
 - Call Center
 - Sent info on First City Center



Important Dates Coming Up

- 2019 KCADC SmartPort Industry Briefing – April 4
- KCADC Listening Tour – April 11
 - During LCDC Board Meeting
 - All investors are welcome; lunch is \$10
 - Riverfront Community Center 11:30 – 1:00
- Kansas Community Outlook Event (Wichita State)
 - May 7 from 1:00 – 3:00; \$50 per person
- KCADC Real Estate Council Event – August 28
- LCDC Golf Tournament – September 18
- SIOR Event – September 26
- Team Kansas Lunch (Chicago) – October 17
- Team Kansas Dinner (Boston) – November 7
- LCDC VIP Event – November 15 (Tentative)



The Branding Continues!



The Branding Continues!

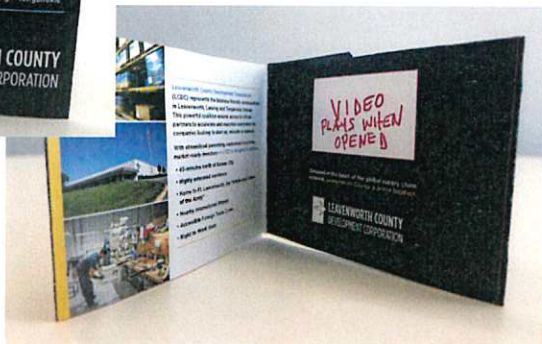
- Print Ad
- LV Business & Tech Park
- Site Selection Magazine
- November 2018 Issue
- Circulation of 48,700



The Branding Continues!



New Video Mailer will be sent to 100+ site location consultants and industrial & commercial brokers this year.



The Award Winning Branding Continues!

Candid Marketing won two Fountain Awards for LCDC work: Single Ad & Brand Campaign and was a finalist for the People's Choice Award.



The Fountain Awards were awarded by ANA Business Marketing and American Marketing Association of Kansas City on March 7.





CITY OF LEAVENWORTH



Policy Report
Leavenworth Convention and Visitors Bureau – Semi-Annual Report
April 2, 2019

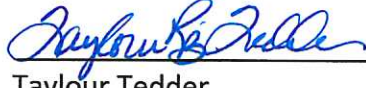
Prepared By:



Kristi Lee

CVB Manager

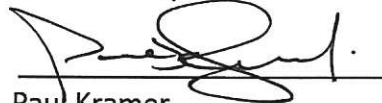
Reviewed By:



Taylour Tedder

Assistant City Manager

Reviewed By:



Paul Kramer

City Manager

BACKGROUND:

Leavenworth Convention and Visitors Bureau (CVB) Manager Kristi Lee will provide an update of activities and operations of the CVB.



2018 YE REVIEW & SEMI ANNUAL REPORT

LEAVENWORTH CONVENTION AND VISITORS BUREAU

April 2, 2019

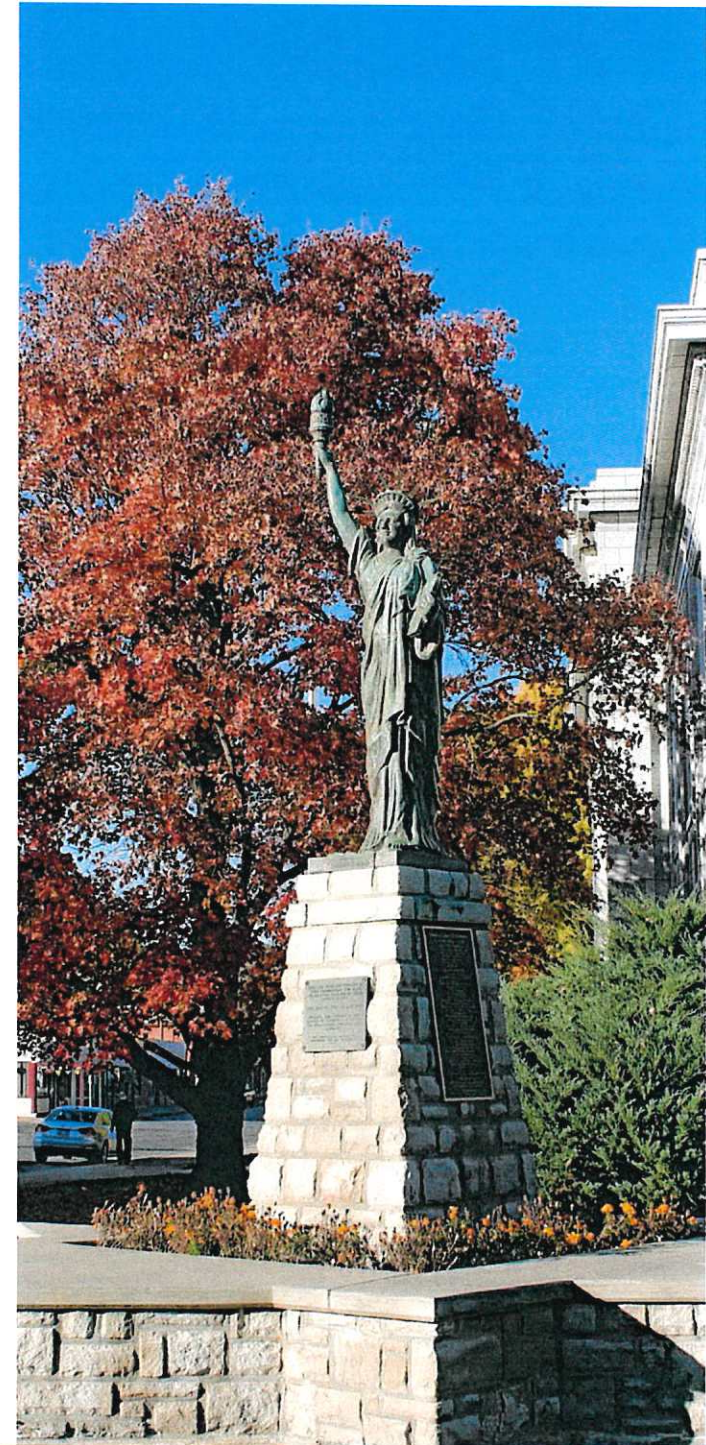
Leavenworth, Kansas



CONVENTION AND VISITORS BUREAU

PRESENTATION OVERVIEW

- Travel Industry Update
- Kansas Travel Update
- Leavenworth 2018 YE Review
- Leavenworth Semi Annual Review



TRAVEL INDUSTRY

TRAVEL VOLUME TO AND WITHIN THE UNITED STATES

Travel to and within the US grew 3.6 % year-over-year in December. Domestic leisure travel increased 2.1 percent in 2017 to nearly 1.8 billion person-trips. Leisure travel accounted for 80 percent of all U.S. domestic travel in 2017. Domestic business travel increased 1.3 percent from 2016 to 462 million person-trips.

LODGING INDUSTRY

According to STR, total room revenue increased 3.9% and room demand increased 2.1% from a year ago in the U.S.

TRAVEL TECHNOLOGY

Unprecedented growth in travel technology has helped innovate the way people travel and has opened up the world to travelers.

TOP 2 SPENDING CATEGORIES

Food-services and lodging are the top two spending categories by domestic and international travelers. Travelers spent \$258 billion on food services, which accounted for 25% of total travelers spending.

CONSUMER CONFIDENCE

The government shutdown and the late 2018 stock market tumult eroded confidence in the economy among business owners and consumers alike to the lowest reading in a year and a half. As long as employment holds up and housing remains strong, consumer travel spending should remain healthy.

DOMESTIC TRAVEL

1/3 of travelers indicated they would be traveling more in 2019 however down 37% from one year earlier. This also extends to future travel spending.

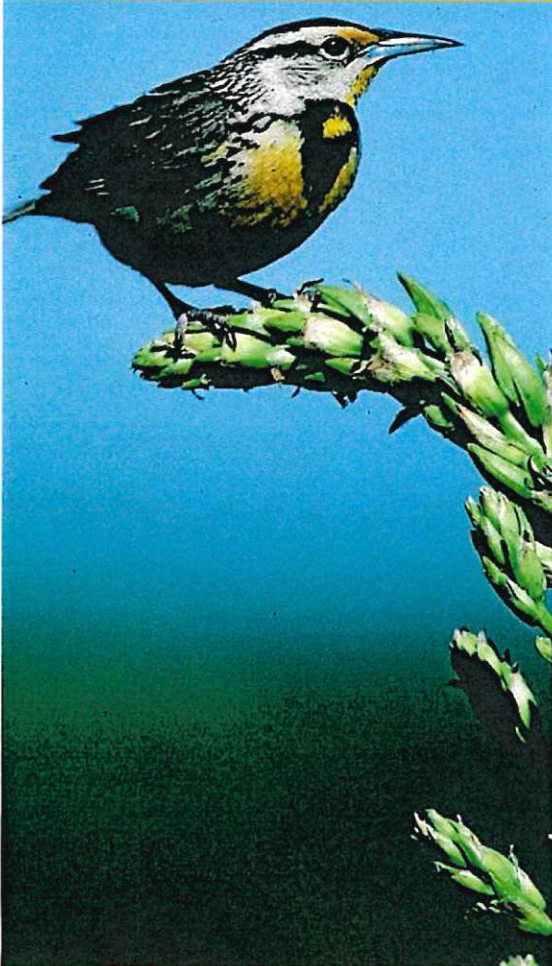
SUSTAINING MOMENTUM

The hospitality industry is approaching 10 years of consecutive years of growth. It should come as no surprise that the optimism is giving way towards some caution in the market.

*Diloitte.com

*U.S. Travel Association'

KANSAS TOURISM INDUSTRY

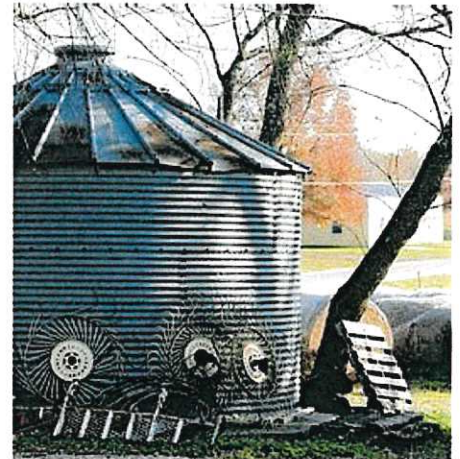


- Welcomed 37 million visitors
- 10 million print ad impressions
- 46 million digital ad impressions
- 1.5 million page views on website
- 776,020 total publications distributed
- 1.2 million social media impressions
- \$616 million in state & local tax was generated by the tourism industry
- Having grown for eight straight years, visitor spending is now 44% higher than levels seen in 2009 – growth of more than \$2 billion.

*2018 figures

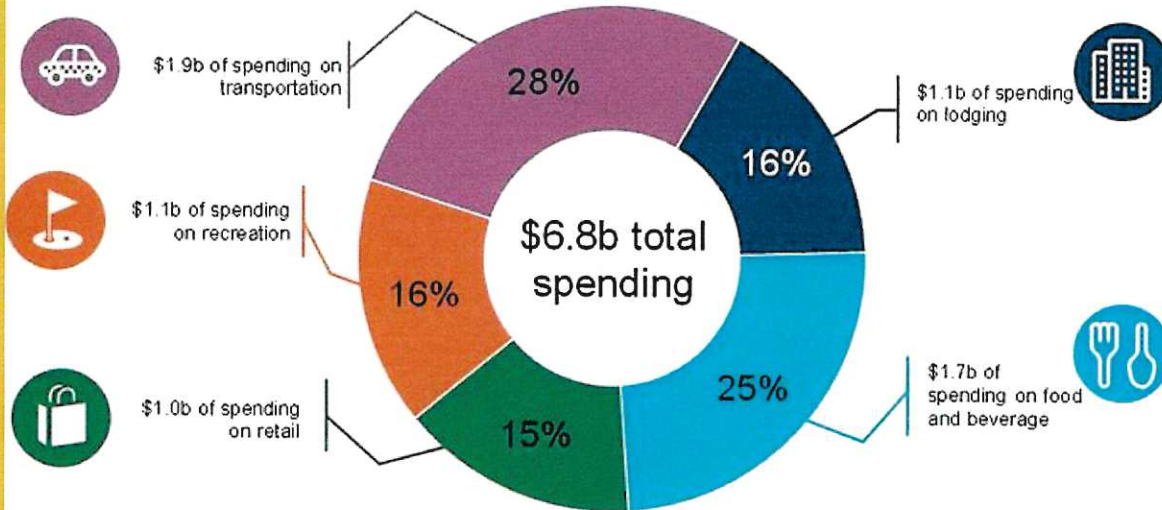
KANSAS TOURISM INDUSTRY

Stacking 6.8 billion \$1 bills would reach over 460 miles high - longer than the distance of I-70 in Kansas (424 miles).



Tourism industry sales in Kansas, 2017

Dollars, billions and percent of total



Source: Tourism Economics

Purpose

63% Leisure 37% Business

Day / Overnight

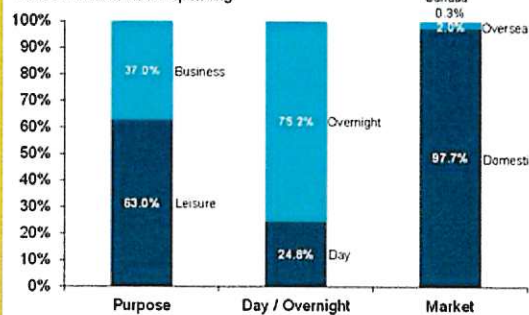
24.8% Day trips 75.2% Overnight

Visitors by Market

97.7% Domestic 2.3% International

Visitors by market, 2017

Percent of total visitor spending



Source: Tourism Economics

Northeast

County	Number of Jobs Supported by Tourism					Percent Change (2017/2016)	Share of Region	Share of State
	2013	2014	2015	2016	2017			
Atchison County	322	337	332	312	313	0.3%	0.76%	0.36%
Brown County	424	431	434	441	444	0.5%	1.07%	0.51%
Doniphan County	163	161	163	164	161	-1.9%	0.39%	0.18%
Douglas County	3,370	3,494	3,666	3,703	3,847	3.9%	9.31%	4.39%
Franklin County	410	392	392	418	412	-1.2%	1.00%	0.47%
Jackson County	362	381	384	386	392	1.5%	0.95%	0.45%
Jefferson County	96	103	98	99	105	5.8%	0.25%	0.12%
Johnson County	21,355	22,322	22,932	23,532	24,016	2.1%	58.15%	27.38%
Leavenworth County	720	770	827	862	884	2.5%	2.14%	1.01%
Miami County	249	279	257	253	270	7.0%	0.65%	0.31%
Nemaha County	178	171	162	155	157	1.5%	0.38%	0.18%
Osage County	71	127	123	120	116	-3.9%	0.28%	0.13%
Shawnee County	4,864	4,968	4,683	4,853	4,877	0.5%	11.81%	5.56%

KANSAS
CON'T.

Northeast

County	Visitor Spending - 2017 (millions)						Growth Rate	State and Local Tax Revenue (000s)
	Lodging*	F&B	Retail	Recreation**	Transport**	Total		
Atchison County	\$3.71	\$5.94	\$2.97	\$1.92	\$3.17	\$17.71	-0.9%	\$1,417.2
Brown County	\$1.74	\$3.01	\$1.57	\$52.64	\$3.62	\$62.58	1.3%	\$3,529.2
Doniphan County	\$0.49	\$0.57	\$0.39	\$22.29	\$2.38	\$26.13	-0.4%	\$1,411.9
Douglas County	\$47.13	\$73.93	\$41.84	\$31.01	\$70.79	\$264.70	6.2%	\$17,806.6
Franklin County	\$4.65	\$8.12	\$4.40	\$2.77	\$13.45	\$33.39	-2.3%	\$2,513.2
Jackson County	\$1.78	\$3.10	\$1.61	\$37.92	\$3.05	\$47.45	1.5%	\$2,461.3
Jefferson County	\$0.79	\$1.22	\$0.83	\$1.43	\$5.21	\$9.49	5.3%	\$859.1
Johnson County	\$299.85	\$463.00	\$296.49	\$270.36	\$470.94	\$1,800.63	4.5%	\$126,738.6
Leavenworth County	\$7.04	\$17.02	\$7.77	\$7.12	\$19.66	\$58.61	1.4%	\$5,158.0
Miami County	\$1.42	\$5.81	\$2.65	\$2.39	\$8.70	\$20.96	12.3%	\$1,755.1
Nemaha County	\$1.72	\$2.27	\$1.53	\$0.98	\$3.87	\$10.37	5.7%	\$801.7
Osage County	\$1.22	\$1.57	\$0.95	\$1.23	\$5.51	\$10.48	0.2%	\$896.9
Shawnee County	\$53.66	\$95.83	\$59.06	\$39.12	\$89.93	\$337.60	-1.6%	\$23,468.4
Wyandotte County	\$76.45	\$103.98	\$73.72	\$114.78	\$102.94	\$471.87	-2.6%	\$31,255.9
Region Total	\$501.65	\$785.36	\$495.77	\$585.94	\$803.22	\$3,171.96	2.6%	\$220,073.1
State Total	\$1,100.36	\$1,656.55	\$1,028.23	\$1,078.82	\$1,923.80	\$6,787.76	1.5%	\$430,759.7

LEAVENWORTH STATISTICS 2018

Estimated visitors to Leavenworth

2013	188,104	2016	177,472
2014	191,344	2017	214,688
2015	193,520	2018	240,900

Welcomed an est. 240,900 visitors in 2018

1.8 M print ad impressions

3 M digital ad impressions & Billboards

110k website views

165k social media impressions

15k visitor guidebooks distributed

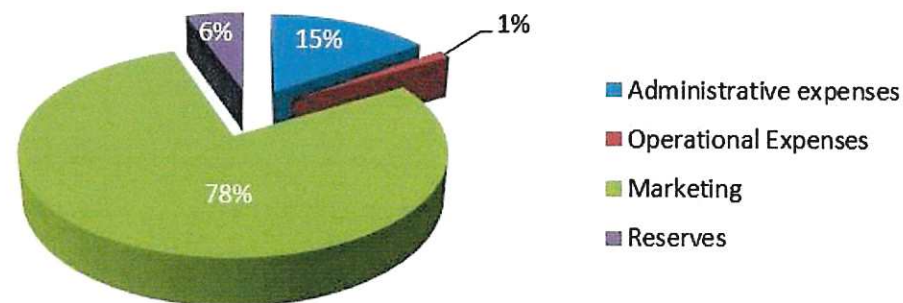
278 Individual requests filled

6k visitors guidebooks distributed for 2019

Top Referral Sites

travelks.com, Lvks.org, Leavenworthcounty.org

2018 Budgeted Expenditures by Function

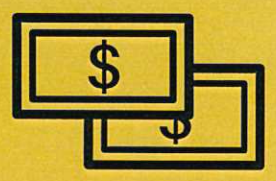


Top 5 pages on the Website

Events
USP
Attractions
Fort Leavenworth
Restaurants

Top 5 States Visiting us

Missouri
Kansas
Texas
California
Illinois



Occupancy

Occupancy

2016	64.6%
2017	66.6%
2018	56.6%

ADR

Average Daily Rate

2016	\$103.30
2017	\$106.90
2018	\$109.17

Revenue

Revenue

2016	\$6.6 M	64,240 room nights
2017	\$7 M	65,835 room nights
2018	\$8.5 M	77,985 room nights

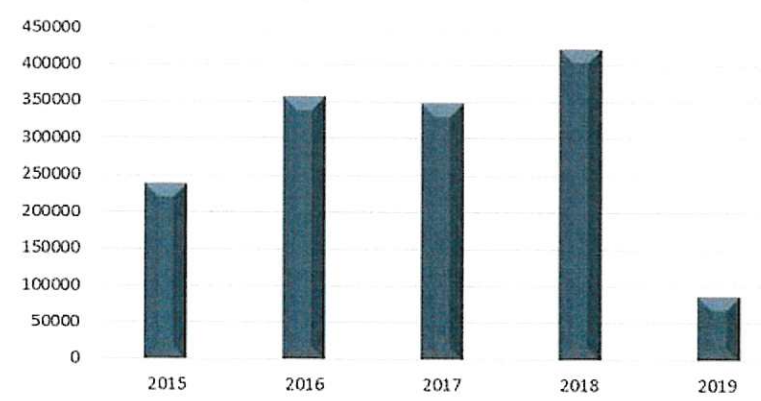
TGT Collected

Collected

2016	\$356K	43,130 room nights
2017	\$347K	40,657 room nights
2018	\$423K	48,401 room nights

*Approx. 38% of room nights sold are TGT exempt

Transient Guest Tax Revenues



Figures based on:

Fairfield Inn, Hampton Inn, Home2 Suites and Candlewood Suites at the KC Speedway

2018 REVIEW



Attended 9 Trade Shows

1. American Bus Association - group
2. Select Traveler - group
3. Missouri Bank Travel - group
4. Midwest Bloggers Conference - Media
5. two (2) PAIR Days - Leisure
6. Tour Kansas Showcase - group
7. State Fair Booth - Leisure
8. KSAE Conference - meetings

Tours to Leavenworth

25 Group Tours

5 Meetings

3 Sports

Direct economic impact = \$52,889.95

Economic Impact of tours/meetings and Sports

2,671 people

x \$75 per day

\$200,325

240,900 est. visitors to Leavenworth

x \$75 per day

\$18,000,000



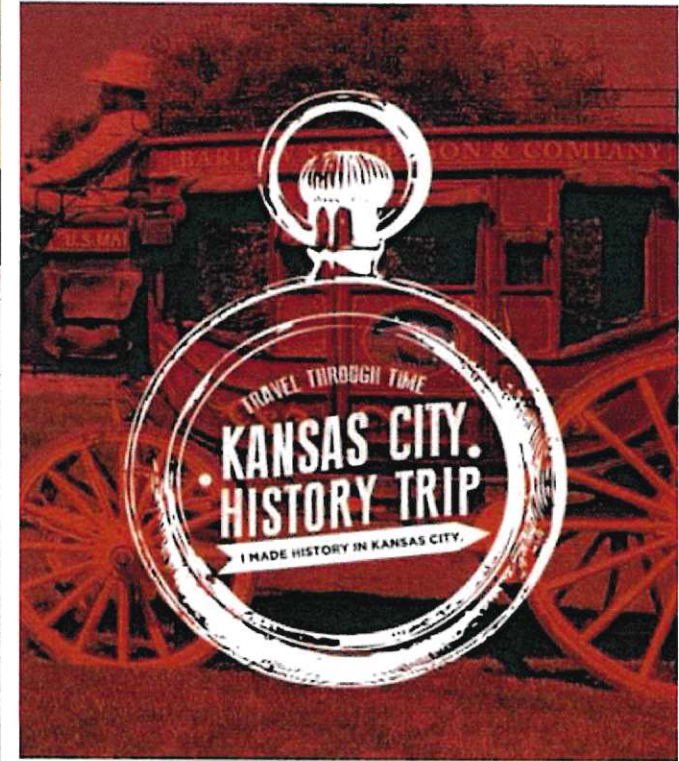
MEDIA FAM OPPORTUNITY

GIRLFRIEND'S GETAWAY

May 14 - 17, 2019

Kansas City, KS | Bonner Springs, KS | Leavenworth, KS

Facebook
Campaign
May 2019
thru Aug
2019



2019 MARKETING CO-OPS

In cooperation with Kansas City KS CVB and Bonner Springs CVB we will be hosting 8 bloggers/travel writers in May 2019. The theme for the day is "Girlfriends Getaway" and will include numerous activities, attractions, shopping and restaurants. I-70 Association is continuing the 2 campaigns from last year into this year. New for this year they will also hire 2 different bloggers to travel I-70 and blog about their experiences.

Another campaign for the summer is the Face Book give away. Each hotel will host one month and give an overnight away to a lucky winner. May thru August 2019.

The Kansas City Regional Destination Alliance is rolling out a new app and it will include three different themes for the tourist. Coffee, History and Unique Finds. All themes will need a printed passport.

2019 Group Tours

Meetings

Sports

Leisure

2019 Group Tours booked

3/30	Metropolitan Community College	40 people
4/11	United Methodist Church, Topeka	20 people
4/13	Oregon-California Trails Assoc.	20 people
4/16	Johnson County Community College	15 people
4/25	City of Lawrence Parks & Rec, Lawrence	40 people
4/25	Air Capital Active People, Wichita	20 people
4/26	Heartland Travel, Burdick, KS	54 people
4/28	City of Overland Park	30 people
5/1	Komaki Air Base Reunion, Olathe	40 people
5/1	Presley Tours, Makanda, IL	40 people
5/15	Combined Armed Center	25 people
5/28-29	Vietnam Helicopter Pilots Assoc.	200 people
6/3-4	St Rose Church Tour	40 people (overnights)
7/16	Crossroads Tours	40 people
7/27	Patton Jr. High Reunion	50 people (overnights)
9/26	USS Radford Reunion	70 people
9/26	Crossroads Tours	40 people
10/26	1969 Class Reunion	100+ (overnights)
11/1-2	Pestock Wedding	250+ (overnights)

2019 Meetings booked

2/13	Public Affairs Organization, Reg. Mtg.	15 people
4/3	Kansas City Regional Dest. Alliance	15 people
4/12-13	Libertarian Party of Kansas	100+ people

Byway Kiosks completed
October 2018



Wagga Wagga Sister City
Visit. Sept. 2018



Leavenworth Lansing
Leadership - 2018-2019

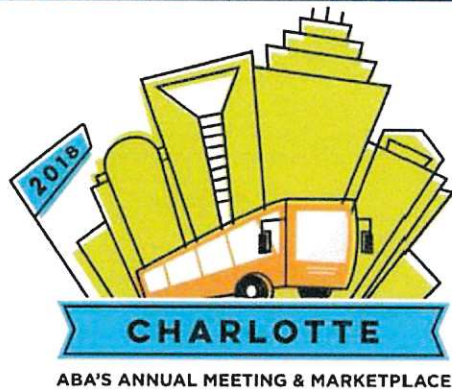


CVB Ambassadors
FCFF March 2018



Lincoln visits again!
December 2018





select
TRAVELER



Travel Industry
Association of Kansas

TRADE SHOWS and CONFERENCES ATTENDED

ABA, American Bus Association

Jan. 25-29, in Louisville, KY

Select Traveler

Feb. 10-12, in French Lick, IN

TIAK Day on the Hill

Feb. 6-7, in Topeka KS

TRADE SHOWS and CONFERENCES COMING UP

- * PAIR Day, Ft Leavenworth
April 13
- * African American Travel Council, French Lick, IN,
April 16-18 (sponsorship)
- Spring Media Marketplace, Wichita, KS
April 22-24
- * Missouri Bank Travel, Lake of the Ozarks, MO
May 6-9
- Tour Kansas Tradeshow, Tulsa, OK
Aug. 5-8
- * PAIR Day, Ft Leavenworth
Aug. 17
- * Small Market Meetings, Green Bay, WI
Sept. 24-26 (sponsorship)
- * MO Meet and Events Show, Independence, MO
Oct. 19
- * Perfect Weddings Tradeshow, Overland Park, KS
Oct. 27
- * TIAK Tourism Conference, Mulvane, KS
Oct. 21-24
- * KSAE Meeting Show, Topeka KS
Dec. 6-9

LOOKING AHEAD



Our work is never done at the CVB Office. We are always on the lookout to serve our visitors. From site tours, greeting buses, distributing guides, attending meetings, answering all kinds of questions by phone and in-person - the list goes on and on.

We love promoting Leavenworth to everyone and look forward to increasing tourism to our beautiful city and surrounding area. We will be working on our goals and budgets in the near future for 2020 and beyond. Lets all work towards making our visitors and guests feel welcome in the coming year!

There are several commemorating dates in Leavenworth's history coming this year and into the near future. Please be on the lookout for some great events and milestones.

100th Anniversary of the 19th Amendment,
June 4, 2019

100th Anniversary Veterans Day Parade,
Nov. 11, 2019

160th Anniversary of Lincoln's Visit to Leavenworth,
Dec. 3-6th, 2019

160th Anniversary of the Pony Express,
June 2020

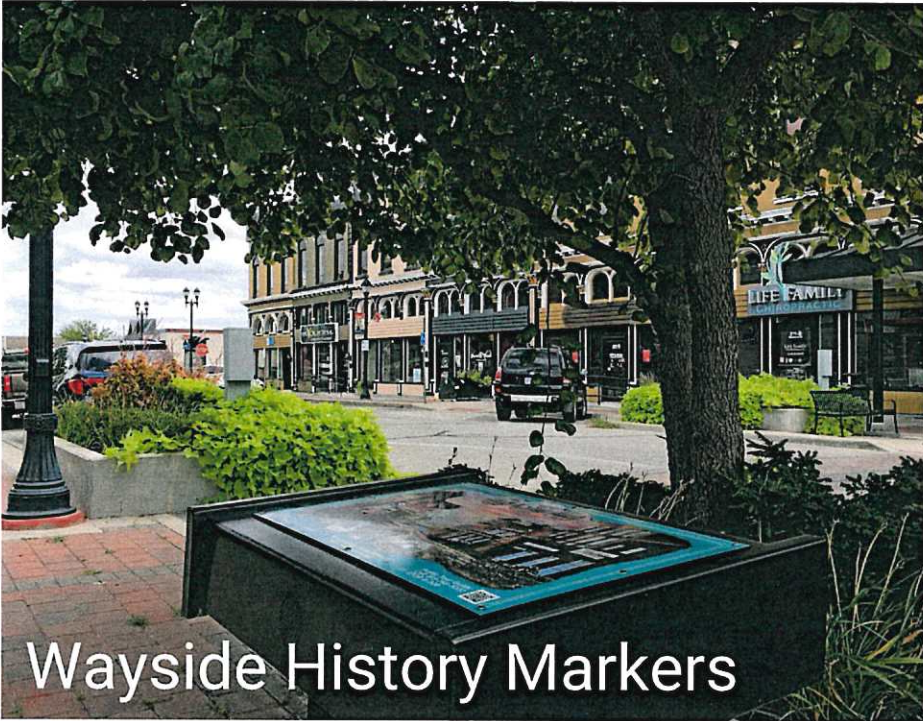
55th Anniversary of the Carroll Mansion Museum,
June 19th, 2020

100th Anniversary of ratification of 19th
Amendment, Aug. 18, 2020

160th Anniversary for the State of Kansas,
Jan 29, 2021

175th Anniversary of Buffalo Bill Cody,
Feb. 2021

200th Anniversary Santa Fe Trail,
2021



Wayside History Markers



Riverfront Community Center

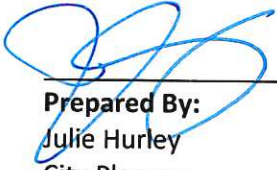
THANK YOU!

LEAVENWORTH CVB

Any Questions?

POLICY REPORT
Update on 600 Shawnee Property

APRIL 2, 2019



Prepared By:
Julie Hurley
City Planner



Reviewed By:
Paul Kramer
City Manager

DISCUSSION:

On January 22, 2019, the City Commission approved an ordinance rezoning the former IMAC school property to RMX to allow for the development of a mixed-use project. The developer will present an overview and update on the status of the project.

**POLICY REPORT
100' AERIAL FIRE APPARATUS**

April 2, 2019

Prepared by:



Gary Birch
Fire Chief

Approved by:



Paul Kramer
City Manager

ISSUE:

The Fire Department will be requesting approval to replace our 1990 aerial platform in the 2020 CIP.

A PowerPoint presentation will be presented to discuss the following:

As part of the new apparatus replacement plan established in 2016, we would be scheduled to replace our current 100' aerial platform in 2020. The cost of this apparatus is estimated to be \$1.4 million.

- Review of replacement plan established in 2016
- Change current fleet configuration and deployment model
- Add another truck with pumping capabilities
- Maintain a level draw on CIP funds
- Discuss ISO implications

Attached: PowerPoint

Leavenworth Fire Department

Apparatus Replacement Plan
Implementation
2016

2016 - Fleet

(7) Apparatus

3 Engines

2 Quints

1 Heavy Rescue/no pump-water

1 Aerial Platform/no pump-water







100' Aerial Platform

- Current apparatus is a 1990 model
- No water, pump, attach lines
- Less safety features
 - Seatbelts
 - Airbags
 - Backup cameras
 - Crew cab
 - Interior sound reduction

Incident Priorities

- Life Safety
 - Search and Rescue
 - Upper Floors, Balconies, Window
 - VEIS - Ventilate, Enter, Isolate, Search
 - Rescue applications:
 - Injured or medical (from a roof top or equipment)
 - In a body of water

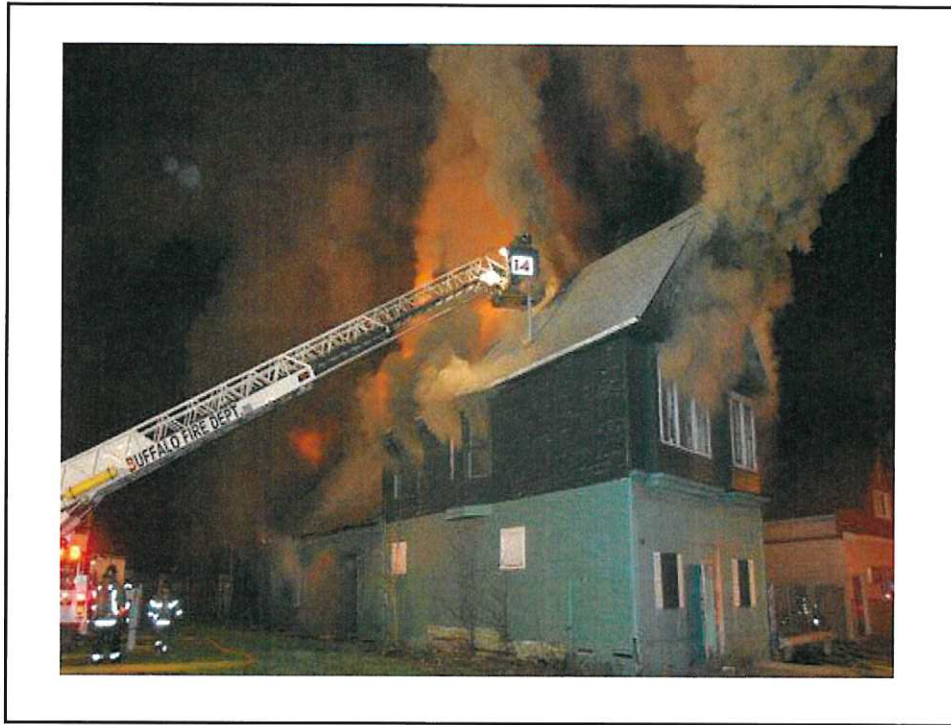
Incident Priorities

- Fire Control
 - Elevated master stream (1000 to 1500 GPM's)
 - Exposure Protection
 - Flying embers
 - Direct attack, extinguishment
 - Elevated standpipe to upper floors for hand lines
 - Horizontal attack at a window

Fire Control Continued

- Ventilation
 - From a safe platform
 - Windows,
 - Roof Access





ISO – Public Protection Classification

Areas are rated on a 1 – 10 scale, ISO – 1 being the best

Leavenworth is currently an ISO 2

Point system:

- 10 % dispatch center
- 40% water distribution
- 50% Fire Operations
- Our tallest buildings 100'
- 3 stories or higher, 3500 GPM fire flow needed
- Staffed, responding to initial alarm, Location / distance to areas
- Benefits just having in the station
 - (staffing, location, deployment)

Pre 2016 Replacement Model

- Purchase One apparatus every 4 years
- With 7 apparatus, that's a 28 year replacement cycle
- Fleets average age (2016) was 15 years
- Ages ranged from 7 to 26 years old.
- NFPA 1901 – standard –
- Life cycle peak... Current value / operating cost
- Down time increases

Apparatus Cost

- Based on what's being replaced, our annual payment over (4) years could range from \$146,000 to \$350,000. (\$164,000)

- Engine (pumper) \$559,750 – \$578,499
- Quint \$900,000
- Aerial Platform \$1,400,000
- Trade-in values goes down after 12-15 years.

Pre 2017				
	pump capable	Aerial ladder	cost	Today's
E2	yes		\$559,750	
E3	yes		\$559,750	
E4	yes		\$560,000	
Q1	yes	yes	\$900,000	
Q5	yes	yes	\$900,000	
R2			\$578,499	
T2		yes	\$1,400,000	
7 total apparatus	5 of 7	3	\$5,457,999	\$5,447,999

current				
	pump capable	Aerial ladder	cost	Less
E2	yes		\$559,750	
E3	yes		\$559,750	
E4	yes		\$560,000	
E5	yes		\$560,000	
Q1	yes	yes	\$900,000	
R2	yes		\$578,499	
T2		yes	\$1,400,000	
7 total apparatus	6 of 7	2	\$5,117,999	\$330,000

2020				
	pump capable	Aerial ladder	cost	Less
E2	yes		\$559,750	
E3	yes		\$559,750	
E4	yes		\$560,000	
Q1	yes	yes	\$900,000	
R2	yes		\$578,499	
T2	yes	yes	\$1,400,000	
6 total apparatus	6 of 6	2	\$4,557,999	\$890,000

Reduced fleet by 1 apparatus saving future capital cost of \$890,000
 Increased fleets pumping capabilities
 Decreased 1 aerial device reducing maintenance cost

Today's Asset Cost of Apparatus Fleet

Pre 2016 Fleet

- 7 total apparatus
- 5 with pump, hose, water
- 3 with aerial ladders
- Value \$5,447,999

Current Fleet

- 7 total apparatus
- 6 with pump, hose, water
- 2 aerial ladders
- Value \$5,117,999
- saving \$330,000

Proposed Fleet

- 6 total apparatus
- 6 with pump, hose, water
- 2 aerial ladders
- Value \$4,557,999
- saving \$890,000