



mbrungardt
7/12/2023, 3:05 PM
GL CODE:
0101-100-49700 Contingency
PO Number

Comment:
EDC Support

Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

Bill To:
City of De Soto, KS

mdiaz
7/13/2023, 1:44 PM
ENTERED

Invoice Date: 5/2/2023 Billing Period: January 2023
Invoice# 11701.03
Invoice Amount \$64,443.25

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Establish development inquiry triage process. (econdetracker, webform) - Make follow ups, Manage Updates and Prepare Reports	9	
Additional Research for issues such as housing, childcare, transit, workforce, etc.	74	
Prepare materials for and attend EDC weekly meetings.	7	
EDC Retention & Recruitment Program	3	
EDC member & major employer interviews	5	
Attend EDC board and membership meetings	4	
Develop Target Industry Study	18	
Incentives & Development Agreement Assistance	6	
Meetings with Prospects & Interested Developers	19	
Subtotal Hours	145	
Subtotal Fee	\$29,000.00	
Mapping & Urban Planning Assistance		
Interactive map for website bringing all layers together to recruit future development		54
Development constraints & opportunities - refining Comp Plan Future Land Use for next revision		5
Subtotal Hours		59
Subtotal Fee		\$8,850.00
Community Engagement Assistance		
Regional meetings & presentation prep		16
Public Meeting Assistance - Open House		117
Infrastructure & Utilities Engagement		2
Subtotal Hours		135
Subtotal Fee		\$20,250.00
Project Management Assistance		
Weekly meetings with City staff		32
Attendance at meetings with Planning Commission & City Council		0
Subtotal Hours		32
Subtotal Fee		\$4,800.00
Total Hours	371	
Total Fee	\$62,900.00	
Expenses	\$1,543.25	
Invoice Total	\$64,443.25	



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

mdiaz
7/13/2023, 11:58 AM
ENTERED

mbrungardt
7/12/2023, 3:06 PM
GL CODE:
0101-100-49700 Contingency
PO Number

Bill To:
City of De Soto, KS

Comment:
EDC Support

Invoice Date: 5/2/2023 Billing Period: February 2023
Invoice# 11701.04
Invoice Amount \$72,395.53

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Establish development inquiry triage process. (econdetracker, webform) - Make follow ups, Manage Updates and Prepare Reports	23	
Additional Research for issues such as housing, childcare, transit, workforce, etc.	26.25	
Prepare materials for and attend EDC weekly meetings.	8	
EDC Retention & Recruitment Program	30.75	
EDC member & major employer interviews	11	
Attend EDC board and membership meetings	4	
Develop Target Industry Study	122.5	
Incentives & Development Agreement Assistance	5.5	
Meetings with Prospects & Interested Developers	97.75	
Subtotal Hours	328.75	
Subtotal Fee	\$65,750.00	
Mapping & Urban Planning Assistance		
Interactive map for website bringing all layers together to recruit future development		4.75
Development constraints & opportunities - refining Comp Plan Future Land Use for next revision		1.25
Subtotal Hours		6
Subtotal Fee		\$900.00
Community Engagement Assistance		
Regional meetings & presentation prep		7.25
Public Meeting Assistance - Open House		2
Infrastructure & Utilities Engagement		3
Subtotal Hours		12.25
Subtotal Fee		\$1,837.50
Project Management Assistance		
Weekly meetings with City staff		22
Attendance at meetings with Planning Commission & City Council		0
Subtotal Hours		22
Subtotal Fee		\$3,300.00
Total Hours	369	
Total Fee	\$71,787.50	
Expenses	\$608.03	
Invoice Total	\$72,395.53	



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

mdiaz
 7/13/2023, 1:51 PM
 ENTERED

mbrungardt
 7/12/2023, 3:06 PM
 GL CODE:
 0101-100-49700 Contingency
 PO Number

Bill To:
City of De Soto, KS

Comment:
EDC Support

Invoice Date: 5/2/2023 Billing Period: March 2023
Invoice# 11701.05
Invoice Amount \$71,010.97

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Establish development inquiry triage process. (econdevttracker, webform) - Make follow ups, Manage Updates and Prepare Reports	5.25	
Additional Research for issues such as housing, childcare, transit, workforce, etc.	33.5	
Prepare materials for and attend EDC weekly meetings.	8	
EDC Retention & Recruitment Program	6.5	
EDC member & major employer interviews	8	
Attend EDC board and membership meetings	4	
Develop Target Industry Study	140.25	
Incentives & Development Agreement Assistance	2	
Meetings with Prospects & Interested Developers	80.75	
Subtotal Hours	288.25	
Subtotal Fee	\$57,650.00	
Mapping & Urban Planning Assistance		
Interactive map for website bringing all layers together to recruit future development		14
Development constraints & opportunities - refining Comp Plan Future Land Use for next revision		19.75
De Soto Guide to Development		3
Subtotal Hours		36.75
Subtotal Fee		\$5,512.50
Community Engagement Assistance		
Regional meetings & presentation prep		8.5
Public Meeting Assistance - Open House		0
Infrastructure & Utilities Engagement		24.25
Subtotal Hours		32.75
Subtotal Fee		\$4,912.50
Project Management Assistance		
Weekly meetings with City staff		17.25
Attendance at meetings with Planning Commission & City Council		0
Subtotal Hours		17.25
Subtotal Fee		\$2,587.50
Total Hours	375	
Total Fee	\$70,662.50	
Expenses	\$348.47	
Invoice Total	\$71,010.97	



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

mdiaz
6/27/2023, 10:49 AM
ENTERED

Bill To:
City of De Soto, KS

Invoice Date: 06/14/2023 Billing Period: May 2023
Invoice# 11701.07
Invoice Amount: \$72,634.18

mbrungardt
6/14/2023, 5:14 PM
GL CODE:
0101-100-49700 Contingency
PO Number

Comment:
Strategic Planning & Support to EDC

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Gather & prepare materials for EDC Why De Soto collateral pieces & website - including snapshot & data research	103.25	
Prepare development project fact sheets	3.00	
Establish development inquiry triage process. (econdevracker, webform) - Make follow ups, Manage Updates and Prepare Reports	10.50	
Prepare materials for and attend EDC weekly meetings.	23.50	
EDC Retention & Recruitment Program	5.00	
Attend EDC board and membership meetings	11.50	
Incentives & Development Agreement Assistance	22.00	
Meetings with Prospects & Interested Developers	34.00	
Correspondence & Updates to EDC / Chamber Members	7.50	
Subtotal Hours	220.25	
Subtotal Fee	\$44,050.00	
Mapping & Urban Planning Assistance		
Interactive map for website bringing all layers together to recruit future development		21.25
Development constraints & opportunities - refining Comp Plan Future Land Use for next revision		3.25
De Soto Guide to Development		2.5
Housing development policy updates		7.5
Infrastructure Phasing Project Map		50
Subtotal Hours		84.5
Subtotal Fee		\$12,675.00
WO#3 - Research		
Additional Research for issues such as housing, childcare, transit, workforce, etc.		5.5
Subtotal Hours		5.5
Subtotal Fee		\$825.00
Community Engagement Assistance		
Regional meetings & presentation prep		4.5
Public Meeting Assistance - Open House		3.75
Infrastructure & Utilities Engagement		25.5
Tabling Events / Pop-Ups		14.5
Community Surveys		9.75
Subtotal Hours		58
Subtotal Fee		\$8,700.00
Project Management Assistance		
Bi-weekly meetings with City staff & EDC		5.5
Weekly meetings with Mays Communications & Shockey		28.5
Subtotal Hours		34
Subtotal Fee		\$5,100.00
Total Hours	402.25	
Total Fee	\$71,350.00	
Expenses	\$1,284.18	
Invoice Total	\$72,634.18	



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

Bill To:
City of De Soto, KS

Invoice Date: 07/11/2023 Billing Period: June 2023
Invoice# 11701.08
Invoice Amount \$75,709.11

mbrungardt
7/11/2023, 3:58 PM
GL CODE:
0101-100-49700 Contingency
PO Number

Comment:
EDC consulting

mdiaz
7/13/2023, 1:52 PM
ENTERED

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Gather & prepare materials for EDC Why De Soto collateral pieces & website - including snapshot & data research	21.00	
Develop Target Industry Study & Prospect Program	12.50	
Prepare development project fact sheets	0.00	
Establish development inquiry triage process. (econdetracker, webform) - Make follow ups, Manage Updates and Prepare Reports	6.75	
Prepare materials for and attend EDC weekly meetings.	25.25	
EDC Retention & Recruitment Program	0.00	
EDC member & major employer interviews	5.25	
Attend EDC board and membership meetings	16.25	
Develop Target Industry Study	0.00	
Incentives & Development Agreement Assistance	0.00	
Meetings with Prospects & Interested Developers	46.50	
Correspondence & Updates to EDC / Chamber Members	6.00	
Reno/Sparks, NV Tour	10.50	
EDC Investor Plan Implementation & Membership Recruitment	19.25	
Target Industry Prospect Program Implementation	0.00	
Regional & State Meetings Representing De Soto EDC	14.75	
Subtotal Hours	184.00	
Subtotal Fee	\$36,800.00	
Mapping & Urban Planning Assistance		
Infrastructure & utility policy updates		0
Interactive map for website bringing all layers together to recruit future development		0
Development constraints & opportunities - refining Comp Plan		
Future Land Use for next revision		0
De Soto Guide to Development		0
New Future Land Use Map revisions.		0
Updates to Comprehensive Plan		0
Housing development policy updates		0
Infrastructure & utility policy updates		0
Development code updates		0
CIP Updates		0
Infrastructure Phasing Project Map		70.5
Subtotal Hours		70.5
Subtotal Fee		\$10,575.00
WO#3 - Research		
Additional Research for issues such as housing, childcare, transit, workforce, etc.		28.5
Subtotal Hours		28.5
Subtotal Fee		\$4,275.00
Community Engagement Assistance		
Regional meetings & presentation prep		0
Public Meeting Assistance - Open House		23
Infrastructure & Utilities Engagement		80.75
Tabling Events / Pop-Ups		9.5
Community Surveys		2.25
Subtotal Hours		115.5
Subtotal Fee		\$17,325.00
Project Management Assistance		
Bi-weekly meetings with City staff & EDC		11.25
Attendance at meetings with Planning Commission & City Council		0
Weekly meetings with Mays Communications & Shockey		23
Subtotal Hours		34.25
Subtotal Fee		\$5,137.50
Total Hours	432.75	
Total Fee		\$74,112.50
Expenses		\$1,596.61
Invoice Total		\$75,709.11



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

Bill To:
City of De Soto, KS

Invoice Date: 08/31/2023 Billing Period: July 2023
Invoice # 11701.09
Invoice Amount \$50,618.25

mdiaz
9/13/2023, 11:08 AM
ENTERED

mbrungardt
9/5/2023, 1:54 PM
GL CODE:
0101-100-49700 Contingency
PO Number

Comment:
PR and EDC consulting

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Gather & prepare materials for EDC Why De Soto collateral pieces & website - including snapshot & data research	8.25	
Develop Target Industry Study & Prospect Program	0.00	
Prepare development project fact sheets	1.00	
Establish development inquiry triage process. (econdetracker, webform) - Make follow ups, Manage Updates and Prepare Reports	1.00	
Prepare materials for and attend EDC weekly meetings.	19.50	
EDC Retention & Recruitment Program	2.00	
EDC member & major employer interviews	6.50	
Attend EDC board and membership meetings	9.25	
Develop Target Industry Study	0.00	
Incentives & Development Agreement Assistance	0.00	
Meetings with Prospects & Interested Developers	5.75	
Correspondence & Updates to EDC / Chamber Members	12.50	
Reno/Sparks, NV Tour	63.00	
EDC Investor Plan Implementation & Membership Recruitment	0.00	
Target Industry Prospect Program Implementation	0.00	
Regional & State Meetings Representing De Soto EDC	6.00	
Subtotal Hours	134.75	
Subtotal Fee	\$26,950.00	
Mapping & Urban Planning Assistance		
Infrastructure & utility policy updates		0
Interactive map for website bringing all layers together to recruit future development		0
Development constraints & opportunities - refining Comp Plan		
Future Land Use for next revision		2
De Soto Guide to Development		0
New Future Land Use Map revisions.		0.5
Updates to Comprehensive Plan		0
Housing development policy updates		0
Infrastructure & utility policy updates		0
Development code updates		0
CIP Updates		0
Infrastructure Phasing Project Map		30
Subtotal Hours		32.5
Subtotal Fee		\$4,875.00
WO#3 - Research		
Additional Research for issues such as housing, childcare, transit, workforce, etc.		7
Subtotal Hours		7
Subtotal Fee		\$1,050.00
Community Engagement Assistance		
Regional meetings & presentation prep		0
Public Meeting Assistance - Open House		62.75
Infrastructure & Utilities Engagement		8.25
Tabling Events / Pop-Ups		0
Community Surveys		2
Subtotal Hours		73
Subtotal Fee		\$10,950.00
Project Management Assistance		
Bi-weekly meetings with City staff & EDC		6.5
Attendance at meetings with Planning Commission & City Council		0
Weekly meetings with Mays Communications & Shockey		20.5
Subtotal Hours		27
Subtotal Fee		\$4,050.00
Total Hours	274.25	
Total Fee	\$47,875.00	
Expenses	\$2,743.25	
Invoice Total	\$50,618.25	



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

Bill To:
City of De Soto, KS

Invoice Date: 09/28/2023 Billing Period: August 2023
Invoice # 11701.10
Invoice Amount \$54,873.54

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Gather & prepare materials for EDC Why De Soto collateral pieces & website - including snapshot & data research	53.75	
Develop Target Industry Study & Prospect Program	0.00	
Prepare development project fact sheets	4.00	
Establish development inquiry triage process. (econdetracker, webform) - Make follow ups, Manage Updates and Prepare Reports	35.50	
Prepare materials for and attend EDC weekly meetings.	0.00	
EDC Retention & Recruitment Program	18.50	
EDC member & major employer interviews	0.00	
Attend EDC board and membership meetings	0.00	
Develop Target Industry Study	0.00	
Incentives & Development Agreement Assistance	0.00	
Meetings with Prospects & Interested Developers	23.00	
Correspondence & Updates to EDC / Chamber Members	12.00	
Reno/Sparks, NV Tour	0.00	
EDC Investor Plan Implementation & Membership Recruitment	22.75	
Target Industry Prospect Program Implementation	2.00	
Regional & State Meetings Representing De Soto EDC	19.50	
Subtotal Hours	191.00	
Subtotal Fee	\$38,200.00	
Mapping & Urban Planning Assistance		
Infrastructure & utility policy updates		0
Interactive map for website bringing all layers together to recruit future development		26.25
Development constraints & opportunities - refining Comp Plan		
Future Land Use for next revision		0
De Soto Guide to Development		0
New Future Land Use Map revisions.		0
Updates to Comprehensive Plan		0
Housing development policy updates		0
Infrastructure & utility policy updates		0
Development code updates		0
CIP Updates		0
Infrastructure Phasing Project Map		0
Subtotal Hours		26.25
Subtotal Fee		\$3,937.50
WO#3 - Research		
Additional Research for issues such as housing, childcare, transit, workforce, etc.		42.25
Subtotal Hours		42.25
Subtotal Fee		\$6,337.50
Community Engagement Assistance		
Regional meetings & presentation prep		0
Public Meeting Assistance - Open House		0
Infrastructure & Utilities Engagement		9.25
Tabling Events / Pop-Ups		5.5
Community Surveys		2
Subtotal Hours		16.75
Subtotal Fee		\$2,512.50
Project Management Assistance		
Schedule of all efforts underway		0.25
Bi-weekly meetings with City staff & EDC		3.5
Attendance at meetings with Planning Commission & City Council		0
Weekly meetings with Mays Communications & Shockey		17.5
Subtotal Hours		21.25
Subtotal Fee		\$3,187.50
Total Hours	297.5	
Total Fee		\$54,175.00
Expenses		\$698.54
Invoice Total		\$54,873.54

bbennett
12/28/2023, 1:21 PM
GL CODE:
0101-100-49770
PO Number

Comment:

mdiaz
12/28/2023, 1:26 PM
ENTERED



Shockey Consulting Services
7944 Santa Fe Dr
Overland Park, KS 66204

Bill To:
City of De Soto, KS

Invoice Date: 12/13/2023 Billing Period: September - November 2023
Invoice # 11701.11 Invoice
Amount \$95,132.35

mbrungardt
1/2/2024, 1:04 PM
GL CODE:
0101-100-49770
PO Number

Comment:
Ongoing support and EDC support

mdiaz
1/3/2024, 9:08 AM
ENTERED

Ongoing Support (Management, Planning, Engagement, and Economic Development Services)		
Assignments Deliverables	Hourly Rate	Hourly Rate
	\$200.00	\$150.00
Economic Development Corporation Support		
Gather & prepare materials for EDC Why De Soto collateral pieces & website - including snapshot & data research	12.00	
Develop Target Industry Study & Prospect Program	0.00	
Prepare development project fact sheets	45.50	
Establish development inquiry triage process. (econdetracker, webform) - Make follow ups, Manage Updates and Prepare Reports	1.00	
Prepare materials for and attend EDC weekly meetings.	87.50	
EDC Retention & Recruitment Program	4.50	
EDC member & major employer interviews	7.50	
Attend EDC board and membership meetings	15.50	
Develop Target Industry Study	0.00	
Incentives & Development Agreement Assistance	0.00	
Meetings with Prospects & Interested Developers	71.00	
Correspondence & Updates to EDC / Chamber Members	17.00	
Reno/Sparks, NV Tour	2.00	
EDC Investor Plan Implementation & Membership Recruitment	94.25	
Target Industry Prospect Program Implementation	0.00	
Regional & State Meetings Representing De Soto EDC	14.00	
Subtotal Hours	371.75	
Subtotal Fee	\$74,350.00	
Mapping & Urban Planning Assistance		
Infrastructure & utility policy updates		14.5
Interactive map for website bringing all layers together to recruit future development		0
Development constraints & opportunities - refining Comp Plan		
Future Land Use for next revision		0
De Soto Guide to Development		0
New Future Land Use Map revisions.		0
Updates to Comprehensive Plan		0
Housing development policy updates		0
Infrastructure & utility policy updates		0
Development code updates		0
CIP Updates		0
Infrastructure Phasing Project Map		0
Subtotal Hours		14.5
Subtotal Fee		\$2,175.00
WO#3 - Research		
Additional Research for issues such as housing, childcare, transit, workforce, etc.		76
Subtotal Hours		76
Subtotal Fee		\$11,400.00
Community Engagement Assistance		
Regional meetings & presentation prep		0
Public Meeting Assistance - Open House		0
Infrastructure & Utilities Engagement		22
Tabling Events / Pop-Ups		0
Community Surveys		0
Subtotal Hours		22
Subtotal Fee		\$3,300.00
Project Management Assistance		
Schedule of all efforts underway		0
Bi-weekly meetings with City staff & EDC		3.5
Attendance at meetings with Planning Commission & City Council		0.25
Weekly meetings with Mays Communications & Shockey		12
Subtotal Hours		15.75
Subtotal Fee		\$2,362.50
Total Hours	500	
Total Fee		\$93,587.50
Expenses		\$1,544.85
Invoice Total		\$95,132.35