



# Imagine This.

KCMO CDE Annual Report FY 2013

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**This is what we do.**

The KCMO CDE is helping people, businesses and organizations realize their dreams through creative funding solutions. Take a look at where we stand today and help us imagine a brighter future for Kansas City.

**[ Imagine This ]** Starting in 2008, the KCMO CDE made a commitment to help change the landscape of Kansas City, Missouri through targeted investments meant to catalyze development and activate communities.

Today, it's hard to imagine what 2405 Elmwood looked like before the Boys & Girls Clubs of Greater Kansas City built its J&D Wagner Unit, providing a fun, safe environment for hundreds of kids to learn, play, grow and meet new friends. Or, what 3635 Main Street looked like before the Reeves-Wiedeman Company acquired and redeveloped the blighted, historic O.H. Dean building and moved into a LEED

Gold building with its 15 employees. Both projects benefited from the KCMO CDE's innovative financing tools designed to support the imagination and dreams of businesses and organizations that are committed to helping grow vibrant, sustainable and prosperous communities throughout Kansas City.

As the KCMO CDE continues to grow and expands its programming, it's not so hard anymore to imagine how we can help to make an enduring impact in Kansas City's most economically distressed communities through critical investments in job creating businesses and catalytic real estate development projects.



RUBEN ALONSO III  
AND KCMO CDE STAFF

**This is the plan.**

Our mission is to be a catalyst for investment in Kansas City, Missouri's low-income communities through innovative financial products, targeted economic and community development programming, and the development of strategic partnerships that promote community collaboration and capacity building.



**“We envision a place where everyone is better able to serve as contributing members of the Kansas City community.”**



**This is impact.**

# KCMO CDE's past New Markets Tax Credit investments continue to have an impact on communities.

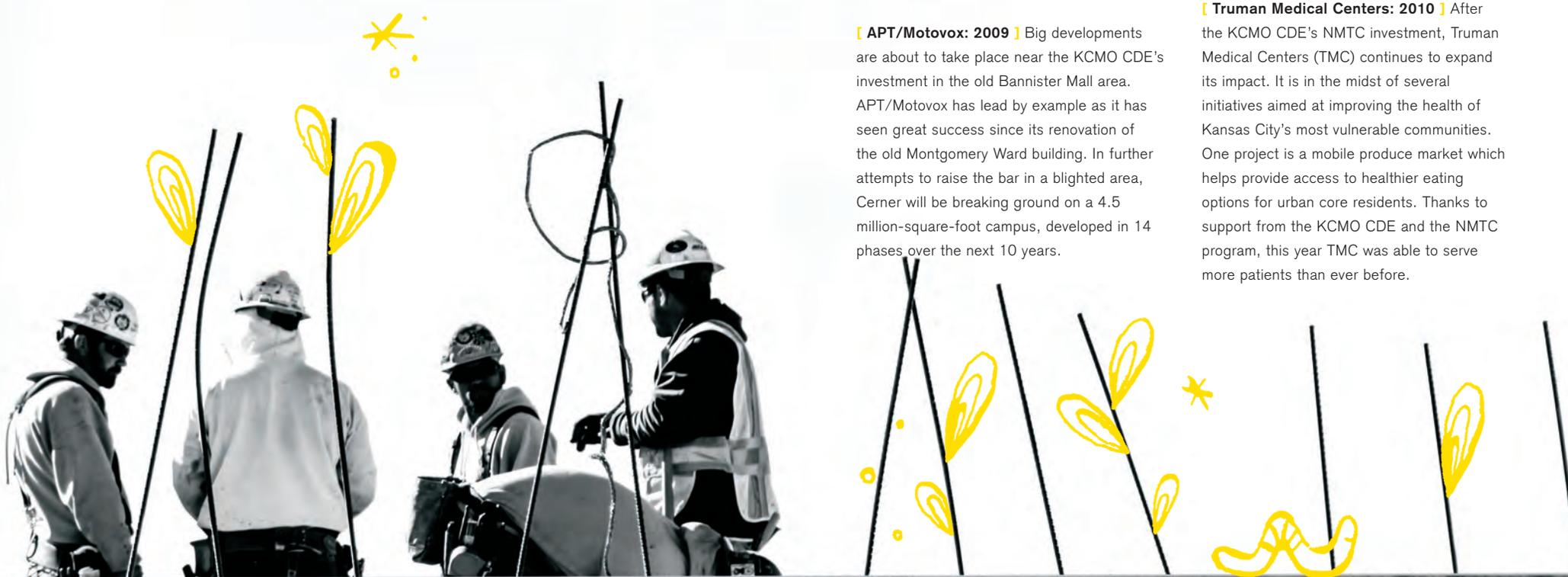
**[ Reeves-Weideman Company: 2009 ]**

Since the KCMO CDE helped to finance the Reeves-Weideman renovation with NMTC, Main Street has seen significant improvements in the area. The Whole Person, a non-profit, renovated and relocated to an empty building just across the street. Aside from the obvious building development, owner Kurt Weideman has noticed a gradual transformation of the block, "I see people out, activity... moms with kids in baby jogger strollers.... In fact, many joggers early in the morning and evening. Main Street has now become a safe thoroughfare for pedestrians."

**[ APT/Motovox: 2009 ]** Big developments are about to take place near the KCMO CDE's investment in the old Bannister Mall area. APT/Motovox has lead by example as it has seen great success since its renovation of the old Montgomery Ward building. In further attempts to raise the bar in a blighted area, Cerner will be breaking ground on a 4.5 million-square-foot campus, developed in 14 phases over the next 10 years.

**[ Synergy Services: 2009 ]** Since the completion of its Youth Resiliency Center (YRC) with the help of NMTC, Synergy Services has become a great community resource. By working closely with neighborhood associations and community leaders, Synergy Services helps to ensure that young people living within a quarter mile to a half-mile radius of the YRC have a safe and welcoming place to go after school. Over 1,500 youth and families benefit every year from Synergy Services' residential, clinical and other outreach programs and services.

**[ Truman Medical Centers: 2010 ]** After the KCMO CDE's NMTC investment, Truman Medical Centers (TMC) continues to expand its impact. It is in the midst of several initiatives aimed at improving the health of Kansas City's most vulnerable communities. One project is a mobile produce market which helps provide access to healthier eating options for urban core residents. Thanks to support from the KCMO CDE and the NMTC program, this year TMC was able to serve more patients than ever before.





# Seton Center 2012

NMTC Program: Seton Center 2012

After years of trying to retrofit space to meet the growing needs of the community, Seton Center received the renovation it deserved thanks to an 18-month fundraising campaign and a little help from the NMTC program.

**[ Doing More ]** After seeing the beautiful new Seton Center, it's hard to imagine the organization in its previous condition. With a thrift store too small to store blankets, a pantry turning away donations due to lack of space, and a surrounding community in need, Seton Center was due for an expansion. Thanks to the capital campaign, topped off with a \$5 million NMTC allocation, the Center can now envision helping more people in need.

In October 2012, Seton Center underwent a renovation of the 54 year-old building and construction of a 9,500 square-foot addition. The project allowed the organization to enlarge its dental waiting room, expand the food pantry, offer more at the thrift store and better utilize the community space. Administration offices were also consolidated so employees

can now serve those in need more efficiently and completely. "The renovation allowed us to expand our scope of services to more community groups, more dental chairs, handle more patients, more room for the thrift store and pantry," says Julie Cogley, Director of Development. "Harvesters will give us extra food; we couldn't do it before but now we can."

The renovation not only improved the experience for the people the center serves, but also for the volunteers that give their time. More space and higher tables in the food pantry mean volunteers don't have to step over one another or bend over to lift heavy cans and boxes. A drive-up loading dock allows volunteers to move, organize and store donations with ease.

PANTRY VOLUNTEER

UNLOADS DONATIONS

AT SETON CENTER

**[ Inspiring a Neighborhood ]** Due to its unique offerings, the dental facilities serve a much-needed 10-county area. Families that register for other services at the Seton Center are required to live within a certain distance from the center—one of the lowest income communities in Kansas City. “We want to make an investment in this neighborhood,” says Paul Hoffman, Chief Financial Officer at the Seton Center. “It’s a sign we will be here for a long time, which is good for those who need us most.” In a community that is all too used to seeing blight and decline, Seton Center is able to bring a new hope. Imagine what these improvements will inspire.





# DeLaSalle Education Center 2012

NMTC Program: DeLaSalle 2012

A unique school sees potential to teach more students and help more families grow.

**[ Teaching Impact ]** The project has been titled "The DeLaSalle Impact" and rightly so. Funded in part by an investment by the KCMO CDE using the NMTC program (including an additional investment by LISC New Markets), DeLaSalle Education Center was able to build an 18,000-square-foot addition and renovate a building that they had outgrown. Now, with the needed facilities to support their efforts, DeLaSalle can focus on three main areas of teaching: Personalized Education, Holistic Services and Workforce Development Through Experiential Learning. It allows DeLaSalle to both better serve current students and increase enrollment.

As an innovative high school teaching at-risk students from the urban core, this organization reflects the community and economic development goals and values of the KCMO CDE. DeLaSalle does an exceptional job providing a holistic environment to students who need an alternative to traditional schooling. It offers them an opportunity to improve learning and life skills. Those who graduate from DeLaSalle are better prepared to enter post-secondary education, military service, or the workforce. As a result, students leave DeLaSalle able to imagine great futures as contributing members of the Kansas City community.

A NEW BUILDING MEANS NEW

OPPORTUNITIES FOR THE

DELASALLE EDUCATION CENTER

**[ New Space, New Possibilities ]** This is the first significant building project in DeLaSalle's history. "The level of academic support has been elevated and the tools required for student learning, such as classroom technology and on-line learning software, are now available throughout," says Mark Williamson, Executive Director at DeLaSalle.

The new building allows DeLaSalle to serve 300 students with an additional 13 full-time staff, including 10 new teachers. The new Norman O. Sanders wing provides an additional 18,000 square feet of program space and a Troost Avenue entrance with a new address. Improvements also include a new Media Center with space for 5,000 additional books, a computer lab and ELL classroom. The Parent and Child Education Support (PACES) program provides student parents the ability to continue their high school education while their children receive care in a state-of-the-art facility.

The surrounding community is directly impacted as well. The DeLaSalle Student Press adds to the economic impact by providing print services to locally owned businesses along the Troost Corridor. As we have seen with past NMTC allocations, development has a way of inspiring people to imagine what's possible for the neighborhood. Although the building is complete, it's clear that the "DeLaSalle Impact" has only just begun.



**“I’m a firm  
believer that  
activity breeds  
activity.”**

Shane Crees: Owner of KC Complete Auto Service



**This is looking good.**

# The Façade Improvement Loan Program helps businesses become more visible and safer.

**[ More Than Good Looks ]** Imagine what Kansas City would look like if everyone fixed up or simply maintained the outside of their buildings. A beautiful commercial façade can increase visibility, keep an area safe and attract more traffic, resulting in more activity for a small business. The KCMO CDE designed the Façade Improvement Loan Program (FILP) to contribute to the mission of the organization by assisting commercial property owners (and their small business tenants) with fixing or improving their building's exterior. A highly visible investment in a property shows that owners are dedicated and care about the neighborhood.

The FILP is a way for businesses to more readily see the impact of having safer accommodations, a bigger sign, better

visibility, and a more attractive presence. Instead of having to save up and set aside funds, the FILP allows owners to take advantage of façade improvements while they pay back the loan in smaller increments on flexible terms. By making strategic investments through the FILP, the KCMO CDE imagines making a difference on targeted commercial corridors while benefiting historically underinvested communities.

In addition to improving aesthetics, the FILP will help make neighborhoods safer. The KCMO CDE will be working closely with the Kansas City Police Department on Crime Prevention through Environmental Design (CPTED) initiatives, allowing business owners to take advantage of these design principles and make their communities safer places to shop, work, and live.



# KC Complete Auto Service

FILP: KC Complete Auto Service

Façade Improvement Loan Program allows local car shop to receive a fix up of its own.

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**[ Repair Shop ]** The first recipient of the FILP loan was KC Complete Automotive Services which is located on the corner of 61st Street and Troost Avenue. The FILP provided flexible financing for owner Shane Crees to improve the exterior of his automotive services shop. His shop has undergone a lot of improvements over the last 8 years, and modernizing the outside was the last phase in his plan. Crees comments, "With the economy the way it is, fixing up the

outside of our building is something that would have taken a few more years before it made sense to invest in." But, replacing rusting metal siding with stucco, new signage, and repairing concrete sidewalk has already made a big difference to his clients and residents of the neighborhood. As a highly visible business along the Troost Corridor, there is anticipation that these updates will become a catalyst for others to spruce up and maintain their own properties.



**This is our neighborhood.**

# Community Capital Fund imagines neighborhoods building capacity to effect positive change.

**[ Having Fund ]** The Community Capital Fund (CCF) hit the ground running in its first year. From helping to unite neighborhoods to planting a community garden, to even hosting a unique community development workshop, this organization has made great strides.

The 2012/2013 CCF grant program made an enormous impact, helping fund 17 projects through tier one and tier two crowdfunding grants. Every project was designed to support and promote innovative and measurable community development in Kansas City, MO.

In addition to the grant program, CCF branched out to offer a community-wide workshop. The workshop brought together a combination of neighborhood residents,

association leaders and representatives from non-profits to discuss timely and relevant issues in the community while also learning about how the CCF offers grant funds to help build neighborhood capacity. The workshop sparked ideas on how to access resources and create solutions for common problems. Community members will come together again in January of 2014 for the second annual workshop to again help identify and share strategies to address challenges in their neighborhoods.

As the CCF grows, it is working to expand its community development efforts while becoming a uniquely urban foundation that funds impact in the center city.



## This is business.

**[ Business Life-Cycle ]** As the KCMO CDE grows, it imagines a truly comprehensive approach to supporting businesses in low-income communities. The goal is to create alternative and nontraditional financing tools and programs to meet owners' needs throughout every stage of the business life-cycle. Building the skills of the entrepreneur community is not only fulfilling the KCMO CDE's mission, but more effective in helping businesses provide local goods and services to Kansas City communities.



**01** | **Workshop In Business Opportunities (WIBO)**  
This 16-week workshop operates with the objective of helping participants start and build successful businesses that contribute to financial empowerment and job creation for themselves, their family, and their community.

**02** | **Micro Loan Program**  
Small business owners and entrepreneurs learn about small, non-traditional loan options co-sponsored by Justine PETERSEN and the Women's Business Center.

**03** | **Façade Improvement Loan Program**  
This program offers nontraditional, flexible financing for commercial property owners to update the exterior of their building to help create more attractive, safer, and stable business districts.

**04** | **New Markets Tax Credits**  
Provides flexible financing to support job creating business investments and catalytic real estate development projects in Kansas City's most economically distressed communities.

**“This community is creating a place that it has had a hand in imagining, changing, improving and maintaining.”**

Jeremy Knoll: Benton Community Garden, a CCF grant recipient



**This is how it adds up.**Statement of Activities and Changes in Net Assets  
For the fiscal year ended June 30, 2013

[ Revenue ]	FY 2013
Management Fees	\$408,984
Origination Fees	\$240,000
Interest Income	\$6,691
Miscellaneous Income	\$24,757
<b>Total Revenue:</b>	<b><u>\$680,432</u></b>
[ Expenses ]	
General and Administrative	\$339,883
Community Capital Fund	\$150,000
Depreciation	\$1,301
<b>Total Expenses:</b>	<b><u>\$491,184</u></b>
[ Increase in Net Assets ]	
	<b><u>\$189,248</u></b>
[ Net Assets at Beginning of Period ]	
	<b><u>\$1,494,850</u></b>
<b>Net Assets at End of Period:</b>	<b><u>\$1,684,098</u></b>

Statement of Financial Position  
For the fiscal year ended June 30, 2013

[ Assets ]	FY 2013
<b>Current Assets:</b>	
Cash and Cash Equivalents	\$1,027,997
Asset Management Fee Receivable	\$115,538
<b>Total Current Assets:</b>	<b><u>\$1,143,535</u></b>
<b>Other Assets:</b>	
Restricted Cash	\$587,874
Note Receivable	\$50,000
Investments in Limited Liability Companies	\$7,515
Prepaid Expenses	\$1,250
Fixed Assets, Net	\$7,465
<b>Total Other Assets:</b>	<b><u>\$654,104</u></b>
<b>Total Assets:</b>	<b><u>\$1,797,639</u></b>
[ Liabilities and Net Assets ]	2013
<b>Current Liabilities:</b>	
Accounts Payable and Accrued Expenses	\$113,541
<b>Total Current Liabilities:</b>	<b><u>\$113,541</u></b>
<b>Net Assets:</b>	
Unrestricted	\$1,347,308
Temporarily Restricted	\$336,790
<b>Total Net Assets:</b>	<b><u>\$1,684,098</u></b>
<b>Total Liabilities and Net Assets:</b>	<b><u>\$1,797,639</u></b>

## Contact

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### **KCMO CDE**

#### **Board of Directors**

### [ Robert Langenkamp, AICP ]

#### **Chair of the Board of Directors / Director**

Planning and Development  
Department  
City of Kansas City, Missouri

### [ Jean-Paul Chaurand ]

#### **Chief Operating Officer**

Guadalupe Centers, Inc.

### [ Gary Cortes ]

#### **Principal**

Hoffman Cortes  
Contracting Company

### [ Randall J. Landes ]

#### **Director**

Finance Department  
City of Kansas City, Missouri

### [ Margaret J. May ]

#### **Executive Director**

Ivanhoe Neighborhood  
Council

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### [ Erika Brice ]

#### **Board Member**

Blue Hills Community  
Services Corporation

### [ Devan Case ]

#### **Small Business Owner**

Pendulum Studios

### [ Frank O. Oligbo ]

#### **Board Member**

Phoenix Family Housing

### [ John A. Wood ]

#### **Director**

Neighborhoods and Housing  
Services Department  
City of Kansas City, Missouri