



**City of Leavenworth**  
**100 N. 5<sup>th</sup> Street**  
**Leavenworth, Kansas 66048**

**CITY COMMISSION STUDY SESSION**  
**COMMISSION CHAMBERS**  
**TUESDAY, NOVEMBER 19, 2024 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. Report from Leavenworth Unified School District USD 453 (pg. 02)
2. Report from University of Saint Mary (pg. 03)
3. Report from Leavenworth Public Library (pg. 04)
4. Report from Convention & Visitors Bureau (pg. 05)
5. Request to Purchase 312 Delaware Street (pg. 34)

**STUDY SESSION POLICY REPORT  
PRESENTATION BY  
LEAVENWORTH UNIFIED SCHOOL DISTRICT NO. 453**

**NOVEMBER 19, 2024**

Leavenworth Unified School District No. 453 will provide an update to the City Commission.

**STUDY SESSION POLICY REPORT  
SEMI-ANNUAL REPORT  
PRESENTATION BY  
UNIVERSITY OF SAINT MARY**

**NOVEMBER 19, 2024**

Sister Diane Steele, University of Saint Mary will provide a semi-annual review to the City Commission.

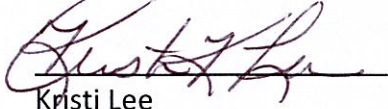
**STUDY SESSION POLICY REPORT  
SEMI-ANNUAL REPORT  
PRESENTATION BY  
LEAVENWORTH PUBLIC LIBRARY**

**NOVEMBER 19, 2024**

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

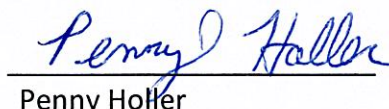
**Policy Report**  
**Leavenworth Convention and Visitors Bureau – Semi-Annual Report**  
**Nov. 19, 2024**

Prepared By:



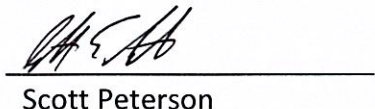
Kristi Lee  
CVB Manager

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.

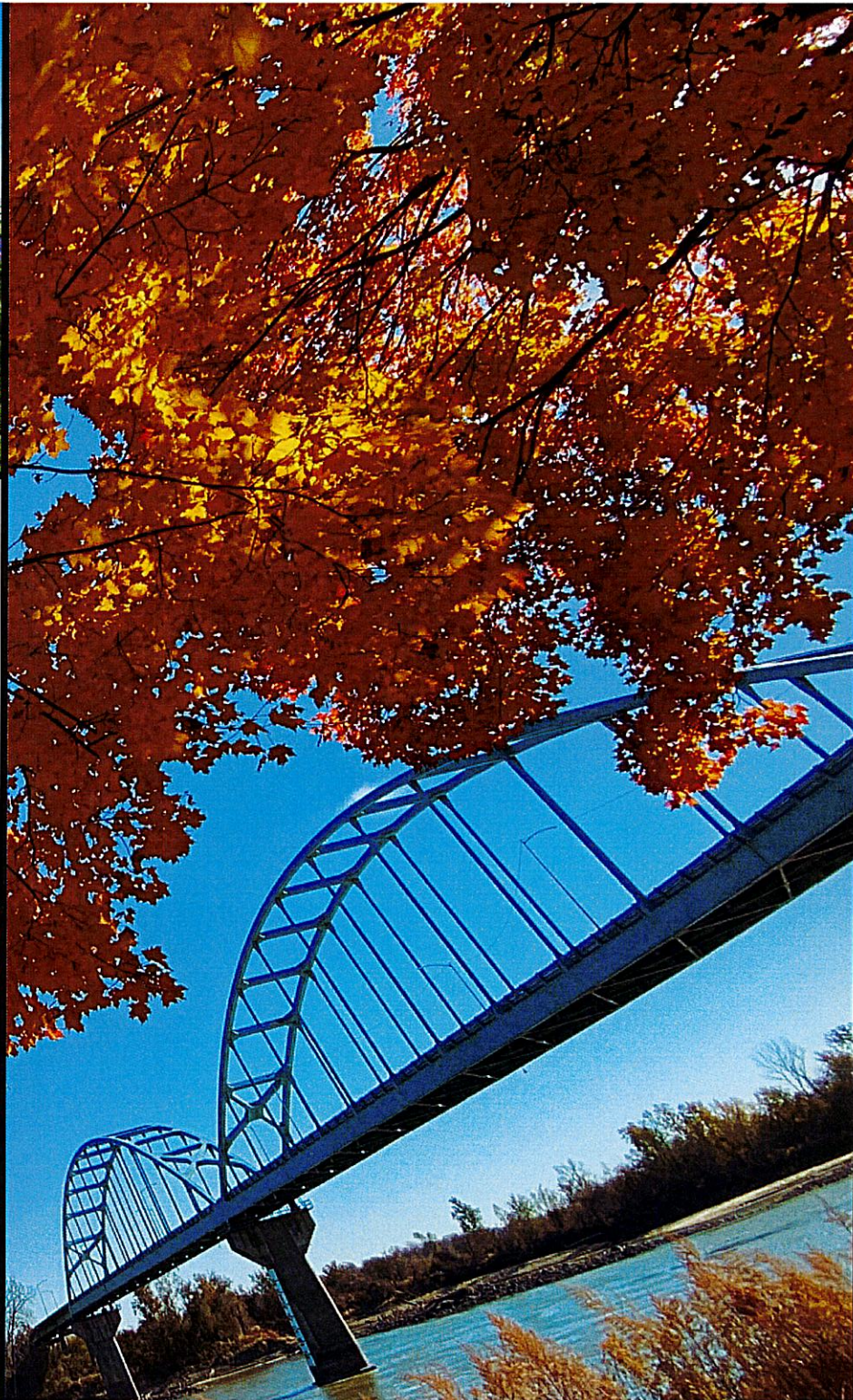


Leavenworth, Kansas

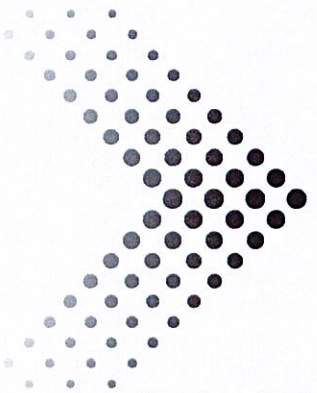


CONVENTION AND VISITORS BUREAU

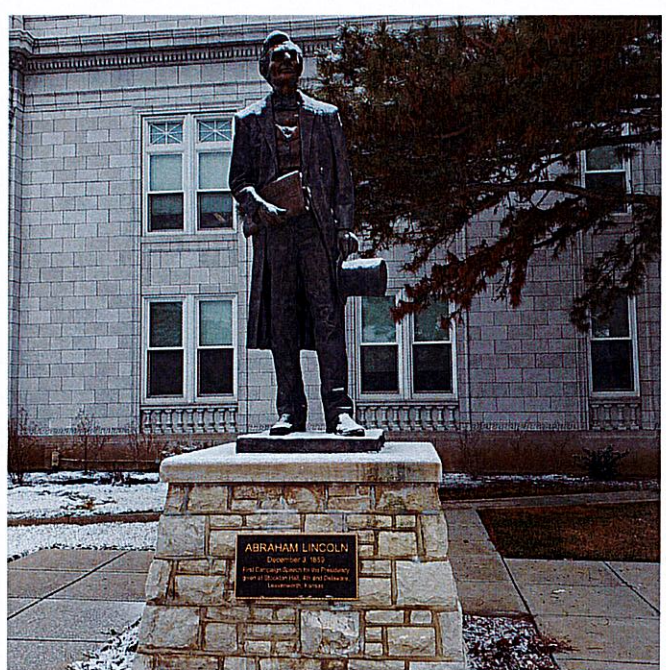
# CVB REPORT 4TH QTR/FALL



Presented by:  
Kristi Lee  
Nov. 19, 2024



# DISCUSSION POINTS



**National Tourism Industry**

**Kansas Tourism Industry**

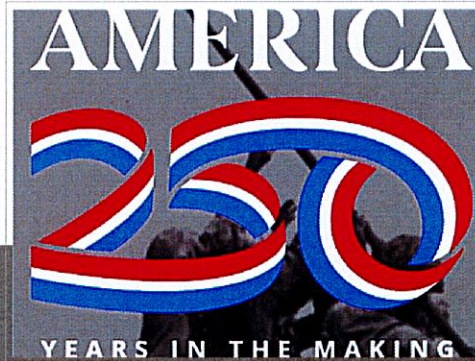
**Leavenworth Tourism Industry**

# National Tourism Industry



## 01. Holiday Travel Plans Cautious

"Higher costs due to inflation and perceptions about the relative strength of the economy and job market appear to be making travelers more cautious about holiday travel planning when compared with 2023," said Amir Eylon, President and CEO of Longwoods International. "If these trends continue as we get closer to the holidays, we can expect holiday travel and spending to be relatively flat for 2024."



## 02. America 250

On July 4, 2026, our nation will commemorate and celebrate the 250th anniversary of the signing of the Declaration of Independence. The journey toward this historic milestone is an opportunity to pause and reflect on our nation's past, honor the contributions of all Americans, and look ahead toward the future we want to create for the next generation and beyond. What does America mean to you? Nominate history's unsung champions, and tell your American Story.

[America250.org](http://America250.org)



## 03. World Cup 2026

The CVB has attended several meetings so far on the updates for 2026 World Cup. We will continue to keep updated on happenings around the area and in ways we can get involved. Currently VisitKC is our go to entity for news. We are a member of VisitKC and as opportunities present themselves we will take advantage of them throughout this process to help Leavenworth stand out.

[www.fifa.com](http://www.fifa.com)



# KANSAS TOURISM INDUSTRY

## ECONOMIC IMPACTS KEY FINDINGS

### VISITOR SPENDING

Visitor spending increased by more than \$350 million in 2023 to reach \$8.0 billion. Spending grew 4.6% year-over-year, and surpassed pre-pandemic levels by 10%. Visitor spending increases were strongest in the lodging and recreation categories followed closely by food and beverage.

### TOTAL ECONOMIC IMPACT

Visitor spending of \$8.0 billion generated a total economic impact of \$13.2 billion in Kansas in 2023 including indirect and induced impacts. This total economic impact sustained 90,923 jobs and generated \$823 million in state and local tax revenues in 2023.



**\$13.2 BILLION**

Total Economic Impact of Tourism in Kansas in 2023



**\$8.0B**

Visitor Spending



**\$13.2B**

Total Economic Impact



**90,923**

Total Jobs Generated



**\$823M**

State & Local Taxes Generated

### VISITOR VOLUME

Kansas visitor volumes continued to climb in 2023, with a steady 4.1% increase. Yearover-year growth in 2023 was supported primarily by growth in day visitors, along with continued growth in international and business travel.

### VISITOR SPENDING

Visitor spending expanded 4.6% in 2023, recovering to 10% higher than 2019 levels. Of the \$8.0 billion spent in Kansas in 2023 by visitors, transportation, including both air and transportation within the destination, accounted for 29% of visitor spending. Spending on food and beverages contributed \$2.0 billion in sales—about 25% of total visitor spending. Visitors spent 14% of their total budget on lodging, including the value of second homes, 16% on recreation, and 15% on retail purchases.



# KANSAS TOURISM INDUSTRY



## KANSAS TOURISM NEWS

Due to our continue growth, we have some restructuring that is happening within the Kansas Tourism team. All these changes are designed to help us continue to grow and continue to be strategic in everything we do. Here are some of the key changes:

**Jordan Roemerman** has been promoted to the new role of **Deputy Director for Kansas Tourism**. She will oversee all of our marketing efforts ensuring a cohesive approach across all our initiatives.

**Jaimee Salalac** will expand her role to include being the **Administrative Assistant for the Director**.

**Andrea Etzel** is launching an exciting addition to KANSAS! magazine called **'KANSAS! Kids'** with the first issue coming out January 2025.

As the **Love, Kansas** initiative continues to grow, we are defining specific markets for our team members to focus on. **Rosa Cavazos** will continue working with our 57+ community partners, while **Adam Roorbach** is focused on engaging with our universities and colleges.

Other news includes this years Kansas Tourism Conference was the largest ever with over 240 people in attendance at the Olathe Embassy Suites Hotel and Conference Center.

## VISITOR VOLUME & SPENDING TRENDS

Led by lodging spending growth of 7.6%, overall visitor spending grew across all spending categories in 2023.

Recreation and food and beverage spending expanded 5.9% and 5.2%, respectively, while retail trailed at 3.2% growth. Due to a decline in gas prices, transportation spending growth moderated in 2023 and grew 2.6%.

Visitor volume growth was driven by day visitors in 2023; day visitation to Kansas grew 6.1%, while overnight visitation grew 1.5%.

As a result of the day demand increase, spending by day visitors led with 6.7% spending growth. However, overnight spending remained the largest portion of visitor spending with 75.5% attributed by overnight visitors. Due to both demand and price increases overnight visitors spent \$367 per person, an increase of 2.4%

### Kansas visitor spending

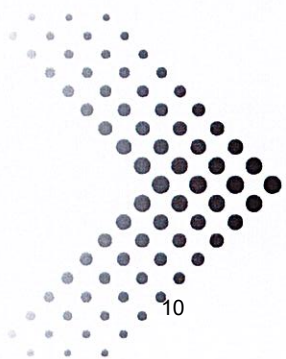
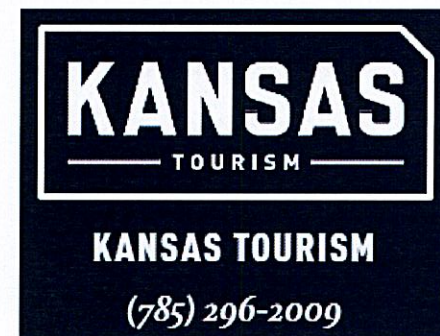
Amounts in \$ millions, 2023 percent change and percent recovered relative to 2019

	2019	2020	2021	2022	2023	2023 Growth	% relative to 2019
<b>Total visitor spending</b>	<b>\$7,327</b>	<b>\$5,446</b>	<b>\$6,960</b>	<b>\$7,677</b>	<b>\$8,029</b>	<b>4.6%</b>	<b>109.6%</b>
Transportation**	\$2,082	\$1,651	\$1,986	\$2,266	\$2,326	2.6%	111.8%
Food & beverage	\$1,804	\$1,415	\$1,809	\$1,941	\$2,043	5.2%	113.2%
Recreation	\$1,192	\$842	\$1,114	\$1,237	\$1,310	5.9%	109.9%
Retail	\$1,086	\$880	\$1,114	\$1,167	\$1,204	3.2%	110.9%
Lodging*	\$1,163	\$658	\$937	\$1,065	\$1,146	7.6%	98.6%

Source: Tourism Economics

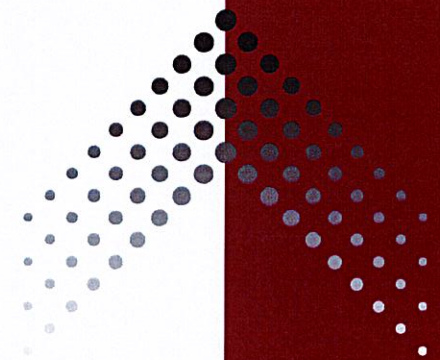
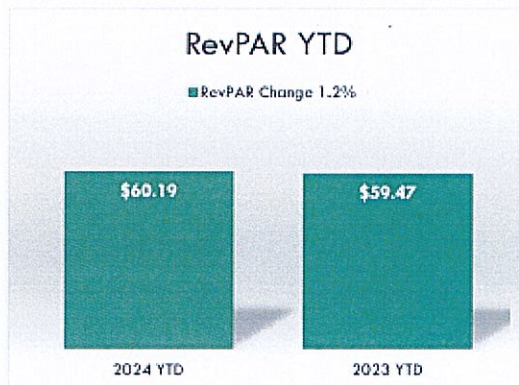
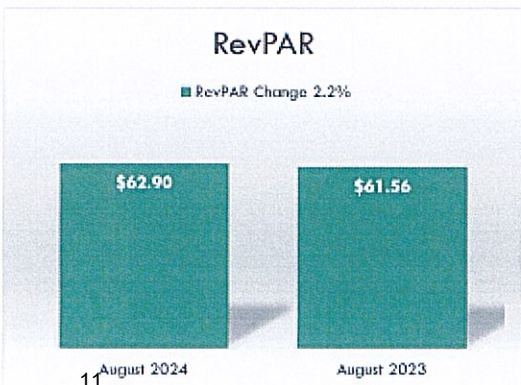
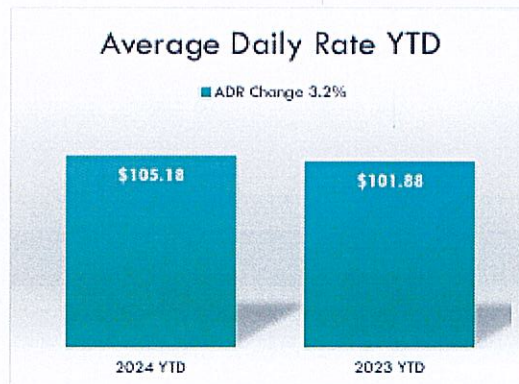
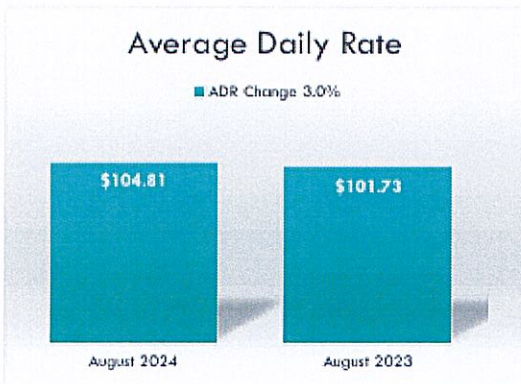
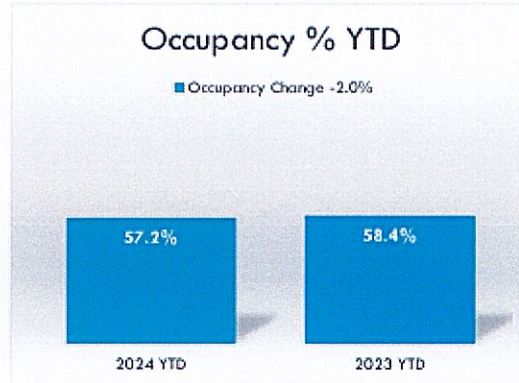
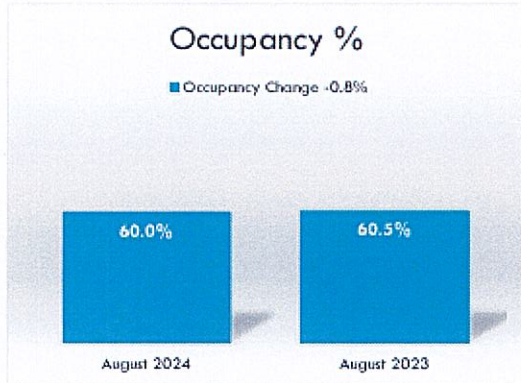
\* Lodging includes second home spending

\*\* Transportation includes both ground and air transportation



# KANSAS TOURISM INDUSTRY

## 2024 State of Kansas Hotel Report

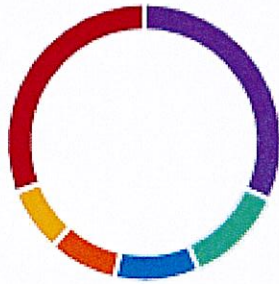


# LEAVENWORTH TOURISM INDUSTRY

50 miles+

Jan 1, 2024 - Oct. 15, 2024

## Visitor Days by Length of Stay



- 1 Day 31.8%    2 Days 11.7%
- 3 Days 9.93%    4 Days 8.14%
- 5 Days 7.6%    6+ Days 30.8%

Avg. Length of Stay: 2 days

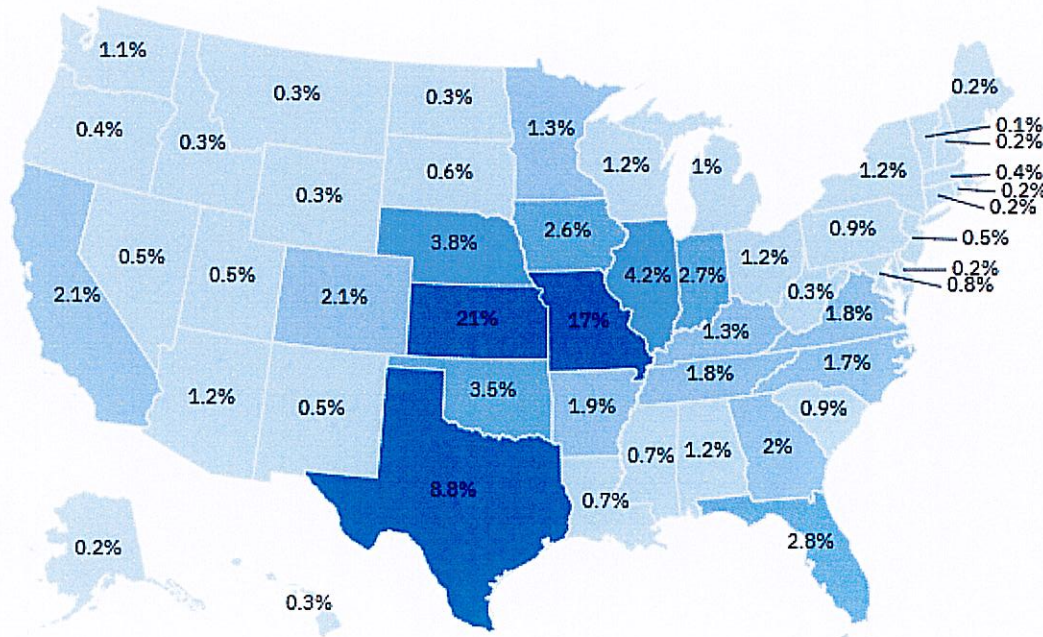
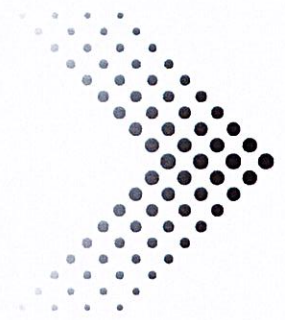
## Cluster Visitation

Cluster	Share of Trips
Leavenworth KS	99.9%
Leavenworth Downtown Area	16.8%
Lodging	8.37%
Attractions	6.75%
Meeting Venues	5.8%

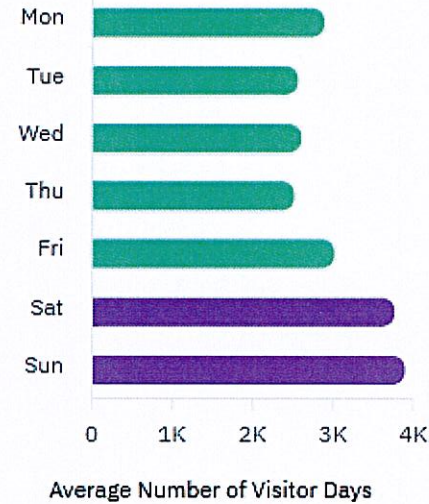
## POI Visitation

POI	Total Trips
Leavenworth KS	493,033
Leavenworth Downtown Area	84,676
Universtiy of Saint Mary	22,397
Fairfield Inn and Suites Leavenorth	13,885
Home2 Suites by Hilton Leavenworth	13,427
Leavenworth National Cemetery	11,400
Chapel of the Veterans	7,897
Hampton Inn Leavenworth KS	7,795
TownePlace Suites by Marriott Leavenwor	5,905
Leavenworth Landing	5,841
Crown Lanes Bowling Center	3,438
Terrace Court Motel	3,012

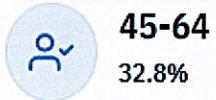
# LEAVENWORTH TOURISM INDUSTRY



## Visitors by Day



### TOP AGE GROUP



### TOP INCOME LEVEL



### TOP HOUSEHOLD GROUP



### TOP EDUCATION LEVEL

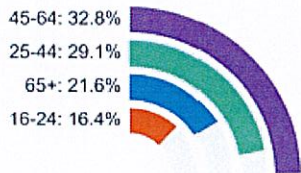


### TOP ETHNICITY

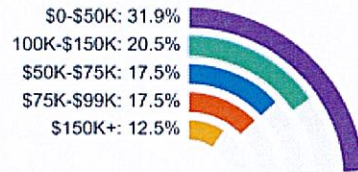


## Demographics

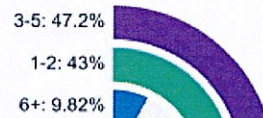
### Age



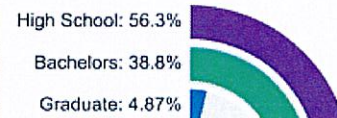
### Income



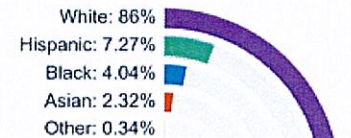
### Household



### Education Level

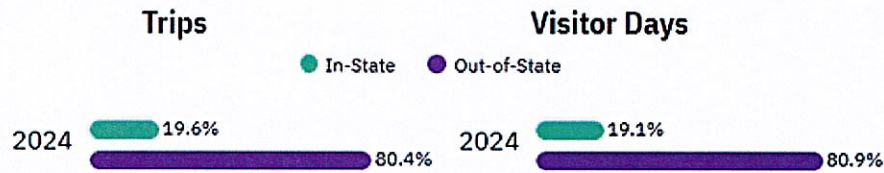


### Ethnicity



# LEAVENWORTH TOURISM INDUSTRY

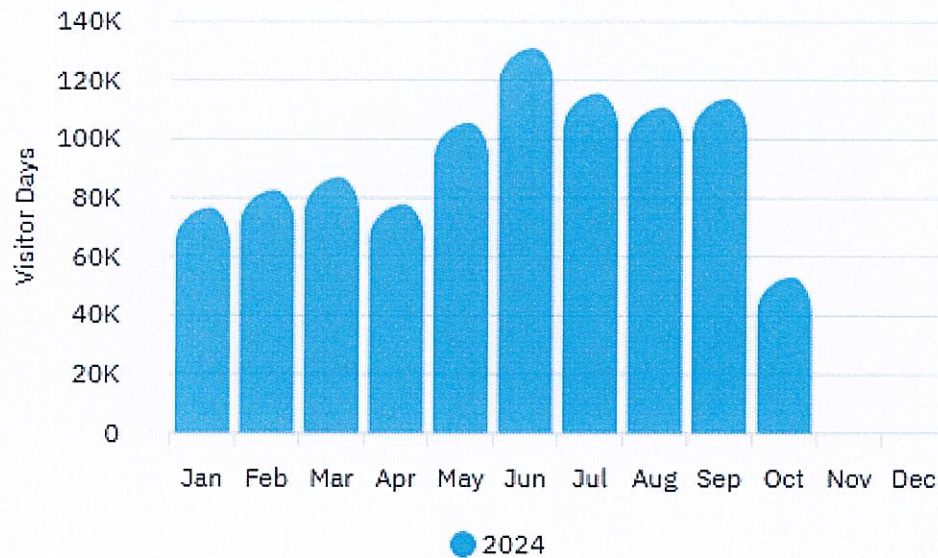
## Visitation



## Top Markets Designated Marketing Area

DMA	Area
Kansas City	80,262
Topeka	66,497
Wichita-Hutchinson Plus	59,461
St. Louis	34,778
Springfield- MO	33,915
Dallas-Ft. Worth	33,878
Joplin-Pittsburg	26,166
Chicago	23,350
Omaha	22,026
Columbia-Jefferson City	15,649
Oklahoma City	15,572
Denver	13,979
Indianapolis	13,856

## Visitation by Year - Visitor Days



**TOTAL TRIPS**  
493,328 Trips

**VISITOR DAYS**  
955,641 Days

**AVG LENGTH OF STAY**  
1.9 Days

One is trips and one is visitor days. You could take 2 trips and spend 3 days each and have a total of 6 visitor days from 2 trips.

Northeast Region





# LEAVENWORTH COUNTY TOURISM INDUSTRY

Visitor spending amounts in millions of dollars	2019	2020	2021	2022	2023	Growth rate	Share of Region	Share of State
<b>County</b>								
Atchison County	\$21.2	\$18.8	\$23.6	\$24.6	\$26.4	7.0%	0.7%	0.3%
Brown County	\$67.7	\$49.9	\$59.3	\$60.3	\$62.8	4.2%	1.7%	0.8%
Doniphan County	\$29.5	\$21.3	\$24.9	\$24.5	\$24.6	0.7%	0.7%	0.3%
Douglas County	\$272.5	\$188.7	\$240.7	\$281.1	\$296.3	5.4%	7.8%	3.7%
Franklin County	\$35.5	\$36.8	\$43.7	\$46.1	\$49.1	6.4%	1.3%	0.6%
Jackson County	\$57.8	\$41.9	\$48.6	\$47.7	\$49.2	3.3%	1.3%	0.6%
Jefferson County	\$11.2	\$10.2	\$11.8	\$12.5	\$12.5	-0.7%	0.3%	0.2%
Johnson County	\$1,843.4	\$1,305.1	\$1,701.6	\$1,983.0	\$2,129.9	7.4%	56.3%	26.5%
Leavenworth County	\$67.3	\$62.4	\$77.3	\$76.7	\$80.0	4.2%	2.1%	1.0%
Miami County	\$23.4	\$20.1	\$23.2	\$24.3	\$24.9	2.4%	0.7%	0.3%
Nemaha County	\$12.3	\$11.1	\$12.3	\$12.9	\$13.1	1.5%	0.3%	0.2%
Osage County	\$11.0	\$9.6	\$11.8	\$11.9	\$12.0	0.4%	0.3%	0.1%
Shawnee County	\$360.9	\$291.5	\$356.8	\$372.5	\$387.9	4.1%	10.3%	4.8%
Wyandotte County	\$557.4	\$426.6	\$542.3	\$585.8	\$614.7	4.9%	16.2%	7.7%
Region Total	\$3,371.2	\$2,493.8	\$3,177.8	\$3,563.9	\$3,783.1	6.2%	100.0%	47.1%
<b>State Total</b>	<b>\$7,326.6</b>	<b>\$5,445.7</b>	<b>\$6,960.3</b>	<b>\$7,676.8</b>	<b>\$8,029.2</b>	<b>4.6%</b>		<b>100.0%</b>

Amounts in millions of current dollars	Lodging*	Food and beverage	Retail	Recreation**	Transport***	Total	Growth rate	State and local tax revenues (000s)	Tax savings per hhld
<b>County</b>									
Atchison County	\$4.8	\$8.7	\$4.0	\$3.4	\$5.5	\$26.4	7.0%	\$2,120.1	\$311.0
Brown County	\$1.7	\$3.2	\$1.8	\$51.5	\$4.7	\$62.8	4.2%	\$4,081.6	\$905.6
Doniphan County	\$0.7	\$1.1	\$0.5	\$19.7	\$2.6	\$24.6	0.7%	\$1,562.7	\$461.5
Douglas County	\$45.9	\$88.7	\$45.7	\$39.8	\$76.2	\$296.3	5.4%	\$22,078.1	\$418.0
Franklin County	\$6.8	\$12.0	\$7.0	\$5.7	\$17.5	\$49.1	6.4%	\$3,883.8	\$347.4
Jackson County	\$2.0	\$3.9	\$2.3	\$35.8	\$5.1	\$49.2	3.3%	\$2,961.1	\$527.6
Jefferson County	\$1.2	\$1.8	\$1.1	\$1.9	\$6.5	\$12.5	-0.7%	\$1,130.6	\$141.9
Johnson County	\$284.8	\$536.8	\$329.5	\$320.3	\$658.5	\$2,129.9	7.4%	\$157,672.3	\$625.4
Leavenworth County	\$9.2	\$22.6	\$10.6	\$11.0	\$26.5	\$80.0	4.2%	\$7,429.9	\$237.5

# LEAVENWORTH TOURISM INDUSTRY

**Jan 1 - Sept 30**

	Leavenworth	State
 <b>Occupancy</b>	67.7%	58.4%
 <b>RevPar</b>	\$79.15	\$59.47
 <b>Average Daily Rate</b>	\$116.84	\$101.88
 <b>TGT Funds</b>	\$638,836.57	collected thru Sept



## Website Jan-Oct 2024

163K Page views  
 99K Organic search, 45K direct search, 11K paid search, 7.6K referrals

## Top Pages Visited

Home page, Calendar of Events, Grinter Farms, USDB, USP, Fort Lvn, Business Directory



# LEAVENWORTH TOURISM INDUSTRY

## Visitor Guidebooks

Distributed 10,244 visitor guidebooks. They are distributed through travel centers, local delivery, hotels, trade-shows, direct inquires, on line inquires, walk ins, and RFCC lobby.

6,385 Direct individual requests, 514 welcome bags, and 3,345 mailed to Visitor Centers.

## Print advertising

Placed 23 print ads with a distribution of 3.7 million in publications

## On-Line Advertising

8 Banner ads, SEM leisure/meeting campaign, with over 1.02 million impressions

## E-NewsEvents Calendar

Emailed to over 1,968 subscribers twice a month with an average open rate of 25%

## Stakeholders E-Newsletter

Emailed to over 135 subscribers once a month with an average open rate of 50.0%

## Social Media

Facebook, Twitter, Pinterest, and Instagram have over 9,201 followers. A 5.7% increase over last year at this same time.

## Billboards and more

We are running a holiday campaign Nov 25 - Dec. 22 along I-70, and Hwy 7. The campaign will have an impression rate of one million views between the 5 locations.



# LEAVENWORTH TOURISM INDUSTRY

# Trade Shows and Conferences 2024

## TGT GRANTS: Aug 1, 2024

The Tourism Grant review committee met on August 9th and determined the amounts for the grant applications for the Aug. 1, 2024 round. We received requests for \$38,010 and awarded \$15,000.

LCHS - \$2000, Vintage Homes Tour and Women in History events, Leavenworth Charm Hunt - \$1500, Kansas Miss Volunteer Pageant - \$1900, Leavenworth Main Street - \$1800, 1st City Film Festival - \$600, Veterans Day Parade - \$3000, Sunflowers and Cider - \$1200, Lvn Christmas Market - \$1500, LV Arts in the Park - \$1500

## Group Tours

May 13-14	Smith Travel Tours	40+	Group
May 31	Tallgrass Tours	30	Group
July 9	Johnson County	50+	Group
Aug. 28	Travel Cat Tours	40+	Group
Sept. 12	Independence P&R Tour	40+	Group
Sept. 20	WWII Tour	50	Group
Oct. 11-12	LHS Reunion	75+	Group
Oct. 18-20	205th Military Police	35	Meeting
Nov. 16	Just One Day Tour	30+	Group

March 17-20	Select Traveler Conference Branson, MO
April 13	PAIR Day, Ft Lvn
June 21-25	Military Reunion Network Conference Herndon, VA
Aug. 17	PAIR Day, Ft Lvn
Sept 24-28	Small Market Meetings St. George, UT
Oct. 21-23	Kansas Tourism Conference Olathe, KS
Nov. 19	KS Society of Assoc. Executives Topeka, KS

## Calendar of Events

Nov. 22	Holiday Mart, Parade, and Mayors Tree Lighting
Nov. 30	Shop Small Businesses
Dec. 1-21	Festival of Trees
Dec. 6-8	A Christmas Carol Old Shoppe
Dec. 7	Breakfast with Santa at the RFCC
Dec. 7-8	Small Mall at C.W.
Dec. 7	Christmas Market
Dec. 8	Vintage Homes Tour
Dec. 8	Christmas Tea

# LEAVENWORTH TOURISM INDUSTRY

## ECONOMIC IMPACTS KEY FINDINGS

### VISITOR SPENDING

In 2023 Leavenworth City, KS experienced solid spending growth of 8% over 2022 to reach \$62 million. Demand and price growth continued to expand in 2023, propelling total visitor spending to a new high-water mark.

### TOTAL ECONOMIC IMPACT

The \$62 million visitors spent in Leavenworth City sustained 740 jobs and generated over \$8 million in state and local tax revenues in 2023 when including indirect and induced impacts.



**\$62.4M**  
Visitor Spending



**740**  
Total Jobs  
Generated



**\$8.3M**  
State & Local  
Taxes  
Generated

### VISITOR SPENDING

Visitors to Leavenworth, Kansas spent \$62 million across a range of sectors in 2023

Visitor spending expanded 8% in 2023. Of the \$62 million visitors spent in Leavenworth, spending on transportation registered \$20 million, 32% of visitor spending.

Food and beverage spending came in at 28% of overall spending, totaling \$18 million.

Spending on retail comprised 15% of visitor spending and reached \$9 million, while lodging spending, including the value of second homes and spending on short-term rentals, captured \$8 million, 13%.

Visitor spending on recreation and entertainment accounted for \$7 million, 11% of visitor spending.

**\$62 MILLION**

Visitor Spending in 2023

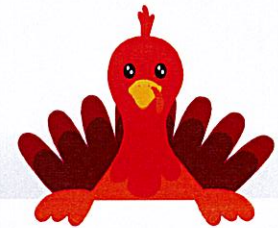


Source: Tourism Economics  
Note: Lodging spending is calculated as an industry and includes dollars spent on second homes and short-term rentals.

\*Please see attached report from Tourism Economics

T H A N K F U L

Happy  
Thanksgiving  
Everyone!



Email  
[cvb@firstcity.org](mailto:cvb@firstcity.org)



Address  
100 N 5th St. Leavenworth, KS



Website  
[www.VisitLeavenworthKS.com](http://www.VisitLeavenworthKS.com)



Phone  
+913 - 758 - 2948

*Thank you!*

# **ECONOMIC IMPACT OF VISITORS IN LEAVENWORTH, KS - 2023**

November 2024

Prepared for: City of Leavenworth, Kansas



# CONTENTS

<b>Introduction</b> Methodology & data sources	<b>03</b>
<b>Key Findings</b> Summary economic & fiscal impacts	<b>04</b>
<b>Visitor Indicator Trends</b> Sales tax and employment metrics for tourism industries	<b>05</b>
<b>Visitor Spending</b> Trends in visitor spending	<b>06</b>
<b>Economic Impact Methodology</b> Impact model framework	<b>08</b>
<b>Economic Impact Findings</b> Business sales, jobs, and labor income impacts	<b>09</b>
<b>Appendix</b>	<b>12</b>



## INTRODUCTION PROJECT BACKGROUND

The travel sector is an integral part of the Leavenworth, Kansas economy. Visitors generate significant economic benefits to households, businesses, and government alike and represent a critical driver of the city's economy. In 2023, tourism-supported jobs accounted for 6% of all jobs in Leavenworth City.

By monitoring the visitor economy, policymakers can inform decisions regarding the funding and prioritization of the sector's development. They can also carefully monitor its successes and future needs.

This is particularly true for Leavenworth as its visitor economy expands. By establishing a timeline of economic impacts, the industry can track its progress.

To quantify the significance of the visitor economy in Leavenworth, Tourism Economics developed a comprehensive model detailing the far-reaching impacts arising from visitor spending. The results of this study show the scope of the visitor economy in terms of direct visitor spending, along with total economic impacts, jobs, and fiscal (tax) impacts in the broader economy.

## METHODOLOGY AND DATA SOURCES

An IMPLAN input-output model was constructed for Leavenworth, Kansas. The model traces the flow of visitor-related expenditures through the city's economy and their effects on employment, wages, and taxes. IMPLAN also quantifies the indirect (supplier) and induced (income) impacts of tourism. Tourism Economics then cross-checked these findings with employment and wage data for each sector to ensure the findings are within reasonable ranges.

Visitors included those who stayed in overnight accommodations or traveled more than 50 miles to the destination.

The primary source of the employment and wage data is the Regional Economic Information System (REIS), maintained by the Bureau of Economic Analysis.

This is more comprehensive than Bureau of Labor Statistics (ES202/QCEW) data because sole-proprietors do not require unemployment insurance and are not counted in the ES202 data.

The analysis draws on the following data sources:

- Kansas Department of Revenue: tax collections by industry, including bed and sales tax receipts
- Bureau of Economic Analysis and Bureau of Labor Statistics: employment and wage data, by industry
- STR: lodging performance data, including room demand, room rates, occupancy, and room revenue, for hotels

# ECONOMIC IMPACTS KEY FINDINGS

## VISITOR SPENDING

In 2023 Leavenworth City, KS experienced solid spending growth of 8% over 2022 to reach \$62 million. Demand and price growth continued to expand in 2023, propelling total visitor spending to a new high-water mark.

## TOTAL ECONOMIC IMPACT

The \$62 million visitors spent in Leavenworth City sustained 740 jobs and generated over \$8 million in state and local tax revenues in 2023 when including indirect and induced impacts.



**\$62.4M**  
Visitor Spending



**740**  
Total  
Jobs  
Generated



**\$8.3M**  
State & Local  
Taxes  
Generated





# VISITOR INDICATOR TRENDS

## SALES TAXES

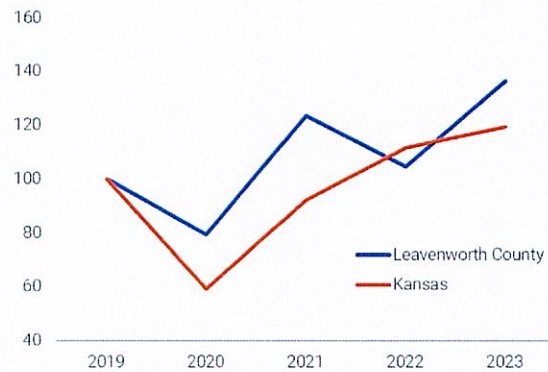
Understanding and comparing performance in local industries impacted by tourism at both the county and state level plays a key role in this analysis.

Lodging sales tax collections in Leavenworth County for 2023 jumped 22% over 2022, outperforming the State which grew 7%.

Sales tax collections for food & beverage businesses in Leavenworth grew 3% year-over-year in 2023, trailing the State (5%).

### Taxable lodging sales

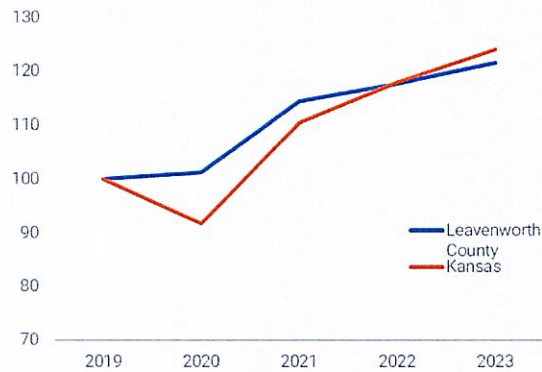
Indexed 2019=100



Source: Kansas Department of Revenue

### Taxable food & beverage sales

Indexed 2019=100



Source: Kansas Department of Revenue

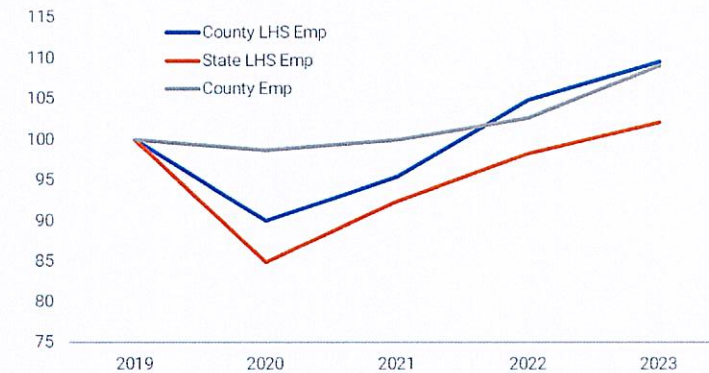
## EMPLOYMENT MEASURES

As with sales taxes, employment growth provides insight into the impact of tourism within the economy.

Leavenworth County's leisure and hospitality services (LHS) employment gained more ground in 2023, growing 5% over 2022 and reaching 110% of its 2019 total. Overall, Leavenworth County employment growth outperformed the state in 2023.

### Employment growth

Indexed 2019=100



Source: BLS



## VISITOR SPENDING

**Visitors to Leavenworth, Kansas spent \$62 million across a range of sectors in 2023**

Visitor spending expanded 8% in 2023. Of the \$62 million visitors spent in Leavenworth, spending on transportation registered \$20 million, 32% of visitor spending.

Food and beverage spending came in at 28% of overall spending, totaling \$18 million.

Spending on retail comprised 15% of visitor spending and reached \$9 million, while lodging spending, including the value of second homes and spending on short-term rentals, captured \$8 million, 13%.

Visitor spending on recreation and entertainment accounted for \$7 million, 11% of visitor spending.

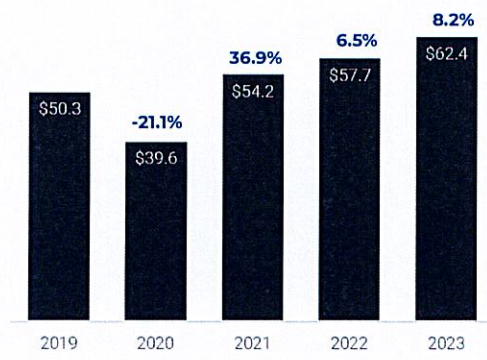
**\$62 MILLION**   
 Visitor Spending in 2023



## VISITOR SPENDING

Visitor spending in Leavenworth City reached \$62 million in 2023, an increase of 8% year-over-year.

**Leavenworth City visitor spending**  
 Amounts in \$ millions



Source: Tourism Economics

Source: Tourism Economics  
 Note: Lodging spending is calculated as an industry and includes dollars spent on second homes and short-term rentals.

## VISITOR SPENDING TRENDS

Visitor spending in Leavenworth saw solid growth in 2023, led by lodging spending which grew 10% year-over-year. Recreation spending also experienced solid growth of 9% as visitor preferences shift towards experiences, as food and beverage growth expanded at a similar pace. Retail and transportation spending expanded 8% and 7%, respectively.

### Leavenworth City visitor spending (2023)

Amounts in \$ millions, 2023 % change, and % recovered relative to 2019

	2019	2020	2021	2022	2023	2023 Growth	% relative to 2019
<b>Visitor spending</b>	<b>\$50.3</b>	<b>\$39.6</b>	<b>\$54.2</b>	<b>\$57.7</b>	<b>\$62.4</b>	<b>8.2%</b>	<b>124.0%</b>
Transportation	\$16.1	\$12.5	\$17.0	\$18.8	\$20.1	6.9%	124.9%
Food & beverage	\$14.1	\$11.1	\$15.1	\$16.3	\$17.7	8.6%	125.5%
Retail	\$7.4	\$5.9	\$8.0	\$8.6	\$9.2	7.7%	125.6%
Lodging*	\$7.3	\$5.9	\$8.1	\$7.5	\$8.3	9.8%	113.0%
Recreation	\$5.4	\$4.2	\$5.8	\$6.5	\$7.1	9.4%	130.5%

Source: Tourism Economics

\*Lodging includes dollars spent on second homes and short-term rentals





## ECONOMIC IMPACT METHODOLOGY

Our analysis of the Leavenworth, Kansas visitor economy begins with direct visitor spending and analyzes the downstream effects of this spending on the broader economy. To determine total economic impact, we input direct spending into a model of the Leavenworth, Kansas economy, constructed using an IMPLAN input-output (I-O) model. The model traces the full extent of industry impacts as dollars flow through the local economy.

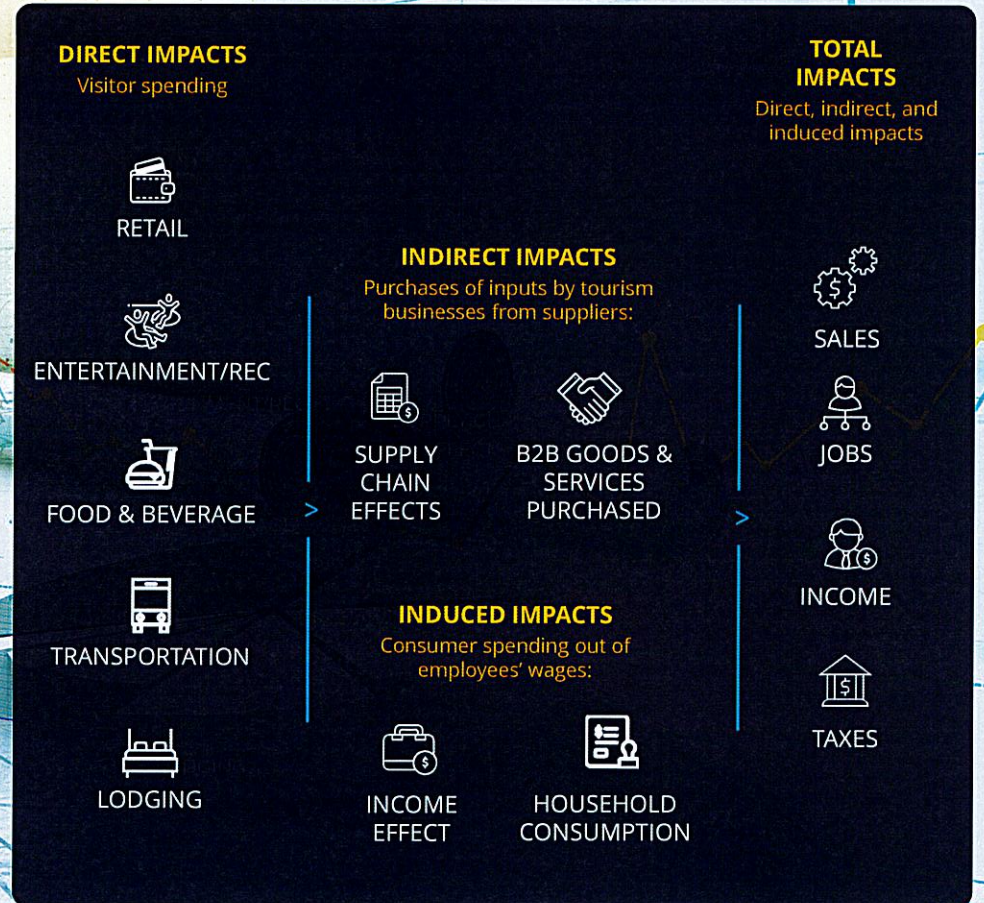
An I-O model represents a profile of an economy by measuring the relationships among industries and consumers and quantifies three levels of impact:

- 1. Direct impacts:** Visitor spending creates direct economic value within a discrete group of sectors (such as recreation and transportation). This supports a relative proportion of spending, jobs, wages, and taxes within each sector.
- 2. Indirect impacts:** Each directly affected sector also purchases goods and services as inputs (e.g. food wholesalers, utilities) into production. These impacts are called indirect impacts or supply-chain effects.
- 3. Induced impacts:** Lastly, the induced impact is generated when employees whose wages are generated either directly or indirectly by visitor spending spend those wages in the local economy. This is called the induced impact or income effect.

The Tourism Economics model calculates these three levels of impact - direct, indirect and induced - for a broad set of indicators, including:

- Spending
- Wages
- Employment
- Federal Taxes
- State Taxes
- Local Taxes

## ECONOMIC IMPACT FRAMEWORK





## ECONOMIC IMPACT FINDINGS

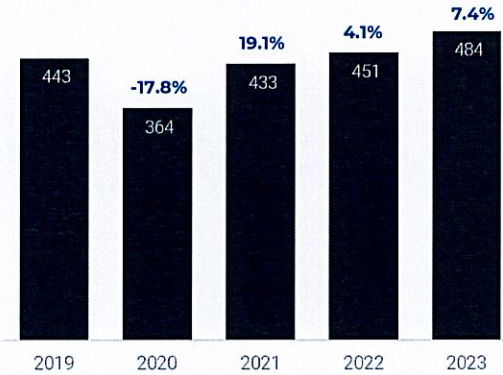
### DIRECT IMPACTS

Employment supported directly by visitor activity increased 7% in 2023, reaching 484 jobs in Leavenworth City. The rebound of visitor-supported jobs lagged spending, with visitor-supported employment levels at 109% of pre-pandemic levels compared to 124% of spending in 2023.

The evaluation of the direct impact of visitor activity allows for comparisons and rankings against other industries. Based on employment levels, direct visitor-associated (tourism) employment in Leavenworth City ranks 10<sup>th</sup> against other industries.

### Direct tourism employment in Leavenworth City

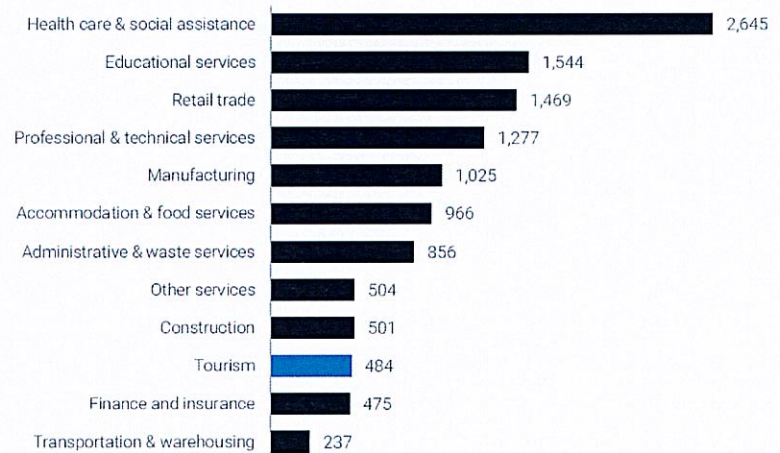
Amounts in number of jobs



Source: Tourism Economics

### Employment in Leavenworth City, by major industry

Amounts in number of jobs



Source: BEA, BLS, Tourism Economics



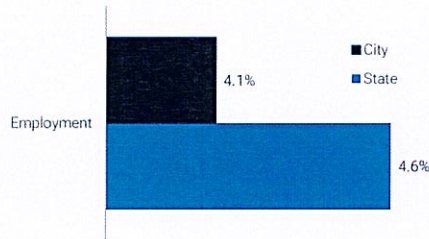
# ECONOMIC IMPACT FINDINGS

## IMPACTS

Visitor activity directly supported 484 jobs within Leavenworth City (4%). When including indirect and induced impacts, total employment registered 740 jobs, 6% of all Leavenworth City jobs. Total labor income associated with this level of employment reached \$29 million in 2023.

Visitor activity supports a smaller share of direct jobs and in Leavenworth City than the statewide share.

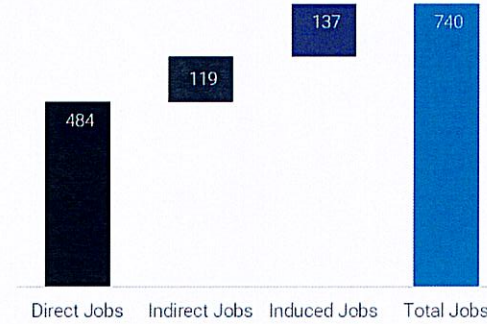
**Direct employment share of city (2023)**  
Direct tourism share of city employment



Source: BLS, Tourism Economics

**Summary employment impacts (2023)**

Amounts in number of jobs



Source: Tourism Economics

**Summary labor income impacts (2023)**

Amounts in \$ millions



Source: Tourism Economics

## ECONOMIC IMPACT FINDINGS

### DIRECT IMPACTS

Leavenworth City's \$62 million in visitor spending represented 0.78% of all visitor spending in Kansas. Leavenworth's share of visitor spending rose slightly in 2023, as visitor spending growth in the city outpaced that of the state.

Of all jobs directly supporting visitor activity in Kansas, 0.74% were located in Leavenworth City.

Local employees whose jobs are directly supported by visitor activity earned \$15 million in wages and other income.

#### Direct impacts

Number of jobs, spending and income in \$ millions

	2019	2020	2021	2022	2023	2023 Growth	% relative to 2019
<b>Visitor Spending</b>							
Leavenworth	\$50.3	\$39.6	\$54.2	\$57.7	\$62.4	8.2%	124.0%
Kansas	\$7,326.6	\$5,445.7	\$6,960.3	\$7,676.8	\$8,029.2	4.6%	109.6%
Share	0.69%	0.73%	0.78%	0.75%	0.78%		
<b>Employment</b>							
Leavenworth	443	364	433	451	484	7.4%	109.4%
Kansas	66,007	53,084	57,051	63,685	65,524	2.9%	99.3%
Share	0.67%	0.69%	0.76%	0.71%	0.74%		
<b>Labor Income</b>							
Leavenworth	\$10.6	\$9.2	\$11.4	\$13.6	\$15.2	11.8%	143.8%
Kansas	\$1,801.4	\$1,516.6	\$1,721.5	\$1,904.6	\$2,234.4	17.3%	124.0%
Share	0.59%	0.60%	0.66%	0.71%	0.68%		

Source: Tourism Economics

## ECONOMIC IMPACT FINDINGS

### TOTAL IMPACTS

Tourism supported 740 jobs in Leavenworth – 1-in-16 jobs in the city.

Leavenworth jobholders supported by total economic activity due to visitors earned \$29 million in wages and benefits from their jobs.

Visitor activity supported over \$8 million in state and local governmental revenues in 2023.

Each household would need to be taxed an additional \$624 to replace the visitor-generated taxes generated by visitor activity received by state and local governments in 2023.

#### Total impacts

Number of jobs, income and taxes in \$ millions

	2019	2020	2021	2022	2023	2023 Growth	% relative to 2019
<b>Employment</b>							
Leavenworth	688	580	690	695	740	6.5%	107.5%
Kansas	97,234	80,152	84,431	88,509	90,923	2.7%	93.5%
Share	0.71%	0.72%	0.82%	0.79%	0.81%		
<b>Labor Income</b>							
Leavenworth	\$21.7	\$18.3	\$22.2	\$26.1	\$29.1	11.3%	134.1%
Kansas	\$3,263.8	\$2,821.7	\$3,112.2	\$3,388.5	\$3,602.6	6.3%	110.4%
Share	0.67%	0.65%	0.71%	0.77%	0.81%		
<b>State &amp; Local Taxes</b>							
Leavenworth	\$6.1	\$6.2	\$7.1	\$7.6	\$8.3	8.5%	135.4%
Kansas	\$673.7	\$589.3	\$700.5	\$776.8	\$822.9	5.9%	122.1%
Share	0.91%	1.05%	1.01%	0.98%	1.01%		

Source: Tourism Economics

# APPENDIX

## Glossary – Spending Definitions

Term	Description
Lodging	Includes visitor spending in the accommodation sub-sector. This includes food and other services provided by hotels, rentals and similar establishments.
Food and beverage	Includes all visitor spending on food & beverages, including at restaurants, bars, grocery stores and other food providers.
Recreation	Includes visitor spending within the arts, entertainment and recreation sub-sector.
Shopping	Includes visitor spending in all retail sub-sectors within the local economy.
Local transport	Includes visitor spending on local transport services such as taxis, limos, trains, rental cars, buses, and the local share of air transportation spending.
Service stations	Visitor spending on gasoline.
Second homes	Where applicable, spending associated with the upkeep of seasonal second homes for recreational use as defined by the Census Bureau.

## Glossary – Economic Impact Definitions

Term	Description
Direct Impact	Impacts (business sales, jobs, income, and taxes) created directly from spending by visitors to a destination within a discreet group of tourism-related sectors (e.g. recreation, transportation, lodging).
Indirect Impact	Impacts created from purchase of goods and services used as inputs (e.g. food wholesalers, utilities, business services) into production by the directly affected tourism-related sectors (i.e. economic effects stemming from business-to-business purchases in the supply chain).
Induced Impact	Impacts created from spending in the local economy by employees whose wages are generated either directly or indirectly by visitor spending.
Employment	Employment is measured by the Bureau of Economic Analysis (BEA) and Bureau of Labor Statistics (BLS) definitions, and captures full-time and part-time jobs, which includes salary and wage employees and proprietors.
Labor income	Income (wages, salaries, proprietor income and benefits) supported by visitor spending.
Value Added (GDP)	The economic enhancement a company gives its products or services before offering them to customers.
Local Taxes	City and County taxes generated by visitor spending. This includes any local sales, income, bed, usage fees, licenses and other revenues streams of local governmental authorities – from transportation to sanitation to general government.
State Taxes	State tax revenues generated by visitor spending. This will include sales, income, corporate, usage fees and other assessments of state governments.



## ABOUT TOURISM ECONOMICS

Tourism Economics is an Oxford Economics company with a singular objective: combine an understanding of the travel sector with proven economic tools to answer the most important questions facing our clients. More than 500 companies, associations, and destination work with Tourism Economics every year as a research partner. We bring decades of experience to every engagement to help our clients make better marketing, investment, and policy decisions. Our team of highly-specialized economists deliver:

- Global travel data-sets with the broadest set of country, state, and city coverage available
- Travel forecasts that are directly linked to the economic and demographic outlook for origins and destinations
- Economic impact analysis that highlights the value of visitors, events, developments, and industry segments
- Policy analysis that informs critical funding, taxation, and travel facilitation decisions
- Market assessments that define market allocation and investment decisions

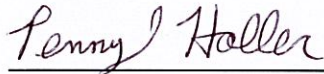
Tourism Economics operates out of regional headquarters in Philadelphia and Oxford, with offices in Belfast, London, Frankfurt, Ontario, and Sydney.

Oxford Economics is one of the world's foremost independent global advisory firms, providing reports, forecasts and analytical tools on 200 countries, 100 industrial sectors and over 3,000 cities. Our best-of-class global economic and industry models and analytical tools give us an unparalleled ability to forecast external market trends and assess their economic, social and business impact. Headquartered in Oxford, England, with regional centers in London, New York, and Singapore, Oxford Economics has offices across the globe in Belfast, Chicago, Dubai, Miami, Milan, Paris, Philadelphia, San Francisco, and Washington DC, we employ over 600 full-time staff, including 350+ professional economists, industry experts and business editors—one of the largest teams of macroeconomists and thought leadership specialists.

For more information:  
[admin@tourismeconomics.com](mailto:admin@tourismeconomics.com)

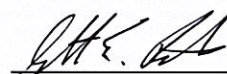
**STAFF REPORT**  
**Request to Purchase 312 Delaware Street**  
**November 19, 2024**

Prepared By:



Penny Holler  
Assistant City Manager

Reviewed By:



Scott Peterson  
City Manager

**ISSUE:**

Receive presentation from Ornament of Grace Church to purchase and redevelop 312 Delaware Street (former Youth Achievement Center).

**BACKGROUND:**

Ownership of the building located at 312 Delaware Street was transferred to the City in April 2023. At that time, the building had a partially collapsed floor but was otherwise generally intact according to the structural engineering report. A full flooring replacement will be needed with cost estimates between \$50,000 and \$100,000, in addition to other building work. The City subsequently transferred the property to the Leavenworth Land Bank and published a Request for Proposals to purchase and redevelop the building. The RFP listed redevelopment goals for the property that included continuing downtown revitalization, visual connections to downtown area, design quality, and fiscal benefit to the City.

In the last year and a half, the availability of the property has been widely advertised. In addition to RFP notifications and articles in the Leavenworth Times, photos and drone footage have been included in nationwide real estate systems CoStar and LoopNet. Analytics from the LoopNet posting show between 1,400 and 2,200 views each month. Forty-five individuals or organizations contacted the City to request the RFP. Over two dozen buildings tours have been conducted. Interested parties have ranged from current local businesses considering relocations or expansions to out-of-state businesses. One submitted a proposal in October.

Ornament of Grace Church has requested to purchase the property and will provide a presentation with their proposed plans.

**ATTACHMENTS:**

Proposal Overview  
RFP 312 Delaware Street Updated September 2024  
Structural Engineer's Report April 2023  
October 2024 Analytics on Property Advertisement

Ornament of Grace Christian Center  
121 Express Drive Suite F, Lansing, KS. 66043  
[Ornofgrace@aol.com](mailto:Ornofgrace@aol.com) 9132406262

## **PROPOSAL TO CITY OF LEAVENWORTH**

Distinguished Men and Women of the Board,

My name is Pastor Jerry Gatson. I am the pastor of the Ornament of Grace Christian Center of Lansing, Ks. I am here to share our vision for the building at 312 Delaware street that will ultimately impact the city of Leavenworth. At the risk of sounding “churchy” let me take you to the verse of scripture that came to me when I saw the ad for the building at 312 Delaware Street.

### **Isaiah 58:12**

12 And they that shall be of thee shall **build the old waste places**: thou shalt **raise up the foundations of many generations**; and thou shalt be called, The **repairer of the breach**, The **restorer of paths to dwell in**.

The situation in Isaiah 58 parallels our present-day situation. There was a need to

- \* Restore the first city of Kansas to and beyond its original glory.
- \* Raise a new foundation for future generations. Upon the fruition of the vision, what once was the ceiling of hope becomes the new floor for the expectations of future generations.
- \* Repair the breach between ethnicities, age groups, economic status within the city by addressing barriers to progress for the impoverished.
- \* Restore the paths to dwell in by encouraging the citizens of Leavenworth to become contributors and distributors.

**Our vision for the building and the city parallels the Five Year Consolidated Plan 2022-2026 for the city to:**

### **1. Benefit low-to-moderate income persons**

## **2. Prevent or eliminate slums or blight**

## **3. Meet urgent community needs**

The Bible gives us a step-by-step business plan and format for addressing these issues.

### **Isaiah 58:7-8**

**7 Is it not to deal thy bread to the hungry, and that thou bring the poor that are cast out to thy house? when thou seest the naked, that thou cover him; and that thou hide not thyself from thine own flesh?**

8 Then shall thy light break forth as the morning, and thine health shall spring forth speedily: and thy righteousness shall go before thee; the glory of the Lord shall be thy reward.

### **Feeding the hungry**

### **Helping the homeless**

### **Provide clothing assistance**

I submit to the board, that the benefit of feeding the hungry, helping the homeless and clothing those in need is not just to minister to citizens of the city of Leavenworth who are consumers in need. It is also to attract and produce contributors and distributors that have what they need. Let's see how Jesus affected physical and fiscal change upon a community.

## **FEEDING THE HUNGRY**

### **Matthew 5:1**

And seeing the multitudes, he went up into a mountain: and when he was set, his disciples came unto him:

Jesus looked out and saw a sea of hurting people. He said, "The Spirit of the Lord is upon me, because he hath anointed me to preach the gospel to the poor..."

You would think, in order to initiate his plans to minister to the multitudes in need, that He would start by going down to meet the people where they were. Instead, he went up to a higher place. He did this to draw a certain type of people to himself. Likewise, our bringing a not-for-profit organization to downtown is to draw people with a heart for philanthropy and the means to meet the needs of the people of Leavenworth to the heart of the city.

Subsequently, those who come to receive will also be taught to give of their time, talent, and even their money to transform those who were initially consumers into contributors and distributors. In most churches, 20% of the people do over 80% on the work and giving. In the Ornament of Grace Christian Center, everyone is encouraged to give something and do something. This serves the two-fold function of leveling the economic and social field (because everyone that gives is a giver) and it also instills a sense of self-esteem in the person who is a recipient of services because no matter a person's income, ethnicity, or age, they will see themselves as a contributor and distributor. As the old proverb implies; if you give a man a fish, he can eat for a day. If you teach a man to fish, he becomes a fisherman.

## **PROVIDE CLOTHING ASSISTANCE**

**Meeting urgent community needs** is not only a collective effort through participation in a monthly food pantry but also through clothing distribution. We also plan to meet urgent community needs by partnering with the American Red Cross to host a blood drive shortly after repairs and remodeling of the building are complete.

## **HELPING THE HOMELESS**

Isaiah 58:7 speaks of "bringing the poor that are cast out into thy house." However, the intervention that is more closely aligned with the city's Five Year Consolidation Plan to **Benefit low-to-moderate income persons** will be to help people to attain housing of their own. Since almost 50% of the Leavenworth community is comprised of renters, our plan for rental deposit assistance will address the obstacle that some encounter with some houseless programs or even the under-employed renter relocating to adequate housing. In addition to financial assistance, classes will be conducted pertaining to credit score improvement and budgeting to help people go from being tenants to home owners. At least one seminar on entrepreneurship will be conducted within the first fiscal year of taking possession of the building. This may not **prevent or eliminate slums** but it will help some of the citizens of the city to escape them. **A plan to accommodate the major points of the Leavenworth Five Year Plan may assist with retrieving some of the over \$500,000 in annual federal funds that were previously retracted.**

Ultimately, drawing people with a heart for philanthropy and nurturing an entrepreneur spirit within the community will increase the number of dollars spent within the city.

In addition to the not-for-profit activities of a church like semi-weekly services, summer vacation bible school, marriage seminars, and monthly "We'll watch the kids while you go out to dinner" couples retreats, Ornament of Grace will partner with Royal Thoughts publications and promotions, LLC to use the building as a for-profit wedding chapel/event center. The buildings proximity to the adjacent hotels will make it an attractive location and bring business to the downtown area. Income from the wedding chapel/event center will be taxable income.

Thank you for your time.

Sincerely,

Jerry L. Gatson Sr.

Pastor/President/Founder

Ornament of Grace Ministries Incorporated



## REQUEST FOR PROPOSALS

312 Delaware Street (Former Youth  
Achievement Center)

City of Leavenworth, Kansas

RFP-CM #2023-08

Next Review of Proposals December 31,  
2024

## EXECUTIVE SUMMARY

The City of Leavenworth, Kansas (City) invites interested parties to submit proposals for the acquisition and redevelopment of the property generally known as the former “Youth Achievement Center”, located at 312 Delaware Street (presently vacant) consisting of 0.14 acres. The site was previously two buildings known as 310 and 312 Delaware Street that were combined into one building. It also formerly included a connecting door through exterior walls to 314 Delaware Street (sealed off when that structure became privately owned).

The subject site is a rectangular-shaped parcel the length of a half block from the frontage on Delaware Street to the alley. It is located less than one block off 4<sup>th</sup> Street (Kansas Highway 7), the City’s main route through the downtown district. It is directly adjacent to a City-owned public parking lot (no cost for parking). The site is diagonal from the downtown movie theatre (B&B Theatre Leavenworth Landing 5) and across 3<sup>rd</sup> Street from a hotel (Home2Suites by Hilton). Nearby buildings on Delaware Street include restaurants, bars, boutique shopping, salon/spas, and a fitness center. Within the past 10 years, around 400 loft-style apartments have been added to the downtown as well.

The site is improved with a one-story, open concept building separated into two general areas by support beams. A portion was previously utilized as a bar (the bar remained with the building through other uses). A small office space is included on the south east corner of the building. Overall, the building features approximately 4,600 square feet in total. Leavenworth County tax records list the building tax value as \$116,580 and land value at \$23,520. It is estimated to have been built over 100 years ago, with County records listing 1870 as an approximate date.

The subject property has a zoning classification of Central Business District (CBD) and lies within the City’s Downtown Business District. The land use categories are intended to encourage and promote the redevelopment of the downtown area as the City’s commercial, governmental,



cultural and professional center. A listing of the permitted uses for CBD is available on the City's website under Planning's "Development Regulations" Appendix A (available as a PDF attachment, beginning on page 132):

<https://www.leavenworthks.org/cd/page/planning-and-community-development-documents>

The building is in an IRS-designated Opportunity Zone with the associated federal tax benefits. It is also in the U.S. Small Business Administration's Historically Underutilized Business Zone (HUBzone) that provides preferential access to federal procurement opportunities. The site is inside the boundaries of the Tax Incremental Finance (TIF) District (Downtown Town Square). It is nearby but not included in the Downtown Historic District.

The building currently has an area of the floor that has collapsed. Further details on the structure can be found in the attached engineer report from Norton Schmidt Consulting Engineers conducted in April 2023.

## **PROJECT INTENT**

**Redevelopment Goals:** In addition to the general list of uses for the development of the building, a series of goals for the redevelopment of the property were established. Those goals include:

- **Continuation for Revitalization of the Downtown.** The development of the property shall serve as a continuing development effort and redevelopment of the downtown core.
- **Linkages and Connections.** The property should be redeveloped with historic acknowledgement in mind so that the redevelopment effort maintains the physical and visual linkages and connections with the downtown and the immediate area.
- **Design Quality.** The development of the building should be redeveloped/restored with visual qualities befitting the strategic location of the property. The architecture should follow existing redevelopment guidelines.
- **Fiscal Benefit to the City.** The development of the site should be fiscally beneficial to the City of Leavenworth by enhancing economic growth in the City, increasing the tax base, and attracting new business.

## **REQUIRED PROPOSAL CONTENTS AND FORMAT**

The Request for Proposal (RFP) response for the property should include, at a minimum, the following components:

1. Letter of transmittal. A generalized statement identifying the party seeking to purchase and redevelop the site.
2. A statement describing the company's/individual's understanding of the project and any special skills they will bring to the project.
3. General company/individual information including the following:
  - Company/Individual name, address, telephone number and email address;
  - Primary contact name, email and telephone number;
4. Information on the company's/individual's background and experience on similar projects.
5. Provide a description of the development and the use of the building/property.
6. Provide a narrative detailing the approach to complete the project.
7. Provide an overall schedule for the project.
8. Provide a general financial background showing the company's/individual's financial strength to complete the project.
9. Identify any additional or unique resources, capabilities, or assets which the company or individual would bring to this project.
10. Non-Collusion Affidavit (attached below).
11. Approved Affirmative Action Letter (see below for instructions).
12. Acknowledgement Letter (attached below).
13. A completed coversheet (attached below).

**To Request a Proposal Packet contact Penny Holler at 913-680-2602 or [Penny.Holler@firstcity.org](mailto:Penny.Holler@firstcity.org).**

Questions or requests for additional information in regard to the RFP for this property should be emailed to Penny Holler, Assistant City Manager, City of Leavenworth, at [penny.holler@firstcity.org](mailto:penny.holler@firstcity.org) . Should you wish a tour of the building please contact Penny Holler at 913-680-2602.

One hard copy original and one digital file of the proposal shall be delivered to the Office of the City Clerk and addressed to:

- Finance Department, Purchasing Agent  
Attn: 312 Delaware Street RFP  
100 N. 5<sup>th</sup> Street  
Leavenworth, KS 66048.

**Proposal acceptance has been extended indefinitely, with the next review of proposals on December 31, 2024.**

## **EVALUATION CRITERIA**

Each proposal will be evaluated individually and in the context of all other proposals. Proposals must be fully responsive to the requirements described in the RFP, and to any subsequent requests for clarification or additional information made by the City through written addenda to this RFP. Proposals failing to comply with the submission requirements, or those unresponsive to any part of this RFP, may be disqualified.

A selection will be made by the City upon a careful evaluation of the proposals submitted by the prospective companies/individuals. The evaluation of proposals will be based on: (1) the capabilities of the proposed team assembled; and (2) the company's/individual's ability to meet or exceed the threshold proposal requirements established for the project; and (3) the level to which the project meets the evaluative criteria listed below. The City may, at its sole discretion, elect to waive requirements, either for all proposals or for a specific proposal which the City

deems non-material. The Selection process will start immediately after the deadline for proposal submission.

The City has identified evaluative criteria against which each Proposal will be considered, including:

1. Project approach;
2. Proposed redevelopment process and land use components;
3. Proposed role of the City and extent of public investment;
4. Financial capability to complete the project;
5. Managerial capability;
6. Technical expertise in similar projects;
7. Performance record of past development projects;
8. Market experience; and
10. Compatibility with, and responsiveness to, the City objectives and goals.

## **ADDITIONAL INFORMATION**

All questions or requests for additional information must be emailed to Penny Holler, Assistant City Manager at [penny.holler@firstcity.org](mailto:penny.holler@firstcity.org) . All questions or requests for additional information which are deemed appropriate by the Assistant City Manager will be answered in writing and will be emailed to all Proposers. Where provided, such written response may, at the City's option, constitute a written addendum to this RFP.

## **Other Requirements**

### **Non-Collusion Affidavit**

Any firm who fails to submit a signed/notarized Non-Collusion Affidavit will have their proposal rejected and will not be considered. Copy of Non-Collusion Affidavit attached to proposal packet.

### **Affirmative Action Program**

It is required that firms submit Affirmative Action Program to ensure that the program is acceptable to the City. The Affirmative Action Program is effective for one year with a universal

renewal date of July 1 each calendar year. The Affirmative Action Packet provided by the City must be completed as part of development agreement should the City Commission select your organization through the RFP process. Women and minority-owned businesses are encouraged to submit proposals.

### **DISCLOSURE AND DISCLAIMER**

This Request for Proposals (RFP) is being issued by the City of Leavenworth for a property held by the Leavenworth Land Bank. Any action taken by the City/Land Bank in response to proposals made pursuant to this RFP, or in making any award or failure or refusal to make any award pursuant to such proposals, or in any cancellation of award or in any withdrawal or cancellation of this RFP, either before or after issuance of an award, shall be without any liability or obligation on the part of the City/Land Bank.

All costs incurred by a Proposer in preparing and responding to this RFP are the sole responsibility of the Proposer. Any recipient of this RFP who responds hereto fully acknowledges all the provisions of this disclosure and disclaimer and agrees to be bound by the terms hereof. The City may require such additional information as determined, in its discretion, in order to consider this application, including but not limited to applicant financial information and additional information regarding the proposed project.

Presentations by the Proposer may be required to be made before the City Commission during a public meeting which will make a recommendation that may include one or more Proposers. Contract negotiations will take place with the first choice of the City and if a suitable contractual arrangement cannot be made, negotiations will commence with the second choice, and so on or the City may, at its sole discretion, withdraw this RFP.

The City reserves the right to select the proposal which, in the opinion and sole discretion of the City, will be in the best interest of and/or most advantageous to the City. The City reserves the right to waive any irregularities and technicalities and may at its discretion request re-submittal

of proposals. All expenses in preparing the proposal and any re-submittals shall be borne by the Proposer.

## **ACKNOWLEDGEMENT LETTER**

Proposers shall incorporate in their proposal the following letter and disclosure and disclaimer attachment on the Proposer's letterhead.

RE: City of Leavenworth Redevelopment Proposal RFP for 312 Delaware Street (Former Youth Achievement Center)

To Whom It May Concern:

The undersigned has read the City of Leavenworth Request for Proposals for its Redevelopment Project. On behalf of our proposal team, we agree to and accept the terms, specific limitations, and the conditions expressed therein. WE HAVE READ, RELY UPON, ACKNOWLEDGE, AND ACCEPT THE DISCLOSURE AND DISCLAIMER WHICH IS FULLY INCORPORATED BY REFERENCE INTO THIS LETTER.

Sincerely,

(Name and Title)  
(Organization)

(Proposer Name)

**NON-COLLUSION AFFIDAVIT**

The undersigned bidder or agent, being duly sworn on oath, say that he/she has not, nor has any other member, representative, or agent of the firm company, corporation or partnership represented by him, entered into any combination, collusion or agreement with any person relative to the price to be bid by anyone such letting nor to prevent any person from bidding nor to include anyone to refrain for bidding, and that this bid is made without reference to any other bid and without any agreement, understanding or combination with any other person in reference to such bidding. He/ She further says that no person or persons, firms or corporation has; have or will receive directly, any rebate, fee gift, commission or thing of value on account of such a sale.

**OATH AND AFFIRMATION**

**I HEREBY AFFIRM UNDER THE PENALTIES FOR PERJURY THAT THE FACTS AND INFORMATION CONTAINED IN THE FOREGOING REDEVELOPMENT PROPOSAL FOR THE CITY OF LEAVENWORTH KANSAS ARE TRUE AND CORRECT.**

Dated this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_

\_\_\_\_\_  
(Name of organization)

\_\_\_\_\_  
(Title of person signing)

\_\_\_\_\_  
(Signature)

**ACKNOWLEDGEMENT**

STATE OF \_\_\_\_\_ )

)ss

COUNTY OF \_\_\_\_\_ )

Before me, a Notary Public, personally appeared the above name and swore that the statements contained in the foregoing document are true and correct.

Subscribed and sworn to me this \_\_\_\_ day of \_\_\_\_\_, \_\_\_\_\_.

\_\_\_\_\_  
Notary Public Signature

My Commission Expires: \_\_\_\_\_

**PROPOSAL COVER SHEET**

Business/Organization Name:

Owner/Primary Point of Contact:

Additional Owners/Project Partners:

City and State of Incorporation/Registration:

Proposed Purchase Price (\$):

Estimated Project Investment Amount (\$):

Estimated Number of New/Transferred Jobs:

Estimated Annual Sales Years 1 through 10:

City/Community Benefits From Your Proposal:



April 11, 2023

Mr. Brian Faust  
Director of Public Works/City Engineer  
City of Leavenworth  
100 N. 5th Street  
Leavenworth, KS 66048  
*brian.faust@firstcity.org*



**RE: YOUTH ACHIEVEMENT CENTER  
312 DELAWARE STREET  
LEAVENWORTH, KANSAS 66048**

**JOB #2023-0168**

Dear Mr. Faust:

This letter is in regard to my visual observations of problems with the floor system in the above-referenced building. A site visit was made Tuesday, March 28, 2023, at your request and in your company. Mr. Earl Williams, the Deputy Director of Public Works, and Mr. Hal Burdette, the Chief Building Inspector, were also present. I would like to present my findings and these opinions for your information.

### General

The one-story building faces south for the purpose of this report and is bearing on stone masonry foundation walls, which enclose a basement. Exterior walls of the building are multiwythe brick masonry. There are two buildings on this address, both with individual basements and a masonry common wall between the two. At the back of the east side there is a small area with shallow foundations walls and a concrete slab-on-grade. The remaining floors and roof are conventionally framed with wood. A somewhat newer concrete cap/slab has been installed on the wood floor framing. The roof areas are low sloped and drain to the north. The building is estimated to be over 100 years old.

We met at the site, and you explained that a portion of the main level floor framing in the western half of the building had collapsed. You questioned the extent of damage and possible repairs.

### Visual Observations

Foundation:

Access was gained into the basement by means of a newer stairway located at the back of the eastern half of the building. The stone masonry walls were found to be generally plumb in all locations that I could review. Of note is the amount of deterioration and erosion in mortar joints found periodically in various locations. The interior of the walls should be cleaned of loose material, and tuckpointing needs to be accomplished to create solid masonry in all locations.



#### Floor Framing:

Observations of the collapsed area of floor framing beneath the middle of the western building area revealed that there is significant deterioration and rot in various framing members. It appears that support posts and beams in the middle part of the western section of the building failed, allowing the floor joists to collapse downward and break. The floor joists themselves were also found to be in poor condition due to significant deterioration and rot problems.

Continued review of the floor framing that was still in place revealed significant deterioration and rot problems as well as extensive termite damages in some areas. Columns, support beams, and joists, were all found to be affected to varying degrees. There are locations where joist ends are partially crushed due to the extensive termite damage or rot conditions that are present. Support beams are twisted/rolled and/or sagging due to deterioration in the columns, or the support beams themselves. Generally, all of the floor framing for both building sections was found to be in very poor condition.

At the southeast end of the east building, the floor framing had been modified to close off the old basement stairway access location. Some of the framing in this area has failed and partially collapsed.

The extent of deterioration, rot, termite damage, etc. has created an unsafe condition for the floors of the building. I recommend that all of the floor framing be removed and replaced.

The interior of the building will need to have all stored materials and some of the finishes removed so that the floor system can be safely removed. Once this is done, new wood framing including footings, columns, support beams, joists, and subfloor can be installed. Alternately, the basement could be backfilled, and a concrete slab-on-grade installed. In either situation, the electrical services, water, and sewer services will need to be redone to accommodate whichever new floor system is chosen.

#### Walls:

A brief review in the building of the multi-wythe brick masonry walls revealed that they are generally plumb and straight at this time. The exterior face of the walls has been protected with finishes in most locations concealing them. Inside, the brick is only partially concealed. There are a number of locations where brick masonry has shifted or is loose. This is due to washed out mortar joint conditions at old chimney locations for the most part. When repairs are made to the building, I recommend that the brick masonry walls be closely reviewed and that any areas of brick masonry that is loose, shifted, cracked, or moved be rebuilt and that where mortar joints are partially or fully washed that they be appropriately repaired and tuckpointed.

#### Roof Framing:

The roof is framed with conventional joists in the eastern portion and with field constructed trusses in the western portion. There is notable sag in the truss framing on the west side. When repairs are made to the building, I recommend that the joists on the east side of the building be reviewed and that any individual joists that are cracked, split, or otherwise damaged be repaired/sistered on an as-needed basis. Truss framing on the west side of the building should also be reviewed due to the sagging that is present. It is likely that some repair in the form of additional truss framing members and connection improvements will be needed for each of the individual trusses to ensure structural soundness.



#### Roofing:

Access was gained up onto the roof and I found that both the eastern and western halves of the building are covered with granular surface modified bitumen roofing (SBS). This roofing shows signs of significant aging, and the granule surfacing is worn off significantly in many areas. These conditions indicate that this roofing is many years old and nearing the end of its useful life. I would estimate that there is less than five years of useful life left in the roofing membranes on the buildings.

#### Cost Estimate

You requested cost information to replace the main floor in this building. These cost estimates were prepared with regards to removing the existing floor framing and replacing floor systems either with conventional wood framing or backfill and a poured concrete slab-on-grade. They are based on Xactimate cost estimating. Only the cost to disconnect the electrical, supply plumbing and sewer systems and terminate them below the main floor level are included. Costs to remove interior finishes are limited to only that needed to allow for the work on the floor to proceed.

#### Excluded items include:

- Electrical
- Plumbing
- Repairs to basement walls
- Repairs to brick walls
- Repairs to roof joists and trusses
- Repairs to the interior finishes
- Tenant finishes

#### Option 1:

The cost to remove the existing floor system and the cost to install a new floor system with wood joists and OSB subfloor.

Option 1 Estimated Total \$47,584.02

#### Option 2:

Cost to remove the existing floor system and the cost to backfill the basement area and install concrete supports and a concrete slab-on-grade.

Option 2 Estimated Total \$101,371.81

#### Conclusion

Based on these observations, it is my opinion that the floor systems in both halves of this building are in poor condition and are unsafe due to extensive deterioration and rot problems, and past termite damage. The floor systems in the building need to be replaced and additional repairs and modifications are needed to the walls and roof.



YOUTH ACHIEVEMENT CENTER  
312 DELAWARE STREET  
LEAVENWORTH, KANSAS 66048

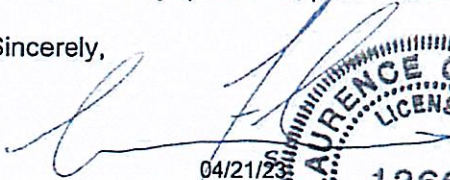
PAGE 4  
APRIL 11, 2023  
JOB #2023-0168

### Scope & Terms

These visual observations were of the damaged floor systems in the building and no attempt was made to review components that were not readily viewable or accessible. No attempt was made to review for environmental hazards. When making visual observations of a building or its components, it is required that certain assumptions be made regarding the existing conditions. Because these assumptions may not be verifiable without expending added sums of money, or destroying adequate or serviceable portions, the owner or recipient of this report agrees that we will be held harmless, and indemnified and defended, by you from and against all claims, loss, liability, or expense, including legal fees arising out of the services provided by this report. Norton & Schmidt makes no guaranty or warranty expressed or implied concerning water that may seep into the basement. Proper maintenance of the home and the surrounding property are major factors in creating and sustaining a dry basement. Use of this report constitutes acceptance of these terms and the scope.

If there are any questions, please call.

Sincerely,

  
04/21/23  
Laurence C. Fehner, P.E.  
Principal  
KS COA #E-1771  
MO COA #2008019746  
NE COA #CA-2167



ch

Enclosure:    Photographs and Captions  
                  Floor Repair Estimates  
                  Billing Invoice



YOUTH ACHIEVEMENT CENTER  
312 DELAWARE STREET  
LEAVENWORTH, KANSAS 66048

PAGE 5  
APRIL 11, 2023  
JOB #2023-0168



1. Front/south side of building.



2. East/right side of building.



YOUTH ACHIEVEMENT CENTER  
312 DELAWARE STREET  
LEAVENWORTH, KANSAS 66048

PAGE 6  
APRIL 11, 2023  
JOB #2023-0168



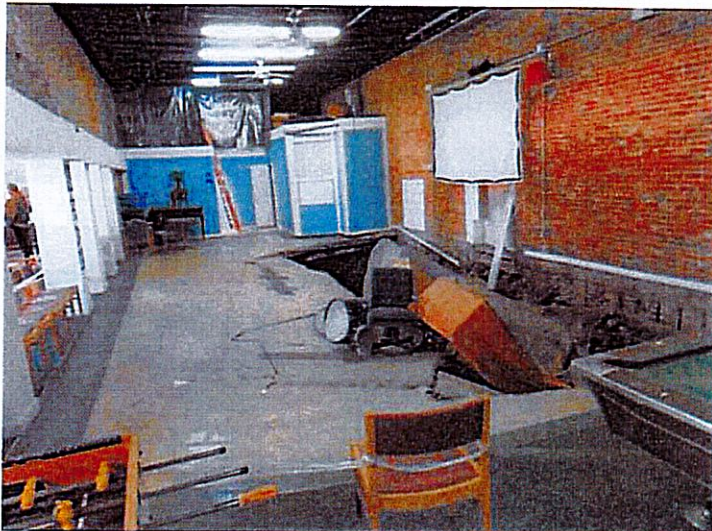
3. Building as seen from the northeast.



4. Building as seen from the northwest. The brick is the western half, and the blue finish is the eastern half.



5. Collapsed floor in the western half of the building as seen from the southeast.



6. Looking south at the collapsed floor in the western half of the building.



7. Collapsed wood framing as seen in the basement.

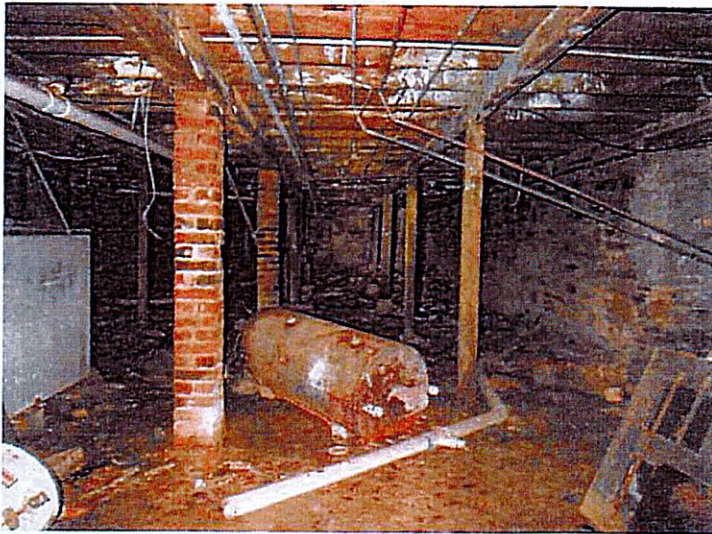


8. Close-up of deterioration and rot in the center support beam.





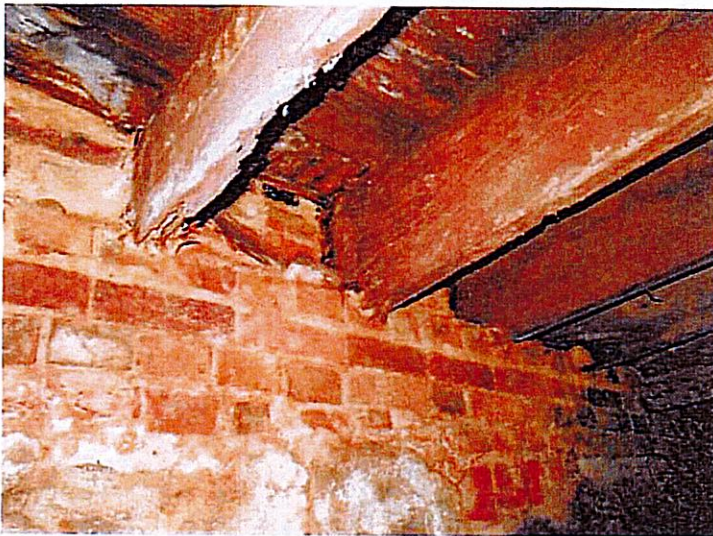
9. Looking north in the basement area at the collapsed framing.



10. Looking south in the eastern half of the basement.



11. Extensive deterioration, rot, and termite damage in the floor joist framing along the east wall.



12. Extensive deterioration, rot, and termite damage in the floor joists along the east wall. Note the ends of the joists are crushing.



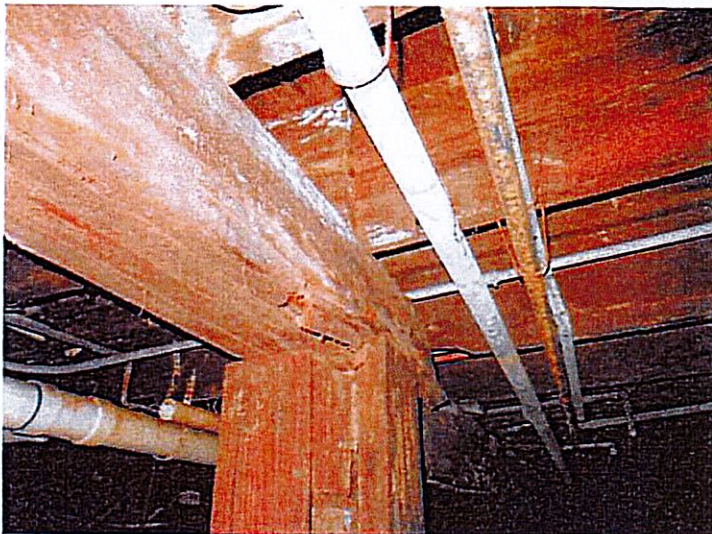
13. Close-up of Photo #12.



14. Extensive deterioration, rot, and termite damage in the joists closer to the south end of the east side.



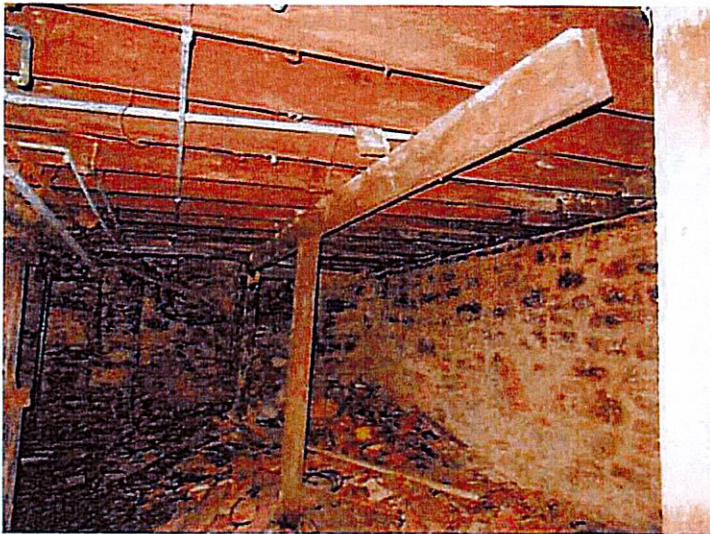
15. Partially collapsed floor framing at the old stairway location located at the southeast corner.



16. Extensive deterioration, rot, and termite damage in a support beam at a support post location.



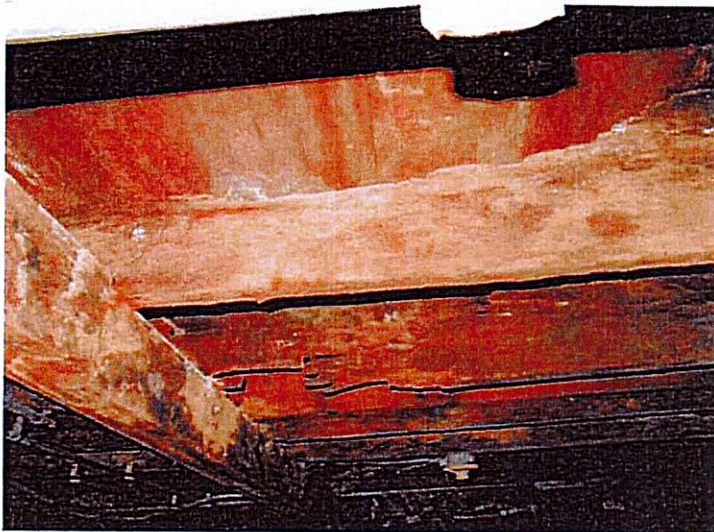
17. Close-up of Photo #16.



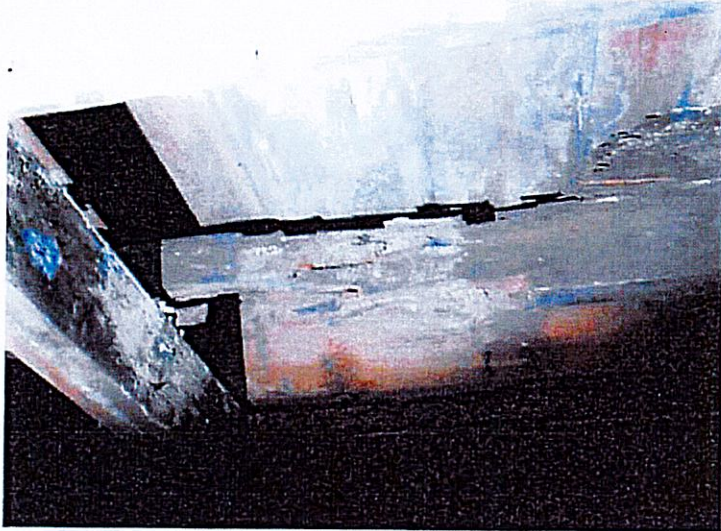
18. Another support post and column location that are rolling and tipping due to the extensive deterioration and rot problems.



19. Floor joists that are partially missing due to extensive deterioration, rot, and termite damage. Note there is also damage in the support beam.



20. Another view of damages and missing portions of the floor joists.



21. Close-up of a floor joist where the upper portions are missing due to extensive deterioration and rot problems.



22. Looking north on the roof of the east half of the building.

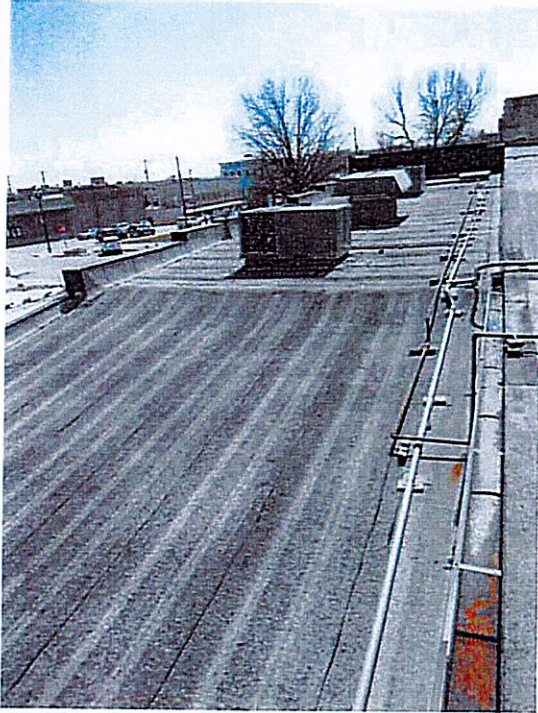


23. Looking south at the roofing on the east half of the building.



24. Northern portion of the east roof with the western half of the building in the background.





25. Looking south over the entire east half of the roof.



26. Looking north over the western half of the roof.



27. Low angle view of the roof showing the sag present in the roofing.



28. Looking south over the west half of the roof.

# Penny Holler

**From:** NoReply@LoopNet.com  
**Sent:** Wednesday, November 13, 2024 9:15 AM  
**To:** Penny Holler  
**Subject:** October 2024 Listing Performance Summary



## Listing Performance Summary October 2024



312 Delaware Street

Retail For Sale

**Silver Ad**

6x more visibility in search results than a Basic listing

2,261

Total Views

2

Frequency

46:34 min

Total Time On Page

### Top Visitors

Company name	Location	Total Visits	Recent View
Garney Holding Company Inc	Kansas City, MO	2	11/1/2024
GEICO	Fort Myers, FL	9	11/11/2024
Keystone Learning Services	Ozawkie, KS	2	11/5/2024

[View Full Report](#)

[Increase Exposure](#)

[Share Report](#)



**208**  
Unique Prospects  
Reached

**26**  
Virtual Tours

**420**  
Listing Impressions

**36%**  
In Market Views

**64%**  
Out of Market Views

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Over 13 million unique tenants, investors and brokers visited the LoopNet network last month.