

STATE OF KANSAS)
WYANDOTTE COUNTY)) SS
CITY OF KANSAS CITY, KS)

REGULAR SESSION
FEBRUARY 24, 2022

The Unified Government Commission of Wyandotte County/Kansas City, Kansas, met in Regular Session Thursday, February 24, 2022, with eleven members present via Zoom and on site: Bynum, Commissioner At-Large First District; Burroughs, Commissioner At-Large Second District; Townsend, Commissioner First District; McKiernan, Commissioner Second District; Ramirez, Commissioner Third District; Johnson, Commissioner Fourth District; Kane, Commissioner Fifth District; Markley, Commissioner Sixth District; Stites, Commissioner Seventh District; Davis, Commissioner Eighth District; and Garner, Mayor/CEO, presiding. The following officials were also in attendance: Misty Brown, Chief Counsel; Patrick Waters, Deputy Chief Counsel; James Bain, Assistant Counsel; Susan Alig and Casey Meyer, Senior Attorneys; Bridgette Cobbins, Assistant County Administrator; Karl Oakman, Chief of Police; Colonel Daniel Soptic, Sheriff; Katherine Carttar, Director of Economic Development; Brett Deichler, Unified Government Clerk; and Monica Sparks, Deputy UG Clerk.

Mayor Garner said before I call the meeting to order, I want to announce that due to COVID-19, some commissioners, staff, and public are attending remotely via Zoom, by phone or onsite. All participants joining by phone should mute their phones when not speaking to avoid background noise.

During the meeting, please make sure that you announce yourself by name and title every time you speak so the public that is observing knows who is speaking. This is critical given the number of remote participants and is current guidance from the Kansas Attorney General's Office.

Due to COVID-19 requirements, the public is allowed to participate by Zoom or submit comments by email prior to the meeting. Those comments will be included in the record of this meeting. The public will also have an opportunity to provide brief comments from the lobby of the Municipal Office Building.

I will now call this meeting to order. I'll ask the Clerk to please conduct the call roll.

Roll call: Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Sites, Garner.

Mayor Garner said the invocation is being given by Commissioner Harold Johnson of Faith Deliverance Church of God in Christ, followed by the Pledge of Allegiance.

Mayor Garner said I'll ask the Clerk, if there are any revisions the agenda?

Monica L. Sparks, Deputy Unified Government Clerk, said, yes, Mayor, there was. A blue sheet was issued removing original Item No. 3, a resolution authorizing execution of the Teamsters Local No. 955 contract.

A new Item No. 3, under the Administrator's Agenda was added to tonight's agenda for a Visit KCK discussion. Those are all the changes.

MAYOR'S AGENDA

Item No. 1 – 211364...ORDINANCE: MAYOR BENEFITS AMENDMENTS

Synopsis: An ordinance amending the benefits of the Mayor as it relates to accrued vacation time, compensatory time, and sick leave, submitted by Misty Brown, Chief Legal Counsel.

Misty Brown, Chief Counsel, said before you tonight, Commission, you have an ordinance that was brought forward at the request of the Mayor. Before I go into the ordinance, I want to take a step back and look at the history a little bit. So Chapter 3 of our charter sets out the compensation and benefits of the Mayor. It loosely states that during consolidation and the study that the Mayor of the Unified Government was going to receive the same salary and the same benefits as the Mayor of Kansas City, Kansas at that time.

Once the Unified Government was fully formed, they went and adopted Resolution No. 1, which then was codified in Chapter 2 of our Code of Ordinances. In that Chapter 2, also, is an ordinary ordinance 2-58, which sets out the compensation and benefits of the Mayor. It also basically reiterates that the Mayor of the newly formed Unified Government is going to receive the same compensation and benefits as the Mayor of KCK before consolidation. Well, as time went on, in 2017, the Commission voted to amend the compensation of the Mayor and so they looked at that because at the time it was decided it wasn't basically sufficient enough for what this position would entitle and that the consolidation study didn't intend to set the compensation and perpetuity at that level.

What we have here today is this request for an ordinance revision. Essentially, what it speaks to is the benefits that an elected official obtains. Traditionally, an elected official is not going to accrue sick time, vacation, personal time, or compensation. Practices in the Unified Government has been to treat the Mayor somewhat like an employee, and that prior Mayors have been able to track and log vacation, sick, personal time, comp time and use this time and then upon leaving office they are paid out of that.

Mayor Garner came to me and asked about this practice and why it was this way. We went back and explored some of the history. He would like to clarify that as an elected official, he does not believe that he should be accruing vacation, sick time, or being paid out of on it for leaving office. When you look at the practicality of it, prior Mayors have been keeping time sheets and logging this time which is cumbersome for an elected official. No other elected official does this.

The ordinance change that you have before you go in there and clarifies that the Mayor is going to get the compensation that was already amended in 2017, and it goes in and specifically states the Mayor, as an elected official, is no longer going to accrue or being paid out for vacation, sick, personal time, or comp time upon leaving office. With that, Mayor Garner, if you'd like to speak to it or if there is any questions, that's the end of my summary of what this ordinance does.

Mayor Garner said are there any questions or comments of our Legal Advisor?

Action: **ORDINANCE NO. O-23-22**, "An ordinance amending the benefits of the Mayor as it relates to accrued vacation time, compensatory time, and sick leave."
Commissioner Ramirez made a motion, seconded by Commissioner Townsend, to approve.

Commissioner Stites said I think it would be beneficial for us, Mayor, if you could let us know what's driving this and behind it and why. Let us hear a little bit about it.

Mayor Garner said sure. Ms. Brown hit on it. I just believe as an elected official I should not be paid out any compensation outside of what was approved in the ordinance, upon my end of tour as an elected official. I believe the benefits are spelled out in the Charter Ordinance as to what my compensation is. I don't believe that I should be entitled to any additional compensation outside

of what the Commission approved as written in the amended Charter Ordinance. I believe that's what our Legal Counsel indicated. If you want to follow up with that, Ms. Brown?

Ms. Brown said I think you clarified it, Mayor. There was debate in 1997 whether or not the Mayor should obtain vacation and sick time. In fact, an outgoing Mayor had raised that. The position at the time was no, as an elected official, you do not raise that.

This issue then went in front of the Kansas State Wage and Hour. That determination came back in favor of the Mayor at the time and said, well, since your keeping timesheets, your being treated as an employee. They cited this language in the ordinance, specifically, such other benefits to find it was in favor of the Mayor obtaining this vacation time. And so then, because of that, past practice has been to pay out vacation and sick time and allow for the accrual of it. The practicality of it can become clunky. I would say Mayor Garner raised the issue and wanted it clear that he's an elected official and should not be tracking or using vacation or sick time.

Commissioner Stites said well, with what you've said, I appreciate that. Whatever motivating factor, personal conviction, or I agree with. I respect you for bringing this to us. I think it would be no different than a commissioner in the same position. We are elected. We know what we're doing before we get in here, and if not, you haven't done your homework. We know what the package is, and I commend you for it.

Commissioner Davis said this won't apply to the staff of the Mayor, right? Even though, it could be argued, it's kind of within that 4-year term, it's just impacting you as the Mayor, correct?

Ms. Brown said that is correct, Commissioner Davis. They are employees of the Unified Government, and they do accrue vacation. It's very clear, even looking at that old 1997 case and just our HR Guide, they're employees, they accrue it, this is only pertaining to the Mayor.

Mayor Garner said is there any other questions or discussions? I'd just like to make it clear. When I'd seen that, I just didn't feel like, as an elected official, that I should receive any additional benefits that is not given to any other elected official. I have a personal conviction about that. I know it is a benefit that was there. Just me, personally, I wanted to bring clarity to that, that what the Commission had approved as part of the Mayor's salary and compensation and benefits. What

I should be entitled to, that is reflected in the Charter Ordinance, and I should not receive any more than that.

Commissioner Bynum said thank you, Mayor. I am sorry to raise my hand late but your comment made me think of other elected officials that really are considered full-time, our Register of Deeds, a District Attorney, and a Sheriff. I do recognize the District Attorney is, I believe, mostly governed by state statutes, but if I'm not mistaken the Unified Government budgets for his salary. I'm curious, do we know with the other three full-time elected officials that I've mentioned, and there may be more that I'm not thinking of, what our policy is there? Or does that relate more to an HR issue than a Charter issue?

Mayor Garner said I'll let Misty speak to that. We only identified for discussion tonight is what was applicable to the position of Mayor, which involved me. I did not ask for any other elected official be brought forward, other just than bring clarity as to the benefits compensation that I received. I didn't want to receive any additional benefits or compensation outside of what was in the actual Charter Ordinance. I'll let our Chief Legal Counsel speak to that other half of your question.

Ms. Brown said that is a good question, Commissioner Bynum. I want to make sure that I'm giving a very accurate answer on this. We did go and look at what other elected officials were doing. I do not believe the Sheriff or the District Attorney—I know the Commissioners do not accrue vacation. I don't believe the other elected officials do either. I don't believe that they do timesheets. I'm a little bit fuzzy on the Register of Deeds. I don't believe that she does, but I would like to get back with you on that. I would say that this ordinance, like the Mayor says, does just apply to him and not the other electives.

Commissioner Bynum said I appreciate that, and if you could just let us know, that would be perfectly fine. Thank you. **Ms. Brown** said I will take care of this tomorrow.

Mayor Garner said any other discussion? Seeing none, can I have a roll call, please?

Roll call was taken and there were ten “Ayes,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 2 – 211358...COMMUNITY INPUT: DISCUSSION WITH PUBLIC

Synopsis: Public forum to allow citizens to express concerns and present solutions relating specifically and solely to the Unified Government’s span of interest and control. Participants will be limited to two minutes in duration. Citizens appearing in the Municipal Office Building lobby will be given priority, followed by a limited number of participants who have registered online through the Unified Government Clerk’s Office. Those who have registered online may not be given an immediate opportunity to participate due to time constraints to be determined by the Mayor/CEO. If time allows, persons listening online who wish to make comments will be recognized. All interested participants should know that Mayor/CEO Garner has also placed a maximum time limit of 45 minutes to host and conclude these discussions. In the interest of time, there should be no expectation for requested participants guaranteed inclusion to be recognized for comment and participation, submitted by Mayor Garner.

Mayor Garner said this item was put on the agenda. As we know, there are seven task forces that had been brought forward. Those that want to be involve in those Mayor’s Task Forces which are being chaired by several of our commissioners, those members in the committee that want to be involved, that window has closed. But we wanted to be able to allow those that aren’t able to be involved in those seven commissioners, to at least be able to have some type of input on good things that this Commission is doing, or items of interest, concern, or problems with recommendations that we can forward to those seven committees for consideration. Those considerations involve, again, things that are actionable. When I say actionable, I’m talking about things that can be brought to the full commission for consideration, for budgetary considerations and also be brought to the Commission for policy or ordinance changes or additions or things that can be brought to the Administrator for processes and changes with staff. This is just furthering that. At this time, as part of this agenda, I will now open public comment. I’ll ask the Clerk to provide a synopsis indicating how many comments are submitted to the Clerk’s Office.

Ms. Sparks said, Mayor, there were no comments received through the Clerk’s Office. We have three people in the lobby to speak.

Mayor Garner asked is there anyone in attendance in the lobby who would like to speak on this item? If so, staff will call your name to come to the podium in order that you've signed up. Once you have been acknowledged, we ask that you provide your name and city of residency for the record. We will give you a specific timeframe for those appearing in the lobby to speak.

Reece Towers, Kansas City, Kansas, said my concern is we are the poorest county with the highest taxes. What are we doing as far as the financial stability of our county? There are areas that's growing and then there is areas that is lacking. Is there—overall an audit being done, or can the community request an audit? To me there is a lack of, in certain areas, and there's growth in certain areas. I think there's a huge concern with the imbalance in our community and the financial stability. On behalf of me, and myself, and our organization, we are calling for an audit from the BPU, from the Unified Government. If we can get to whoever's connected to the Unified Government, we are pushing for an audit to be done overall to see where's the money going and why there is money in certain areas and no money in other areas.

Mayor Garner said let me be clear, I apologize. Everyone wanting to speak will be given two minutes to state your comments. Staff will announce when you have one minute remaining to give you time to wrap up your comments. This meeting will be conducted in accordance with the rules of procedure and if remarks are determined to be out of order, I shall instruct the speaker to stop making such remarks and declare them to be out of order. Derogatory and improper language or actions will not be tolerated. If you persist with such derogatory statements, you may be asked to leave, or your comments will not be entered into the record. Again, I'll turn it over to staff in the lobby.

Jontell Jones, Kansas City, Kansas, said I'm a business owner of several businesses here. We have an issue that we want to discuss with Mr. Mayor, commissioners, about diversity and inclusion and also perhaps putting together a board for fairness. We've got several developments going on in Wyandotte County. We feel like we're not being treated fairly as others, or other developers that have been before us, or in this county. We would like some input on that or getting some help with getting some things done to build this city up the right way, alright?

Carlos Maderos, Wyandotte County resident, said my point is I've invested money in Wyandotte County for over 20 years now. I believe we always got the [inaudible] in Wyandotte County. I love Wyandotte County and I like to invest money here. The deal is with inspectors. Beginning with the problems I see, and I think we should do better, or Wyandotte County can do better in that part, is get more education to inspectors. We like a Spanish community. There is one inspector in there [inaudible] not feel safe. I invest money. I like to give and stay in Wyandotte. I'd like to see changes. The problem we have. **Allie Facio, UG Clerk** said one minute remaining.

Mr. Maderos said the other problem we have, when we call the inspectors, when we call the Unified Government, it's taken forever to get a phone call back. I think that should be changed. Part of the deal is, I'm thinking is to hire more people and pay better because right now, the inspectors, I've got like nine employees on my side and they do probably well in the Unified Government pay to like inspectors. That's my point.

Celisha Towers, said I'm sure you all know who I am, I'm technically the sheriff since 2017. We have a major issue when it comes to voting in Wyandotte County. A lot of individuals that sitting on this Commission or board, technically, we don't even know if they have been elected to their position. So I present that we have a full audit as well. Not only in every single department in this Unified Government, that we have a full audit with the Election Office to make sure that these commissioners that going against Safe and Welcoming that they're even supposed to be in their positions. With that being said, any development also that is happening in the community, I purpose that 25% goes to at least black-owned developers, 25% goes to Hispanic developers. If there's discrimination going on there should be a play even the field when it comes to development in this community.

Sharita Martin said I'm coming to you with concerns for the area in and through N. 38th Street and Leavenworth Road. I'm an advocate that you can't fix what you don't know. But just to mention a few problems, we have a lot of shooting that's going on. When the police are called, they always say that they don't hear it, or they say they can't go upon the property because it says "No Trespassing". There's a big gate. My response to them is always, well, you're the police, right? The whole problem there is no policing. That should be looked into. As far as parking

violations in that same area, specifically, 36th & Oak, there is a consistent wrong side of the street parking. There is no police presence, so they're not changing their habit. As far as building permits, there was a man that came in the neighborhood from Johnson County to renovate a home. He did a whole roof. He did a foundation repair with no visible permits. That was on N. 39th St. **Ms. Facio** said one minute remaining.

Ms. Martin said I went to check, they said none we're issued. I didn't follow up on that but, if there is no consistency as far as requiring building permits, then it shouldn't be enforced. I personally know someone who had to tear down something because the inspector came through and they didn't have a permit. I would just like to see in that area—it seems that we have inactive representation, and I would push that Gayle Townsend, I implore you to do the work. Don't just sit in the seat, do the work.

Carolyn Wyatt, 359 Troup, said I'm here this evening on behalf of young people. There are Community Centers in the area, inner city, and they need to be funded when they're running like a Community Center. One thing about Wyandotte County, what they don't do is invest in the young people and the senior citizens. On behalf I'm speaking for the young people, and senior citizens. I think the Community Centers need to be funded. They need programs, not just basketball. The Detention Center that they built is not a Community Center, which some people think that's a Community Center. Those kids are locked up. I'm here on the behalf of—and most of the commissioners know I've been speaking about this for years, about the Community Center. Beatrice Lee on 10th Street, it needs to be fully funded where you have a person there that's running programs all year long. **Ms. Facio** said one minute remaining.

Ms. Wyatt said not just a guy there for basketball. That's not serving our community, thank you.

Jyan Harris, former Sheriff's Deputy, and former KCK Fireman, said I'm sure everybody looking at me probably recognizes that name. I'm here to simply ask—speaking for myself now. Why after spending 20 years of serving this country, this county, and this community, and then another five years of waiting to go to court and trial, that now I have a system—you have a lawyer negotiating my case that says he doesn't have to bring my issues to you guys, and he can keep on negotiating with my team the way he is and not allowing me to move on, to take care of my family

and take care of my personal business. Last week, I got a bill for \$2,400 for taxes to the county and the community that I need to pay and they're due. I find that very ironic when the county and the community owes me \$2.4M. I'm asking for your help in getting this resolved so I can move on with my life and take care of my family during this COVID situation like everyone else.

Nakia Hope said I'm here on behalf of the concerned citizens for Old Quindaro. I really just wanted to bring to you all's attention the Old Quindaro area. We have been fighting for the area since the 70s, since back in the 70s when they were trying to do a landfill in the area, and we've always fought to preserve the history of the area, the rich culture that it has, and how it has positively impacted the community. We've always fought for the educational resources that it could provide to our youth. I am really here just to bring light to the area so that you all are aware of it and the help that it needs. We're constantly fighting with dumping. We're constantly fighting with vandalism on the Old Quindaro cemetery. Often, we go and survey the area. There are bullets on grave markers on the area. Fencing has been knocked down, and we're constantly calling on the city to help us in keeping the area clean and helping us foster an environment where we can help. **Ms. Facio** said one minute remaining.

Ms. Hope said we really just want to reach out to you all to get it in your ear that we do need help with the area, and we see a bright future for the area. We would appreciate any help that you all could offer to helping us revitalize the old Quindaro area.

Brett Deichler, Unified Government Clerk, said Mayor, we have no additional attendees in the lobby wishing to speak.

Mayor Garner said I'll ask if there is anyone joining us virtually who would like to speak. If so, please raise your hand to be recognized. Once you've been acknowledged. We ask to provide your name and city of residence for the record. You will be given two minutes to state your comments. Staff will announce that you have one minute remaining to give you time to wrap your comment. I'll turn it over to the Clerk's Office.

Melvin Williams said I piggyback off of the sentiments of what pretty much everybody else that's in the lobby. I feel that we should bring back the Urban Initiative Program. If you can build out

west, then companies, just like the people, I think it's Margaritaville, other companies like that should be able to put funds into Urban Initiative Program to build back down in the northeast area because every other part of town is getting built up except for the urban core. Another thing is, I still talk to Unified Government employees and a majority of them are ready to quit because they don't get raises. I feel like if you can give one man a million dollars to walk out the door, you can afford to give the rest of your city employees raises. Another thing is, fund Parks and Recreation. Give them a little bit more money. **Ms. Facio** said one minute remaining.

Mr. Williams said I just ask the full commissioners just up there, in my opinion, only sitting in seats just to have a [inaudible] worthy material. They have to get more engaged in their community. These people sitting up here, they're not lying. You need to be more engaged in your community. If you want the check and the title, be more engaged. Thank you.

Ms. Sparks said there are no other hands raised online.

Mayor Garner said thank you. I'd like to thank all those who expressed their concerns and presented possible solutions. Now we go to the regular Consent Agenda.

CONSENT AGENDA

Mayor Garner said does any member of the Commission or County Administrator wish to set aside any item on the Regular Consent Agenda? If an item is not set aside, all items on the Regular Consent Agenda will be voted on by one vote.

Action: **Commissioner Kane made a motion, seconded by Commissioner Ramirez, to approve as submitted.**

Mayor Garner said I've got a motion and a second. Is there any discussion? Seeing none, I'll call roll call.

Roll call was taken and there were ten "Ayes," Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 1 – 211289...RESOLUTION: AMENDING MASTER EQUIPMENT LEASE - PURCHASE AGREEMENT WITH BANC OF AMERICA PUBLIC CAPITAL CORP.

Synopsis: A resolution authorizing the Unified Government of Wyandotte County/Kansas City, Kansas, to amend its Master Equipment Lease purchase agreement with Banc of America Public Capital Corp., the proceeds of which will be used to pay the costs of acquiring and installing certain equipment. On February 7, 2022, the Economic Development and Finance Standing Committee, chaired by Commissioner Burroughs, voted unanimously to approve, and forward to full commission.

Action: **RESOLUTION NO. R-12-22**, “A resolution authorizing the Unified Government of Wyandotte County/Kansas City, Kansas, to amend its Master Equipment Lease Purchase Agreement with Banc of American Public Capital Corp., the proceeds of which will be used to pay the costs of acquiring and installing certain equipment.” **Commissioner Kane made a motion, seconded by Commissioner Ramirez, to adopt the resolution.** Roll call was taken and there were ten “Aye,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 2 – 211293...APPROVAL: 2021-2022 BUDGET REVISIONS - FIRE DEPARTMENT

Synopsis: Approval to revise the 2021 and 2022 budgets of the Kansas Avenue Fire Maintenance Facility Project to include the Fire Department Quartermaster Project, submitted by Kathleen VonAchen, Chief Finance Officer, and Jack Andrade, Deputy Fire Chief. On February 7, 2022, the Economic Development and Finance Standing Committee, chaired by Commissioner Burroughs, voted unanimously to approve, and forward to the full commission.

Action: **Commissioner Kane made a motion, seconded by Commissioner Ramirez, to approve.** Roll call was taken and there were ten “Aye,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 3 – 211363...NOMINATIONS: BOARDS AND COMMISSION

Synopsis: Nomination for Boards and Commissioners:

- John Altevogt to the Landmarks Commission, 2/24/22 to 12/15/25, submitted by Commissioner Stites.
- William Barajas to the Law Enforcement Advisory Board, 2/24/22 to 12/15/25, submitted by Commissioner Stites.
- Duane Beth to the Law Enforcement Advisory Board, 2/24/22 to 12/15/25, submitted by Sheriff Soptic.
- Karen Daniels to the UG Park Board, 2/24/22 to 12/11/23, submitted by Commissioner Johnson.
- LaDora Lattimore to the Housing Authority, 2/24/22 to 12/15/25, submitted by Commissioner Burroughs.
- Scott Mackey to the UG Park Board, 2/24/22 to 12/15/25, submitted by Commissioner Kane.
- James Schraeder to the Landmarks Commission, 2/24/22 to 12/15/25, submitted by Commissioner Davis.

Action: Commissioner Kane made a motion, seconded by Commissioner Ramirez, to approve as submitted. Roll call was taken and there were ten “Ayes,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 4 - MINUTES

Synopsis: Minutes from regular session of November 18, 2022, and special session January 27, 2022.

Action: Commissioner Kane made a motion, seconded by Commissioner Ramirez, to approve as submitted. Roll call was taken and there were ten “Ayes,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 5 - WEEKLY BUSINESS MATERIAL

Synopsis: Weekly Business Material dated January 27 and February 3, 2022.

Action: Commissioner Kane made a motion, seconded by Commissioner Ramirez, to receive and file as submitted. Roll call was taken and there were ten “Ayes,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

PUBLIC HEARING AGENDA

No items.

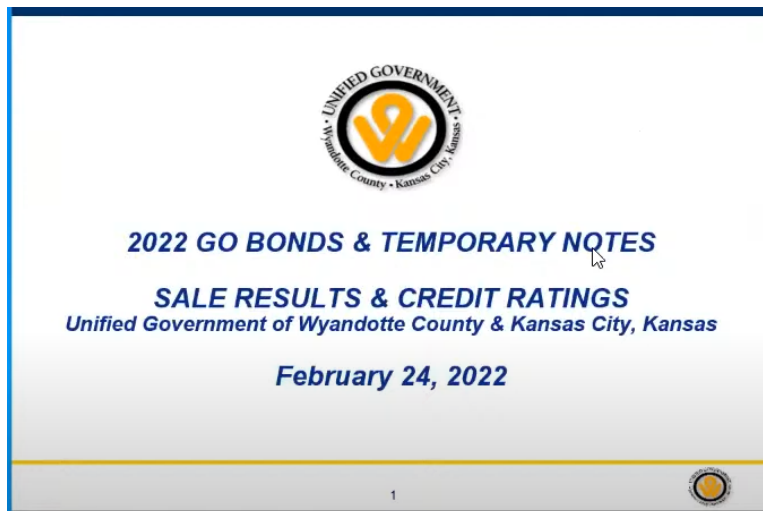
STANDING COMMITTEES' AGENDA

No items.

ADMINISTRATOR'S AGENDA

Item No. 1 – 211361...RESOLUTION: SALE OF GENERAL OBLIGATION NOTES

Synopsis: A resolution authorizing and directing the issuance, sale, and delivery of Municipal temporary notes, Series 2022-I, submitted by Deborah Jonscher, Deputy Chief Financial Officer.

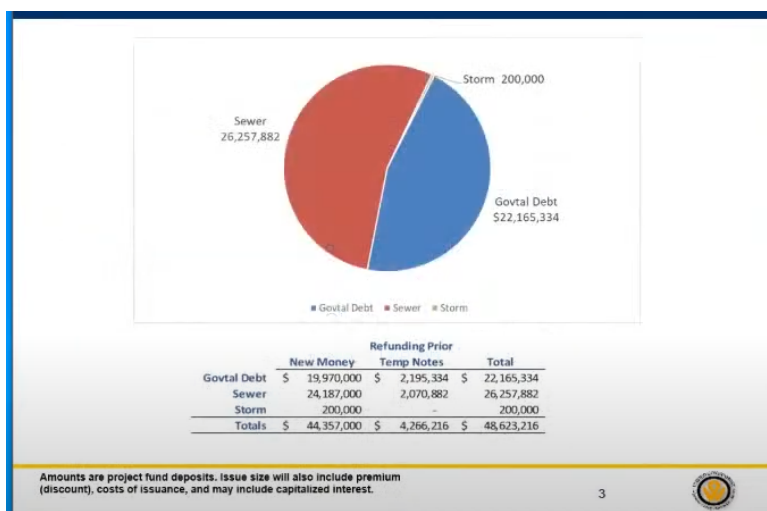


Debbie Jonscher, Deputy Chief Financial Officer, said I do have a short presentation. This is for items 1 and 2. We are here tonight to report the results of our bond sale that was held earlier this morning.

2019-2021	♦ All capital projects approved by Commission
December 16	♦ Sale resolution approved by Commission
February 7	♦ Rating Agency Presentations
February 18	♦ Receive Ratings
February 24	♦ Bond/Note Pricing
March 3	♦ Posting of FOS
March 24	♦ Closing
April 1	♦ 2021-I Temp Note Payoff

What I'm going to start doing is just go through the timeline of what we've been working on over the last several months. I will just note that all the projects that were included in the bonds and notes have been our capital projects that have been previously approved, as well as authorized for debt issuance by the Commission.

Back on December 16th, we had a sale resolution that was approved by the Commission that listed out all of projects with their authority on what could potentially be financed. On February 7th, we held ratings calls with Standard & Poor and Moody's with presentations. I'll have a little more information on that later in the presentation. We received those ratings on February 18th, and we are here tonight to ask for approval for the resolutions and ordinances, which this fulfills our obligation to finance the projects that were approved that have been ongoing, some of them probably for several years. The closing on the bonds and notes will be March 24th and then on April 1st, we'll pay off the 2021 temp note.

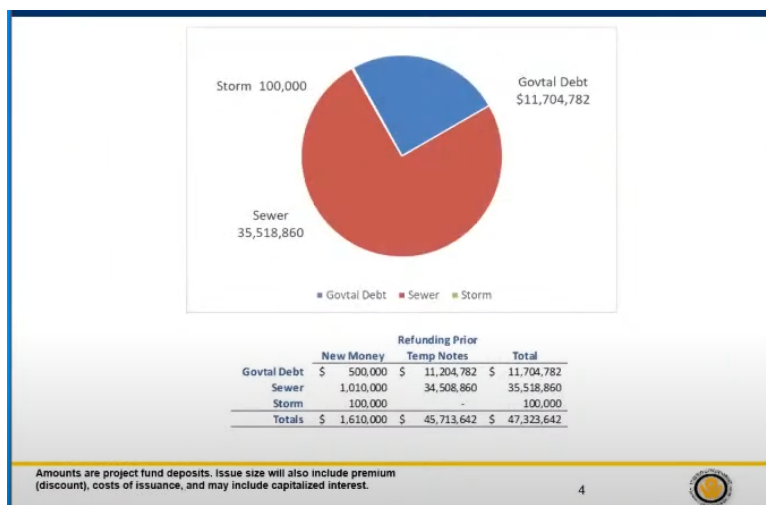


The next two slides, I'm just going to go through a little bit of detail on the temp notes and the bonds and just talk about what's in them.

This first one is the temp note series. It shows the breakdown here of the projects that are included. We have the governmental debt, sewer debt, as well as just a few stormwater projects. Under the governmental debt, we have about \$22M and that includes payment preservation project, street improvements, bridge, and traffic improvements, as well as a new fire station, and the police tow lot and CSI lab. Under the sewer we have about \$26M in projects, that includes the Kaw Point Bio Solids, the Wolcott Expansion, and other sewer system improvements and upgrades.

I will just note that all of the projects for the sewer fund are directly attributable to the consent decree that was signed several years ago. If you recall, the consent decree estimated that we would probably spend around \$900M out over the next 25 years for projects to upgrade our combined sewer systems. All of the projects that are included in here are attributable to that consent decree. Also, all of the debt service payments for these sewer projects are paid back with sewer revenues.

Then we have just a couple of projects on stormwater. These are annual system improvements. There are two projects totaling \$200K. I will just note, we've also been talking about the stormwater WIFIA Program. These projects are not attributable to that program. These are annual projects—we have annual amounts every year just to make upgrades and improvements to the system and these are not part of the WIFIA Program. The program is a separate program, and these projects are not part of that.



This next slide is the General Obligation Bond Series. Also showing the same, we've got governmental debts, sewer, and stormwater. The governmental debt is \$11.7M and includes more street improvements, payment preservation, as I said bridge and traffic, as well as some facility repairs.

The sewer debt, same thing, the Wolcott Expansion as well as we have other sewer system upgrades. And, as I stated, these are all paid. The debt service for the sewer is paid with sewer revenues. All of it is attributable to that consent decree. On the bonds, there is just one project, and it is an annual system improvement, and it is also not related to the WIFIA Program.

BONDLINK

- Bond issue was a competitive sale
- Promoted on UG Investor Relations BondLink website at www.wycokkbonds.org/unified-government-of-wyandotte-county-kansas-city-ks-investor-relations-ks
- At pricing date 2/24/2022, total interest cost (TIC):
 - Series 2022-A GO \$44.8 million (principal)
 - \$16.9 million Total Interest Cost (TIC) or 2.57% thru August 2042
 - 6 bids; Winning bid: Robert W. Baird & Co., Inc.
 - Series 2022-I Temp Note \$49.0 million (principal)
 - \$624,000 Total Interest Cost (TIC) or 1.25% thru April 2023
 - 6 bids; Winning bid: Oppenheimer & Co., Inc.

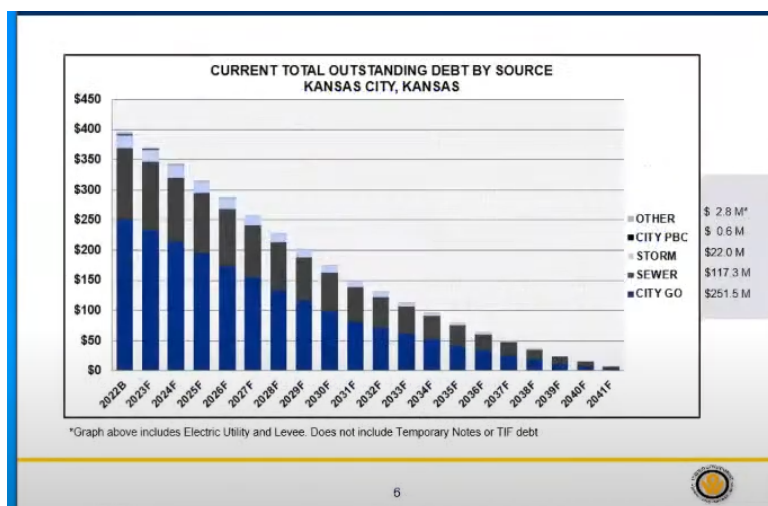
This is a little information on the sale. The sale today was a competitive sale. We took bids for that. We also promoted the sale on BondLink, which is an investor relations site. We used this as a resource to advertise our bonds for sale to get the word out that we are selling bonds.

Today's pricing for the bond issue, it was \$44.8M in principal. The interest rate was 2.57%. It's a 20-year bond issue and it matures in August of 2042. Over the life of the loan, we will pay \$16.9M in interest. We received six bids. The winning bid went to Robert W. Baird.

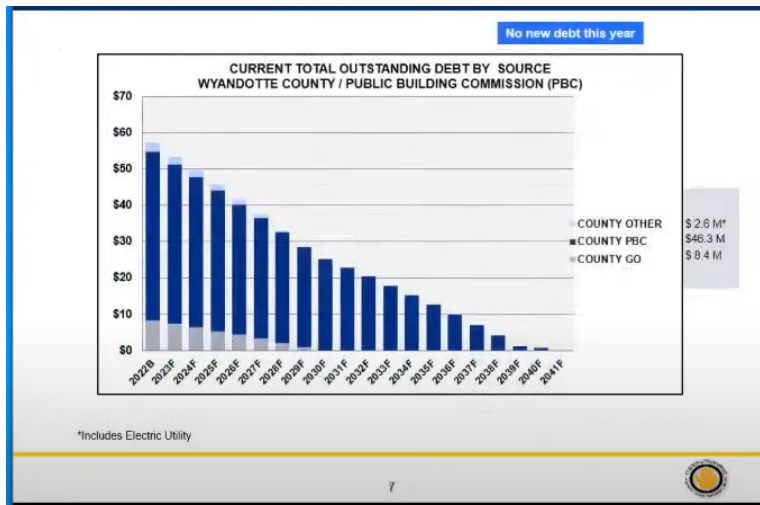
Just for comparison, I will note that in 2021, our interest rate on a 20-year bond was 2.05%, and in 2020, it was 2.13%. We are up a little bit higher than we were over the last two years, but still pretty much in the same range.

For the temp notes, it's a \$49M principle note. The interest rate is 1.25%. It's a one-year note. It matures on April of 2023, and we will pay \$624K in interest for that one-year temp note. We also received six bids for the temp note with Oppenheimer & Co. receiving the winning bid.

For that one, I will just note last year, we received the temp note, was about the same size, but the interest rate at that point was 0.3%. Last year interest rate for the notes was considerably lower. However, in 2020, the interest rate was 1.14%, so, we're just a little bit higher than where we were pre-pandemic. So, we feel that these are favorable rates and these issues do fulfill that obligation to finance the projects that were previously approved.



The next two slides just show a breakdown of our outstanding debt. Here, we are showing the City of Kansas City, Kansas. We've got each of the revenue sources broken out. We got the City GO. All of these are issued as General Obligation, however, as I stated, the sewer and stormwater revenues do pay for their portion of the General Obligation Debt.



This next slide is the County General Fund Back Debt. The largest portion here is the County Public Building Commission Debt, which includes improvements that we did about 8 years ago for the Emergency Radio System as well as the Juvenile Center. So that's what included there.

Credit Reports Found at: <https://www.wyockck.org/Departments/Finance/Reports>

S&P: AA (Outlook: Stable) – February 18, 2022 - Report Comments

The rating reflects the strength of the UG's management team, which has demonstrated a history of conservative budgeting practices, leading to actual results outperforming budgeted assumptions. The strength of the UG's financial performance is particularly notable, given its relatively high fixed costs related to debt, pension, and other post-employment benefits (OPEB) liabilities.

The rating also reflects that, while the UG's economy is considered weak relative to that of peers because of its lower-than-average wealth and income indicators, there has been steady growth and expansion of the tax base in recent years, which is likely to continue as a variety of economic development projects and redevelopment initiatives are underway.

Factors that could lead to a future upgrade include:

- 1) Economic indicators improvement to levels comparable with those of higher-rated peers, and
- 2) Improvement in the UG's debt, pension and OPEB profile, while maintaining very strong reserves.

Factors that could lead to a future downgrade:

- 1) Persistent operating deficits lead to the UG's reserves falling below its policy level and are not replenished within a reasonable timeframe.

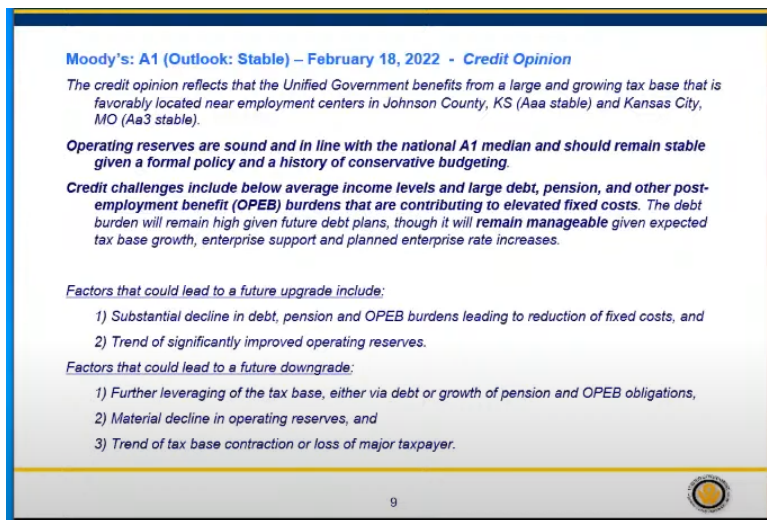
The next two slides I'll talk about the credit ratings. As I said, we had credit rating presentations with both Standard & Poor and Moody's. Both rating agencies affirmed our current ratings.

Standard & Poor, we are AA with a stable outlook. We just listed out some of the comments that they put in their report. I did list the link if you would like to read the full report. So, they're out there. We can also provide if needed if you have problems with the link.

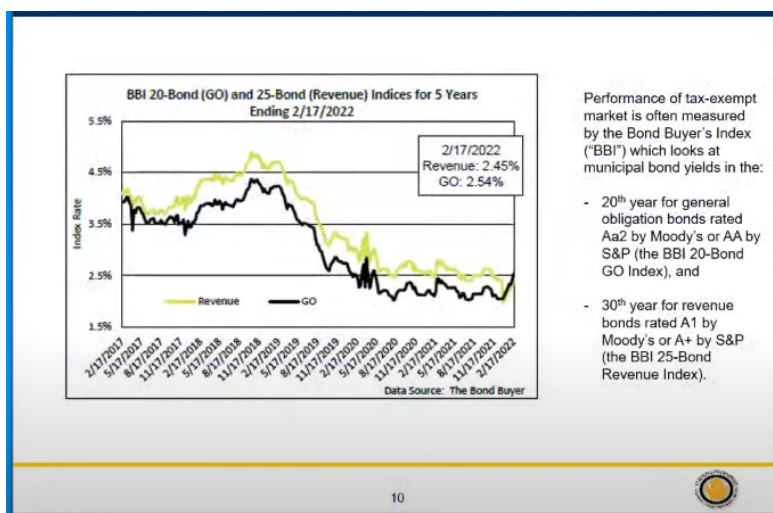
It just reflected that our strengths are the UG Management Team, demonstrated conservative budgeting practices and our actual results outperforming our budget assumptions. They've noted that while our economy is considered weak, relative to that of our peers due to

lower-than-average wealth and income indicators, steady growth and expansion of the tax base, and the economic development projects duly affirm, I think, that redevelopment is underway.

Also listed out just some factors that could lead to either an upgrade or a downgrade in the future. Economic indicator improvements as well as improvement in the UG's debt while maintaining very strong reserves. Factors that could lead to a downgrade could be persistent operating deficits in the UG's reserves falling below our policy levels.



It's the same information for Moody's. Our rating with them is an A1 with a stable outlook. Pretty much the same information. Operating reserves, they expect to remain stable, along with our history of conservative budgeting. Mostly the same information, things that could lead to an upgrade, the decline in debt or significantly improving the operating reserves, as well as factors that could lead to a downgrade. All of this information is listed in full in their report.



This next slide is just—we just showed this as a comparison. Performance of the tax-exempt market is often measured by the Bond Buyer Index, so we just pulled the latest data as of February 17th, just shows the interest rate trends over the past five years showing the comparison between the 20-year General Obligation Bond and a 25-year Revenue Bond. You could see that back in 2017, the rates were fairly close and then they developed a little bit of a gap that kind of remained pretty much until this year. Now, they are back, closer together. Just showing a little bit of the comparison between the rates there.

Approve bond resolutions & ordinance

- Resolution:
 - Sales of City Municipal Temporary Notes Series 2022-I
- Ordinance and Resolution:
 - Sales of City General Obligation Bonds, Series 2022-A

So, my last slide is we are asking for approval of the bond resolutions and ordinance for the temp notes and the General Obligation Bonds. I would like to just publicly thank Elizabeth Birdman and her staff at Baker Tilly, as well as Gina Riekhof and Kevin Wempe at Gilmore Bell and their staff for helping us to facilitate the sale today. There's a lot of work that goes—pretty much all

year long it seems like we're working on a bond issue in some form. But then the last few months is really when it all comes together. Just wanted to say thank you, and with that, I will stand for any questions anyone might have.

Major Garner said does any members of the Commission have any comments or questions?

Commissioner Ramirez said thank you, Debbie, for the presentation and thank you to all the staff and outside organizations who helped with this. Question pertaining to the interest rates. And this is—it might be hard to answer my question because it is looking to the future-on-future temp notes and GO bonds that we might issue or approve in the future. The Federal Reserve has made known that they might increase the rates. How will that affect us in the future, or maybe later this year if we were to issue more bonds? Would we see higher interest rates?

Ms. Jonscher said we could. We were actually expecting, I think at the beginning of the year Baker Tilly ran some additional analysis, and our expectation was that our rates might have been a little bit higher than they were today. But they did actually come in a little bit lower. I don't remember exactly what they were projecting. I believe they are on the line if you'd like that information. But we were expecting rates to go up. I believe there was an increase in rates, I thought within the past week, which is why we were expecting rates to be a little bit higher. If they continue to increase, then yes, we would expect future issues to result in a higher interest rate on issuing that.

Commissioner Ramirez said that's what I figured, but I just wanted to make sure that my assumption was correct.

Commissioner Stites said was the same two bond rating companies used back in 2020 and 2021? I didn't get the interest rates, but I know they were lower, like 2.0% something, and then a 2.1%. If so, was our bond rating, has it stayed the same if these were the same two that were used as AA and A1?

Ms. Jonscher said yes. We've used the same ratings from Standard & Poor and Moody's. Since I've been working on the bonds, we've used those same ratings. The ratings have been the same for—we did receive a downgrade from Moody's back in, it was like 2014, I believe, 2014 or

2015, we did receive a downgrade at that point. We were at AA with Moody's, but over the past several years, the ratings have remained the same.

Commissioner Stites said okay, and that kind of goes back to what Commissioner Ramirez was saying with the interest rate of 2.57%, I just was wanting to confirm that it wasn't because of a downgrade in rating. And it sounds like we've been consistent with AA and A1.

Commissioner Davis said if I'm not mistaken, I don't have it in front of me, we approved, I want to say over \$160M, also regarding funding and debt for infrastructure-related costs. Can you all speak to kind of what we approved? I think it was back in December. And you're asking for another, almost \$50M, which is quite a bit of money. Can you provide any insight on that?

Ms. Jonscher said sure. What you approved in December was the sale resolution for this bond issue. So, what we did is we came to you in December and included it, and it was \$163M. That was all of the projects that had been approved by the Commission for debt financing and the total authority that was available to issue debt. What we do is we approve the maximum authority, and then what we have gone through, and then we determine how much of that authority is going to be spent on a project within the next 12 months. Because we don't want to issue money during the year that's not going to get spent. There could be delays, there could still be delays that could cause money on a project not to be spent. But we try to narrow it down to only issue what they're going to spend within the next 12 months, knowing that we will be looking at another temp note issue next year. We haven't issued additional debt. That \$163M, we did not issue that debt. This temp note and bond issue is part of that \$163M, but now it's only \$49M for a temp note and \$44.8M for the bond.

Commissioner Davis said okay. My next question, if I may Mayor, I know these are at least from the last budget, projects that were put in the CMIP that for various reasons were not completed. Debbie, I don't know if you would be the one to answer this. If we issue debt for a project that we do not complete, what happens to that funding? Do we put the money back? Do we still have to pay it off? Do we reallocate it? What happens with incomplete CMIP projects?

Ms. Jonscher said so, we issue temporary notes in the beginning of the project, during the construction phase. Some projects can be completed within a year, some of them take 2-3 years. We have a maximum that we can issue on a temp note for any particular project is four years. The project needs to be completed and moved to permanent financing within four years. So, if we

issue money on a project for one year and it doesn't get completed, we have the option to roll it over into another temp note for another year, or if we know that—say the project's 75% complete, and we know that the last portion of its going to be finished within the first quarter or second quarter of the next year, we can choose to go ahead and just move that project over to a permanent bond at that point. If we issue money and we determine that, say a project gets delayed and they determine that, for whatever reason, it might not move forward, then we would simply take that money and that would be used to pay off the temp note and not reissue it.

Commissioner Davis said if staff, at some point, could get me, and I don't know if my other colleagues would be interested, just some information on the projects that have been in the CMIP that we said we were going to fund issuing debt to fund it and for various reasons, we failed to do so, I think it would be good for us to get just an estimation of what that is. That way, as we go into a new CMIP process, we kind of have an idea on just what is going on. **Ms. Jonscher** said we can provide that.

Mayor Garner said any other questions, comments? Seeing none, I'll entertain a motion for the resolution approval.

Action: **RESOLUTION NO. R-13-22**, “A resolution authorizing and directing the issuance, sale and delivery of Municipal Temporary Notes, Series 2022-I, of the Unified Government of Wyandotte County/Kansas City, Kansas; providing for the levy and collection of an annual tax, if necessary, for the purpose of paying the principal of interest on said notes as they become due; making certain covenants and agreements to provide for the payment and security thereof; and authorizing certain other documents and actions connected therewith.” **Commissioner Ramirez made a motion, seconded by Commissioner Johnson, to adopt the resolution.** Roll call was taken and there were ten “Ayes,” Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 2 – 211362...ORDINANCE/RESOLUTION: SALE OF GENERAL OBLIGATION IMPROVEMENT BONDS

Synopsis: An ordinance authorizing and providing for the issuance of General Obligation Improvement Bonds, Series 2022-A, and a resolution authorizing and directing the sale and delivery of General Obligation Improvement Bonds, Series 2022-A, submitted by Deborah Jonscher, Deputy Chief Financial Officer.

Mayor Garner said our second item is both an ordinance and a resolution authorizing issuance and sale of General Obligation Improvement Bonds, Series 2022-A. I'll ask Debbie Jonscher, Deputy Chief Financial Officer, to make some remarks.

Debbie Jonscher, Deputy Chief Financial Officer, said that's the bond that we were just talking about. The presentation was actually for both items.

A motion was made by Commissioner Markley, seconded by Commissioner Johnson.

Misty Brown, Chief Counsel, said one moment, please.

Mayor Garner said I believe the first vote was for the resolution, so I guess I'm taking a-I got a motion and a second. I just want to be clear that is for the ordinance.

Ms. Brown said one moment Mayor, before we take a roll call. Item No. 1, we had a resolution authorizing and directing the issuance of the temporary notes. And then Item No. 2 contains both an ordinance and a resolution, and I would like to ask Ms. Riekhof, I see that she's on here. Gina, do you recommend two votes for this, or do you believe that one will suffice, since it's essentially the same topic? **Gina Riekhof, Gilmore & Bell**, said one vote would suffice.

Mayor Garner said Chief Legal Counsel, the vote that was taken, is that the vote that would suffice?

Ms. Brown said the vote for Item No. 1 is sufficient. Then, moving onto Item No. 2, which contained both a resolution and an ordinance, I wanted clarification if we needed two votes on

Item No. 2. Bond Counsel has advised she doesn't believe that we do. I think you have a motion and a second on the floor, you could proceed with your vote for Item No. 2, which is both a resolution and an ordinance.

Commissioner Markley said I will confirm that my motion was intended for both the resolution and the ordinance. **Commissioner Johnson** said same for Johnson.

Mayor Garner said so, I need a roll call, correct? **Ms. Brown** said correct.

Roll call was taken and there were ten "Ayes," Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Action: **ORDINANCE NO. O-24-22** "An ordinance authorizing and providing for the issuance of General Obligation Improvement Bonds, Series 2022-A, of the Unified Government of Wyandotte County/Kansas City, Kansas; providing for the levy and collection of an annual tax for the purpose of paying the principal of and interest on said bonds as they become due; authorizing certain other documents and actions in connection therewith; and making certain covenants with respect thereto. **Commissioner Markley made a motion, seconded by Commissioner Johnson to approve the ordinance.**

RESOLUTION NO. R-13-22 "A resolution prescribing the form and details of and authorizing and directing the sale and delivery of General Obligation Improvement Bonds, Series 2022-A, of the Unified Government of Wyandotte County/Kansas City, Kansas, previously authorized by Ordinance No. O-24-22 of the issuer; making certain covenants and agreements to provide for the payment and security thereof; and authorizing certain other documents and actions connected therewith." **Commissioner Markley made a motion, seconded by Commissioner Johnson to adopt the resolution.**

Item No. 3 – 211365...RESOLUTION: AUTHORIZING EXECUTION OF TEAMSTERS LOCAL NO. 955 CONTRACT

Synopsis: A resolution authorizing the County Administer to execute a contract with Teamsters Local No. 955 on behalf of the Unified Government upon ratification of the contract by Teamsters Local No. 955, submitted by J. Renee Ramirez, Director of Human Resources.

Action: REMOVED

Item No. 3 – 211370...PRESENTATION: VISIT KCK

Synopsis: A presentation by Visit KCK Executive Director, Alan Carr, concerning the status of tourism and convention promotion projects and events for the 2022 calendar year, and an update on the Visit KCK budget, submitted by Kathleen VonAchen, Chief Financial Officer.

Mayor Garner said out last item is a new item added by way of a blue sheet. It will be a presentation from Visit KCK. I'll turn in over to Kathleen VonAchen to introduce the presenter.

Kathleen VonAchen, Chief Financial Officer. said I'm happy to introduce our Executive Director of Visit KCK, Alan Carr. Now Visit KCK receives an amount of money from our Transient Guest Tax every year and then we distribute it to Visit KCK to provide services related to the promotion of tourism and conventions in our area. As part of his contract, he is required to provide you an annual update. Today's annual update is that. He's going to talk a little bit about all the projects and events he has planned for 2022. So, take it away, Alan Carr.



February 24, 2022

Alan Carr, Executive Director of Visit KCK, said thanks Mayor and commissioners for giving me a little bit of time this evening to chat with you about what we've been up to. I started the first part of 2020, so much of my tenure has been COVID time, which has been a very interesting time for tourism.

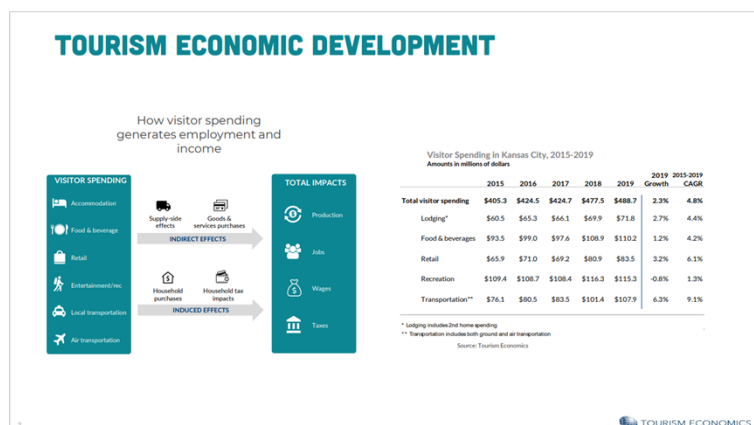


OUR MISSION

Generate economic impact through tourism
by promoting Kansas City, Kansas as a destination
for visitors, conventions, sports and events.

Tonight, I really just want to share a little bit about what we've been up to as an organization, where tourism stands after COVID; and what we have planned for 2022.

One of the first things you might notice is we did change our name, and rebrand it during COVID, so we're now Visit Kansas City Kansas. Previously, we were known as the Kansas City, Kansas Convention and Visitor's Bureau. This really just cleans up our name and makes it a little easier for folks to understand what our mission is. We are all about tourism and all about getting people interested in coming to Kansas City, Kansas, whether that's a visitor, a convention, a sports event, or an entertainment event. We really are an economic development organization. Sometimes that skips over folks as we're all about fun and making sure that people have a good time.



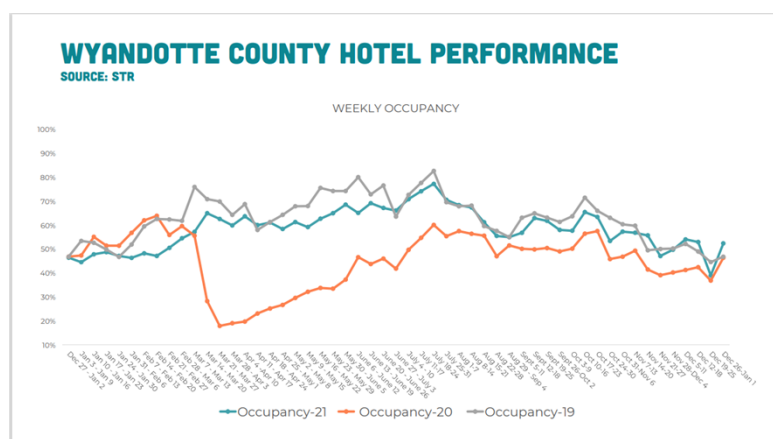
But we're also about collecting money from those visitors. Those are new dollars that come into Kansas City, Kansas. If we can get someone from Wichita or Omaha to come here and spend their money, that provides more money for our local businesses, more tax dollars, and helps ease the burden on local residents.

It's not just those, when we talk about visitor spending and the money that comes into our local economy. It's not just those typical tourism businesses you think about, like accommodations and restaurants, and entertainment venues, but all of those organizations employ companies that will provide linens or other types of services, accounting. So really there's a broad flow-through effect, an indirect effect from tourism on a variety of companies in our community, as well as those employees that are employed by the tourism businesses as well as those indirect suppliers that helps provide additional income to our community.

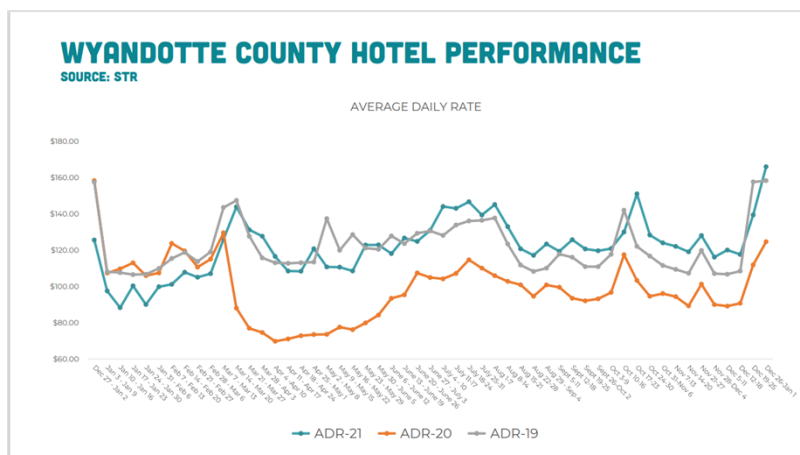
In the most recent data that we have, which is 2019, so it's pre-COVID, there's a study we do with the state of Kansas tourism that's usually a little bit delayed by a year and a half or so because the delay in state data. We know that the tourism spending in Kansas City, Kansas was \$488M in 2019. I think what's really interesting to see is that money is spread throughout a variety of areas. We talk about lodging a lot because that's how we're funded through the transient guest tax. You can see recreation businesses, restaurants, and food and beverage businesses had the greatest visitor spending in our community.



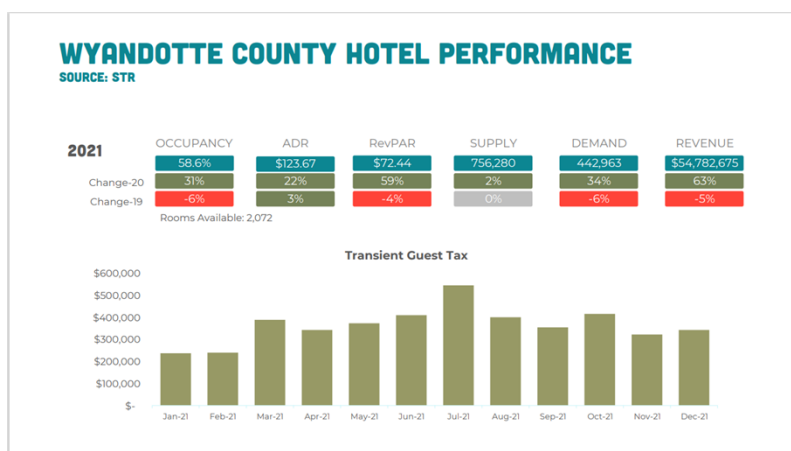
I want to just share kind of what happened in 2021 and where we stand in terms of tourism.



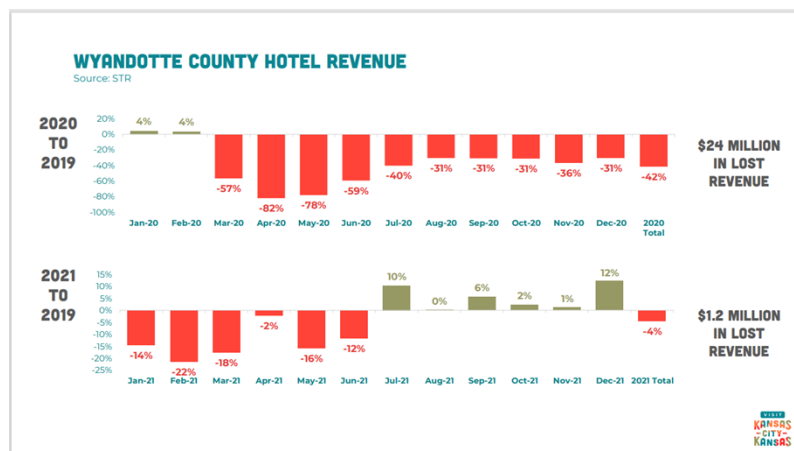
The first thing I always like to share is our hotel performance. As I said, we are funded by the transient guest tax in Kansas City, Kansas. Those dollars are part of what the community collects and so, we think it's important to make sure we know what's happening with our hotels. We get actual data from STR, which gets information directly from hotels. We have a lot of great data here. This shows the hotel occupancy and the percentage of rooms that are filled in the community. The blue line is 2021, the current year. The orange line was last year. You can see the huge dip that happened with the COVID shutdowns. For comparison, we have the gray line is 2019, which is really the last normal tourism year we had. I think the thing that we really saw is our occupancy was much improved from 2020, but we also really started to approach 2019 numbers.



That's even, in some ways, more dramatic on the rate side. This shows you the average hotel rates that our hotels charge in Wyandotte County. Again, you can see how that really dipped in the orange line in 2020. For 2021, once we got into summer when travel really picked up quite a lot, our rate actually was above what we were seeing in 2019. That's due to demand, also due to a little bit of inflation that you're seeing in the rising costs. Our hotels have been able to recover better than some expected, because of being able to charge more for hotel rooms.



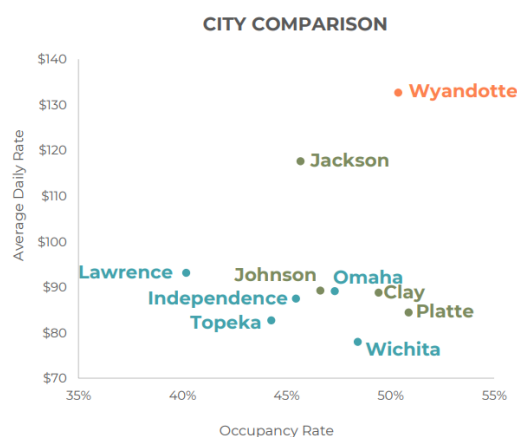
Where that leaves us for the year in 2021? We had an almost 59% occupancy rate for our hotels. That's much improved from 2020. Still about 6% below 2021. You can see that rate, our average hotel rate was \$123.00 per night, and that was about 3% over what we saw in 2019.



One of the things I—this is a little bit of a complicated chart, but I like to share is, what happened to revenues for hotels? The first line shows you our 2020 hotel revenues compared to 2019. You can see there were a lot of losses. Our hotels, just in Wyandotte County, lost \$24M over what we would have expected them to generate in revenue in 2020. The story has turned around in 2021, you can see in the first half of the year, we still continue to see losses, but in the second half of the year, things really improved. We ended up 2021, this is compared to 2019, with about a 4% loss in revenue over what we would expect to see for about \$1.2M. While things are improving in tourism, our hotels and other tourism businesses are operating from a deficit that they still have not dug out of, and it's going to take a few years to dig out of.

HOTEL PERFORMANCE

SOURCE: STR

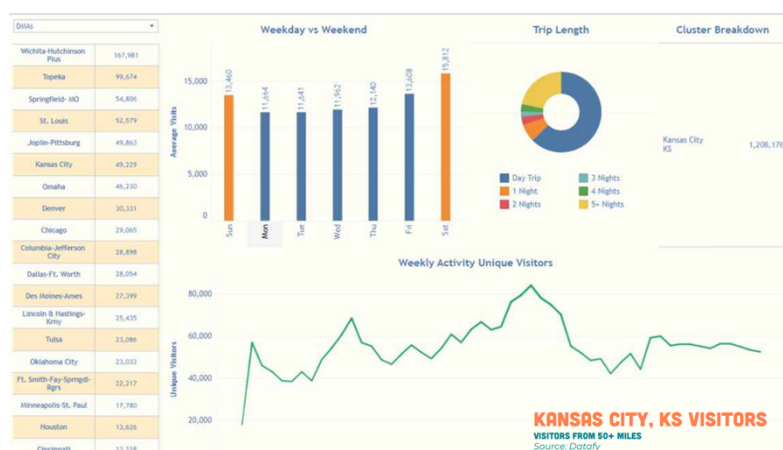


On a more positive note, though, we really have performed well compared to other communities. This chart shows you other counties in the metro area, as well as some of our competitive

communities. One axis shows you our average hotel rate, the other, the occupancy rate. Where you want to be on this chart is the upper right-hand corner. That shows you the places with the highest occupancy and the highest rate, and Wyandotte County is typically there. We've continued to be there through the pandemic.

I think there is a couple reasons for that. On the rate side, Great Wolf Lodge being our largest hotel, and being an all-suites property, does impact our rate a little bit. We also, though, have a little bit newer hotels than some of the other areas, some of the other counties around. So, our hotels are able to charge a little bit more from that.

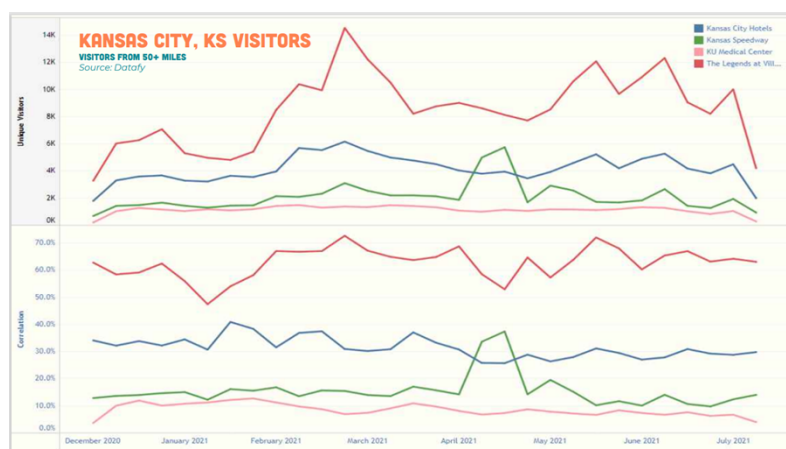
Our occupancy, we're always near the top in the metro area in terms of hotel occupancy, which some would indicate there is a sign that there's maybe a little bit more demand than we have capacity for in the county.



One of the other tools we look at to try to get an indication of how many visitors are actually coming into Kansas City, Kansas; this is a new tool we added that uses cell phone data to actually track visitors into the community. This is 2021 numbers for all of Kansas City, Kansas, and this only is looking at people that travel more than 50 miles. That's what we would consider kind of a true visitor because it takes out the folks in the metro. You can see from this estimation, we saw about 1.2M visitors into Kansas City, Kansas in 2021.

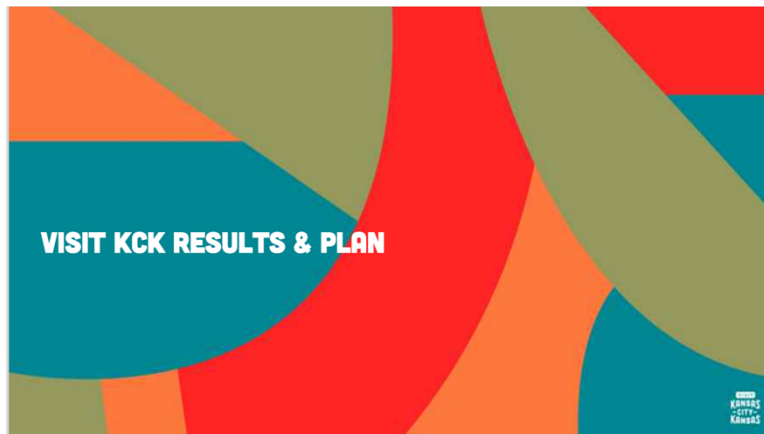
The majority of those were day trip visitors. They came for the day. They did not spend the night. They may have been coming from Topeka and driving back, or they may have been staying elsewhere in the Kansas City metro area, but came and did something in Kansas City, Kansas. The majority of our visitation is weekend, and the majority of it comes from about a 300-

mile radius. The Wichita DMA, which is most of the state of Kansas, being the largest source of our visitation, followed by Topeka, Springfield, St. Louis, and Joplin.

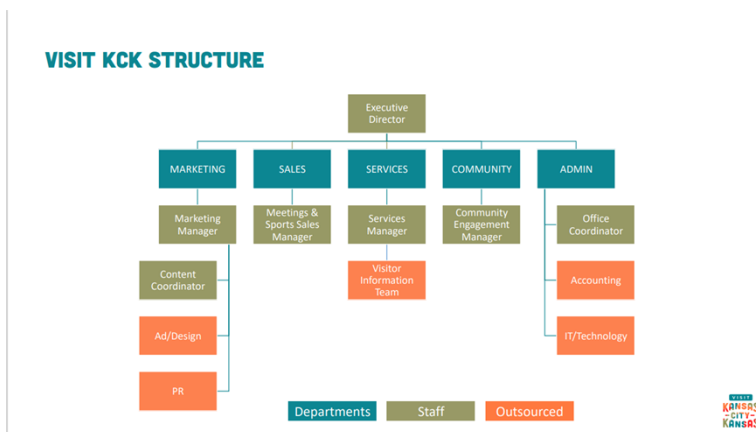


I also wanted to share some of the top sites where visitors go. This is a little bit of a complicated chart, but this shows you all of the visitors to Kansas City, Kansas. The top line shows you four attractions: the Legends, which is the red line; our hotels, which is the blue line; Kansas Speedway, which is the green; and KUMED, which you may not think about as a tourism site, but they certainly get a lot of visitors for procedures and people visiting people that are at the facility.

If you look at the bottom chart, it shows you want percentages of our visitors go to those attractions. You can see by far, our number one site visited in Kansas City, Kansas is the Legends, with nearly 2/3 of our visitors visiting that site. Number two is our hotels, with about 33%. So, about a 1/3 of our visitors are staying at our hotels and staying overnight. You see about 15% is the Speedway and that does include Hollywood Casino, and you see that there's definitely a spike when they have events there. Then finally, KUMED, as I mentioned, is actually our number four site for visitation for out-of-town visitors and that's roughly 10% of visitors go to that location.



So, with just that kind of context of where we're going, I wanted to give you just a little bit of results of what we're seeing and a little bit set-up of what we do.



First, in terms of a structure, we have 7 people on our team. Although currently I have two open positions, as many other industries have been hit we've been hit with that bug so, we are looking for some new staff on our team.

2022 Budget

Operating Income	2021	2022	Change
1110 KCK Transient Guest Tax / UG Contract	1,399,099	1,406,875	0.6%
1120 Event Opportunity Fund	100,000	100,000	0%
1130 Tourism Celebration Event Income	10,000	10,000	0%
1127 Other Income	30,000	30,000	0%
1410 Money Market Interest	3,500	4,200	20%
TOTAL INCOME	1,542,599	1,551,075	0.5%

Marketing / Sales Expenses	2021	2022	Change
2010 Advertising	275,950	285,200	3%
2020 Community Event Sponsorships	13,000	27,000	108%
2025 Marketing Grant Program	7,500	10,000	33%
2030 Partnership Marketing	3,700	4,700	27%
2040 Ad Development	49,500	47,000	-5%
2050 Digital Marketing	76,268	77,323	1%
2100 Mileage and Meals	9,000	10,500	17%
2210 Printing - Office	1,200	0	-100%
2250 Printing & Publications	59,650	50,350	-16%
2310 Dues, Sponsorships	21,066	18,386	-13%
2410 Research and Tracking	35,978	28,575	-21%
2420 Giveaways	9,000	9,000	0%
2425 Sports Sales & Marketing	62,450	58,100	-7%
2430 Convention/Meetings	20,795	13,295	-36%
2435 Event Opportunity Fund Grants	100,000	100,000	0%
2440 Group Sales & Marketing	13,435	12,350	-8%
2445 Neighborhoods & Trails	29,500	25,088	-15%
2450 Visitor Information/Leisure Shows	5,200	2,450	-53%

2465 Public Relations	35,180	57,150	8%
2510 Postage	14,000	14,500	4%
2615 Tourism Celebration Expenses	15,000	14,600	-3%
2630 Community Awareness	8,900	9,600	8%
2635 Education	17,900	16,000	-11%
2640 Legislative	1,430	1,430	0%
2660 CRM Database	19,500	17,000	-13%
58% MARKETING EXPENSES	924,372	909,397	-1.6%

Operational Expenses	2021	2022	Change
4110 Office Supplies	5,000	3,500	-30%
4130 Rent/Utilities	35,750	45,550	27%
4140 Telecommunications	8,004	9,000	12%
4145 Equipment Leases	5,200	3,820	-27%
4150 Audit	7,200	6,800	-6%
4160 Corporate Insurance	5,491	5,583	2%
4170 Software and Training	1,000	1,000	0%
4190 Technology/IT	10,004	17,000	70%
4215 Professional Fees	1,000	1,000	0%
4365 Accounting and Payroll Services	10,750	11,000	2%
7% OPERATING EXPENSES	89,397	104,253	17%

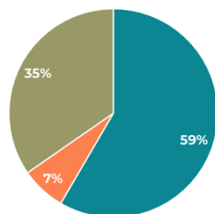
Personnel Expenses	2021	2022	Change
4310 Salaries	407,503	419,222	2.9%
4320 Payroll Taxes	31,713	34,861	9.9%
4340 Fringe Benefits	89,612	83,542	-7%
35% PERSONNEL EXPENSES	528,828	547,425	3.5%
TOTAL EXPENSES	\$1,542,599	\$1,561,078	1.2%

February 24, 2022

You saw this when we presented our budget, and you approved our budget a couple of months back. We are funded primarily through the Transient Guest Tax, the hotel tax in Kansas City, Kansas, on Kansas City, Kansas hotels.

2022 BUDGET

	2022	2021
TOTAL INCOME	\$ 1,551,075	\$ 1,542,599
MARKETING/SALES	\$ 909,397	\$ 924,372
OPERATIONS	\$ 104,253	\$ 89,399
PERSONNEL	\$ 547,425	\$ 528,828
TOTAL EXPENSES	\$ 1,561,075	\$ 1,542,599



■ MARKETING/SALES ■ OPERATIONS ■ PERSONNEL

Our budget for 2022 is approximately \$1.5M. We spend that money in three broad areas; sales and marketing, which is our programming; advertising and sales to get people to come here, for 2022, that'll be about 59% of our budget; personnel, to do all of that programming, is about 35% of our budget. Then operations, we try to keep those costs low, so that's rent and all those operational costs, and that's about 7% of our total budget.

STRATEGIC PRIORITIES



Increase Visitors to KCK
 • Market to Visitors
 • Attract Sports, Events & Meetings

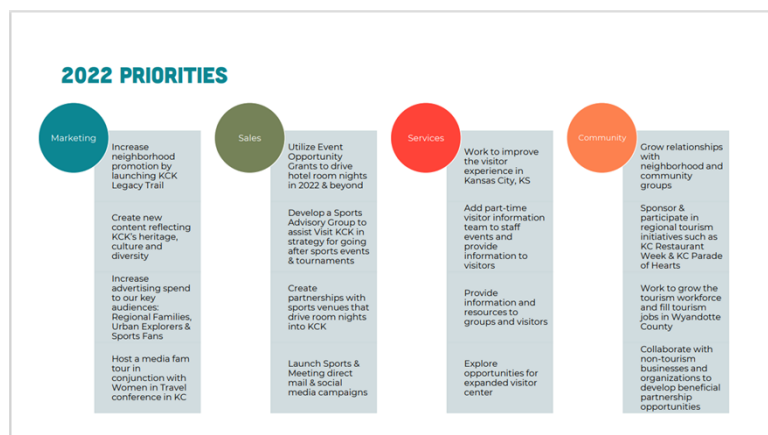
Improve Visitor Experience
 • Welcome Visitors & Groups
 • Product Development



Strengthen Tourism Industry
 • Community Alignment
 • Tourism Industry Development

In terms of our priorities, there's really three big, strategic priorities that we work to generate that excitement for Kansas City, Kansas. The first is to increase visitors through sales and marketing. The second is to improve the visitor experience. As we get people in town, we want to make sure that they have a good time while they're here, they have the information they need, and they have some great places to visit. Then the third is to help strengthen our tourism industry, because we know that if we don't have strong tourism partners and tourism employees, and a strong alignment

with our neighborhoods and stakeholders, that we really can't be successful. Those are the three broad areas we focus on.



I wanted to just delve in a little bit more on how we're doing that through our four divisions in our organization: marketing, sales, service, and community.

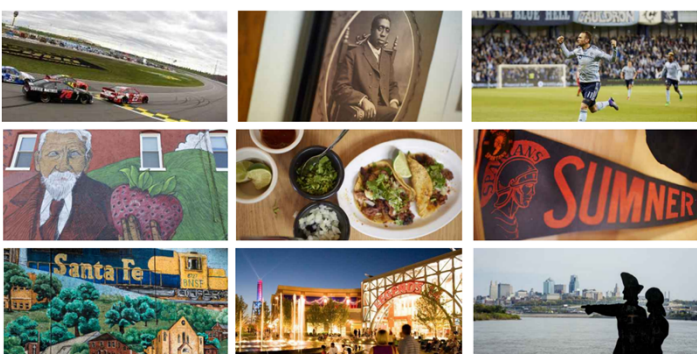


On the marketing side, this is really all about telling the story of who we are as a place and generating that excitement for Kansas City, Kansas.



As I mentioned we went through a rebranding that really, I think does a better job of talking about who we are as a place. We know we have a unique challenge in that there's two Kansas Cities. I think one of our goals was how do we define Kansas City, Kansas versus Kansas City, Missouri, and really define who we are as a place. We know one of the most important things that we see that visitors are interested in is that diversity of our people. The diverse heritage and cultural we have and the variety of experiences you can have here. That's something we are really leaning in to in our marketing to better share that story.

SHARE OUR STORY



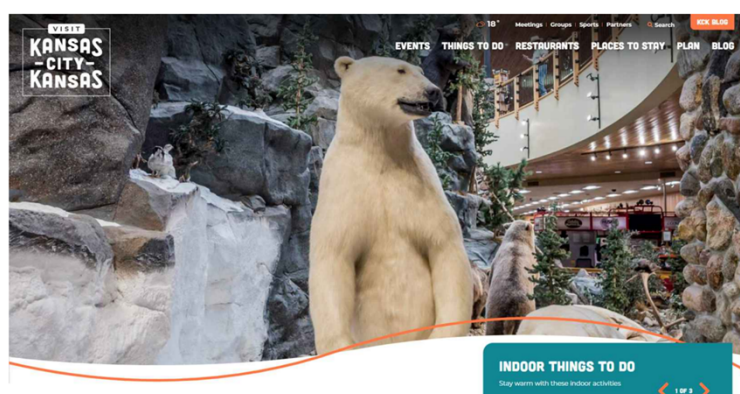
Not only of what's happening out at Village West, what I call those ready-made tourism attractions that are easy for visitors to find, and that are drawing most of our visitors in from out-of-town, but also those unique stories that make up our neighborhoods in making sure that we are able to share all of that information with our visitors.

MARKET TO DIVERSE AUDIENCES



There's really three main groups that we focus on—regional families, those are those people from that 300-mile radius that are most likely to go and visit out to Village West and go to a sports game

or go to the Legends or stay at the Great Wolf Lodge. One of the new groups we're focusing on, over the last year and a half, are what we're calling urban explorers. These are those folks that are more interested in heritage and culture, and neighborhoods, and those authentic experiences that we think is a real untapped potential for Kansas City, Kansas. These are folks that might live in midtown Kansas City, or they might live in Omaha or Des Moines that are looking to explore an urban environment and hear about the tales of the people that live there. Then finally, sports fans. There are a number of great sports facilities and opportunities, and so we want to make sure that we're promoting to that group as well.



VISITKANSASCITYKS.COM

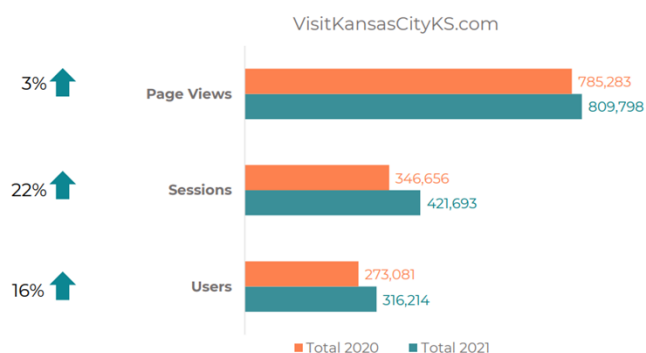
The main driver to all of promotion and all of the advertising we do is our website: visitkansascityks.com. We designed the site last year, actually launched it at the beginning of this year. There's an improved interface for visitors.



February 24, 2022

One of our initiatives for this year is to really bring out the neighborhoods more. We're really working on building out sections for each of the different areas of Kansas City, Kansas, and focusing on the shopping, the events, and the things that you can do, the restaurants in each of those neighborhoods.

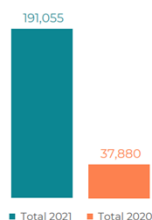
WEBSITE PERFORMANCE



We've seen great results. Over the last year, we've seen business to our website increase. Our page views, that's a number of people looking at content on our website, it was up about 3%. I'll tell you that number was up quite a lot in 2020 as we made some changes. Our sessions, that the number of visits to our site, was up about 22%. And the users to our site, up about 16%.

SOCIAL MEDIA

Social Media Engagement



Social media is another of our big channels, and we have platforms on Facebook, Instagram, Twitter, YouTube, and we'll actually be launching a TikTok a little later this spring. We really saw our efforts there rise pretty dramatically, in terms of the engagement with our social channels

compared to last year. I think one of the big driving factors of this that I'll talk about in a minute is the Taco Trail that generated a lot of excitement for Kansas City, Kansas.



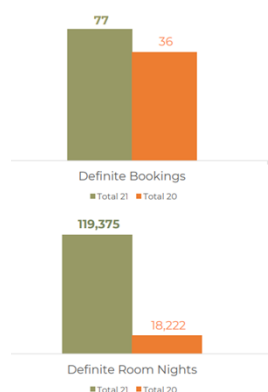
On the sale side, getting groups, and conventions and meetings here is very important to us. We have a team that works on those opportunities and creating those opportunities.

SALES OUTREACH



2020 was a hard time to do that as a lot of groups were just unsure of what to do. A lot of events were cancelled or postponed. 2021 has been better. As you can see the sales leads, those are those opportunities for business that we're able to track. We had 208 of those come in 2021, compared to 92 in 2020. We're also able to get back out there and go to trade shows as one of those major ways that we're able to meet with these planners and get them interested in Kansas City, Kansas. We had 249 of those show contacts in 2021, compared to 88 the previous year.

SALES BOOKINGS



TOP BOOKINGS

12 Courts of Christmas Basketball Tournament		
Dec. 17-31, Hy-vee Arena	3,300 Room Nights 3,000 attendees	\$750,000 Economic Impact
2021 Central States 15U-19U		
Dec. 3-5, Compass Minerals Fields	1,300 Room Nights, 4,000 attendees	\$600,000 Economic Impact
2021 Central States Cup Soccer Tournament		
Nov. 5-7, Compass Minerals Fields	1,300 Room Nights, 3,000 attendees	\$500,000 Economic Impact
Perfect Game Midwest World Series Baseball		
July 13-17, Mid-America Sports Complex	2,000 Room Nights, 3,500 attendees	\$650,000 Economic Impact
Top Gun Invitational Fastpitch Tournament		
Jun 15-20, Mid-America Sports Complex	7,250 Room Nights, 4,500 attendees	\$1,250,000 Economic Impact



What that resulted in is, we saw 77 event bookings in Kansas City, Kansas in 2021 compared to 36 the previous year. You see a big change in the number of room nights for those events and that's really related to the fact that in 2020, a lot of the events that we saw were local in nature. A lot of our main opportunities for events right now are based on the facilities we have available, are sports events, and sports tournaments. Amateur sports is a huge, huge opportunity and you can see a list of some of the biggest bookings that we had on the sports realm for 2021. And I'll note, you'll see some of these are using facilities in Kansas City, Kansas and some of them aren't. Places like Hy-Vee Arena or Mid-America Sports complex in Shawnee are huge drivers to visitation for Kansas City, Kansas. We see that in our hotels, that when there's an event at Hy-Vee Arena, it's fills up our hotel downtown as well as hotels out in Village West. We work with those facilities to make sure we can get those visitors into Kansas City, Kansas.

EVENT OPPORTUNITY FUND

- Fund used as incentives to attract meetings and events and fill hotel rooms in Kansas City, Kansas
- Grants must be approved by the Visit KCK Board of Directors and are evaluated on the economic and community impact of the event for Kansas City, KS

AWARDS

Name of the event	Bid Status	Dates	Estimated Hotel Room Nights	Amount Awarded	Amount Paid To Date
All-American Catfish, 4 Tournaments	Won	2020/2021 year	500	\$10,000	\$8,000
Professional Fighters League (PFL)	Lost	April-August 2021	9,000	\$25,000	\$0
Cabela's King Kat Regional Championship	Won	Oct 2021/2022	1,000	\$20,000	\$18,000
MO/KAN Hardwood Basketball, 3 tournaments	Won	May/June 2021	6,000	\$5,000	\$0
2022 National Wheelchair Basketball Assn Women's Nat'l Championship	Lost	April 24-27, 2022	300-500	\$5,000	\$0
Savanna Bananas	Won	May 6-7, 2022	2,000	\$20,000	\$0

The other thing I wanted to mention here is the Opportunity Fund. This was a new allotment that was part of our agreement starting in 2020. This is an opportunity for us to offer some incentives to get some of these events. This has become something you see a lot in communities around the

country as people have recognized the value of group business and especially as sports events. We actually awarded funds to six different groups over about the last year and a half. Some of those we were able to win that business, and some of them we were not able to win that business. This is a great tool we have to help for some of these events to kind of get them over the finish line. We appreciate the opportunity to have that weapon in our arsenal.

SPORTS ADVISORY GROUP



One of the new things we're working on this year is a Sports Advisory Group. Last year we commissioned a sports study to look at how we can better sell Kansas City, Kansas, as a sports place, but also look at the opportunity in the venues that we have here. We going to be convening a group of stakeholders here in Kansas City, Kansas, to talk about that study and how we can implement some of the recommendations there in the coming years.



STRENGTHEN TOURISM INDUSTRY

- Community Alignment
- Tourism Industry Development

COMMUNITY

Grow relationships with neighborhood and community groups

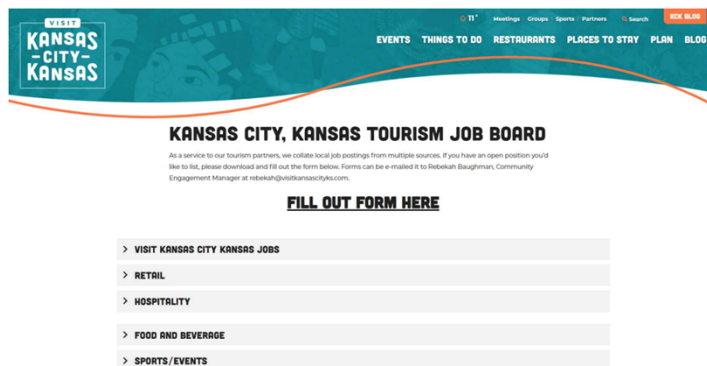
Sponsor & participate in regional tourism initiatives such as KC Restaurant Week & KC Parade of Hearts

Work to grow the tourism workforce and fill tourism jobs in Wyandotte County

Collaborate with non-tourism businesses and organizations to develop beneficial partnership opportunities

On the community side, as I said, really strengthening the work we're doing with our partners and in growing our relationship with neighborhood and community groups, I think is really, really important to us.

WYCO TOURISM JOB BOARD



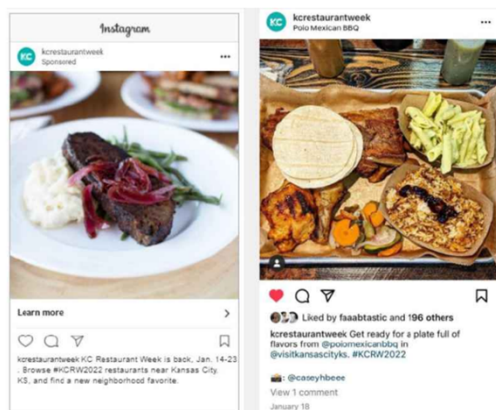
One of the huge things right now in tourism, as well as a lot of industries, is jobs. We know our hospitality community has lost a lot of employees. We've had hotels that can't be at full capacity, not because of COVID, because they don't have the employees to do so. We started a job board where we're working with our local tourism businesses to list the openings they have, in hopes that we can get some of those jobs here in Kansas City, Kansas filled, and fill them with our local residents. We are actually a big exporter of employees to other parts of the metro area. We'd love to see those tourism jobs here in Kansas City, Kansas filled first.

REGIONAL INITIATIVES



January 2022

Visit KCK sponsored and worked to increase participation of KCK restaurants



It's also I think important for us as we better tell the story of who we are as a community, to work regionally, and work on projects that help raise our visibility as a community, regionally. This year we partnered with Kansas City Restaurant Week. This is an initiative of Pig's Place in January. It's something that many Wyandotte County restaurants had not participated in in the past. We were able to grow, I think in the past we saw about two restaurants, in the last couple of

years that participated from Kansas City, Kansas in Wyandotte County. I think we grew that to seven this year and we hope to continue that initiative and grow that in future years.

REGIONAL INITIATIVES



March to May 2022

154 Hearts Placed
throughout the metro

Several to be displayed
in Wyandotte County

Visit KCK Sponsor &
Heart Design



We're also working on something that you may have heard about. If not, you'll be hearing more about called the Parade of Hearts, if you're familiar with the cow parade several years ago. This is going to place large, 154 hearts, throughout the metropolitan area. We've been working with the group as well as we designed a heart. You can see a little preview for it. These will go up at several locations around the metro. We're expecting anywhere from, I think, 5 to a dozen of those to be placed in Wyandotte County. Those will be going up later in March through the end of May.



IMPROVE VISITOR EXPERIENCE

- Welcome Visitors & Groups
- Product Development

SERVICES

Work to improve
the visitor
experience in
Kansas City, KS

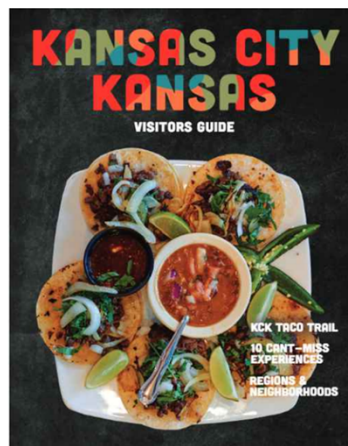
Add part-time
visitor
information team
to staff events
and provide
information to
visitors

Provide
information and
resources to
groups and
visitors

Explore
opportunities for
expanded visitor
center

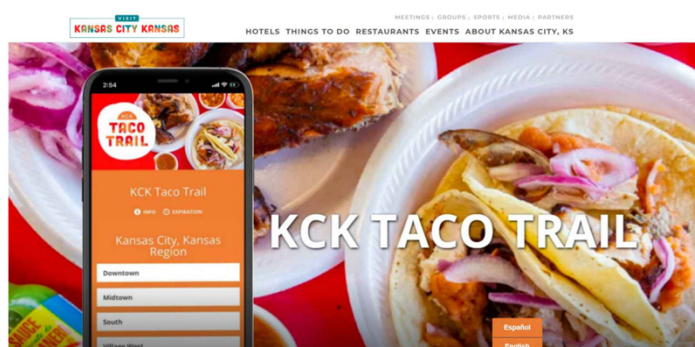
Then, finally, as I said, improving the visitor experience and making sure that people have a good time while they're here. It's real important, and we have our services team that works on that.

VISITOR INFORMATION

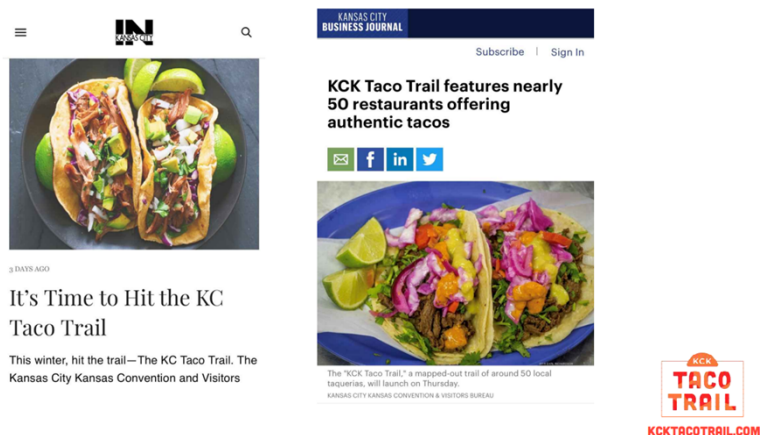


Over the past year, in terms of visitor information, we did still have a number of requests. Most of that is coming through visitors' guide requests. So, people wanting that guide so that they can help plan their trip. We had 16,000 requests for visitors' guides this past year. We did not get a lot of business, you can see, in terms of people walking into our office due to COVID.

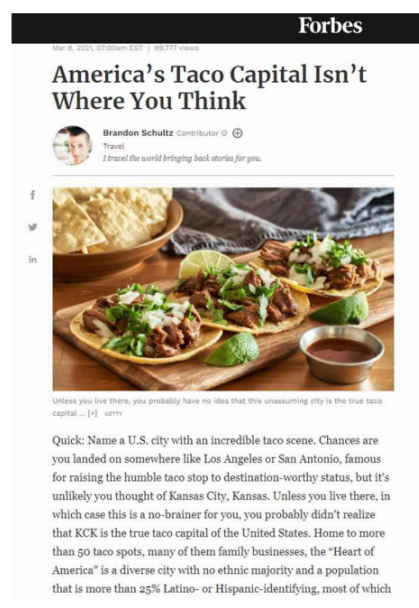
PRODUCT DEVELOPMENT



As I mentioned, product development is also one of those things that making sure there's a lot of folks to do. I wanted just to take a little minute to talk a little bit of our Taco Trail, which has been one our greatest successes over the last year and a half that's caught on in a way that we hadn't expected.



We launched it in October of 2020, and it instantly got a lot of recognition. We identified more than 50 tacorias. Essentially, there's no cost for restaurants to participate in this. The only criteria is you have to be in Kansas City, Kansas, and you have to serve tacos. We went out and identified every restaurant that we could that fit that bill and had about 50 participating.



This really caught fire in March of this year from a travel writer that we hosted a couple months prior, who read a story on Forbes.com proclaiming, saying America's taco capital isn't where you think. This headline got a lot of attention and went viral.

FOOD & DRINK

No, Kansas City Is Not the Taco Capital of America

It's just a silly concept. Plus: Americans are eating 13 percent more tacos, and birria has arrived in Montreal.

BY [JOSE R. RALAY](#)

DATE [MARCH 11, 2021](#)

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Illustration by Texas Monthly, Capitol: Joe Daniel Price/Getty

Earlier this week, *Forbes* named Kansas City, Kansas, as the ["true taco capital of the United States."](#) The story cited the Midwestern city's fifty-plus taco spots and its vibrant Mexican American community. I love Kansas City—both of them. The region has a longtime Mexican presence. It's where vaqueros drove cattle while teaching American cowboys how to do their jobs, as the folk song ["El Corrido de Kansas"](#) chronicles. It's also home to the Parmesan-topped Kansas City-style crispy taco, whose rich history I detailed [in 2019](#). There's no doubt that both KCs are excellent, important taco towns.

It even got a response from Texas saying not so fast Kansas City, Kansas.



DAILY SIGN UPS



This single article caused a huge spike, you can see in the sign-ups for our Taco Trail, which were actually going strong. We had over 800 sign-ups in a single day.



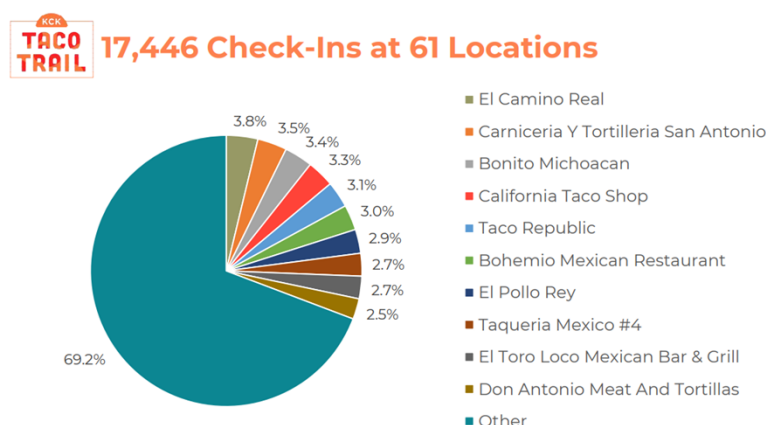
This sparked a lot of coverage including we had a four-page article in Midwest Living that was in the September-October issue just this past year.



Four pages. It talks about the metro, but primarily about the Taco Trail and businesses in Kansas City, Kansas. We got a lot of great national publicity.



And this has resulted in more than 11,000 people signing up for the Taco Trail. You can see that huge spike in October when we launched as well as in March, when the Forbes story came out. Compared to other food trails we've seen, they're averaging somewhere around 2-3,000 sign-ups per year. This kind of blew us out of the water of what we expected.



This has resulted in people going to these restaurants. We actually are now up to around 61 locations, as we've had new places asked to be added, or new places open. That's resulted in more than 17,000 check-ins to our restaurants. Every single restaurant the trail has been checked into, in fact, we've had more than 30 people who have visited all of the locations on the trail.

AWARDS

2021 Kansas Tourism/TIAK Marketing Awards

- Best in Show, KCK Taco Trail
- 1st Place (Large CVB), Visitor Guide (Outsourced)
- 1st Place (Large CVB), Online Marketing, KCK Taco Trail
- 1st Place (Large CVB), Print Marketing, Visit KCK Rebrand

2021 Greater Kansas City Attraction Association

- Special Achievement, KCK Taco Trail



And we've won some awards. Just this last year, we won Best in Show at the Kansas Tourism Conference. This is the highest award that they bestow for the Taco Trail, as well as three other awards for our visitors' guide, our online marketing and our rebranding. We also got an award from the Kansas City Attraction Association for the Taco Trail last year.



This is just the first of the trails that we hope to launch. Our goal is to launch one trail a year, with the goal of getting people into our neighborhoods and experiencing the culture of Kansas City, Kansas. The next trail that we're going to launch is a heritage-based trail. It talks about the people of Kansas City, Kansas. I want to just show you a brief video that gives you a little bit more information.

A video was presented.



Indigenous Peoples
Journey

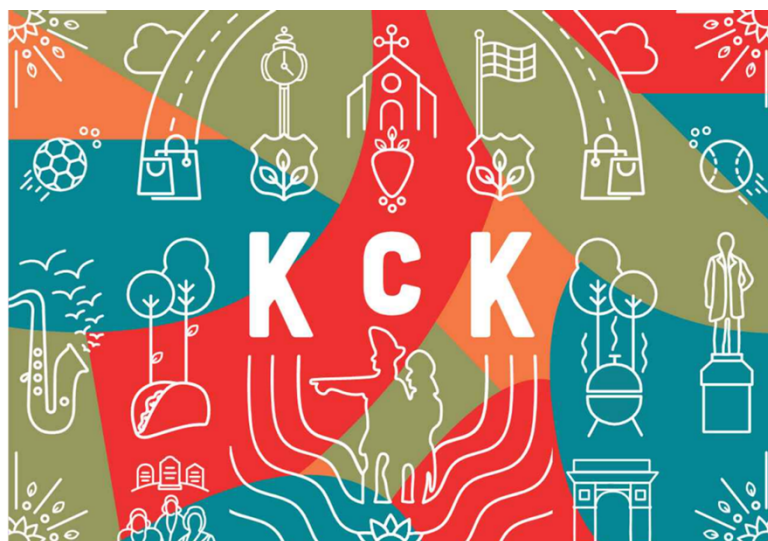
Black
Journey

European
Journey

Latino
Journey

Modern Immigrant
Journey

We're really excited about this trail. It's been in development for quite a while. It's a little bit more of ambitious of a project than I think we initially thought. It's inspired by the history of Wyandotte mural that was installed at Kansas City, Kansas Community College. Our thought is can we take those moments on the mural and actual take people out into the neighborhoods at where they happen. We're in development of each of these journeys. There will be five journeys that you can take through this trail. We're working in collaboration with the folks that developed the KCK Community College mural, which was collaboration of community groups. So, we've got community groups for each of these journeys that we're working on. We hope to launch the first within about a month, and a month and a half, and then we'll be launching additional journeys through the rest of the year.



That's what I have for you. I appreciate you taking a little bit of time.

Mayor Garner said thank you. Appreciate that presentation. Any members of the Commission have any comments or questions?

Commissioner Ramirez said thank you, Alan. Thank you to you, your staff, the Board of Directors and everyone that's involved that makes this happen. I can tell you through the majority of this presentation, I had a smile on my face. Unfortunately, Wyandotte County gets a lot of bad media for the things that happen. This presentation shows that we offer so much more than what's in the news. It baffles me how we need to augment this. I thank you for all that you're doing, but we need to do more and continue to do more. I know you and your organization and Visit KCK will do that.

I always say second most diverse county in this country. That Legacy Trail is going to highlight that and I thank you for that. We have so much diversity and so much to offer as a county to other people. It's about time we show the real, and good side of Wyandotte County and KCK.

Lived here my whole life, love Wyandotte County and will always live here. Like I said I had a smile on my face the entire time because this is amazing. Thank you for all that you do, that you continue to do, and I challenge everyone who's watching, or who may listen in the future, go out into our community and learn our history. Learn how we came about, because it's a beautiful story and it should be told loud and proud.

Commissioner Markley said I sit on the Convention and Visitor Bureau Board and have for many years. I've been through a lot of iterations of this presentation, and I just want to say Alan has done an awesome job working with us. He's done an awesome job working what has come, in terms of COVID, and really taken advantage of a time was really difficult for tourism and making into something positive for Kansas City, Kansas, and for his agency. I really appreciate him and his staff's efforts.

I think these trails are amazing and also continue to take advantage of some of the concerns that are still attached to the COVID tourism situation. You can go on one of these tours without necessarily being in a big crowd of people and having to deal with those issues. He continues to look for creative ways to market this city and to market it in spite of so many issues we continue to face with the pandemic. He's just been a blessing to this agency.

If you're interested in working with Alan, I will tell you I think he's an amazing boss as well, so please, take a look at those jobs that are available. He could use some creative folks to help him out, but he's just been great to work with and really stepped up during a difficult time and has turned into something amazing. Much appreciation.

Commissioner Bynum said I wanted to thank Alan Carr for the presentation and commend you and your staff. I think you do a great job with what you're provided and the number of people that you've got. You produce a great deal, and your slide content was so interesting, and it so nice to see that perhaps the tourism industry is bouncing back out of COVID.

In particular, during COVID, for you all to land on the Taco Trail concept was genius. I must say probably did wonders for our restaurants in the community. I just want to express my appreciation to you and your team for everything that you do. Thanks so much for the presentation.

Commissioner Johnson said again, great presentation tonight. I was talking to someone today, and they do not live in Wyandotte County. They said they come to Wyandotte County because our food just tastes better here. That's a great compliment. I encourage them that there are a lot of great things going on in Wyandotte County.

One of the things that was mentioned tonight and that I continue to highlight and augment, is the Quindaro Ruins. Just want to continue to say to this Commission and to Mr. Carr that we have some great opportunities there in terms of, it was talked about in terms of the underground railroad. I think we have probably one of the greatest treasures of the underground railroad right here in Wyandotte County. Just petitioning this Commission and all persons that are listening to figure out a way, I think it was already mentioned once by someone in the community, to figure out a way to unleash this great treasure that I think could be something that could bring in economic boom to our town, not only just from historical perspective, but also from an economical perspective. I think if we can figure out a way—everytime we mention the ruins at Quindaro, people show up from all over the country and certainly from all over the region. Then after the conversations are gone, then everyone goes back to their various destinations. I do think, and Mayor, I lean in your direction, I think you might have some fondness for this as well—that we figure out a way to unleash this real big opportunity to uncover and release to the world a story that has not really been adequately told here in Wyandotte County on a consistent basis. I'll stop

with my rant and just say thank you for the presentation and I'll meet you again next year at your next presentation and say the same thing.

Commissioner Davis said just have some thoughts and some questions. Thank you, Alan, for your presentation. I have done the KCK Taco Trail, haven't in all of them, but done a few and super, super exciting.

Alan, you mentioned the Event Opportunity Fund and the Sports Advisory Group. Can you talk a little bit more about how folks that are interested in both of those things, how would they get access, or what is the process to get access to those things?

Mr. Carr said for the Sports Advisory Group, like I said this is an informal group that really, we're looking at stakeholders around sports. If you think about the sports venue operators or folks that operate sports events or tournaments, those would be the folks we would love to have a part of this. They can reach out to our office, and we'll be forming that group and hope to have, within about the next month or two, hope to have the first meeting there.

In terms of the Event Opportunity Fund, that is open to folks that hold events, so it would be the meeting planner of events that would take place in Wyandotte County or Kansas City, Kansas. The criteria that we've put in place in conjunction with our Board and then with the contract is our Board approves those events, those requests that come in through our office. And the criteria are based on the tourism impact that it would have, so we do require that it would be able to have a certain number of hotel nights involved. I believe 100 is the minimum in order for it to be considered. Then we have a formula that we put together based on the amount of funding that we would fund for any requests based on that impact it would have the community. And then, as I said, those are taken to our Board of Directors who votes to approve those. But, again, anyone can reach out to our office if they had an event that they think would qualify and we can walk them through that process.

Commissioner Davis said okay, thank you. I just wanted to make that clear. So, through the website they can go ahead and apply.

The last thing I will say is when I was running for office, one of the ideas that we kind of shopped around, at least in my district, was a small business directory, just to kind of give more exposure to the small businesses. I think the KCK Taco Trail has shown kind of the potential. Our small businesses are part of the backbone of our local economy. I would just encourage you

all to continue to partner, and if you would like to talk more about the idea, I would definitely be open to doing something.

Commissioner Townsend said Mr. Carr, great job, as last year. Just want to mention that the Quindaro Ruins, I'm sure the commission will hear more about that in the months to come. Met recently, with the Board, that was organized sometime ago. The authority for it, a lot of that property is owned by the AME Church. Members from the AME Church and other members from the Unified Government will be coming forward, hopefully very soon, to present who they are to the community and what their plans are, and what they want to hear from the community about what they would like to see. I'm glad there's so much fire for it and look for that in the coming months.

Commissioner Stites said I'm going to start off by saying I agree with Commissioner Johnson and also Commissioner Townsend. When we talk about the underground railroad and the lack of information that's out there about it, is kind of quite embarrassing to tell you the truth. I think that we heard from many of the participants tonight that were in the lobby and some of them mentioned that the investment down in the Northeast area. Commissioner Johnson said something about it being a true economic driver. I think it can be. I think there's an opportunity there for this to be nationally recognized, a museum. I think that we have the opportunity, and I'm in full support of—there's some funding mechanisms out there that we've already identified with other projects that would maybe help us do something along those lines. I do like that idea of the underground railroad.

When you talked about the TGT dollars, is Visit Kansas City, Kansas, is it funded out of the city or out of the county's budget?

Mr. Carr said the transient guest tax is only on hotel rooms in Kansas City, Kansas. That funding only comes from hotels in Kansas City, Kansas. We do work jointly with Bonners Springs and Edwardsville and promote any events in Wyandotte County, because we know any events that happen in Wyandotte County will have an impact on filling hotel rooms and getting people to visit locations there. We certainly take a broader view in terms of the things that we're promoting. But we are funded specifically from hotel stays in Kansas City, Kansas.

Commissioner Stites said you had mentioned in the presentations about \$1.5M is your budget. What percentage of that is our total TGT revenue on the city side? Can anybody tell me that?

Mr. Carr said I would defer to Kathleen on that. I don't know if she knows that. We don't get a percentage of the fund; we get an allocation that's a contracted amount.

Ms. VonAchen said if you give me a second, I can look it up and tell you.

Commissioner Stites said I'll go onto my next question, so I don't slow things down here. So, in your presentation you had mentioned that Wyandotte County hotel performance, does this include Bonner and Edwardsville, their hotels? I'll just say Bonner, because right now Edwardsville doesn't have a hotel, but Bonner Springs. It's kind of confusing when you say KCK, and then we talk about Wyandotte County hotels. Because Bonner and Edwardsville are in Wyandotte County.

Mr. Carr said the report that I showed, the STR data that we get, which is a report that we purchase is on the county level. It does include the hotels in Bonner Springs. There's 23 hotels that are included in that report. It's not a reflection of just what's happening in Kansas City, Kansas, it's the whole county.

Commissioner Stites said okay, because I definitely would like to recognize the amphitheater that is in Bonner Springs, the Agricultural Hall of Fame that's in Bonner Springs. Those are inside of our county also, not just Kansas City, Kansas. I think, and if I'm not mistaken, during your video, if I caught one of the photos of the Legacy Trail, did I see one of Junius Groves?

Mr. Carr said I cannot tell you exactly all of them that were in there, but I believe that he was the Potato King, is that right? **Commissioner Stites** said that's correct.

Mr. Carr said yeah, absolutely. That would be a type of site that we would certainly want to include on one of those journeys.

Commissioner Stites said so Junius Groves was a prominent African American businessman in Edwardsville who was known throughout the world as the Potato King. I would sure hope that he would be included on the Legacy Trail. Kathleen, do you have that information yet?

Ms. VonAchen said not just yet.

Mayor Garner said well, in the interest of time. **Commissioner Stites** said I'm not finished. On the Kansas City, Kansas Taco Trail. Was Bonner Springs included on that list of restaurants?

Mr. Carr said I believe on that, we did focus specifically on Kansas City, Kansas, on the Taco Trail.

Commissioner Stites said I know that there are several taco restaurants, Mexican restaurants, in Bonner Springs, and I'm sure that they would have liked to have benefitted from the exposure to the Wyandotte County Taco Trail. If that's something in the future you think of including those, I would appreciate that consideration.

Ms. VonAchen said annually, we are planning to receive in 2022, \$3.8M, maybe \$3.9M in Transient Guest Tax revenue. I believe the amount that we have budgeted for the Visit KCK is \$1.5M, right? **Commissioner Stites** said I think that was the number. Do the TGT dollars, does that include VRBOs, or is it just hotel?

Ms. VonAchen said no, it includes Airbnb, and that sort of—is that what you're talking about? **Commissioner Stites** said yes.

Commissioner Burroughs said I, too, serve on the Board of the CVB and I will say that we were very fortunate to have Alan join us. The budget that you speak of to bring in \$3.5M, if you want to increase that to the CVB, be mindful that we also have those reserves set aside for economic development opportunities. The additional monies, if you remember correctly, I think we put \$1M of that hotel money/tourism dollars into the Willie Lanier Project to help assist it in downtown KCK. Those dollars are set aside for opportunities for economic development, which in turn brings additional dollars.

I would hope that as we move forward, CVB, you see the financial challenges of not only trying to find personnel, but we have operated on a shoestring there for quite a while. Alan has been very prudent in how's he gone about in managing the office, and you see the success in just one year. Alan, I want to thank you for being in Topeka, putting on the display for the CVB and Kansas City, Kansas. Maybe I'm just a little bias, but I thought it was the best booth and visitation spot during the tourism opportunities in Topeka for the showing that night. Thank you for having you and staff there and the gifts that were given out to legislators that came by to witness what we were doing in KCK.

Committee, I will say that we've had great success. I really do believe we're missing an opportunity in one of our biggest and best venues here, and that's Memorial Hall. The utilization of Memorial Hall is extremely important. You've seen the professional fight league, 9,000-room night, we lost that. We should not lose an event like that when it brings international competition to Kansas City, Kansas. I would hope that as we move forward that we might identify some of these dollars to upgrade these concessions, maybe remodel the kitchen, and look at ways to make Memorial Hall the venue that we know it can be, and bring additional visitation to Kansas City, Kansas.

Mayor Garner said any other comments, questions? Well, I'd like to just say thank you, Mr. Carr. I met with you the other day, and I was impressed with the presentation you gave.

In Kansas City, Kansas and Wyandotte County, do we have challenges? Yes, but so does every other city in our great country. Wyandotte County is a great community. We've got great food, we've got great hotels, we've got great venues, we've got great parks, we have great schools, we have great locations to just visit and enjoy. But more importantly, we've got great people here.

Just to share a line what you all do, I just want to encourage all those that don't live here, to please come and visit Kansas City, Kansas and Wyandotte County. We have great things for you do and to enjoy, as well as the other communities, and I know Mr. Stites will appreciate that Commissioner, as well as the communities of Bonner Springs and Edwardsville, and Lake Quivira, that are also part of Wyandotte County. We are, not just a Unified Government, you hear me say that all the time. We are a unified community with very great things to do. You've also heard me say this, Wyandotte County is, and will continue to be a great place to live, work, and raise a family. Anybody that's looking for that, please come and visit us because we got a lot of opportunities and options for you to just have a good time.

Action: For information only.

COMMISSIONERS' AGENDA

No items.

Mayor Garner adjourned the meeting as Board of Commissioners and reconvened as the Land Bank Board of Trustees.

LAND BANK BOARD OF TRUSTEES' CONSENT AGENDA

Item No. 1 - LAND BANK OPTION APPLICATIONS

Synopsis: Request consideration of the following Land Bank option applications, submitted by Jud Knapp, Land Bank Manager.

- A. New Construction - Single Family Homes – 2 Homes
The Village Initiative 2- to 5-bedroom transitional houses
2712 Spring Ave. – 116517
2714 Spring Ave. – 116518
2716 Spring Ave. – 116519
2718 Spring Ave. – 116520
- B. New Construction – Multi-Family
Multi-Family
2416 S. 51st St. – 915601
- C. New Construction – Commercial
Alex Del Real – Cabinet shop and showroom
1821 N. 10th St. – 906408
- D. New Construction – Commercial – 500 Freeman Ave
Thatcher’s Family Life Center
500 Freeman Ave. – 153908

Mayor Garner said does any member of the Commissioner or County Administrator wish to set aside any item on the Land Bank Consent Agenda? Seeing none, I’ve got a motion and a second. Is there any discussion? Seeing none, I’ll entertain a roll call, Clerk?

Action: **Commissioner Kane made a motion, seconded by Commissioner Johnson, to approve the items as submitted.** Roll call was taken and there were ten “Ayes, Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

Item No. 2 – 211291...LAND BANK PROPERTY TRANSFERS

Synopsis: Request consideration of the following Land Bank transfers, submitted by Jud Knapp, Land Bank Manager.

Yard Extension
Shaylynn Celedon – Unbuildable lot
1101 Tenny Ave. – 093719

Action: **Commissioner Kane made a motion, seconded by Commissioner Johnson, to approve the items as submitted.** Roll call was taken and there were ten “Ayes, Davis, Bynum, Burroughs, Townsend, McKiernan, Ramirez, Johnson, Kane, Markley, Stites.

PUBLIC ANNOUNCEMENT

No items.

Commissioner Townsend said point of Executive Privilege on the first order of our meeting just adjourned. For the young lady who talked about some dumping or some problem in her area, if she wants to get that taken care of, as we encourage any and all of our constituents. Call into the office, so we can follow-up on that. If you are seriously concerned about getting the problem taken care of, that number is 913-573-5040. You have to work with us as commissioners to solve or resolve problems. Thank you for that opportunity, Mr. Mayor, to comment on that. The election is over, gotta move on.

ADJOURN

MAYOR GARNER
ADJOURNED THE MEETING AT 8:49 P.M.
February 24, 2022

Brett A. Deichler
Unified Government Clerk

tk/am

February 24, 2022