

CITY COMMISSION MEETING AGENDA

City Hall Commission Chambers

Monday, April 15, 2019

7:00 p.m.

MEETING #5123

CALL TO ORDER

ROLL CALL

INVOCATION BY

PLEDGE OF ALLEGIANCE

APPROVAL OF AGENDA

PETITIONS & PROCLAMATIONS

Autism Proclamation

Arbor Day Proclamation

VISITORS (Limit of five minutes per individual and fifteen minutes per topic. Final action may be deferred until the next City Commission meeting unless an emergency situation does exist).

Boy Scout Troop #162

Crew Recycling Update

CONSENT CALENDAR

1. Approval of City Commission Work Session, April 1, 2019;
2. Approval of City Commission Meeting Minutes, April 1, 2019;
3. Appropriation Ordinance No.8 April 15, 2019;
4. Approval of the Purchase of Park Street Property from Harold and Carol Jackson;
5. Approval Contract with Wald's All American Display Fireworks;
6. Approval of Change Order No. 1 for Youth Complex Drainage Improvements.

ORDINANCES & RESOLUTIONS

UNFINISHED BUSINESS

NEW BUSINESS

1. Approval of Bids for Purchase of Water Meters for Utilities Department. Report by Public Works Director, Corey Keller.
2. Approval to Negotiate a Contract for Analyzing the Current Marketing Audit. Report by Director of Convention Visitors Bureau, Jan Stevens.
3. Discussion of the Election Process. Report by City Attorney Brad Ralph.

OTHER BUSINESS

ADJOURNMENT

AUTISM AWARENESS PROCLAMATION

WHEREAS, the City of Dodge City is a community of resilience, compassion and dedication towards being a wonderful place to live and raise a family; and

WHEREAS, the prevalence of Autism Spectrum Disorder has risen to 1 in every 59 American children. Most children (85% identified with Autism Spectrum Disorder had concerns with their development noted in their records by age 3years. And fewer than 42% percent with ASD received an developmental evaluation by age 3. The United States Dept. of Health and Human Services estimates 21.8 % of households with children have at least one child with special health care needs; and 35% of young adults ages 19-23 of young adults with Autism have not had a job or received postgraduate education after leaving high school. In June 2014 only 19.3% of adult individuals with disabilities in the U.S. were participating in the labor force.

WHEREAS, Autism knows no racial, ethnic, or social boundaries; family income levels; lifestyle choices; or educational levels and can affect any family and any child. Since 1987 Kansas families' medical professionals, educators and specialized providers have been and continue to improve the lifelong services of children and adults with autism spectrum disorder; and

WHEREAS, the state of Kansas and the City of Dodge City supports increasing awareness and acceptance, prioritizing the best possible outcomes and quality of life for individuals with autism spectrum disorder throughout the great state of Kansas and the City of Dodge City, Kansas and

WHEREAS, we recognize the possibilities and abilities of individuals and families with autism spectrum disorder and developmental disabilities and proclaim we are committed to improving the lives of Kansans;

NOW, THEREFORE, I _____, Mayor of the city of dodge city, Kansas, do hereby proclaim APRIL, 2019, as Autism Awareness and Acceptance Month.

Dated this day of 15th Day of April, 2019

ATTEST:

Mayor

Nannette Pogue, City Clerk



Whereas, In 1872, J. Sterling Morton proposed to the Nebraska Board of Agriculture that a special day be set aside for the planting of trees, and

Whereas, this holiday, called Arbor Day, was first observed with the planting of more than a million trees in Nebraska, and

Whereas, Arbor Day is now observed throughout the nation and the world, and

Whereas, trees can reduce the erosion of our precious topsoil by wind and water, cut heating and cooling costs, moderate the temperature, clean the air, produce life-giving oxygen, and provide habitat for wildlife, and

Whereas, trees are a renewable resource giving us paper, wood for our homes, fuel for our fires and countless other wood products, and

Whereas, trees in our city increase property values, enhance the economic vitality of business areas, and beautify our community, and

Whereas, trees, wherever they are planted, are a source of joy and spiritual renewal.

Now, Therefore, I, _____, Mayor of the City of Dodge City Kansas, do hereby proclaim Friday, April 26th, 2019, as

Arbor Day

In the City of Dodge City, and I urge all citizens to celebrate Arbor Day and to support efforts to protect our trees and woodlands, and

Further, I urge all citizens to plant trees to gladden the heart and promote the well-being of this and future generations.

Dated this day of 15th Day of April, 2019

ATTEST:

Mayor

Nannette Pogue, City Clerk

Proclamation

WHEREAS, this year's Dodge City High School wrestling team, coached by Mr. Lars Lueders, completed the season with a record-breaking year; and

WHEREAS, the Red Demons wrestling team produced 3 State Champions in the same year, a first in the school's history; and

WHEREAS, the only time Dodge City has had more than one state champ in wrestling in a single year was 1995, with two State Champions; and

WHEREAS, the Red Demons finished in 6th place at the State Tournament this season, marking the fifth time in 10 years that Dodge City has finished in the top six placing, marking the best ten year stretch in school history; and

NOW, THEREFORE, BE IT RESOLVED by the Mayor of the City of Dodge City with the concurrence of the City Commission assembled in regular session at Dodge City, Kansas, this 15th day of April 2019, that Thursday, April 18th be set aside as

DODGE CITY HIGH SCHOOL RED DEMON WRESTLING TEAM DAY

to honor a team of young men who are representative of the quality and caliber of young men and women, not only of our school community but of our entire community.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the great seal of the City of Dodge City to be affixed, this 15th day of April 2019.

ATTEST

Mayor

Nannette Pogue, City Clerk

CITY COMMISSION WORK SESSION MINUTES

City Hall Commission Chambers

Monday, April 1, 2019

5:30 p.m.

CALL TO ORDER

ROLL CALL: Mayor Brian Delzeit, Commissioners, Jan Scoggins, Rick Sowers, Joyce Warshaw, Kent Smoll

1. Zoo Master Plan. Stacey Ludlum, Felis Consulting, LLC and Melissa McCoy, Assistant City Manager/Public Affairs presented to the Commission results of the Public Engagement sessions and surveys conducted for the initial phase of the Zoo Master Plan.
2. Representatives of Olsson Associates presented the East Trail Street Traffic Assessment.

ADJOURNMENT

Commissioner Joyce Warshaw moved to adjourn the meeting and Commissioner Rick Sowers seconded the motion. The motion carried unanimously.

Mayor

ATTEST:

Nannette Pogue, City Clerk

CITY COMMISSION MEETING MINUTES

City Hall Commission Chambers

Monday, April 1, 2019

7:00 p.m.

MEETING #5122

CALL TO ORDER

ROLL CALL: Mayor Brian Delzeit, Commissioners Jan Scoggins, Kent Smoll, Joyce Warshaw, Rick Sowers.

INVOCATION by Tyler Ball of the First Southern Baptist Church

PLEDGE OF ALLEGIANCE

APPROVAL OF AGENDA

Commissioner Rick Sowers moved to approve the agenda with the following additions: approval of CMB for Quick Pic to the Consent Calendar; appointment of Lu Ann Wetmore to the Local Revolving Loan Fund Review Committee; discussion of fees for utility customers outside the city limits to Other Business. Commissioner Joyce Warshaw seconded the motion. The motion carried unanimously.

PETITIONS & PROCLAMATIONS

Mayor Brian Delzeit read the Child Abuse Prevention Month 2019 Proclamation and proclaimed April as Child Abuse Prevention Month.

VISITORS (Limit of five minutes per individual and fifteen minutes per topic. Final action may be deferred until the next City Commission meeting unless an emergency situation does exist).

Larry Durr, resident on 16th Avenue in Dodge City, presented to the Commission information regarding excessive speeding on 16th Avenue where he resides. He would like to have speed bumps placed on the street and would like the cracks on the street to be maintained.

CONSENT CALENDAR

1. Approval of City Commission Meeting Minutes, March 18, 2019;
2. Appropriation Ordinance No.7 April 1, 2019;
3. Cereal Malt Beverage License:
 - a. Dodge City Athletics Baseball Association, San Jose Drive;
 - b. Pilot Travel Centers, 2524 E. Wyatt Earp Blvd.;
 - c. Quick Pic, 2307 Central Avenue

4. Approval of the Contract Amendments for the Depot Theater.
5. Appointment of Lu Ann Wetmore to the Local Revolving Fund Review Committee.

Commissioner Jan Scoggins moved to approve the Consent Calendar as presented. Commissioner Kent Smoll seconded the motion. The motion carried unanimously.

ORDINANCES & RESOLUTIONS

Resolution No. 2019-12: A Resolution Changing the Official Signers on an Account at the Designated Depository for City Funds, Fidelity State Bank was approved on a motion by Commissioner Jan Scoggins. Commissioner Joyce Warshaw seconded the motion. The motion carried unanimously.

NEW BUSINESS

1. Commissioner Joyce Warshaw moved to approve the Bid from APAC Kansas Inc. Shears Division and approve an amount not to exceed \$500,000 for the construction of the 2019 Asphalt Street Projects. Commissioner Jan Scoggins seconded the motion. The motion carried unanimously.
2. Mayor Brian Delziet recused himself from discussion and voting regarding the purchase of the VFW Park property. Vice Mayor, Joyce Warshaw presented the purchase of land. Commissioner Jan Scoggins moved to approve the Real Estate Contract with VFW Howard Gotschall Post No. 1714 to Purchase the land known as the VFW Park Property in the amount of \$200,000 with \$50,000 being paid in 2019 and the final payment of \$150,000 to be paid in 2020. Commissioner Kent Smoll seconded the motion. The motion carried 4 in favor, 0 against and Brian Delzeit abstained.
3. Commissioner Kent Smoll moved to approve the Real Estate Contracts to Purchase the Lands known as 139 Cottonwood in the amount of \$50,000, 1201 W. Park Street in the amount of \$60,000 and 1203 W. Park Street in the amount of \$63,100. Commissioner Jan Scoggins seconded the motion. The motion carried unanimously.
4. Commissioner Jan Scoggins moved to approve the bid from G & G Dozer in the amount of \$73,000 for the demolition of the 1st Assembly of God Church Building at 2301 N. 14th Avenue. Commissioner Rick Sowers seconded the motion. The motion carried unanimously.

OTHER BUSINESS

The City Commission asked for information regarding Utility Customers outside the City limits. Nannette Pogue presented information to them and discussion was had. It was agreed to put the item on the next City Commission meeting agenda.

The Commission further discussed the presentation by Felis Consulting regarding the Zoo Master Plan. It was the consensus of the Commission to move forward with the 2nd phase of the plan.

ADJOURNMENT

Commissioner Rick Sowers moved to adjourn the meeting. Commissioner Kent Smoll seconded the motion. The motion carried unanimously.

Mayor

Attest:

City Clerk

City of Dodge City

City of Dodge City
806 N. Second Ave.
67801

Phone: 620-225-8100
FAX: 620-225-8144
www.dodgecity.org

Memorandum

To: Cherise Tieben, City Manager
From: Nannette Pogue
Date: April 11, 2019
Subject: Ratify the Purchase of Property on Park Street
Agenda Item: Consent Calendar

Recommendation: I recommend the City Commission ratify the purchase of 1407 Park Street also known as the Jackson Property.

Background: The City Commission previously discussed the purchase of property on Park Street from Harold and Carol Jackson. In November of 2018 the Mayor signed an agreement for an option to purchase the property from Harold and Carol Jackson for a total of \$150,000 to be paid; \$15,000 upon execution of the agreement, \$10,000 to be paid at closing, \$25,000 on January 15, 2019, \$50,000 on January 15, 2020 and \$50,000 on January 15, 2021. In December, 2018 Harold and Carol Jackson executed the deed to sell the property to the City of Dodge City.

The property was purchased because it was located adjacent to the current Park shop and the desire is to locate all Public Works shops at that location sometime in the future. Additional properties on Park Street are in the process of being purchased.

Justification: The transaction has been complete and staff is asking for formal action by the City Commission to ratify the purchase of the property.

Financial Considerations: Payments totaling \$150,000 over 4 years.

Purpose/Mission: To value progress, growth and new possibilities.

Legal Considerations: All legal actions have been met

Attachments: Contract and Deed

Entered in transfer record in my office
this 14th day of Dec. A.D.
20 18 [Signature]
County Clerk

INDEXED
GRANTOR
GRANTEE
NUMERICAL
PHOTOGRAPHED

STATE OF KANSAS, FORD COUNTY
This instrument was filed for
Record on 12/14/2018 03:45 PM
BOOK D: B: 251 P: 633
201803373
RECORDING FEE 56.00
TECHNOLOGY FEE 12.00
HERITAGE TRUST FEE 4.00
PAGES: 4
BRENDA POGUE, REGISTER OF DEEDS



Brenda Pogue

(Space Above Reserved For Register of Deeds Certification)

KANSAS WARRANTY DEED

THIS INDENTURE, made and entered into this 14th day of December, 2018, by and between **HAROLD W. JACKSON and CAROL J. JACKSON**, husband and wife ("Grantors"), to **CITY OF DODGE CITY, KANSAS**, a municipal corporation ("Grantee").

WITNESSETH, THAT GRANTORS, in consideration of the sum of Ten Dollars (\$10.00) and other good and valuable consideration, the receipt whereof is hereby acknowledged, do by these presents **GRANT, SELL, AND CONVEY** unto Grantee, its heirs and assigns, all of that certain real estate situated in the County of Ford and State of Kansas, as described on Exhibit A attached hereto (the "Property").

SUBJECT TO: (a) easements, restrictions, declarations, and reservations of record, if any; (b) taxes and assessments, general and special, not now due and payable; and (c) the rights of the public in and to parts thereof, in streets, roads or alleys.

TO HAVE AND TO HOLD THE SAME, together with all and singular the tenements, hereditaments and appurtenances thereunto belonging or in any wise appertaining forever.

And Grantor, for Grantor and Grantor's heirs, successors and assigns, does hereby covenant, promise and agree, to and with Grantee that at the delivery of these presents, Grantor is lawfully seized in Grantor's own right of an absolute and indefeasible estate of inheritance, in fee simple, of and in all and singular the above granted and described premises, with the appurtenances; that the same are free, clear, discharged and unencumbered of and from all former and other grants, title, charges, estates, judgments, taxes, assessments and encumbrances, of what nature and kind whatsoever, except as herein provided, and that Grantor will warrant and forever defend the same unto Grantee and Grantee's heirs, successors and assigns, against Grantor and

12/14/2018 3:45:00 PM

Tx:4045290

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6 3 3

1

Grantor's heirs, successors and assigns, and all and every person or persons whomsoever, lawfully claiming or to claim the same, except as herein provided.

IN WITNESS WHEREOF, the said Grantors have caused this instrument to be executed as of the day and year first above written.

GRANTOR:

Harold W. Jackson
HAROLD W. JACKSON

Carol J. Jackson
CAROL J. JACKSON

STATE OF KANSAS)
) ss.
COUNTY OF FORD)

This instrument was acknowledged before me on December 14, 2018, by Harold W. Jackson and Carol J. Jackson, husband and wife.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my notarial seal the day and year last above written.

(SEAL)



Maria I. Rivera
Print Name: Maria Rivera
Notary Public in and for said County and State

My Appointment Expires:

10/28/2022

EXHIBIT A

Legal Description of the Property

A tract of ground described as follows, to-wit: Beginning at the Northwest corner of Lot Four (4) in Section 35, Township 26 South, Range 25 West of the 6th P.M.; thence running East 358.5 feet; thence South to the North bank of the Arkansas River; thence Southwesterly along the North bank of the Arkansas River in its meanderings to the Southwest corner of said Lot Four (4) and thence North to the Place of Beginning. **EXCEPT** a tract beginning 1260 feet South and 30 feet East of the Northwest corner of Section 35, Township 26, Range 25; thence Eastward 328 feet to a point on the West line of Lot 28 Young's Place, 30 feet North of the Southwest corner of said Lot; thence South 60 feet along the West line of said Lots; thence West 328 feet; thence North 60 feet to Point of Beginning. **AND EXCEPT** a tract beginning at the Northwest corner of said Section 35; thence East along the North line of said Section 35 for a distance of 50 feet; thence South parallel to the West line of said Section 35 for a distance of 290 feet; thence East at right angles to said West line a distance of 10 feet; thence South parallel to said West line a distance of 945 feet; thence East at right angles to said West line a distance of 30 feet; thence South parallel to said West line a distance of 1035 feet or to the North bank of the Arkansas River; thence Westerly along the North bank of the Arkansas River to the West line of said Section 35; thence Northerly along said Section line to the Place of Beginning. **AND EXCEPT** a tract of land described as follows, to-wit: Beginning at a point 140 feet East of the Northwest corner of Lot Four (4), in Section 35, Township 26 South, Range 25 West of the 6th P.M.; thence running South parallel with the East line of 14th Avenue 150 feet; thence East 110 feet; thence North 150 feet to the North line of said Lot 4; and thence West on the North line of said Lot 4 to the Place of Beginning. **AND** a tract of ground described by metes and bounds as follows: Beginning at a point 358 ½ feet East of the Northwest corner of Lot 4 in Section 35, Township 26 South, Range 25 West of the 6th P.M., thence running East 150 feet; thence South 580 ¾ feet; thence West 150 feet; and thence North to the Place of Beginning. **AND EXCEPT** A tract of land in the Northwest Quarter (NW/4) of Section 35, Township 26 South, Range 25 West of the 6th P.M., Ford County, Kansas, more fully described as follows: Commencing at the Northwest corner of the Northwest Quarter (NW/4) of Section 35, Township 26 South, Range 25 West of the 6th P.M., Ford County, Kansas; thence East along the North boundary line of the Northwest Quarter (NW/4) of said Section 35 for 50 feet; thence South parallel with and 50 feet East of the West boundary line of the Northwest Quarter (NW/4) of said Section 35 for 200 feet to a point of beginning; thence continuing South parallel with the West boundary line of the Northwest Quarter (NW/4) of Section 35 for 90 feet; thence East at a right angle for 10 feet; thence South parallel with and 60 feet East of the West boundary line of of the Northwest Quarter (NW/4) of said Section 35 for 945 feet; thence East at a right angle for 30 feet; thence South parallel with and 90 feet East of the West boundary line of the Northwest Quarter (NW/4) of said Section 35 for 920.89 feet to a point on the North right of way line of Dodge City Flood Protection Works; thence Northeasterly along the North right of way line of said Dodge City Flood Protection Works for 279.77 feet to a point on the West line of Young's Place, a platted Addition to Dodge City, Kansas, said point being 2077.6 feet South and 358.5 feet East of the Northwest corner of the Northwest Quarter (NW/4) of said Section 35; thence North along the West line of said Young's Place for 1496.85 feet to the Northwest corner of Tract 16 of said Young's Place; thence East long the North boundary line of said Tract 16, Young's Place, for 150 feet; thence North along the West line of said Young's Place for 380.75 feet; thence West parallel with the North boundary line of the Northwest Quarter (NW/4) of said Section 35 for 458.5 feet to the Point

of Beginning, containing 13.80 acres, more or less. **AND EXCEPT** a tract beginning 1260 feet South and 30 feet East of the Northwest corner of Section 35, Township 26, Range 25; thence Eastward 328 feet to a point on the West line of Lot 28 Young's Place, 30 feet North of the Southwest corner of said Lot; thence South 60 feet along the West line of said Lots; thence West 328 feet; thence North 60 feet to Point of Beginning. **AND EXCEPT** Commencing at the Northwest corner of the Northwest Quarter (NW/4) of Section 35, Township 26 South, Range 25 West of the 6th P.M., Ford County, Kansas; thence South along the West line of said Northwest Quarter (NW/4) Section 35, for a distance of 2,182.12 feet; thence to the left 106 degrees 15 minutes and Northeasterly and along the northerly right of way line of the Dodge City Local Flood Protection Project, for a distance of 93.75 feet, to the Point of Beginning; thence continuing Northeasterly and along the previous course and along said right of way line, for a distance of 279.77 feet, to a point on the West line of Young's Place as platted to the City of Dodge City, Kansas, said point being 2077.60 feet South and 358.5 feet East of the Northwest corner of said Northwest Quarter (NW/4) Section 35; thence South along a line parallel to the West line of said Northwest Quarter (NW/4) Section 35, a distance of 136 feet, more or less, to the North bank of the Arkansas River; thence Southwesterly and along said North river bank, to a point which is 90.0 feet East of the West line of said Northwest Quarter (NW/4) Section 35; thence North along a line parallel to the West line of said Northwest Quarter (NW/4) Section 35, a distance of 127 feet, more or less, to the Point of Beginning.

PURCHASE AGREEMENT

This Purchase Agreement (the "Agreement") is made and entered into by and between Harold W. Jackson and Carol J. Jackson, husband and wife, (the "Jacksons") and the City of Dodge City, Kansas, a municipal corporation (the "City").

WHEREAS, the Jacksons are the owners of certain real property being described in Exhibit A (the "Property"); and,

WHEREAS, the Jacksons desire to sale and convey the Property to the City for its municipal and public purposes; and,

WHEREAS, the City desires to acquire the Property for use as a part of its public municipal program; and,

WHEREAS, the Jacksons and the City have reached an understanding and agreement concerning the terms and conditions of such sale and conveyance.

NOW, THEREFORE, IN CONSIDERATION OF THE MONIES TO BE PAID HEREUNDER AND THE MUTUAL PROMISES OF THE PARTIES, IT IS AGREED AS FOLLOWS:

1. Sale of Property: The Jacksons agree to sell and convey to the City all of their right, title and interest in and to the Property as described in Exhibit A, in accordance with the terms and conditions as set forth herein.
2. Purchase Price: The total purchase price for the Property shall be One Hundred Fifty Thousand Dollars (\$150,000.00) to be paid by the City to the Jacksons, to be paid in the following time and manner:

- a. The sum of Fifteen Thousand Dollars (\$15,000.00) to be paid upon execution of this Agreement as consideration for the Reconveyance Option as set forth in paragraph 10 below;
 - b. The sum of Ten Thousand Dollars (\$10,000.00) to be paid at Closing;
 - c. The sum of One Hundred Twenty-Five Thousand Dollars (\$125,000.00) to be paid in three (3) annual installments as follows: Twenty-Five Thousand Dollars (\$25,000.00) on January 15, 2019, Fifty Thousand Dollars (\$50,000.00) on January 15, 2020, and Fifty Thousand Dollars (\$50,000.00) on January 15, 2021;
 - d. The balance of the total purchase price, less the total amount of installment payments made to the Jacksons as provided in (c) above, shall be paid within thirty (30) days of the Jacksons' receipt of written notice from the City of the City's desire to pay the balance of the purchase price and surrender the remaining balance of the Option Period as provided in paragraph 10 below, whichever occurs first.
3. Title Evidence: The Jacksons shall cause to be furnished to the City within five (5) days of the date of execution of this Agreement, a title insurance company's title binder covering the Property described in Exhibit A, and at closing, a title insurance policy in an amount equal to the full purchase price naming the City as the insured. The title insurance policy shall show marketable title vested in City, subject to normal American Land Title Association Form B title insurance policy exceptions. The parties shall each pay one-half (1/2) of the costs of such title insurance policy. The Jacksons shall be responsible to resolve any title defects at their expense. Should the Jacksons be unable to furnish marketable title, the City may at its sole option, waive such defects or terminate this Agreement, in which case both parties shall be released from any further

responsibilities hereunder and the Jacksons shall refund to the City the Fifteen Thousand Dollar (\$15,000.00) option consideration as set out in paragraph 2(a) above.

4. Survey: If a survey of the Property is necessary, the costs of the survey shall be the responsibility of the City.
5. Deed: The Jacksons shall execute and provide for recording in the office of the Register of Deeds a General Warranty Deed conveying to the City the Property as described in Exhibit A, which deed shall be subject only to easements, restrictions and reservations of record. The City shall be responsible for the payment of the recording fee for the General Warranty Deed, which the City will record immediately following closing.
6. Taxes and Insurance: Taxes for the year 2018 and all prior years shall be paid by the Jacksons. The City shall be responsible for all taxes assessed against the Property after closing which are not exempted by virtue of the City ownership. The Jacksons agree to keep the Property fully insured against property damage until title passes to the City.
7. Condition of Property: The Jacksons represent that, to the best of their knowledge, there are no environmentally hazardous conditions existing on the Property, however, if any environmentally hazardous conditions are found to exist on the Property prior to closing, the City shall have the option to proceed with this Agreement or declare this Agreement null and void.
8. Inventory of Fixtures and Equipment: All fixtures and any personal property remaining on the Property at time of closing shall pass to and become the property of the City.
9. Closing and Possession: This Agreement shall be closed on or before December 14, 2018. At closing the Jacksons will deliver to the City the General Warranty Deed conveying all Property listed on Exhibit A to the City, free and clear of all liens and

encumbrances. The City shall have paid to the Jacksons at the time of closing the consideration for the Reconveyance Option as set forth in paragraph 10 below, and an initial payment of Ten Thousand Dollars (\$10,000.00). Possession of the Property will pass to the City immediately upon closing of this transaction.

10. Reconveyance Option: The Jacksons do hereby grant to the City the absolute and unconditional right to reconvey the Property to the Jacksons (the "Option") at any time during the Option Period as defined below, and the Jacksons hereby agree to accept such reconveyance subject to the following terms and conditions:

- a. The Option Period shall be for a period of twenty-six (26) consecutive months commencing December 15, 2018 and expiring January 31, 2021 at 11:59 p.m.
- b. The City may exercise the Option at any time during the Option Period for any reason, including but not limited to the City's not budgeting and appropriating funds for monthly payments during the next budget year or to otherwise appropriate such payments from lawfully operated revenue producing sources, as provided in K.S.A.10-1116b.
- c. If the City elects to exercise the Option, it shall provide written notice of such election to the Jacksons at least thirty (30) days prior to any monthly anniversary date during the Option Period.
- d. In the event the City elects to exercise the Option, the following terms and conditions shall apply:

City Duties:

- i. The City shall file with the Ford County Register of Deeds a properly executed General Warranty Deed conveying all of the City's right, title

and interest in and to the Property acquired by the City pursuant to this Agreement to the Jacksons, free and clear of all liens and encumbrances incurred by the City during the City's ownership thereof, subject only to easements, restrictions and reservations of record and any mortgages or other encumbrances on the Property existing at the time of City's acquisition from the Jacksons pursuant to this Agreement. The City warrants that at the time of such reconveyance the Property will be in at least as good condition as at the time the City acquired the same from the Jacksons under this Agreement, subject to normal wear and tear during the City's ownership thereof.

- ii. At any time during the Option Period the Jacksons may designate in writing to the City (a) the name and address of any other persons or entity to whom they desire any reconveyance of the Property to be made in the event of the City's exercise of the Reconveyance Option and (b) the written acknowledgement by such designees of the acceptance by said designee of all and all duties, obligations and responsibilities of the Jacksons under this Agreement. Upon receipt of such notice any subsequent reconveyance of the Property by the City to said designee shall for purposes of this Agreement constitute a reconveyance to the Jacksons.
- iii. City shall agree to save and hold harmless the Jacksons of and from any and all claims, causes of action, losses, costs and expenses which in any manner whatsoever result from the City's ownership and use of the Property prior to the date of such reconveyance.

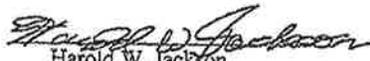
The Jacksons' Duties:

- i. Upon such reconveyance of the Property the Jacksons shall become the Owners thereof and shall thereafter be solely responsible for all duties of ownership, including but not limited to payment of all real estate and personal property taxes assessed against the Property and Equipment following the date of the City's reconveyance.
 - ii. Upon such reconveyance, the Jacksons agree to waive any and all future installment payments as well as payment of the balance of the purchase price, and shall fully and completely release and discharge the City of any and all further obligations for future payments as provided in this Agreement; provided, however, the Jacksons shall retain any and all payments received from the City prior to the date of reconveyance or which are due and payable at the time of such reconveyance.
 - iii. The Jacksons agree to save and hold harmless the City of and from any and all claims, causes of action, losses, costs and expenses which in any manner whatsoever may result from the Jacksons' ownership and use of the Property following the date of such reconveyance.
11. Improvements During Option Period: In the event the City desires to make substantial and permanent capital improvements or physical changes to the Property during the Option Period, the City shall first obtain the Jacksons' approval, which approval shall not be unreasonably withheld, conditioned or delayed. The City shall be responsible for all costs and expenses for such improvements and such improvements shall pass to the Jacksons in the event of the City's exercise of the Reconveyance Option.

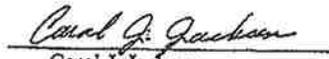
12. City Payment of Balance of Purchase Price: At the time the City's Option Period expires, or when the City notifies the Jacksons of its desire to pay the balance of the purchase price, whichever occurs first, the City shall pay to the Jacksons a lump sum payment equal to the balance of the full purchase price remaining due after receiving credit for all payments previously made to the Jacksons as provided in paragraph 2(c) above. No interest shall be applied to the purchase price or any remaining balance thereof. Upon receipt of the City's lump sum payment, the Jacksons will execute and record with the office of the Ford County Register of Deeds a full and complete release of any mortgage or mortgages or other encumbrance covering the Property, if any, and release and discharge the City from any further payments or responsibilities under this Agreement and except only for the City's and the Jacksons' hold harmless obligations as provided herein, both parties shall be released from any further obligations and responsibilities hereunder.

13. Binder: This Agreement shall be binding on the parties hereto, their respective successors, personal representatives, heirs, executor, trustees and/or assigns.

In witness whereof the Parties have executed this Agreement on the dates reflected below.


Harold W. Jackson

Date: 11-20-18


Carol J. Jackson

Date: 11-20-18

"SELLERS"

City of Dodge City

By 
E. Kent Smoll, Mayor

Attest: 
Nannette Pogue, City Clerk

Date: 11-27-2018

"BUYER"

EXHIBIT A

Legal Description of the Property

A tract of ground described as follows, to-wit: Beginning at the Northwest corner of Lot Four (4) in Section 35, Township 26 South, Range 25 West of the 6th P.M.; thence running East 358.5 feet; thence South to the North bank of the Arkansas River; thence Southwesterly along the North bank of the Arkansas River in its meanderings to the Southwest corner of said Lot Four (4) and thence North to the Place of Beginning. EXCEPT a tract beginning 1260 feet South and 30 feet East of the Northwest corner of Section 35, Township 26, Range 25; thence Eastward 328 feet to a point on the West line of Lot 28 Young's Place, 30 feet North of the Southwest corner of said Lot; thence South 60 feet along the West line of said Lots; thence West 328 feet; thence North 60 feet to Point of Beginning. AND EXCEPT a tract beginning at the Northwest corner of said Section 35; thence East along the North line of said Section 35 for a distance of 50 feet; thence South parallel to the West line of said Section 35 for a distance of 290 feet; thence East at right angles to said West line a distance of 10 feet; thence South parallel to said West line a distance of 945 feet; thence East at right angles to said West line a distance of 30 feet; thence South parallel to said West line a distance of 1035 feet or to the North bank of the Arkansas River; thence Westerly along the North bank of the Arkansas River to the West line of said Section 35; thence Northerly along said Section line to the Place of Beginning. AND EXCEPT a tract of land described as follows, to-wit: Beginning at a point 140 feet East of the Northwest corner of Lot Four (4), in Section 35, Township 26 South, Range 25 West of the 6th P.M.; thence running South parallel with the East line of 14th Avenue 150 feet; thence East 110 feet; thence North 150 feet to the North line of said Lot 4; and thence West on the North line of said Lot 4 to the Place of Beginning. AND a tract of ground described by metes and bounds as follows: Beginning at a point 358 ½ feet East of the Northwest corner of Lot 4 in Section 35, Township 26 South, Range 25 West of the 6th P.M., thence running East 150 feet; thence South 580 ¾ feet; thence West 150 feet; and thence North to the Place of Beginning. AND EXCEPT A tract of land in the Northwest Quarter (NW/4) of Section 35, Township 26 South, Range 25 West of the 6th P.M., Ford County, Kansas, more fully described as follows: Commencing at the Northwest corner of the Northwest Quarter (NW/4) of Section 35, Township 26 South, Range 25 West of the 6th P.M., Ford County, Kansas; thence East along the North boundary line of the Northwest Quarter (NW/4) of said Section 35 for 50 feet; thence South parallel with and 50 feet East of the West boundary line of the Northwest Quarter (NW/4) of said Section 35 for 200 feet to a point of beginning; thence continuing South parallel with the West boundary line of the Northwest Quarter (NW/4) of Section 35 for 90 feet; thence East at a right angle for 10 feet; thence South parallel with and 60 feet East of the West boundary line of of the Northwest Quarter (NW/4) of said Section 35 for 945 feet; thence East at a right angle for 30 feet; thence South parallel with and 90 feet East of the West boundary line of the Northwest Quarter (NW/4) of said Section 35 for 920.89 feet to a point on the North right of way line of Dodge City Flood Protection Works; thence Northeasterly along the North right of way line of said Dodge City Flood Protection Works for 279.77 feet to a point on the West line of Young's Place, a platted Addition to Dodge City, Kansas, said point being 2077.6 feet South and 358.5 feet East of the Northwest corner of the Northwest Quarter (NW/4) of said Section 35; thence North along the West line of said Young's Place for 1496.85 feet to the Northwest corner of Tract 16 of said Young's Place; thence East long the North boundary line of said Tract 16, Young's Place, for 150 feet; thence North along the West line of said Young's Place for 380.75 feet; thence West parallel with the North boundary line of the Northwest Quarter (NW/4) of said Section 35 for 458.5 feet to the Point

of Beginning, containing 13.80 acres, more or less. AND EXCEPT a tract beginning 1260 feet South and 30 feet East of the Northwest corner of Section 35, Township 26, Range 25; thence Eastward 328 feet to a point on the West line of Lot 28 Young's Place, 30 feet North of the Southwest corner of said Lot; thence South 60 feet along the West line of said Lots; thence West 328 feet; thence North 60 feet to Point of Beginning. AND EXCEPT Commencing at the Northwest corner of the Northwest Quarter (NW/4) of Section 35, Township 26 South, Range 25 West of the 6th P.M., Ford County, Kansas; thence South along the West line of said Northwest Quarter (NW/4) Section 35, for a distance of 2,182.12 feet; thence to the left 106 degrees 15 minutes and Northeasterly and along the northerly right of way line of the Dodge City Local Flood Protection Project, for a distance of 93.75 feet, to the Point of Beginning; thence continuing Northeasterly and along the previous course and along said right of way line, for a distance of 279.77 feet, to a point on the West line of Young's Place as platted to the City of Dodge City, Kansas, said point being 2077.60 feet South and 358.5 feet East of the Northwest corner of said Northwest Quarter (NW/4) Section 35; thence South along a line parallel to the West line of said Northwest Quarter (NW/4) Section 35, a distance of 136 feet, more or less, to the North bank of the Arkansas River; thence Southwesterly and along said North river bank, to a point which is 90.0 feet East of the West line of said Northwest Quarter (NW/4) Section 35; thence North along a line parallel to the West line of said Northwest Quarter (NW/4) Section 35, a distance of 127 feet, more or less, to the Point of Beginning.



City of Dodge City

PARKS AND FACILITIES

PO Box 880 • Dodge City KS 67801 • Phone: 620/225-8160 • Fax: 620/225-8144

Memorandum

To: Cherise Tieben, City Manager
City Commissioners
From: Troy Brown, Parks and Facilities Director
Date: April 15th, 2019
Subject: Contract for 4th of July Fireworks Display
Agenda Item: Consent Agenda

Recommendation: Staff requests Commission approval to enter into contract with Wald's All American Display Fireworks in the amount of \$25,000 for the 4th of July fireworks show. The contract for 2019 allows for a rescheduled date within a 3 month period of the original showing.

Background: Wald's has provided all of the fireworks shows for the Old Dodge City event since we first started in 1998 with this being the 21st year. They have provided well designed shows, choreographed with music that has developed Dodge City's reputation as a premier show in the state. Again this year the 4th of July committee is working to coordinate with other agencies and organizations to promote activities planned for the day and then culminate with the fireworks show at 10:00 PM that night. The show will be shot from the Dodge City Roudup Rodeo Grounds located at 608 S. 14th Ave. This will be the first year at this location. The fireworks committee had to relocate the show, which for the past 20 years had been held near Morgan Blvd on the north side of the city.

Justification: The Dodge City show is the largest display in western Kansas and local response is overwhelmingly positive. This show draws people into the community from all around the area. Wald's has provided excellent service and quality displays for the event since its inception. The planning committee has met and recommends to continue contracting with Wald for the display.

Financial Considerations: The contract amount for the show is \$25,000. Of the total expense, the City covers \$5,000 from the Non- Departmental budget. The remainder is raised by

the local fireworks committee through corporate and individual sponsors. The committee is already working towards that goal and is sending out solicitation letters. The group has also developed some additional fund raising strategies to support the program.

Purpose/Mission: The City's support of this program is consistent with the mission of the City to improve quality of life as it enhances a community wide event celebrating our history and providing entertainment for our citizens.

Legal Considerations: Liability issues with this activity are covered by Wald & Co. through a certificate of insurance with coverage limit of \$5,000,000 for public liability and property damage.

Attachments: Wald Contract

Memorandum

*To: City Manager
City Commissioners*

From: Ray Slattery, Director of Engineering Services RS

Date: April 1, 2019

*Subject: Youth Complex Drainage Improvements
(PK 1700)*

Agenda Item: Consent Calendar

Recommendation: Approve Change Order No. 1 for Youth Complex Drainage Improvements.

Background: 2017 Curb, Gutter & Sidewalk Program was approved on June 18, 2018.

Justification: 6" Concrete Sidewalk – The addition of 7 S.Y. represents actual measured quantities. The extra sidewalk was required to provide a smooth and even transition from the new sidewalk to the existing asphalt parking lot and pathway in the complex.

Financial Considerations: Change Order No. 1 is for an increase of \$252,000.

Purpose/Mission: One of the City's core values is Ongoing Improvements. With the construction of these improvements the City is preparing for the community's future and providing new possibilities for current and future citizens of our community.

Legal Considerations: N/A

Attachments: Change Order No. 1

Memorandum

*To: City Manager
Assistant City Manager
City Commissioners*

From: Corey Keller

Date: April 9, 2019

Subject: Purchase of Water Meters

Agenda Item: New Business

Recommendation: To purchase 295 water meters and some additional parts for meters from Municipal Supply in the amount of \$92,285.85. This is a sole source purchase, Municipal Supply is the only supplier of the Neptune meters.

Background: This purchase is for 100 5/8 inch meters, 150 3/4 inch meters, 30 one inch meters, 15 two inch meters, 20 two inch meter heads, and 10 two inch meter chambers. The majority of the meters will be utilized to replace non-radio read style meters and repair meters that are damaged throughout the City. To date we have a total of 8,498 water accounts. Currently we still have 1,065 of the old style meters left in the system. Staff continues to work to replace the non-radio read meters as necessary. Attached is a breakdown of the cost per meter and how the meters were utilized since our last purchase in August of 2018.

Justification: The meters that will be purchased are to replenish the Water Departments current inventory.

Financial Considerations:

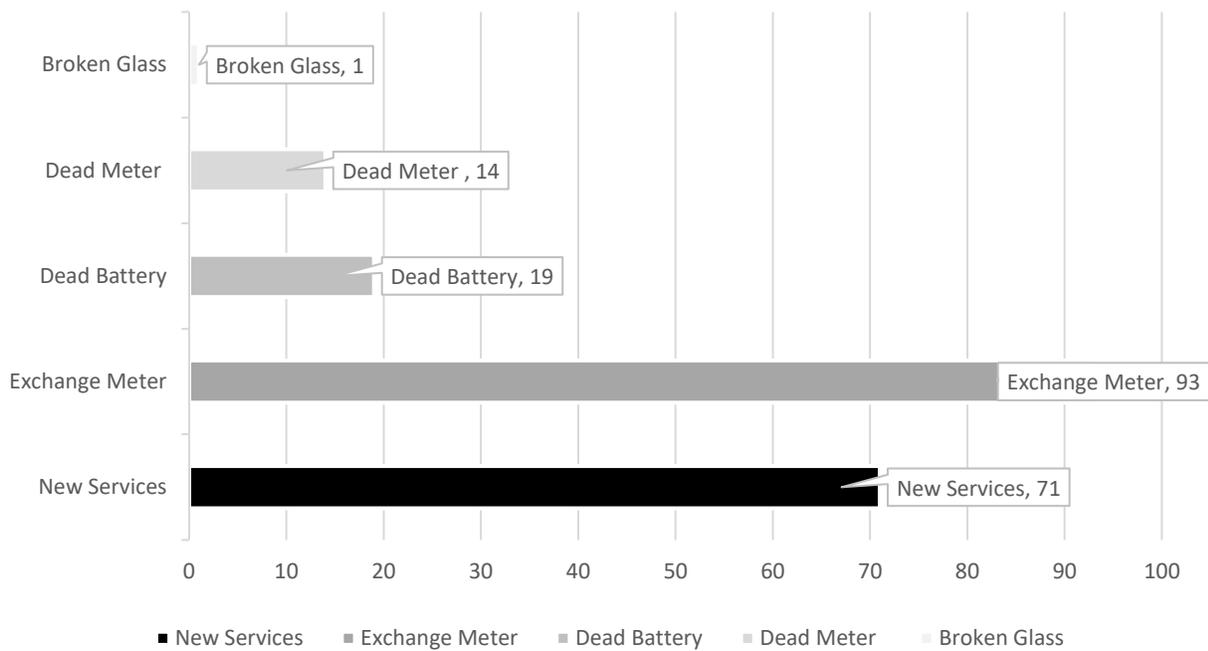
2019 Budget Fund and Amount:	Water Department, General Supplies	\$ 290,000.00
	Expenditures to date	\$ 22,846.92
	Water Meter Purchase	<u>\$ 92,285.85</u>
	Line Item Balance	\$ 174,867.23

The remaining balance will be utilized through out the year to replace supplies as needed.

2019 Meter Order

Meter Size	Order Quantity	Price
5/8" Meter	100	\$234/meter - \$23,400.00
3/4" Meter	150	\$280/meter - \$42,000.00
1" Meter	30	\$360/meter - \$10,800.00
2" Meter	15	\$728.75/meter - \$10,931.25
2" Meter Heads	20	\$193.33/meter - \$3,866.60
2" Meter Chambers	10	\$128.80/meter - \$1,288.00
Total	295 Meters	\$92,285.85

2018 Meter Exchanges



198 Meters used in 2018

Memorandum

To: City Manager & City Commission
From: Jan Stevens Director CVB
Date: 4-8-19
Subject: Dodge City CVB Marketing Analysis
Item: New Business

Recommendation: Allow staff to negotiate a contract with Imagemakers from Wamego Kansas, for the purpose of analyzing the current Dodge City Convention and Visitors Bureau (CVB) marketing programs. This company will conduct a marketing audit of past and current marketing, communications and advertising efforts to market the tourism assets of the city of Dodge City. The audit will be a tool to help the CVB identify its most urgent marketing and communications challenges, highlighting efforts which are successful and those which need improvement while serving as a basis to develop future marketing strategies.

Background: The CVB released an RFQ on March 1st, 2019, with a deadline of March 12th, 2019. Fourteen inquires, and twelve proposals were received. Six agencies were identified as potentially viable proposals. Interviews took place on April 4th and 5th, with a selection committee comprised of a panel of local representatives. The panel consisted of several of the Convention and Visitors Bureau staff, Director Jan Stevens, Senior Marketing Director of Boot Hill Casino and Resort, Jessi Rabe, President of the Dodge City Area Chamber of Commerce, Tara Burkhart, Convention and Visitors Bureau Advisory Board Members, Beth Rhoten, owner of Longs, and Kim Cuningham, owner of both Best Westerns in Dodge City, and Assistant City Manager, Melissa McCoy.

The consensus of the committee was in favor of Imagemakers.

Expected outcomes from the audit:

- Evaluate the Marketing Environment including but not limited to, customer demographics, competitors, and macro-environments.
- Evaluate current marketing activities, products, and offerings, including creative pieces: print, television, jingle and tag line.
- Evaluate and review current website, blogs, social media and other digital placements content with an emphasis on objectives and implementation.
- Determine and make recommendations to improve the effectiveness for an overall marketing activity plan and direction for tourism in the Dodge City community, including distribution of target markets, ad placements, and publicity.
- Recommend suggested distribution of marketing funds and emphasis based on other tourism DMO's best practices and innovative approaches.

- Outline opportunities to allow the community to develop and expand its reach beyond current target audiences.
- The report should be a tool to help the Dodge City community identify its most urgent marketing and communications challenges, highlighting efforts which are successful and those which need improvement while serving as a basis to develop future marketing strategies and directions for tourism.
- Provide a suggested Scope of Services and a proposed budget to implement the scope.

Justification: as the DMO (Destination Marketing Organization), the CVB has been the responsible party for the marketing of Dodge City's tourism offerings. Our community has made many milestone changes in the past few years, and has created a diverse tourism presence. There will be a new look to Boot Hill Museum, the addition of the Water Park has proven that Dodge City sees many out of town visitors, that seek excitement in the outdoors. Additionally, last November the CVB experienced a surge of negative comments on our Facebook page that was a result of the controversy over the voter polling place location. As that issue spurred conversation on how best to deal with that particular crisis, more conversation took place on the need for an overall analysis of the general marketing of the community, and what the next step would be in propelling Dodge City into a diverse "Must See" destination.

Financial Considerations: There is \$25,000 set aside in the CVB budget to fund this study.

Purpose/Mission: This study will aid the CVB in the mission of the pursuit to promote and market Dodge City and area resources, attractions, and assets to prospective tourists, by making a recommendation for future marketing projects.

Legal Considerations: The City of Dodge City Attorney will review the contract.

Attachments:
Imagemakers Proposal

IMAGEMAKERS

RESPONSE TO DODGE CITY RFQ

MARCH 12, 2019

IMAGEMAKERS

KANSAS 514 Lincoln, Wamego, KS 66547

DENVER 6312 S. Fiddlers Green Cir., Ste 300E., Greenwood Village, CO 80111

PHONE (888) 865-8511

FAX (785) 380-2556

CONTACT bruce@imagemakers-inc.com

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RESULTS DRIVEN MARKETING



CUSTOM WEB DEVELOPMENT

Imagemakers is a custom technology, brand experience and strategic communications company.

We partner with forward-looking clients who want to shape the future with solutions and communications that profoundly connect and simplify. We're a passionate team of strategists, designers and programmers who build award-winning brands, campaigns, communications, technology platforms and digital tools.

We specialize in solving complex challenges. For 17 years, we have been trusted by clients to help them accomplish their goals. We create powerful brands, bold marketing and communications campaigns, custom front- and back-end online solutions, and data integrations that resolve the unique challenges organizations face.

We've collaborated with clients across diverse industries — from the humanities to healthcare, education to entertainment, and museums to municipalities — to create work that informs, inspires and activates meaningful change for audiences spanning diverse communities and audiences.

We are excited to respond to your RFQ and hope to have the opportunity to become your partner.



Dan Holmgren
President and Founder
dan@imagemakers-inc.com



Bobby Sloan
Experience Director
bobby@imagemakers-inc.com



Bruce Grover
Strategy Director
bruce@imagemakers-inc.com

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

OUR UNDERSTANDING

From our research, personal visits and your RFQ, we understand that Dodge City is one of the nation's most important and historic "Western" cities. The educational, cultural and entertainment opportunities the city offers are unique. From the days of the Santa Fe Trail and notorious lawmen to modern immigration and current attractions (the Boot Hill Museum, casinos, resorts, arenas and establishments like the Boot Hill Distillery), Dodge City has an extraordinary opportunity to become a premier destination. The city's commitment to revitalizing its historic downtown and to fostering a welcoming, multi-cultural environment bode well for the city's growth.

To realize the promise of its future, the CVB is seeking a robust research engagement to uncover the most effective ways to share the Dodge City story, cement the City as a premier destination, and sustain year-over-year increases in visitors to the City's numerous offerings.

The right consultant will conduct a thorough audit of all marketing, communications and advertising efforts. This audit, and the insights and recommendations that emerge, will highlight the most successful efforts, identify opportunities for improvement, and provide recommendations for strategic marketing and communications going forward.

OUR EXPERTISE INFORMS OUR COMMITMENT

Our team has deep experience and a passion for developing communities, businesses and organizations. With backgrounds in the New York City agency world, Los Angeles and across the Midwest, our leadership team has the skills, breadth of expertise, and commitment to excellence this project requires.

Among us, we have lead breakthrough work for Fortune 100s, cultural institutions, municipalities and nonprofits, such as:

- Humanities Kansas
- Liberty Mutual
- Stanley Black & Decker
- The Tenement Museum
- Columbia University
- NYU Langone Medical Center
- Child Mind Institute
- The Columbian Theater
- The Oz Museum
- Wamego Fireworks
- ... and many more

Together, we are committed to producing the research-driven insights and recommendations Dodge City needs to succeed in what can be a highly competitive tourism market and a charged social and political landscape.

We are fascinated by the opportunity presented in your RFQ — and are ready to start.

OUR TEAM



Dan Holmgren
President and Founder

Help clients achieve their dreams. That's what Dan Holmgren has been doing for more than 20 years. He has guided thousands of successful communications projects at Igemakers, and has traveled the world studying communication and design in different languages and cultures. Dan also contributes his time to the Strategic Planning Steering Committee for the Kansas Creative Arts Industries Commission and the K-State Industry Advisory Board.



Bobby Sloan
Experience Director

A veteran of the Los Angeles film and startup communities, Bobby combines a passion for storytelling with marketing and technology to craft compelling campaigns for each account in his portfolio. While in LA, Bobby co-founded a production company, led business development and marketing at the the social media platform KudosMe, and launched the office of Shore.com, a custom CRM provider, and cultivated strong relationships with Fortune 500 companies, funding sources and strategic partners.



Bruce Grover
Strategy Director

A veteran of the New York City agency world, Bruce brings 20 years brand, content and communication strategy experience to Igemakers. He has led breakthrough work for such clients as Liberty Mutual, Stanley Black & Decker, Columbia Business School and the Child Mind Institute. Raised in India, Israel and the U.S., Bruce brings a cross-cultural perspective to projects that inspires fresh thinking and drives tangible results. He has spoken at conferences, led strategy workshops, and been featured in numerous professional and music publications.



Kenzie Olejnik
Account Manager



Jessica Georgie
Assistant Account Manager



Ben York
Art Director



Brian John
Web Developer/Process Analyst



Livy Seirer
Graphic Designer



Hanah Peterson
Web Developer



Clayton Leis
Web Developer



Curt Rempe
Web Developer

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

PROJECT APPROACH

Our team is deeply experienced with the art and science of collecting qualitative and quantitative data to produce insights and breakthrough recommendations.

Our work solves complex challenges. Using data, insights and inventive solutions, we help clients:

- **Rethink** what, why and how they bring their ideas and offerings to market
- **Redefine** their unique value proposition
- **Recognize** strategic opportunities for growth
- **Reorient** their communications to create differentiated, audience-centric marketing campaigns that surpass engagement goals
- **Rework** the means of engagement and user experience with digital solutions that profoundly connect and simplify
- **Realize** the growth they seek — driving results and gaining public respect that changes their standing for good.

PROJECT PHASES

Phase 1: Communications and Brand Audit (2-3 Weeks)

In this phase we will seek to understand the Dodge City brand and communications to identify the most urgent marketing and communications challenges – and the opportunities.

Activities

Kick-off Meeting with immediate project team

- To understand climate, dynamics and key players
- To check-in on project updates, timing, etc.
- To review marketing and communications efforts and materials
- To gather information about Dodge City target audiences and key competitors
- To confirm research activities we will conduct and define our collaboration to achieve them

Communications Workshop with all stakeholders

- To hear directly from full team about the challenges and opportunities facing Dodge City
- To use interactive exercises to explore key aspects of the Dodge City brand, business and audience needs, pain points, challenges and opportunities
- To review key marketing and communications pieces and efforts as a group looking for strengths, key themes, successful efforts and areas that need improvement
- To gain shared vision of the need and opportunity to ensure project alignment

Brand and Communications Audit

- Imagemakers team reviews all materials
- Imagemakers gathers key insights, trends, inspiration and best practices

PROJECT PHASES

Phase 2: Consumer and Market Research (6-8 Weeks)

Building on Phase 1, we will research two critical aspects of the project – the consumer and the market. This phase seeks to understand the mindset and decision-making of target audiences and to understand the competitive landscape.

Activities

- **Focus Groups. Hold focus groups to understand audience mindset and decision points**
 - **Dodge City:** Two focus groups with citizens and business owners to understand the offering and benefits of visiting Dodge City. We will rely on the collaboration of the DC team to help with invitation lists and to acquire free meeting space.
 - **Audience markets:** Collaborate with the Dodge City team to define up to four focus groups in targeted communities within 100-300 miles.
 - **NOTE:** To contain budget and increase effectiveness, we assume a collaborative approach to determining locations and inviting focus group participants (we need 6-10+ to be worthwhile). If we have to subcontract focus group organization in each market, and include high participant payments to ensure participation, we will need to increase the budget. We believe we can work together to accomplish our research goal and use focus groups as an effective information-gathering tool.
- **Interviews. Hold up to 12 interviews with key audience members, such as influencers, travel businesses, educational institutions, and the like, to understand consumer and market.**
- **Online Survey. Create an online questionnaire to understand the consumer and the market.** Use existing social and online resources, as well as select and secure additional research and digital tools, to maximize response.
- **Competitive audit. Review up to 12 cities or destinations to understand the competition and determine key points of value, differentiation and distinction.**
- **Brand analysis. Bringing the communications audit, consumer insights, and market research together, we will analyze the Dodge City brand.**
 - We will evaluate the visual and written brand looking for opportunities to strengthen
 - Visual: Logo, colors, graphics, photo and video styles and overall look
 - Written: Positioning, tagline, major themes, key message platform

PROJECT PHASES

Phase 3: Findings Report with Recommendations (2-3 Weeks)

In the final phase, we will share our findings and recommendations in a thorough presentation and written report. The report will include:

- **Description of the project**
- **Summary of research conducted**
- **Summary of each phase with data, findings and insights**
 - **Marketing and communications** challenges, successes, opportunities, lessons being learned
 - **Brand refinements** for written and visual elements, as well as refinements to leverage the brand heritage and create a purposeful, differentiated positioning platform
- **Recommendations**
 - **Future marketing and communications strategies and recommendations**
 - Detailed recommendations to make future planning and execution actionable, such as:
 - Marketing opportunities, campaign structures (web, email, video, social), print and digital advertising planning
 - Communication opportunities, PR and owned media recommendations
 - Brand opportunities, positioning options, brand refinements, messaging architecture

PROJECT FEES

Phase 1: Brand and Communications Audit

\$3,750 (2-3 weeks)

In this phase we will seek to understand the Dodge City brand and communications to identify the most urgent marketing and communications challenges — and the opportunities.

Activities:

- Kick-off Meeting with immediate project team
- Communications Workshop with all stakeholders
- Communications Audit

Phase 2: Consumer and Market Research

\$17,500 (6-8 weeks)

Building on Phase 1, we will research the consumer and the market. This phase seeks to understand the mind and decision-making of target audiences, and to understand the competitive landscape.

Activities:

- Focus Groups
- Interviews
- Online Survey
- Competitive audit
- Brand analysis

Phase 3: Findings Report with Recommendations

\$3,750 (2-3 weeks)

In the final phase, we will share our findings and recommendations in a thorough presentation and written report. The report will include:

- Description of the project
- Summary of research conducted
- Summary of each phase with data, findings and insights
- Recommendations for Future marketing and communications strategies and recommendations

TOTAL TIME: 10-14 WEEKS

TOTAL FEE: \$25,000

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

CASE STUDIES

Creating “Destination Value”

We are sharing two examples that detail campaigns designed to

- 1) Raise awareness
- 2) Elevate a brand
- 3) Increase visitors

These examples illustrate the power of **marketing at the intersection of brand elevation, business targets, and audience activation.**

Our approach creates a powerful sense of “destination value” in the mind of person considering where to spend time, especially if they are attracted to the value and values Dodge City offers to visitors — history, education, entertainment, business and more.

CASE STUDIES

1. City of Wamego

Wamego is known across the state, and with select audiences across the nation, as a one-of-a-kind “Heartland” destination. Iagemakers is based in Wamego and we have a long history working with city leaders, the CVB and the Chamber to elevate the profile of the town by strategically partnering with key institutions.

We have created marketing campaigns, built websites and elevated the Wamego brand to increase visitors. Specifically, we have partnered with and built sites for:

- The Oz Museum (ozmuseum.com)
- The Columbian Theater (columbiantheatre.com)
- The City of Wamego (wamego.org)
- Visit Wamego / 4th of July Fireworks (visitwamego.com and visitwamego.com/july4th)

1. Why was this particular community an appropriate example?

Iagemakers worked proactively and strategically with Wamego civic and cultural leaders over a 10 year period to substantially increase the City’s destination value. As key cultural elements rose in prominence, and the City prioritized its downtown, three things became together:

- **Enthusiasm** among leaders and citizens
- **Investment** in the downtown — by both the City and old and new business owners
- **Increased traffic.** The profile rose across the state through media, digital presence, and word-of-mouth. As a result visits to Wamego increased year-over-year.

2. What services did you provide?

We provided strategic, brand, communications and digital marketing experience. We partnered closely, and at times pro bono, with civic and cultural leaders. Together, we created a groundswell of support for the town and its growth. Our expertise, strategic approach and digital work contributed significantly to the process.

RESULTS DRIVEN MARKETING



CUSTOM WEB DEVELOPMENT

CASE STUDIES

1. City of Wamego (cont.)

3. What was successful and why?

Three key successes come to mind:

- **Partnership.** The excellent partnership we built and have maintained with civic leaders, cultural institutions and everyday citizens significantly advanced the process. Our expertise and services empowered City and cultural institutions to articulate their vision — and to realize it.
- **Digital communications.** Through strategic websites and digital campaigns Wamego has stepped firmly onto the regional stage and has the fundamental communication and marketing tools to reach and attract visitors.
- **Increase in visitors.** Attendance at the 4th of July parade and fireworks, at Columbian Theater events and at the Oz Museum — and the economic spillover to neighboring business — is evidence of the overall success of our relationship with the town.

4. What would you do different and why?

Ideally, the work would have proceeded both more rapidly and more strategically. With limited funds available to pay Imagemakers and for us to donate our time, some of the work proceeded gradually over time. In addition, the vision of a revitalized downtown and the concept of creating “destination value” took time to coalesce.

5. How did you measure and report return on investment?

Imagemakers was not tasked with measuring online traffic and visitors so we do not have hard numbers to share. But, again, we can testify to the dramatic increase in the 4th of the July parade and fireworks as well as to the revitalized downtown that contributes so much to the quality of life in the town and to attract visitors.

CASE STUDIES

1. City of Wamego (The Oz Museum)



“We quickly discovered we could trust Imagemakers implicitly. They knew exactly what was needed and how to go about it within our budget. It truly felt like a partnership.

I would recommend Imagemakers to anyone.”

Clint Stueve, Executive Director
Oz Museum

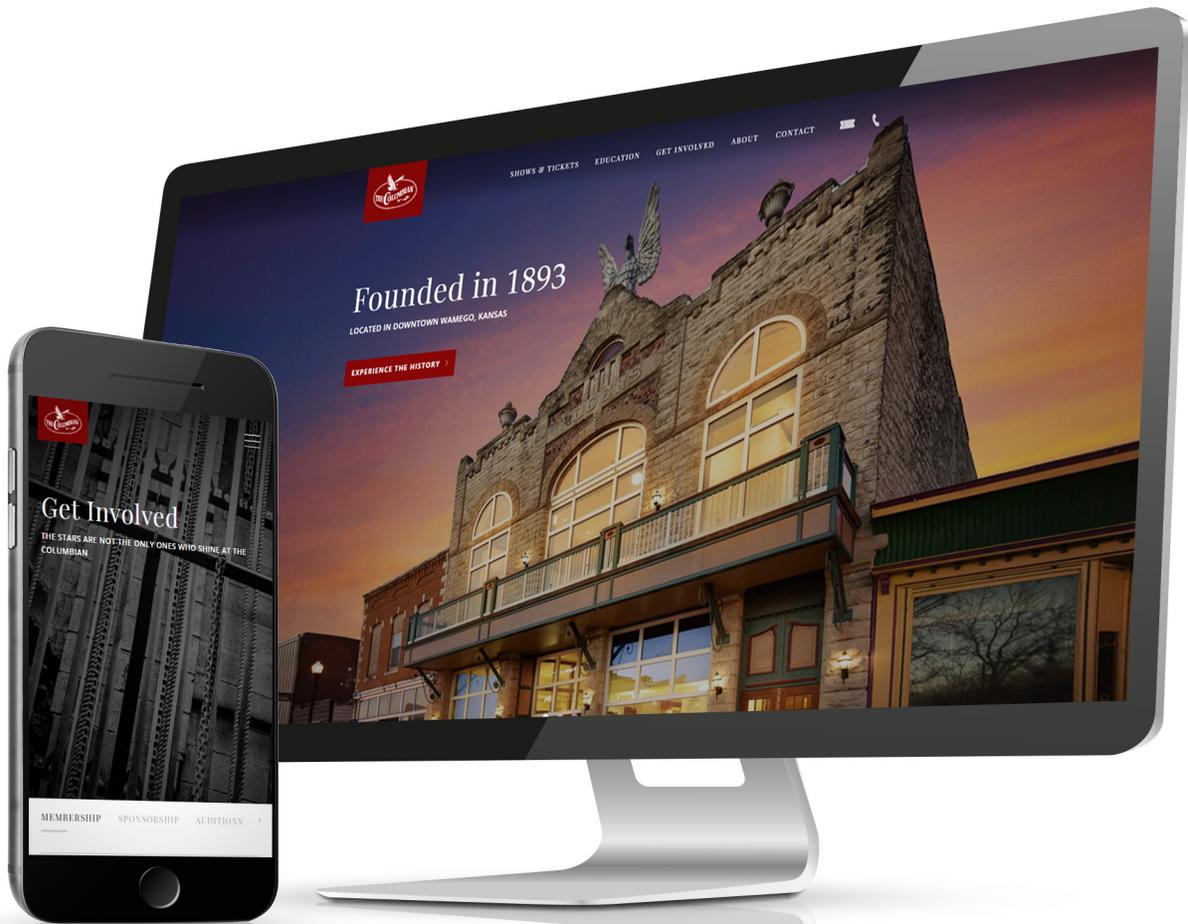
RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

CASE STUDIES

1. City of Wamego (The Columbian Theatre)



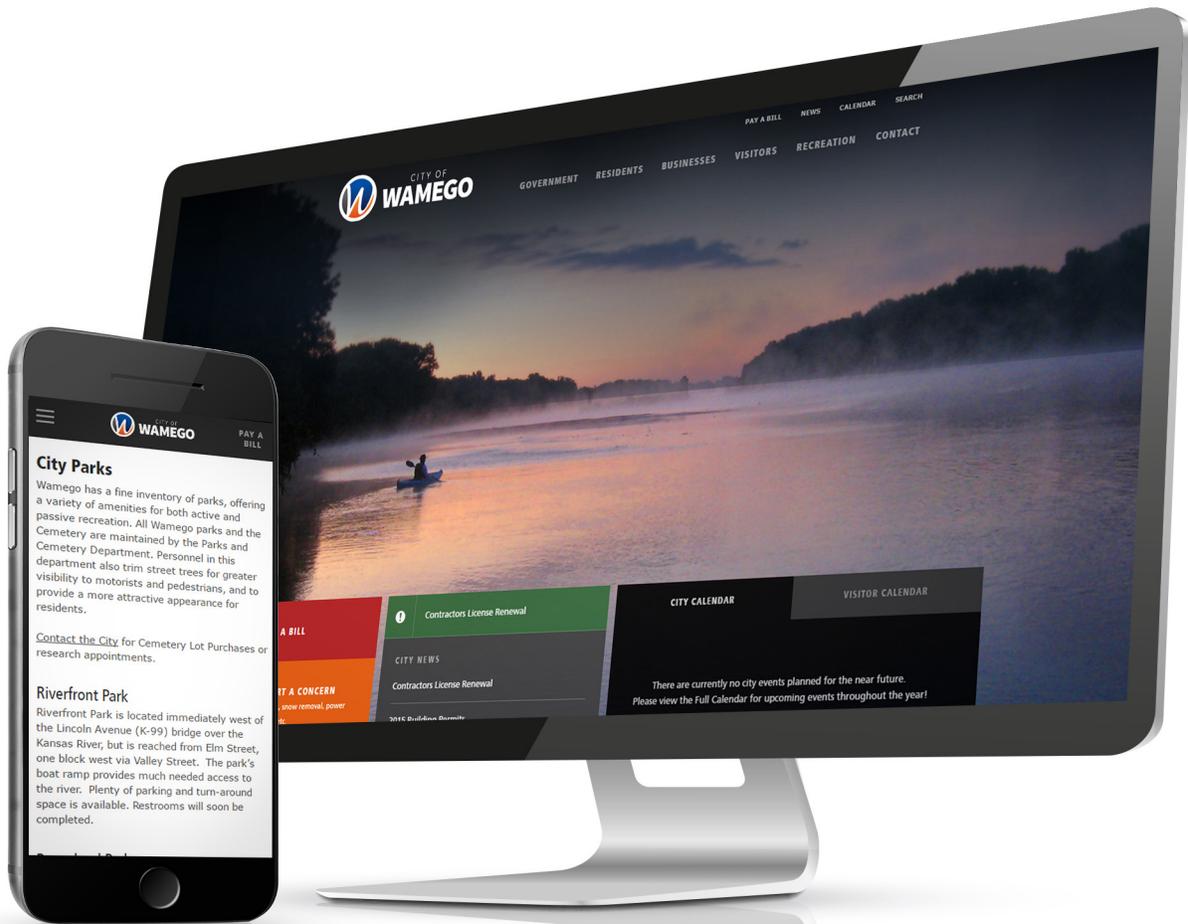
RESULTS DRIVEN MARKETING

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CUSTOM WEB DEVELOPMENT

CASE STUDIES

1. City of Wamego (Municipal Communications)



RESULTS DRIVEN MARKETING

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CUSTOM WEB DEVELOPMENT

CASE STUDIES

1. City of Wamego (Visit Wamego)



*“The back-end software is very user-friendly and accessible from multiple devices **making website updates effortless and quick.**”*

Megan Umscheid, Executive Director
Wamego Area Chamber of Commerce

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

CASE STUDIES

1. City of Wamego (Visit Wamego - 4th of July Fireworks)



RESULTS DRIVEN MARKETING

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CUSTOM WEB DEVELOPMENT

CASE STUDIES

2. Humanities Kansas

Humanities Kansas engaged Iagemakers to solidify the organization as the statewide humanities leader to stakeholders, funders, donors and new partners. They sought to clarify and elevate the Humanities Kansas brand and create a new positioning and messaging platform that would 1) be infused with the power of storytelling, 2) be refined for story telling, and 3) guide the creation of a visual brand that would be engaging, intelligent, modern, fresh, bold and fun.

We began with a robust research phase to uncover the insights and recommendations that would:

- Establish the organization as the go-to humanities organization in the state
- Dramatically increase participation in programming, grant applications and partnerships.

Research

- 2 meetings with board's rebranding task force
- Multiple work sessions with leadership
- 3 focus groups
- 12 interviews
- E-Survey
- Competitive audit
- Communications audit
- Brand exploration
- Additional secondary research

From this research we produced a 71-page presentation and a report of research findings and recommendations. For brevity in this RFQ, we will share key insights and recommendations that informed the creative and implementation phases of the project.

CASE STUDIES

2. Humanities Kansas (cont.)

Key Insights

- People struggle to define the humanities and Humanities Kansas, and to see relevance
- HK is admired by its loyalists. Stakeholders want it to become more relevant and serve many more people.
- Participants, notably people of color, posed powerful questions about relevance to diverse communities and where HK stands on issues of justice.
- Programs and services dominate the approach of peer entities.
- People want to know how HK makes an impact. What's the social ROI?
- It's safe to remove "Council" from the name.

Key Research Takeaways

The Kansas Humanities Council is not simply a provider of information and resources. It is a cause worthy of passionate support and driver of a movement of ideas/people exploring stories that spark conversations to generate ideas and inspire community engagement.

- Shift messaging from *What We Do* to *Why It Matters*.
- Reposition KHC as a cause worthy of passionate support.
- Activate participants to join a movement of ideas with next-generation programming and specific engagement campaigns.
- Remove Council from name. We recommend Humanities Kansas.

1. Why was this particular community an appropriate example for us?

We include Humanities Kansas as a powerful example of creating "destination value" of a different kind – value for an organization with different goals: 1) Increase participation at events across the state, 2) increase participation in grant applications, and 3) increased participation in strengthening civic engagement with new partnerships.

Again, to increase visitors, we believe it is critical to market at the intersection of brand elevation, business goals and audience awareness and activation. As a result of our work, Humanities Kansas has seen significant growth, including increased participation at events – notably by a younger, more diverse audience. See question 5 below.

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

CASE STUDIES

2. Humanities Kansas (cont.)

2. What services did you provide?

- Research
- Communications and brand strategy
- Messaging and visual brand development
- Website
- Video
- Online grant platform
- Business papers and print collateral
- Brand style guide
- And more

3. What was successful and why?

Feedback from staff, the Board of Directors, participants, donors and staff from many state humanities councils, as well as leaders from the National Endowment for the Humanities, has been confirming (and flattering). The new positioning and messaging platform, as well as the visual brand, video, new grant platform and marketing collateral have been universally loved and effective.

The partnership we developed with both the leadership and Board of Humanities Kansas was critical to the success of this project. Leadership created space for us to do our best work and our collaboration was always inspiring, pushing us all to go above and beyond to create solutions that would inform, inspire and activate. The Board was engaged throughout and contributed key ideas and feedback that elevated the work. In short, the unity of thought, vision and action drove this project above and beyond expectations.

4. What would you do different and why?

We wish there had been more budget to pursue two lines of questions that emerged during the research that related specifically to relevance and inclusivity. While we did a handful of additional interviews at no charge to resolve the questions, we would have welcomed the opportunity to run an additional focus group of young, diverse Kansans to uncover even more insights. In addition, it would have been ideal to have budget to fully craft a social media marketing campaign.

CASE STUDIES

2. Humanities Kansas (cont.)

5. How did you measure and report return on investment?

While we weren't specifically charged with measuring response, we have collaborated closely with leadership to ensure results. We have provided free consultation on social marketing, and have created specific marketing templates and pieces to advance the work.

This is a snapshot of things that happened in the first six months of therebrand:

- Grant inquiries to Humanities Kansas tripled
- Donor base grew by 20
- Social media followers have grown by 500 (now it's actually closer to 600)
- 9 new volunteers
- Created a new staff position – Director of Outreach and Inclusion
- 20 new organizations reached out for collaboration
- The makeup of events is changing. A recent event had 50% of participants below the age of 30 and 70% diversity.

CASE STUDIES

2. Humanities Kansas (cont.)



“Here we are midway through launch day and I wanted to send along another round of Thank Yous. We’ve been hearing from a number of our peers across the nation and Kansas and the responses have been overwhelmingly positive. Most specifically mention the powerful new messaging — especially the movement of ideas concept — as striking just the right chord. People are relating to the humanness of the website and, of course, loving the video. It’s funny, but the name change seems to not be much of a big deal at all.

Your research was exactly right.”

Julie Mulvihill, Executive Director
Humanities Kansas

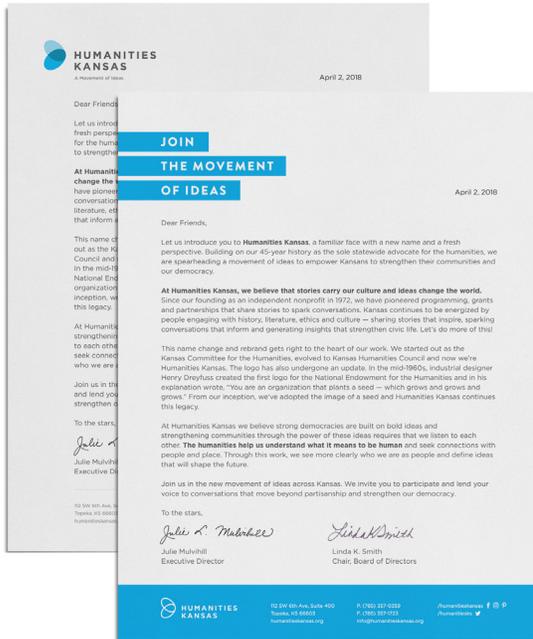
RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

CASE STUDIES

2. Humanities Kansas (cont.)



RESULTS DRIVEN MARKETING



CUSTOM WEB DEVELOPMENT

CASE STUDIES

2. Humanities Kansas (cont.)



*“We all managed to create a love letter to both the values that are so important to us as well as the humanities. **The positivity of the video adds a bit of old school boosterism that is precisely needed in today’s divisive landscape.** It’s important to make people want to join in, do something, and feel good about who we are and where we’re going.”*

Julie Mulvihill, Executive Director
Humanities Kansas

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

OUR REFERENCES

HUMANITIES KANSAS

Julie Mulvihill, Executive Director

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Brand Experience

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Lexington, KY 40513

yourcls.com / clclodging.com

MS BIOTECH

Aaron Hund, Chief Marketing Officer

877-907-5315

ahund@msbiotec.com

1300 Kaw Valley Rd

Wamego, KS 66547

msbiotec.com

RESULTS DRIVEN MARKETING



CUSTOM WEB DEVELOPMENT

FULL CLIENT LIST

Biotech & Environmental

- Athenas - Kansas State University
- Engrain
- Frankfort Sanitation
- KanGrow
- MicroProtein Technologies
- MS Biotec
- OrganicLawn
- Viobin USA

Community & Economic Development

- Abilene Convention & Visitors Bureau
- Action Pact
- American Small Manufacturers Coalition
- AMI - Advanced Manufacturing Institute
- ANNNI
- Berrien Co, MI
- Bird City, KS
- Community Leasing Partners
- Dallas Economic Development
- Electrical Concepts
- Freedom's Frontier National Heritage Area
- Game On for Kansas Schools
- HTK Architects
- Kansas FFA Foundation
- Kansas Film Commission
- Kansas Rural Communities Foundation
- Kansas Wheat Commission
- KTEC
- Manhattan Convention & Visitors Bureau
- Manhattan Parks & Recreation
- Pottawatomie County Economic Development Corporation
- SITAKS
- Sunset Zoo

- Town of Castle Rock, Co.
- Wamego Convention & Visitors Bureau
- WATA - Williamsburg, VAATA

Education

- Athenas - Kansas State University
- Baker's Growth
- Emporia State University
- Fort Hays State University Foundation
- Kansas Wesleyan University
- KSDE - Kansas Dept. of Education
- K-State University - Executive Education
- KSU Apparel, Textiles and Interior Design
- USD 320

Entertainment

- Columbian Theatre
- Evenergy
- K7 Watersports
- Kansas Film Commission
- Needle 'n Thread
- OZ Museum
- OZtoberFest
- Sunset Zoo

Events

- Columbian Theatre
- GAIA Salon Spa
- Oz Winery
- OZtoberFest
- Wamego Convention & Visitors Bureau

Financial & Banking

- All America Bank
- Bank of the Flint Hills
- Commodity Research Group
- Community Leasing Partners

- DCI - Data Center Inc.
- DM Gary Holding Co.
- Equity Bank
- FCS Financial
- Federal Home Loan Bank
- First National Bank
- First National Bank of Elkhart
- Kansas Farm Bureau
- Kaw Valley State Bank and Trust Company
- Quin and Company
- Redneck Bank
- Silver Lake Bank
- Tallgrass Commodities

Government

- American Small Manufacturers Coalition
- Helix Water District
- Kansas Contractors Association
- Kansas Department of Agriculture
- Kansas Department of Commerce
- Kansas Film Commission
- Kansas Rural Communities Foundation
- Kansas Wheat Commission
- KTEC
- Pottawatomie County Economic Development Corporation
- Wamego, City of

Healthcare

- Advanced Dermatology and Skin Cancer Center
- Blue Valley Health Care
- Comfort Keepers - Boulder
- Comfort Keepers - Salina
- Comfort Keepers - Tulsa
- Comfort Keepers - Wichita

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

FULL CLIENT LIST (CONT.)

- Community HealthCare System
- Heartland Physical Therapy
- Inverness at Home
- Kansas Regenerative Medicine Center
- Manhattan Dermatology
- Meadowlark Hills
- New Health
- Orange Sky Yoga
- PRN Home Health & Hospice
- RevitalVision
- The Myokinesthetic System
- Wamego City Hospital

Manufacturing & Industrial

- Acadia Housewrights
- AcuraPunch
- AgriLibrium
- American Small Manufacturers Coalition
- Appelhanz Roofing
- Appletech Construction
- Baker's Growth
- US Stone Industries
- C.S. Carey
- Carley Construction
- Castle Rock Construction
- Coil Spring Specialties
- CTI - Concordia Tractor Inc.
- Custom Wood Products
- Engrain
- Exline, Inc.
- Finn-Kool
- Foundation for Manufacturing Excellence
- Frankfort Sanitation
- Higgins Stone
- Independent Salt Co.

- KanEquip
- Kaw Valley Equipment - John Deere
- Keim TS
- MicroProtein Technologies
- Midwest Concrete Materials
- Modern Ag
- Research Products Inc.
- Riley Construction
- R-TECH Tool & Machine
- RW Milling
- Schultz Construction
- U.S. Stone
- UCI
- Viobin USA
- Wenger
- Wolf Construction

Organizations & Non Profits

- AMI - Advanced Manufacturing Institute
- Columbian Theatre
- Episcopal House of Prayer
- First United Methodist Church
- Freedom's Frontier National Heritage Area
- Humanities Kansas
- Kansas FFA Foundation
- Kansas Rural Communities Foundation
- Kansas Wheat Commission
- Michigan Humanities Council
- New Jersey Council for the Humanities
- New York Council for the Humanities
- North Carolina Humanities
- Ohio Humanities Council
- Pottawatomie County Economic Development Corporation
- Pottawatomie County Humane Society

- SITAKS
- St. Mary's Academy
- Wamego Chamber of Commerce
- West Virginia Humanities Council

Professional Services

- Action Pact
- AIA KC
- Asterhouse Design
- Caterpillar Work Tools, Inc.
- CLC Lodging
- CLS - Creative Lodging Solutions
- Comfort Keepers - Boulder
- Comfort Keepers - Salina
- Comfort Keepers - Tulsa
- Comfort Keepers - Wichita
- Constellation Service Company
- Gerard Tank & Steel
- HTK Architects
- Inverness at Home
- ISG Technology
- Kansas Farm Bureau
- Keim TS
- Kolde Concrete Construction
- Long Haul Truck Wash
- Lukens
- MCH Strategic Data
- Mechanized Design
- MediaJet
- Midland Exteriors
- OrganicLawn
- Premier One Data Systems
- PTMW
- Reactor
- Reese & Novelly, P.A.

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

FULL CLIENT LIST (CONT.)

- Rock Creative Network
- Ron Macklin
- S&N Design
- Schwab-Eaton, P.A.
- Shilling Construction
- Tischlerei
- TSI Kansas
- Walks Back
- Webster Design
- Wolf Construction

Real Estate

- Acadia Housewrights
- Alliance Property Management
- Appelhanz Roofing
- Appletech Construction
- Asterhouse Design
- Back Nine Development
- C.S. Carey
- Carley Construction
- Carnahan & Associates Real Estate
- Coldwell Banker Realty Group One
- Columbian Villas
- Custom Wood Products
- Embassy Park Estates
- Galt's Gulch Chile
- Grand Mère
- Hunt Midwest
- Kelly Pearl
- Manhattan Convention & Visitors Bureau
- REES Development
- Riley Construction
- Rock Hill Real Estate Group
- Schultz Construction
- Welcome Home Real Estate

Retail

- 1-888-GOT-MULCH
- Blueville Nursery
- Burnett Auto
- Champion Sportswear
- CTI - Concordia Tractor Inc.
- Custom Wood Products
- Elizabeth Louis
- Emerald City Market
- Flower Style
- GAIA Salon Spa
- Gatherings on the Prairie
- Golf USA
- Family Service & Guidance Center
- K7 Watersports
- KanGrow Organic
- Kaw Valley Equipment - John Deere
- Kaw Valley Greenhouses
- K-State Superstore
- Mid-America Piano
- Oz Winery
- Q39
- Redemption Plus
- River Creek Farms
- Salud Mediterranea
- Sander & Sons
- Slater Zorn
- Spirits of '76
- Storman's
- Strecker Nelson Gallery
- Structura
- Tischlerei
- Vanderbilt's Work Boots
- Wicked

Technology & Communication

- Bevsuite
- CivicPlus
- CLC Lodging
- CLS - Creative Lodging Solutions
- DM Gary Holding Co.
- ER / ER Marketing
- ISG Technology
- KTEC
- Lukens
- MCH Strategic Data
- MicroProtein Technologies
- Networks Plus
- SITAKS
- Twin Valley Telephone
- WTC

Travel & Tourism

- Abilene Convention & Visitors Bureau
- Downtown Manhattan Inc.
- Freedom's Frontier National Heritage Area
- Galt's Gulch Chile
- Humanities Kansas
- Manhattan 24/7
- Manhattan Convention & Visitors Bureau
- Manhattan Regional Airport
- OZ Museum
- Oz Winery
- OZtoberFest
- Sunset Zoo
- Wamego Convention & Visitors Bureau

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

OUR WORK

WILLIAMSBURG AREA TRANSPORTATION AUTHORITY

Bus Finder Web App



MANHATTAN 24/7

Custom Website Design



CITY OF DALLAS, TX ECONOMIC DEVELOPMENT

Economic Development
Custom Data Search and Visualization Tool



KANSAS CONTRACTOR ASSOCIATION

Marketing Strategy and
Website Development



INNOVATE KANSAS

Custom Website Design
and CMS Integration



COMMUNITY LEASING PARTNERS

Mobile and Desktop Web Design
Custom Calculators



BANK OF THE FLINT HILLS

Branding, Custom CMS,
Custom Calculators, Design



GOVERNOR'S COUNCIL OF ECONOMIC ADVISORS

Custom Online Asset Mapping,
User Interface and Filtering



KANSAS FARM BUREAU

Microsite Design and Development



RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

SERVICES

MARKETING

STRATEGY

Market Research
Marketing Strategy
Messaging Strategy
Implementation

BRANDING

Logo Design
Tagline Development
Branding Guidelines
Build Long-Term Brand Loyalty
Make Emotional Connections & Cut Through the Noise

ONLINE MARKETING

Email Marketing
Pay-Per-Click (PPC)
Search Engine Optimization (SEO)
Online Reputation Management
Social Media Planning & Monitoring
Analytics Tracking & Reporting

SUCCESS TRACKING

Goal Setting
Tracking ROI
Measurement

WEBSITES

MOBILE & DESKTOP

Custom Website Development
Custom Content Management Systems
.NET and PHP Programming
User-Friendly Experiences
Desktop, Mobile & Tablets

E-COMMERCE

Custom E-Commerce Platforms
Optimized for Online Behaviors
Shipping, Freight & Sales Tax Integrations
Optimized for Online Search Trends
Accounting & Inventory Integration

USABILITY

User Testing
Insights on User Trends
Employee Training is Fast & Easy
Sites are Built for Your Existing Systems & Processes

CUSTOM APPLICATIONS

Extensive Codebase
Rapidly Develop Custom Solutions
Connect to Your Existing Systems
Develop New Integration Solutions Every Day

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

WHAT OUR CUSTOMERS SAY

*“Job applications **increased over 400%** after Imagemakers launched our new website and online marketing campaign. Imagemakers went well beyond our expectations.”*

Stan Keim, President & CEO
Keim TS (locations throughout the Midwest)

*“I wasn’t expecting Imagemakers to be quite as prepared as they were - they had done a lot of research and made sure to exhaust every detail. **They earned my trust** with great work and quick execution.”*

John Hanley, Director of Marketing
Equity Bank
(Wichita/Kansas City based bank)

*“Imagemakers is a great company to work with. Their design was **exactly what we were looking for**. Customer Service is a big factor for me when determining who to engage with for a project. Imagemakers delivered.”*

Daren Fankhauser, Vice President & Chief Architect
Data Center Inc.
(serving banks throughout the U.S.)

“My firm has partnered with Imagemakers on a number of projects and will continue to do so.

We have come to depend on the quality, originality and timeliness that Imagemakers brings to the table.”

Steve Lee, Partner
S&N Design

*“Having worked with multiple design and marketing agencies, I can say that Dan and the Imagemakers staff have **provided a true partnership** that businesses need to be successful.”*

Eric Tabor, Vice President
ISG Technology
(locations throughout the Midwest)

*“I found Imagemakers to be one of the most professional organizations we have dealt with. They came up with several **ideas we had never thought of** - one of which became the central point of our campaign. It was a pleasure to do business with them.”*

Bob Totten, Executive Vice President
Kansas Contractors Association

*“The end result of our endeavor was a website that has received many unsolicited positive reviews and increased traffic that **exceeded our expectations**. Our relationship quickly became a partnership for perpetuity.”*

Jim Schmidt, VP of Engineering
Mechanized Design

*“We quickly discovered we could trust Imagemakers implicitly. **They knew exactly what was needed** and how to go about it within our budget. It truly felt like a partnership. I would recommend Imagemakers to anyone.”*

Clint Stueve, Executive Director
Oz Museum

*“The Imagemakers’ team truly **captured the essence of our business**. We will be excited to work with them again.”*

Kelly Adams, President
Coldwell Banker, Realty Group One

*“Imagemakers has taken the impossible to possible with our website design and needs. Dan and his team listen, while elaborating the thoughts and visions we have into a reality that **equals a return on our investment every time**.”*

Sara Vanderbilt
Vanderbilt’s Work Boot Center

RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT

AWARDS

ADDY Awards

- Flower Style Magazine, 2017
- Custom Wood Products Design inspiration Awards, 2017
- Kansas Regenerative Medicine Center Website, 2017
- Best of Show Digital - 2016 Kansas Contractor Association
- Custom Wood Products Website
- Bank of the Flint Hills Re-Branding
- K7 Watersports Website
- Back Nine Development Website
- Acura Punch Video
- Exline Photography
- Back Nine Development Photography
- Exline Brand Video
- U.S. Stone Website, Best of Show
- Kaw Valley Greenhouses Website
- ISG Technology Website, E-book
- Honoring Our Local Heroes Directory
- Orange Sky Yoga Video
- R-Tech Tool & Machine Website
- Move to Manhattan Video
- America's Breadbasket Website
- Salud Mediterranea Website
- Keim TS Website

Travel Industry Association of Kansas

- Manhattan CVB Video
- Wamego CVB & Oz Museum Marketing
- Wamego CVB Billboards
- Wamego CVB Brochures

W3 Awards

- Premier One Website, Best in Show
- Kolde Concrete Construction Website, Gold
- Flower Style Magazine Website, Gold

IABC Bronze Quill

- Exline Brand Video

Telly Awards

- Kansas Regenerative Medicine Center
- Exline Corporate Video
- Acura Punch Video
- R-Tech Video
- Orange Sky Commercial
- Civic Plus Branded Content
- Manhattan CVB Video

American Graphic Design and Advertising Awards

- Bank of the Flint Hills Billboard
- Exline Thermex Brochure
- Back Nine Development Logo
- Safety Net Logo
- Bank of the Flint Hills Logo
- R-Tech Tool & Machine Logo
- Custom Wood Products Logo
- Oz Museum Website
- Community Leasing Partners Website
- Back Nine Development Website

Horizon Awards

- Flower Style Magazine Website, Best in Category
- Wolf Construction, Gold
- American Institute of Architects KC Website
- All America Bank Website
- Wamego Fireworks

Summit International

- American Institute of Architects KC Website
- Kansas Regenerative Medicine Center Website
- Manhattan CVB Video
- WTC Logo Design

American Web Design Awards by GDUSA

- Kolde Concrete Construction Website
- Flower Style Magazine Website
- Custom Wood Products Website
- ANNNI.org Website
- Back Nine Development Website
- K7 Watersports Website
- Mechanized Design Website
- Kansas Contractors Association: Save Kansas Roads Microsite
- Kansas Farm Bureau: Microsite
- U.S. Stone Website
- Innovate Kansas
- ISG Technology
- TSI Kansas
- U.S. Stone Website
- Innovate Kansas Website
- ISG Technology Website
- TSI Kansas Website
- FlyMHK Website
- FlyMHK TV Commercials
- Wicked Logo

Houzz

- Best of Houzz

Trademarks USA

- Cambridge Place Logo Design
- WTC Logo Design



RESULTS DRIVEN MARKETING

IMAGEMAKERS

CUSTOM WEB DEVELOPMENT