

**a) BUSINESS DEVELOPMENT AND ATTRACTION**

- i) 4 By 4 Brewing - MODOT Requested site plan. Reached out to the architect, once they receive the final engineering plans they will share so we can get the documents to the appropriate parties.
- ii) Project Spin - USDA REDLG funding request has now moved past the state of MO and is at the federal level for consideration of competitive funds.
- iii) Project Eli - Working with Mr. Russell and the Nixa Chamber on an experiential retail/F&B project.
- iv) Project Horizon - Proposed sites in Nixa and Ozark. Conducted site visit with the client. Owner is weighing options of shutting down operations long enough to justify a move. Jobs - 50 estimated, CAPX TBD.
- v) Project Daisy - Working with the city of Clever to identify potential sites. Finally made connection with the land owner in an industrial area, the land owner is unwilling to sell at this time. Searching for alternatives in hopes of moving this project forward.
- vi) Project Peak - connected local Pharmacy company with CoxHealth on options to partner on supplies within their facility and also inquiry on existing building and possible expansion uses in Nixa.
- vii) Project Royal - assisting local developer with master plan and negotiations on a public/private partnership or developer's agreement. Large site plan including sports complex, commercial, mixed use, multi-family, and new urbanization single family dwellings. Targeting remote & teleworking high-income earners.
- viii) SBDC Lead - Received lead from Chrystal Irons with SBDC. Her client is starting a business and interested in Christian County. Proposed existing facilities in Nixa and Ozark. Resulted in a site visit for both locations.
- ix) PROSPECT:
  - (1) Received lead from a Developer we are working with, he may have the bid for an IT company in the region that wants to purchase and build a new location. Proposed site in Nixa for the operation. Jobs - currently 120, projected to grow to 200 in the next two years.
  - (2) Received lead for a company wanting to establish a saw mill in Highlandville.
- x) SREP Projects (Leads funneled from the Missouri Partnership or region):
  - (1) Project 29 - 60-80 acres of development ready land for manufacturing. Proposing one site in the county with utilities near the site and meets the accessibility requirements.
  - (2) Project Icarus - unable to respond. Search requested an existing facility on airport property for large-scale aerospace and defense related manufacturing.
  - (3) Project Aqua - unable to respond. Search requested existing facility 35,000 - 50,000 SF with ceiling height 20' to accommodate food processing facility.

**b) BUSINESS RETENTION AND EXPANSION**

- i) Project Empire - Spoke on behalf of the Project at Nixa City Council at the last two meetings. The Consent to Annex request passed and the company will be able to stay on timeline.
- ii) [VP - BRE Report](#) - Click to view
- iii) Provided commercial placemaking information for local real estate firm

**c) WORKFORCE DEVELOPMENT AND ATTRACTION**

- i) Meeting with Nixa staff regarding workforce development & networking efforts
- ii) Met with Taney County Partnership concerning workforce recruitment from Puerto Rico on behalf of local business
- iii) Update on seasonal workforce from Latin America from American Jobs Centers and Embassy
- iv) Attended webinar: The Future of Labor Data
- v) Taught (3) ED101 lectures for Ozark Schools
- vi) Attended IEDC Green Jobs meeting

**d) REGIONALISM AND ALIGNMENT**

- i) Participated in SBJ 2021 Economic Growth Survey Kickoff
- ii) Attended Advisory Council Meeting for SREP
- iii) Meeting with the Springfield Chamber of Commerce
- iv) Attended two meetings with representatives from Nixa, Ozark, and the Christian County Commission to discuss long-range County marketing project
- v) Participated in Insight Missouri Planning Committee
- vi) Attended MEDC Board of Directors meeting
- vii) Participated in 2021 Virtual Transportation Advocacy Day through the Springfield Chamber of Commerce
- viii) Meeting with David Cameron, City Administrator for Republic
- ix) Connections: Travis Allen, Total Highspeed w/ Caleb Arthur, Sun Solar

**e) INVESTORS**

- i) StepUp 2.0 meetings
  - (1) Appleby Healy, Nixa Community Foundation, Liberty Utilities, Legacy Bank, Stenger, MSU, Integrity Development, CoxHealth
  - (2) New/Extended commitments:
    - (a) Bank of Billings, CJW Transportation Consultants, Ozarks Technical Community College, Stenger Management, Jared Enterprises, SVN (Tom Rankin, Jeff Childs, Arch Watson, Lee McLean III)

**f) PREPARED COMMUNITIES/NETWORKING**

- i) Attended first Republic Chamber of Commerce meeting under new director
- ii) Staff served as keynote speakers at the Clever Chamber of Commerce

- meeting.
- iii) Serving as the keynote speaker for the Sparta Chamber of Commerce on how to pursue SBA funding for small businesses.
- iv) Meeting with a Real Estate developer on a new urbanization concept. Connecting with regional business partners for sustainability options.
- v) Attended Ozark Chamber ambassador meeting
- vi) Ozark Chamber GAO
- vii) Nixa Chamber Luncheon
- viii) Attended [Riverside bridge raising ceremony](#) at Finley Farms
- ix) Annual MEDC Conference planning meeting
- x) Hosted SMCC booth at annual NIXPO event
- xi) Attended Ozark Ask the Experts Panel with Ollis/Akers/Arney
- xii) Attended Ribbon cutting for Mr. Dent
- xiii) Participated in Ozark Chamber Ambassadors meeting
- xiv) Attended meeting at RiverCliff regarding new data technology

**g) COMMUNITY/LEGISLATIVE RELATIONS**

- i) Ozark Economic Development Update meeting
- ii) Nixa monthly joint meeting
- iii) Meeting with Sonya Anderson, new District Office Director for Senator Roy Blunt
- iv) Meeting with DED regarding local broadband initiatives
- v) Presented Nixa City Council Economic Development Update
- vi) Attended SMCOG board of directors meeting
- vii) Presented Ozark Board of Aldermen Update
- viii) Meeting with Alderman Elect Eddie Campbell regarding local ED efforts
- ix) Presented County Commission ED update
- x) Participated in Governor's Conference Steering Committee meeting

**h) OPERATIONS / ADMINISTRATIVE / MARKETING**

- i) Submitted article on outdoor recreation/natural amenities for the City of Ozark [newsletter](#) after Garrison Springs announcement
- ii) Gathered quotes & met with sign & marketing material companies for outward branding of potential new offices.
- iii) Onboarding for two new members of SMCC Board of Directors
- iv) Staff onboarding for Anna Evans, VP of BRE
- v) Vetted 40 possible office locations, presented updates to SMCC Board of Directors
- vi) Panelist for GRO Economic Development in rural communities webinar, an initiative for the Community Partnership of the Ozarks
- vii) Annual staff review executed by SMCC Executive Committee
- viii) Upcoming Events: Insight Missouri in St. Louis April 28-30, 2021

## **Business Retention & Expansion - Show Me Christian County**

March 22 - April 16, 2021

Submitted by: Anna Evans, VP - BRE

### **I. Strong Business Council**

#### **A. Interviews Completed**

1. Children's Smile Center - Ozark
2. Prudential - Nixa

#### **B. Interviews Scheduled**

1. Insight Design - Nixa
2. Appleby Healy - Ozark

#### **C. Meetings**

1. Monthly Strong Business Council meeting Monday, April 18
  - a) New member: Theresa Sampaio, MO Dept of Economic Development (successor to Mary Rajek, DED)

### **II. Fortify Christian County**

#### **A. CBRM course completed**

1. Test passed + certification achieved - Certified Business Resiliency Manager
  - a) Industry standard best practices for risk assessment, business impact analysis, resiliency strategy, plan development, plan testing, program maintenance
  - b) Eligible to obtain Certified Business Resilience IT Professional designation

#### **B. Established as counselor in MSU Small Business Development Center system**

1. Current projects
  - a) Research and follow up with small business currently exploring expansion of business model
  - b) Working with owner to update business plan
2. Completed training on Neoserra system

#### **C. Established FEMA Student ID**

1. Working to complete ICS 100 training (virtual)

### **III. Outreach**

- A. Keynote speaker for Nixa Rotary Club re: SMCC and BR/E program

### **IV. Operations**

#### **A. Reconfigured BR/E visit communications process**

1. New processes for interview invitations, company background research, staff + councilor interaction and reminders, reporting, post-interview follow up

#### **B. Created new form sign-up for BR/E interview requests**

#### **C. Updated existing form survey for post-interview follow up**