



City of Leavenworth
100 N. 5th Street
Leavenworth, Kansas 66048

CITY COMMISSION STUDY SESSION
COMMISSION CHAMBERS
TUESDAY, APRIL 15, 2025 6:00 P.M.

Welcome to your City Commission Study Session – Please turn off or silence all cell phones during the meeting
Meetings are televised everyday on Channel 2 at 6 p.m. and midnight and available for viewing on YouTube

Study Session:

1. Alert Sense Presentation by Leavenworth County Emergency Management (pg. 02)
2. Semi-Annual Report from Leavenworth County Development Corporation (pg. 03)
3. Semi-Annual Report from Leavenworth Convention & Visitors Bureau (pg. 18)
4. Economic Development Overview (pg. 33)

**STUDY SESSION POLICY REPORT
ALERT SENSE PRESENTATION BY
LEAVENWORTH COUNTY EMERGENCY MANAGEMENT**

APRIL 15, 2025

Chuck Magaha, Director of Leavenworth County Emergency Management will present Alert Sense texting services to the Commission.

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

APRIL 15, 2025

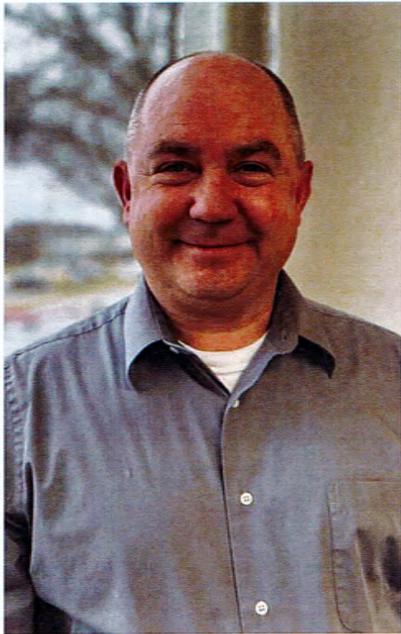
Lisa Haack, Executive Director with the Leavenworth County Development Corporation (LCDC) will provide an update to the City Commission.

LCDC UPDATE

April 15, 2025



LEAVENWORTH COUNTY
DEVELOPMENT CORPORATION



LCDC

- 25 Board of Directors (18-27)
 - 20 private sector
 - 5 public sector
- 5 Executive Committee Members
- 3 Staff Members



Mission:

Facilitate the creation and retention of jobs and capital investment in Leavenworth County through business attraction, retention and expansion.



LEAVENWORTH BUSINESS & TECHNOLOGY PARK

EISENHOWER ROAD AND 14TH STREET • LEAVENWORTH, KS 66048

PROPERTY FEATURES:



NEW state-of-the-art 81-acre park owned by the City of Leavenworth



2% level grading, three areas for storm water detention, a new internal road, sidewalks/trails, lighting, and all utilities



SHOVEL-READY SITE with the ability to develop two- to 50-acre lots or flexibility to customize property lines to individual projects



Minutes away from **SIX INTERSTATES** and 20 miles from the KCI Airport



687,000 in **LABOR BASIN**



IN THE HEART OF the global supply chain and Animal Health Corridor



CONTACT:

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Leavenworth County
Development Corporation (LCDC)
913.727.6111 • LHaack@LVcountyED.org

PENNY HOLLER
City of Leavenworth, Assistant City Manager
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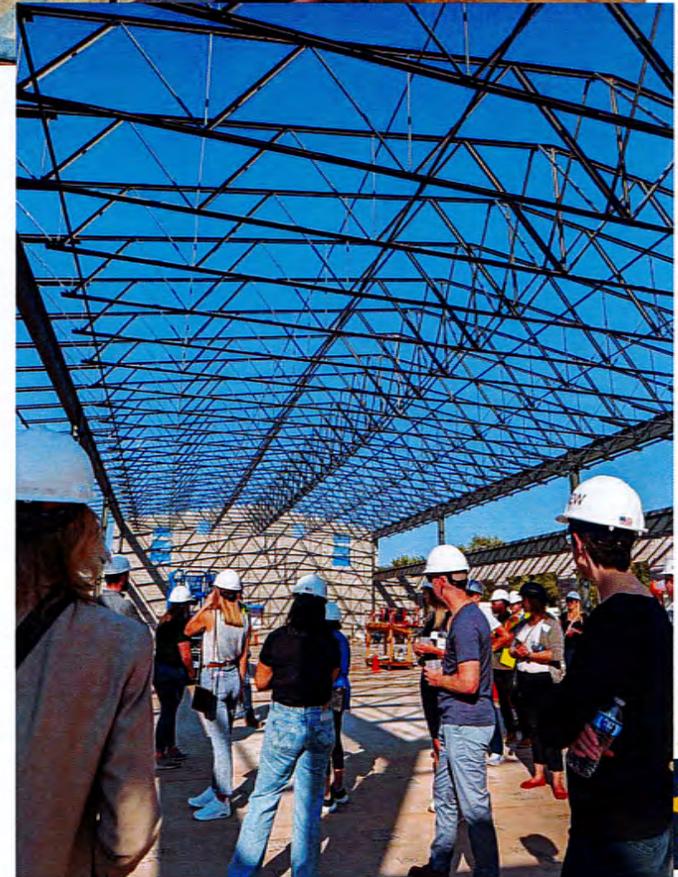


LCDC ensures access to critical partners to accelerate and maximize investment for companies looking to start up, relocate or expand. With streamlined permitting, customized incentives, market-ready inventory — LCDC is **designed to deliver.**

Business Attraction

- [Website](#)
- Social Media
- Email blasts
- Mailers
- Marketing trips
- Networking events
- RFI Responses





Regional Marketing

- KCADC
- CREW KC
- Metro Wire Media
- International Trade Commission
- KC Tech Council
- SIOR
- Development Day



- Team Kansas (Increased)
- SEDC Meet the Consultants
- Next Gen Talks (new)
- Area Development conference

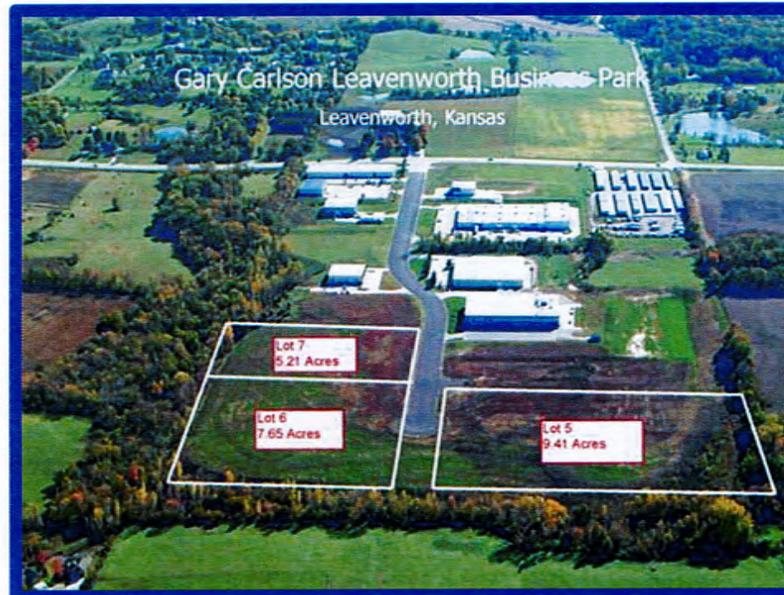
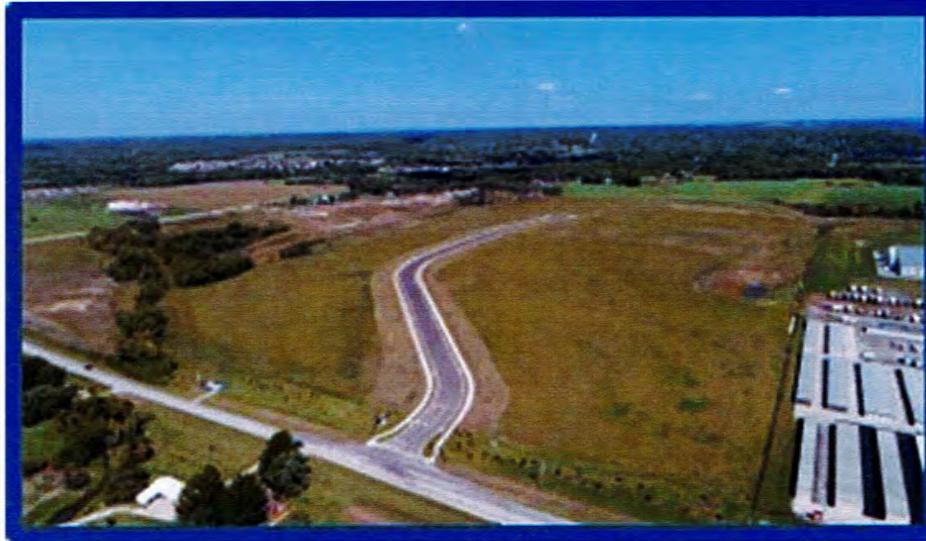
National Marketing



2024 Project Activity

Leavenworth Business & Tech Park

- Project Superior
- Project Bio Pharm
- Project Hedron
- Project Atlas
- Project Upcycle
- Project Eco Track
- Project Curl
- Project Frost
- Project Cloud
- Gold Rush
- Ironman
- Apollo
- 3 Real Estate Inquiries



Gary Carlson Business Center

- Real Estate Inquiry
- Project Uno



PROJECT SOURCES

	2023	2024	2025	TOTAL	2025('24) Lead Source
Leads	52	59	13	124	Commerce-8(29)
Prospects	29	33	4	66	KCADC-4(13)
Visits	1	0	0	1	LCDC-1(15)
Locations	1	1	0	2	City/Chamber/Mainstreet-0(1)





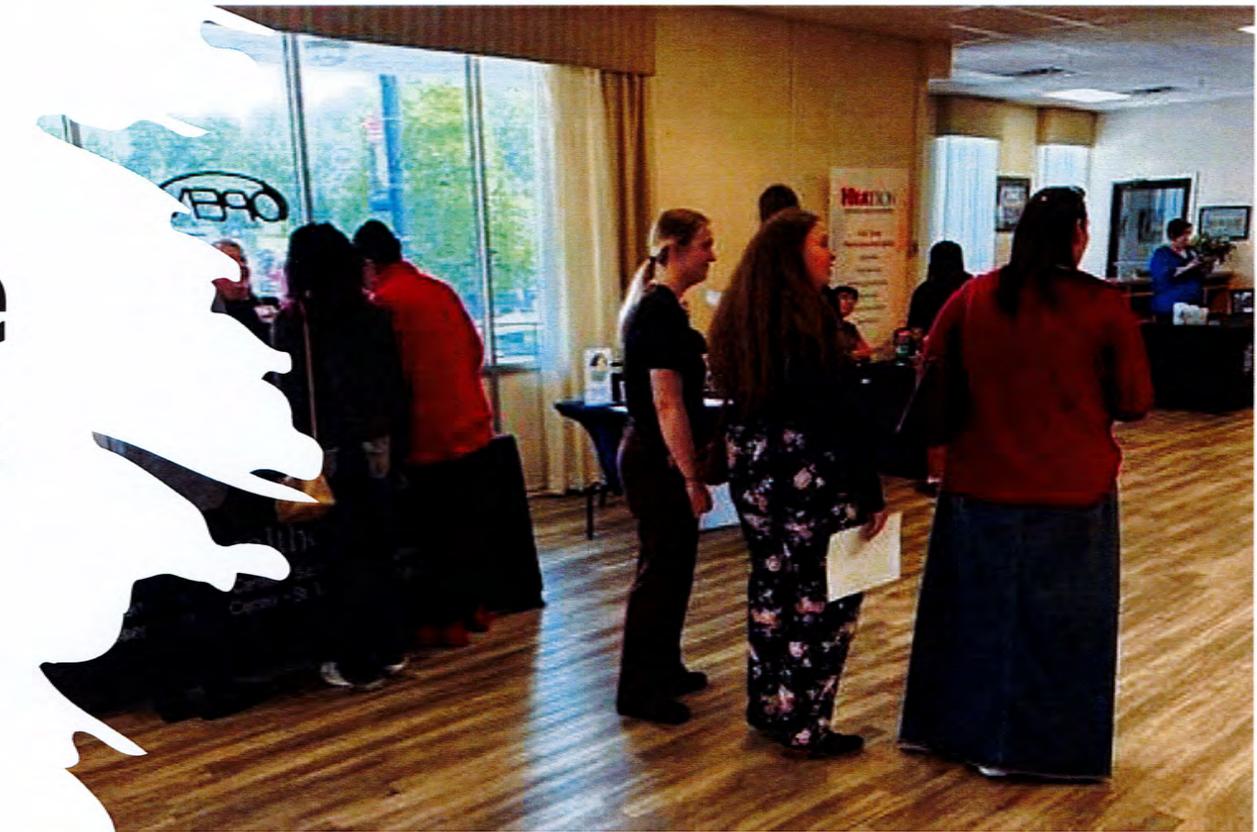
Business Retention Expansion

- Annual visits
- Assistance with state programs
- Workforce solutions



Workforce Initiatives

- Connections
- Job Fair
- CTE Symposium

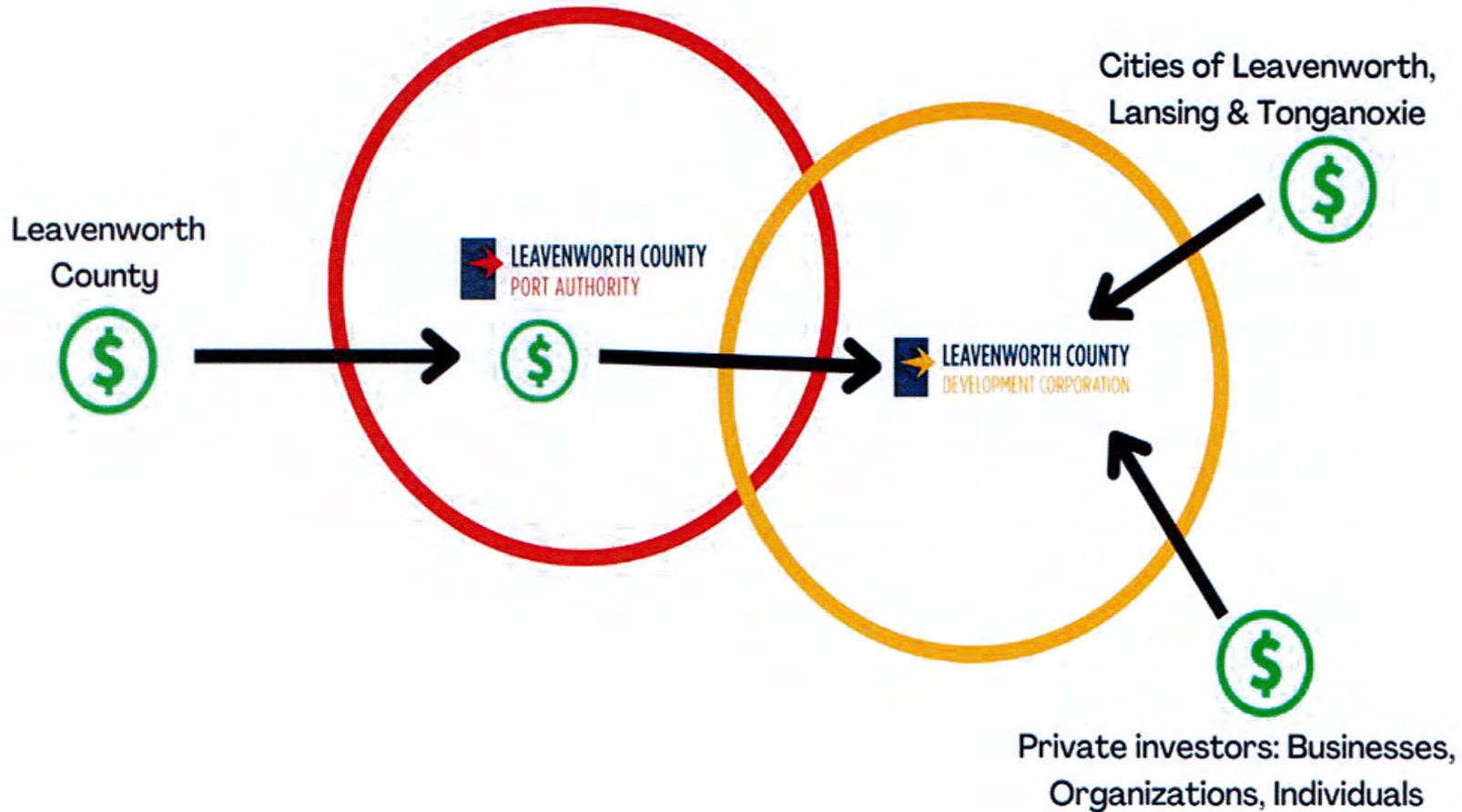


Community Engagement

- Leavenworth's Sister City Advisory Board
- Leavenworth's Community Development Advisory Board
- Leavenworth's Airport Advisory Committee
- United Way
- Leavenworth Mainstreet
- LL Chamber of Commerce
- Leavenworth Education Foundation
- Grow Leavenworth County
- Wichita State's CEDBR Economic Outlook
- Kansas Economic Development Council
- Podcasts



FUNDING

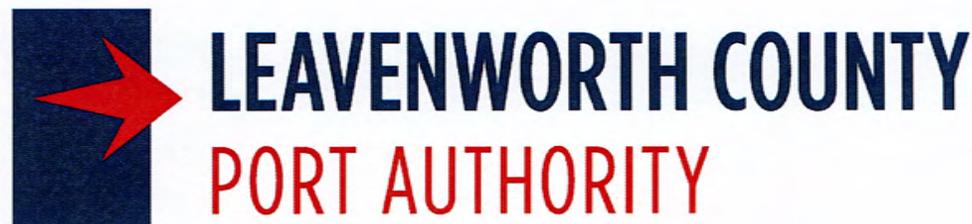


Impact

- Gary Carlson Business Center, est. 1989
- Over 10 businesses
- Over 400 jobs
- Over \$400,000 in property taxes

Initiatives

- Education Campaign
- Industrial Site Visioning Committee
- Regional Transportation



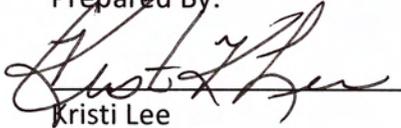


LEAVENWORTH COUNTY DEVELOPMENT CORPORATION

Lisa Haack
Executive Director
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913-727-6111

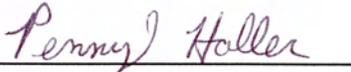
Policy Report
Leavenworth Convention and Visitors Bureau – Semi-Annual Report
Tuesday, April 15, 2025

Prepared By:



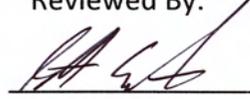
Kristi Lee
CVB Manager

Reviewed By:



Penny Holler
Assistant City Manager

Reviewed By:

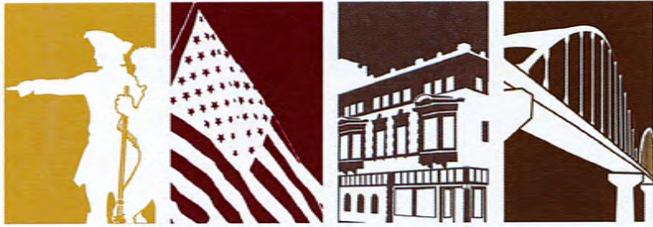


Scott Peterson
City Manager

BACKGROUND:

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

Leavenworth, Kansas



CONVENTION AND VISITORS BUREAU

2024 YE Review & 2025 1st Qtr Report

AI Generated



Presented by: Kristi Lee
April 15, 2025

www.visitleavenworthks.com

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National Tourism News



Real ID Act

Beginning May 7, 2025, if you have not upgraded your driver's license or state-issued ID to be REAL ID-compliant, you will not be able to use it to:

Board federally regulated commercial aircraft, access federal government facilities or military installations or enter nuclear power plants.

If your driver's license or state ID has a star in the upper right-hand corner, it is REAL-ID compliant.



Retail Stores

A report by Coresight Research predicts 15,000 retail stores will close in 2025 but suggests it has more to do with changes in consumer behavior than economic conditions. JCPenney, Joann Fabrics, Macy's, Kohl's are just some of the stores set to close selected locations in the upcoming year. Consumers are changing the way they shop and opting in for the ease of online shopping convenience and discounted prices. Consumers are losing patience with stores not carrying their sizes, disorganized and poor customer service.



World Cup 2026

The 2026 FIFA World Cup will take place from June 11 to July 19, 2026. Below are some of the dates to stay away from if you are planning an event.

Game Days:

Tues, June 16 - KC Stadium

Sat, June 20 - KC Stadium

Thur, June 25, KC Stadium

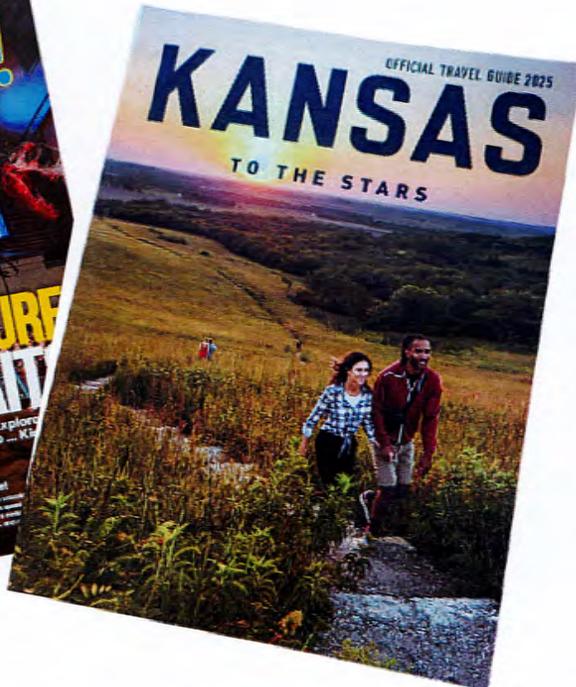
Sat, June 27, KC Stadium

Fri, July 3, KC Stadium

Sat, July 11, KC Stadium

www.kansascityfwc26.com is a good website to refer to when needing updated information.

Kansas Tourism



The KANSAS! magazine is turning 80! and the state couldn't think of a better way to kick off a celebration than by introducing KANSAS! Kids magazine. The new magazine is all about sparking curiosity in young minds - connecting them to beauty, history and the endless possibilities of Kansas. The mission is to create a lasting connection to Kansas while encouraging kids to dream big.

New Mobile Visitor Center



The Kansas Tourism Mobile Visitor Center brings travel information directly to you. Their friendly and knowledgeable staff, known as Inspiration Agents, are excited to welcome you, answer your questions, and provide resources as you explore all that Kansas has to offer. This branded vehicle can be found at high-attendance events and festivals, both in-state and out-of-state.

We have invited them to attend Camp Leavenworth in September, however we are waiting on approval.

Kansas Tourism



KANSAS TOURISM ACCOMPLISHMENTS IN 2024

Named DESTINATION OF THE YEAR by NATJA

- + Gold for Home on the Range Project for creative marketing campaign
- + Bronze for destination video for Capturing Kansas: The Gordon Parks Legacy
- + Honorable mention for 2023 Travel Guide

KANSAS! finalist for Magazine of the Year

- + Gold for cover
- + Gold for historic feature
- + Gold for illustration

Sunflower Summer

- + 497,573 TOTAL TICKETS CLAIMED
- + 55% increase YOY
- + 223 attractions – 97% increase YOY
- + 2,569 travel guide requests came from SunflowerSummer.org

Awarded \$1,103,633.81 in Tourism Grants to 49 Communities

- + \$901,067.03 for 27 Attraction Development
- + \$102,566.78 for 16 Marketing Grants
- + \$100,000 to six BARN Grants

Launched Mobile Visitor Center

- + States traveled: Kansas, Nebraska, Colorado, Iowa, Illinois, Missouri
- + Counties traveled: 50
- + Number of events: 24

Launched Love, Kansas

- + 60 active communities
- + 36 people who moved to Kansas

12 Virtual Huddles, 52 Travel Talk Newsletters & 32 Community Trainings

Media & PR Numbers

- + New 3-minute blogger style travel segment titled On the Road and To The Stars on WIBW highlighting a different attraction or destination weekly
177 attractions/communities featured
- + Hosted eight familiarization (FAM) tours, one in each of the six tourism regions (1) I-70 FAM and (1) Agritourism FAM
- + 63 TV appearances

TravelKS.com page views surpassed all previous years by third quarter - with 5,610,259 million views at end of year

Social Media

- + 13.6% Social follower growth YOY
- + Impressions on Facebook & Instagram 4.7%
- + Instagram engagements 108.2%
- + Video views on Facebook & Instagram 3.5%

Visitor Campaign

- + Broadcast and digital ads (including two new 30-second commercials) yielding more than 212 million impressions

Released new Byways Guide – printed 75,000

Exhibitor in Route 66 Corridor at NTA Travel Exchange

428 Registered Agritourism Businesses – 17 new this year

Estimated visitors to Leavenworth, 50+ miles

LEAVENWORTH STATS YE

	Unique Visitors	Total Trips	Avg. Length of Stay
2019	245,211	487,642	2.4
2020	164,974	369,618	2.5
2021	151,192	367,389	2.7
2022	192,927	448,762	2.9
2023	174,182	453,516	2.6
2024	207,102	517,755	2.5

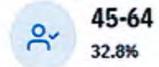


Designated Market Area

Top Markets

DMA	Visitor Days
Kansas City	113,128
Topeka	88,808
Wichita-Hutchinson Plus	84,221
Springfield- MO	48,951
St. Louis	44,011
Dallas-Ft. Worth	43,752
Joplin-Pittsburg	34,883
Chicago	31,920
Omaha	31,224
Columbia-Jefferson City	20,504
Oklahoma City	20,504
Washington-DC -Hagrstwn	19,174
Denver	18,817
Nashville	17,147
Tulsa	16,902

TOP AGE GROUP



TOP INCOME LEVEL



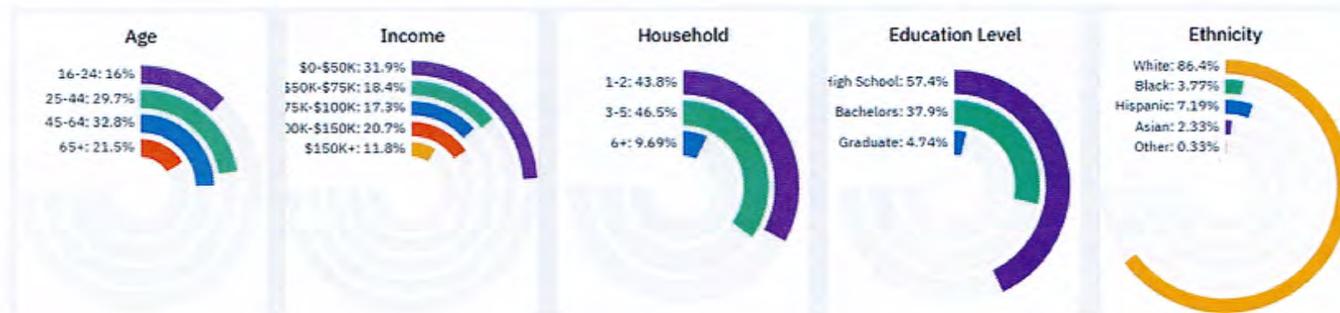
TOP HOUSEHOLD GROUP



TOP EDUCATION LEVEL



TOP ETHNICITY



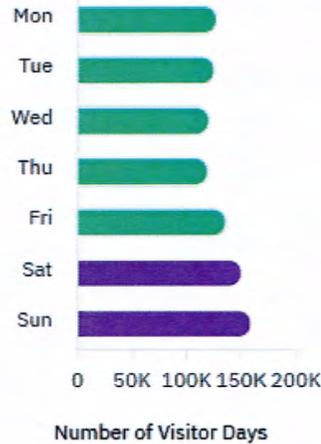
LEAVENWORTH STATS YE

Visitor Days by Length of Stay



1 Day	29.7%	2 Days	12.7%
3 Days	10.1%	4 Days	8.36%
5 Days	7.6%	6+ Days	31.6%

Visitors by Day



Cluster Visitation

Cluster	Share of Trips
Leavenworth KS	94.8%
Fort Leavenworth	22%
Leavenworth Downtown Area	16.9%
Lodging	10.6%
Attractions	7.3%
Meeting Venues	6.05%



POI Visitation

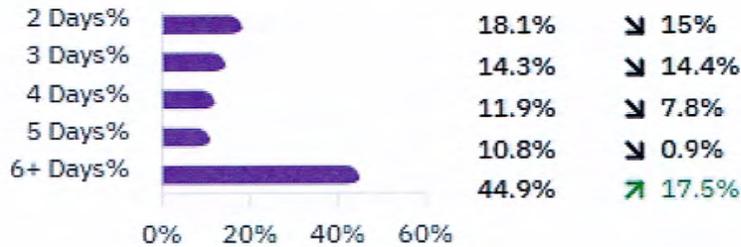
POI	Total Trips
Leavenworth KS	490,811
Fort Leavenworth	114,000
Leavenworth Downtown Area	87,349
Universtiy of Saint Mary	20,187
Fairfield Inn and Suites Leavenorth	13,307
Home2 Suites by Hilton Leavenworth	13,153
Leavenworth National Cemetery	9,384
Holiday Inn Express	8,194
Trails West Golf Course	7,553
Hampton Inn Leavenworth KS	6,800
TownePlace Suites by Marriott Leavenw...	5,768

Estimated visitors to Leavenworth, 50+ miles

LEAVENWORTH STATS YE

Overnight Visitation % Share **

for Jan 1, 2024 - Dec 31, 2024
% ↑/↓ vs 1/01/23 - 12/31/23



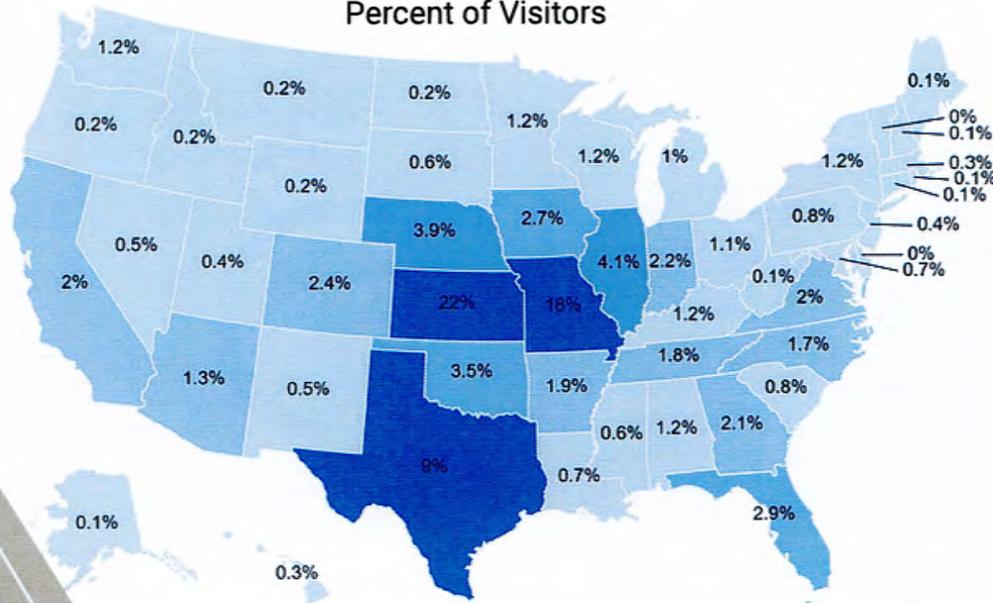
Locals vs Visitors % Share

for Jan 1, 2024 - Dec 31, 2024
% ↑/↓ vs 1/01/23 - 12/31/23



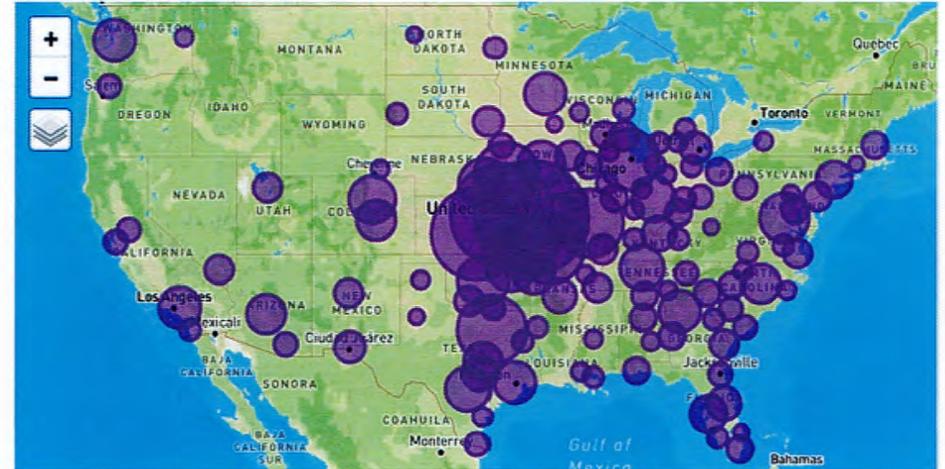
Locals: 0 - 5 Miles | Visitors: 5 - 3937 Miles
Distance filter is not applied to this chart

Percent of Visitors



Top 7 States: KS 22%, MO 18%, TX 9%, IL 4.1%, NE 3.9%, OK 3.5%, FL 2.9%

Density Map by DMA





Occupancy

	Occupancy	Supply
2020	53.0%	131,765
2021	59.2%	131,765
2022	60.2%	145,270
2023	63.9%	145,270
2024	68.3%	145,270



ADR

Average Daily Rate

2020	\$105.46
2021	\$105.68
2022	\$109.38
2023	\$117.29
2024	\$123.34

RevPAR

Revenue Per Available Room

2020	\$55.95
2021	\$62.59
2022	\$65.85
2023	\$74.95
2024	\$84.24



Revenue

2020	\$7.4M	69,902 room nights
2021	\$8.2M	78,033 room nights
2022	\$9.6M	87,463 room nights
2023	\$10.8M	92,835 room nights
2024	\$12.2M	99,217 room nights



Local TGT Collected

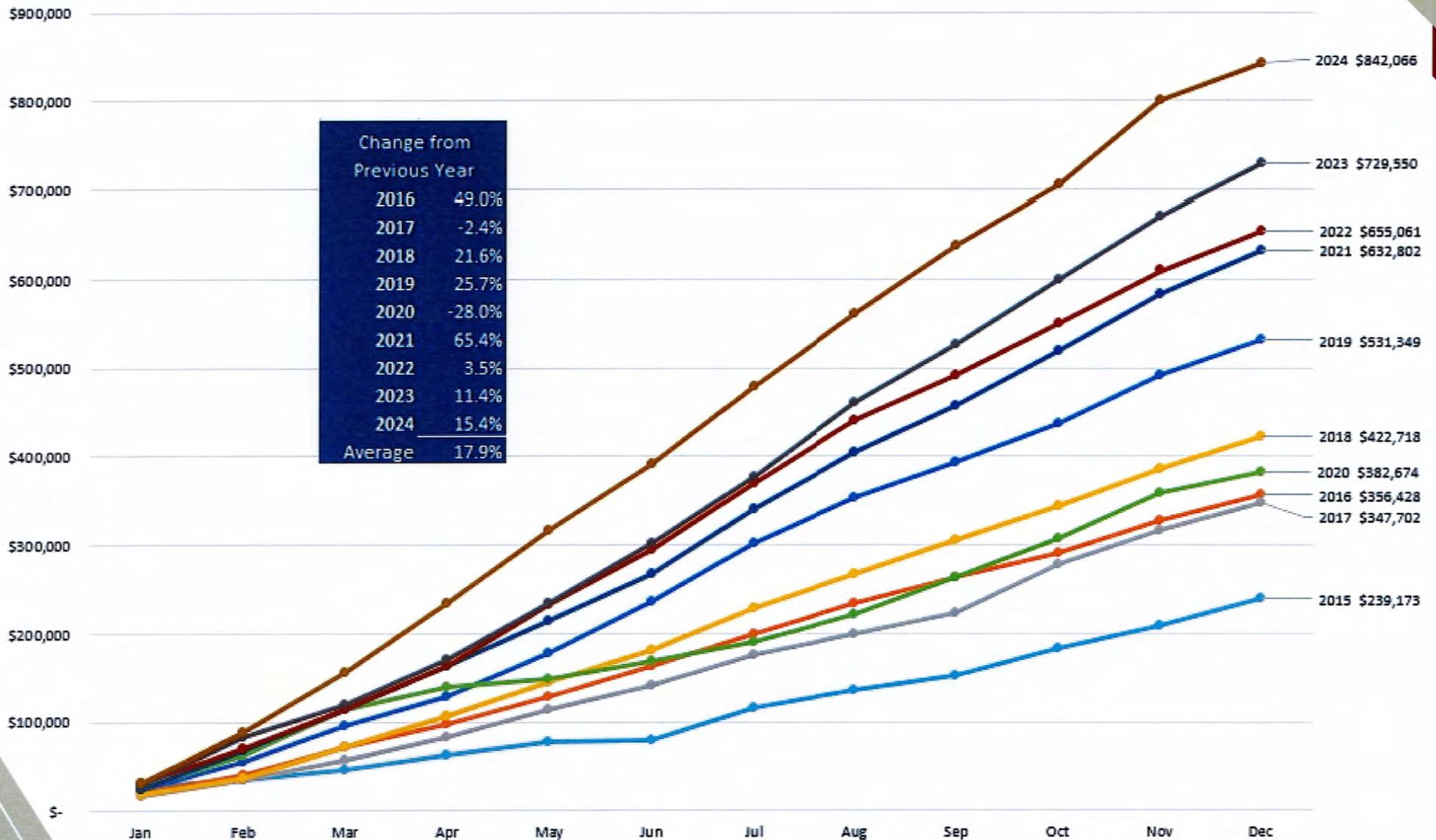
2020	\$383K	45,358 room nights
2021	\$633K	74,849 room nights
2022	\$655K	74,861 room nights
2023	\$729K	77,751 room nights
2024	\$842K	85,340 room nights

*Approx. 14% of room nights sold in 2024 were TGT exempt

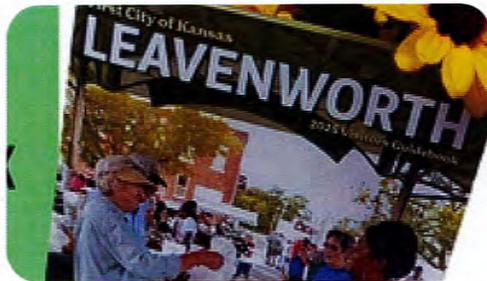
2020-2021 Figures based on: Fairfield Inn, Hampton Inn, Home2 Suites and TownePlace.

2022-24 figures based on: Fairfield, Hampton, Home2, TownePlace, EconoLodge in place of Lvn Local - not reporting

TRANSIENT GUEST TAX BY YEAR

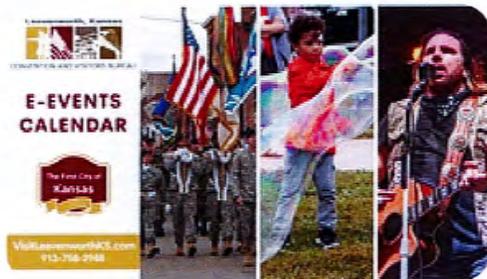


LEAVENWORTH STATS YE



Visitor Guidebook

Distributed 10,691 visitor guidebooks for 2024. They are distributed through travel centers, local delivery, hotels, trade-shows, direct inquires, on line inquires, walk ins, and RFCC lobby.



Events E-Newsletter

emailed to over 1,211 subscribers twice a month with an average open rate of 26.3%



Group Tours and Meetings

We hosted a total of 5 group tours and 4 meetings for a total of 494 people in attendance with a direct spend of \$127,839.00. In 2022 28.4% of group tours visiting Leavenworth were from meeting them at a conference. 2023 was 30%, 2024 was 33% and 2025 so far is 44%.



Social Media

Facebook, Twitter, Pinterest, and Instagram have over 9,289 followers. An increase of 3.77%



Website Stats

Pageviews	Unique views
343,765	176,142

Top Pages viewed:

Calendar of Events, Home page, USDB, and US BOP



Print Ads/Digital ads

Placed 30 print ads, with a distribution of 3.7 million publications

6 Digital Banner ads with the State Office of Tourism, & SEM marketing campaign with Madden Media, 3 banner ads with Lvn Times, 6 billboards ads, 1 Tv ad

LEAVENWORTH '25 UPDATES

*Sign up for our new Stakeholder E-Newsletter at: cvb@firstcity.org



Hometown Proud Signs

The City and CVB have established the Hometown Proud Sign Recognition program to honor those community members that have attained the highest levels of achievement and will bring a lasting renown to the individual or team. The new signage also includes a website and QR Code, allowing visitors to learn more about each honoree and stay up-to-date with their accomplishments through the CVB's online platform.



Explore Leavenworth Passport

The CVB launched an Attractions Passport for one of our campaigns this year. It encourages visitors and residents alike to check in to all 14 locations including on Fort Leavenworth to win prizes throughout the passport and be entered into the main drawing for a hotel stay and meals at the end of the year. We have already had over 25 check ins.



Stakeholders E-Newsletter

Emailed to over 148 subscribers once month with an open rate of 58% . We have been sending this out for one year.



Omihachiman Japan Visiting in July and Oct.

Omihachiman high school students will once again visit us this summer and 15-20 delegates will visit us October 25-26th.



2025 Visitors Guidebook

Hot off the press is the new 2025 Visitors Guidebook. Let us know if you need some copies.



Wagga Wagga Visit

We are very excited to have a delegation going to Wagga Wagga this year in October. Its been over five years since Leavenworth has visited our sister city.

LEAVENWORTH '25 UPDATES

TGT Grants Feb. 1, 2025

The Tourism Grant review committee met on Feb 12th and determined the amounts for the grant applications for the Feb 1, 2024 round.

LCBS - \$5,000 - Celebrating Women, Buffalo Bill Wild West, Spirit of the Buffalo Art Project
Heritage Event Center - \$3,000 - Home and Garden Show

Calendar of Events

Apr 11-20	Moon Over Buffalo
Apr 25	Cruise Nights start for the summer
Apr 26	Fort Lvn Post Wide Yard Sale
Apr 26	Fashion Show and Dinner
Apr 27	Spring Tea at the RFCC
May 7	Touch-a-Truck at the RFCC
May 3	Farmers Market Opening Day
May 10	Fort Leavenworth Homes Tour
May 10	May Mayhem Music Fest at Vivo

For more event information
please visit our website

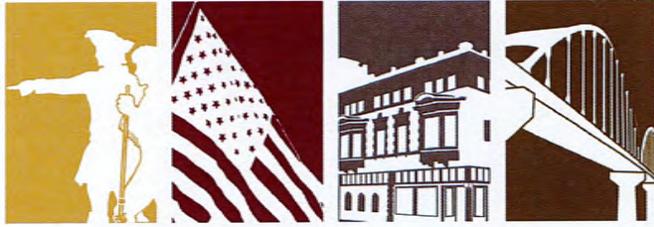
Trade Shows and Conferences 2025

March 8-12	Select Traveler Conference Owensboro, KY
April 1	KS Meet UP, Topeka KS
April 12	PAIR Day, Ft Lvn
April 30-1	SMM Summit, Branson MO
June 20-24	Military Reunion Network Conference Lubbock, TX
Aug 16	PAIR Day, Ft Lvn
Oct 1-4	TBEX, Travel Writers Conference Wichita, KS - May co-op with NEKS
Oct 20-22	Kansas Tourism Conference Manhattan, KS

Group Tours/Meetings

March 14	WSU Continuing Education 55 Wichita, KS
March 14	USD44 Recreation Center 14 Burlingame, KS
March 15	JW Wolfman Black 1 Bartlesville, OK
May 3	Haysville Church Group 25+ Hays, KS
May 14	KC Shepherds Road Trippers 25+ KCMO
Fall Grace on the Go 20+ St. Louis, MO	
Oct 3	SeAirLan World Tours 55 St. Joe, MO
Dec 4-5	Presley Tours +55 Mankanda IL
April 30-May 4	MCB53 Navy Seabee Conf. 40 Veterans Reunion
Sept 2026	Tresa Jones, Quilting Conf. 45 Quilting Retreat

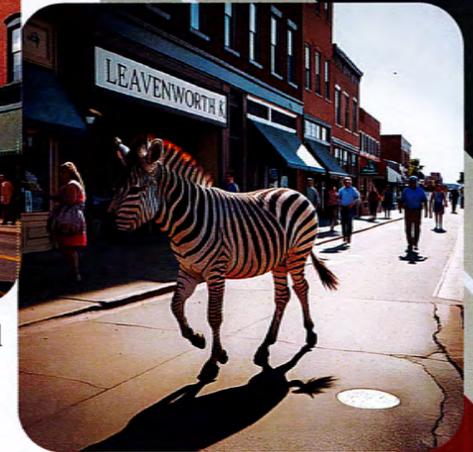
Leavenworth, Kansas



CONVENTION AND VISITORS BUREAU



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Thank You



Email

cvb@firstcity.org



Address

100 N 5th St. Leavenworth, KS



Website

www.VisitLeavenworthKS.com



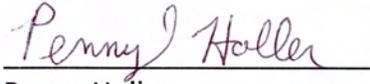
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STAFF REPORT
Economic Development Overview
April 15, 2025

Prepared By:



Penny Holler
Assistant City Manager

Reviewed By:



Scott Peterson
City Manager

BACKGROUND:

An overview of City economic development will be provided.

2025 | City of Leavenworth Economic Development



Partners in Growth

City and Six Organizations

City of Leavenworth

Key Focus: Full-Spectrum Economic Development

Growth Signs: Consistent local and outside activity

Areas to Watch: Partner activity not matching City priorities

2025 Budget: \$600,000

Current Employees: .4 EE's

City of Leavenworth's Assistant City Manager/Economic Development Director administers 5 economic development programs:

- Small Business Economic Development Grant
- Business Improvement and Expansion Grant
- ADA Accessible Grant
- Neighborhood Revitalization Area Property Tax Rebate Program
- Network Kansas loan applications through the Grow Leavenworth County Development Corporation

Primary point of contact for:

- Existing businesses on City issues across departments (ex. sign code)
- Start-up businesses in Leavenworth
- Potential commercial/retail businesses looking for traffic counts, population statistics, economic overview and available properties
- Development projects ranging from affordable housing to multi-million dollar industrial/manufacturing efforts
- Economic development incentives
- City land and property transactions

Manages annual Business Symposium to bring key resources to local companies. Provides \$56,000 to Leavenworth Main Street, \$69,000 to Leavenworth County Development Corporation, and \$95,000 to RideLV transit program. Combined oversight of over \$4 million in economic development, business park, and Transient Guest Tax (TGT) funds.

Leavenworth County

Key Focus: Growth inside and outside of cities/Transportation

Growth Signs: County population increasing

Areas to Watch: Significant funding drop for countywide economic development

2025 Budget: \$25,000 to LCPA (and LCDC)

Current Employees: 0 EE's (County Manager addressing projects and incentives as they arise)

Leavenworth County Development Corporation/Leavenworth County Port Authority (LCDC/LCPA)

Key Focus: International/National Business Attraction and Regional Economic Connector

Growth Signs: Developments in southern Leavenworth County/Stable memberships

Areas to Watch: Lack of sustainable funding/Vacant Business and Technology Park

2025 Budget: \$162,967 LCPA (\$139,517 to LCDC)/LCDC \$375,288

Current Employees: 3 EE's

Current Membership: 60

Leavenworth/Lansing Chamber of Commerce

Key Focus: Local community connections and business support

Growth Signs: New leadership/High level of volunteerism

Areas to Watch: Serious financial concerns/Significant shift in scope

2025 Budget: Around \$200,000

Current Employees: 2 EE's

Current Membership: Between 150-300 (Downward trend)

Leavenworth Main Street

Key Focus: Downtown Revitalization (Businesses, Buildings and Activities)

Growth Signs: New strategic plan/Growing sponsorships

Areas to Watch: Lack of measurable activity for City funds

2025 Budget: \$285,650

Current Employees: 2 EE's

Current Membership: 57

Grow Leavenworth County Development Corporation

Key Focus: Small business gap financing loans/Entrepreneurial resources

Growth Signs: New website/Revitalized board

Areas to Watch: Very limited budget

2025 Budget: \$5,000

Current Employees: 0 EE's (Volunteer Board)

City Economic Development Office Activity - Last 45 Days

Type of Contact	Notes
New Business	Local resident wants to open old-time candy shop in the downtown.
New Business	Health care business opening in Leavenworth, asking about zoning, grants, and GLC loans.
General	Main Street reaching out on behalf of existing Delaware Street business. Asking if they are in the historic district and whether their building work needs to go to the Leavenworth Historic Preservation Commission.
New Business	General questions about setting up a business in Leavenworth
New Business	National hotel brand seeking site in Leavenworth.
New Business	Starting home-based business out of home. Referred to City Planner for zoning to verify that's allowed. Discussed City licenses.
General	Engineering firm wants to do business with the City.
NRA	Building owner on South 5th Street submitted NRA property tax rebate application for building work.
General	Long-time Leavenworth business owner wants to participate more with City as an advisory board member.
General	City of Osawatomie asking about City efforts on 312 Delaware and 600 Cherokee projects
City Property Purchase	Local resident requesting to purchase City-owned lot.
Small Business Grant	Newer downtown business partnering with new downtown business at same location and seeking grants for the building.
New Business	Considering downtown building purchase for new brewery.
New Business	Wants to start a food truck in Leavenworth. Needs basic resources to set up a small business and information on City licenses.
General	Questions about status of CoreCivic reopening (multiple contacts).
Small Business Grant	Existing downtown business bought new building and dropped off grant and NRA applications.
General	Internet fiber provider provided sales information on their services.
GLC Loan	Bank referral for new business for possible GLC loan.
General	Property manager reached out about City's sidewalk cost-share grant
New Business	Looking for space for a new restaurant north of downtown.
YAC	Inquired about the possible purchase of 312 Delaware Street.
Small Business Grant	Local business expanding and considering lease or purchase of new downtown space.
General	Local business owner had complaint about City Fire Department's inspection.

General	Exploring possible carry-out food/beverage options for downtown building.
General	Home based sales company asking about City programs.
General	LCDC reached out about possible existing 60,000 square foot building for new manufacturing business.
General	Meeting with Kansas Department of Commerce to learn about changes to STAR bond incentive program.
ADA	Received complaint that local business did not have an ADA accessible parking space.
Small Business Grant	New owner of property just north of downtown asking about City grant programs to revitalize the business storefront.
General	Development company from Kansas City, KS considering mixed-use, infill redevelopment project. Sharing City incentives and property owner information.