



# 2020 INCENTIVE PROGRAMS REVIEW



- 2020 Highlights
- Program Reviews
  - PEAK
  - HPIP
  - ROZ
  - JCF
  - KIT/KIR
  - CDBG
  - CSP
  - STAR Bonds
  - Angel Investors
- Challenges and Future Opportunities

# TODAY'S AGENDA



# 2020 BUSINESS DEVELOPMENT



**131**

PROJECTS



**9,481**

NEW JOBS



**4,390**

RETAINED JOBS

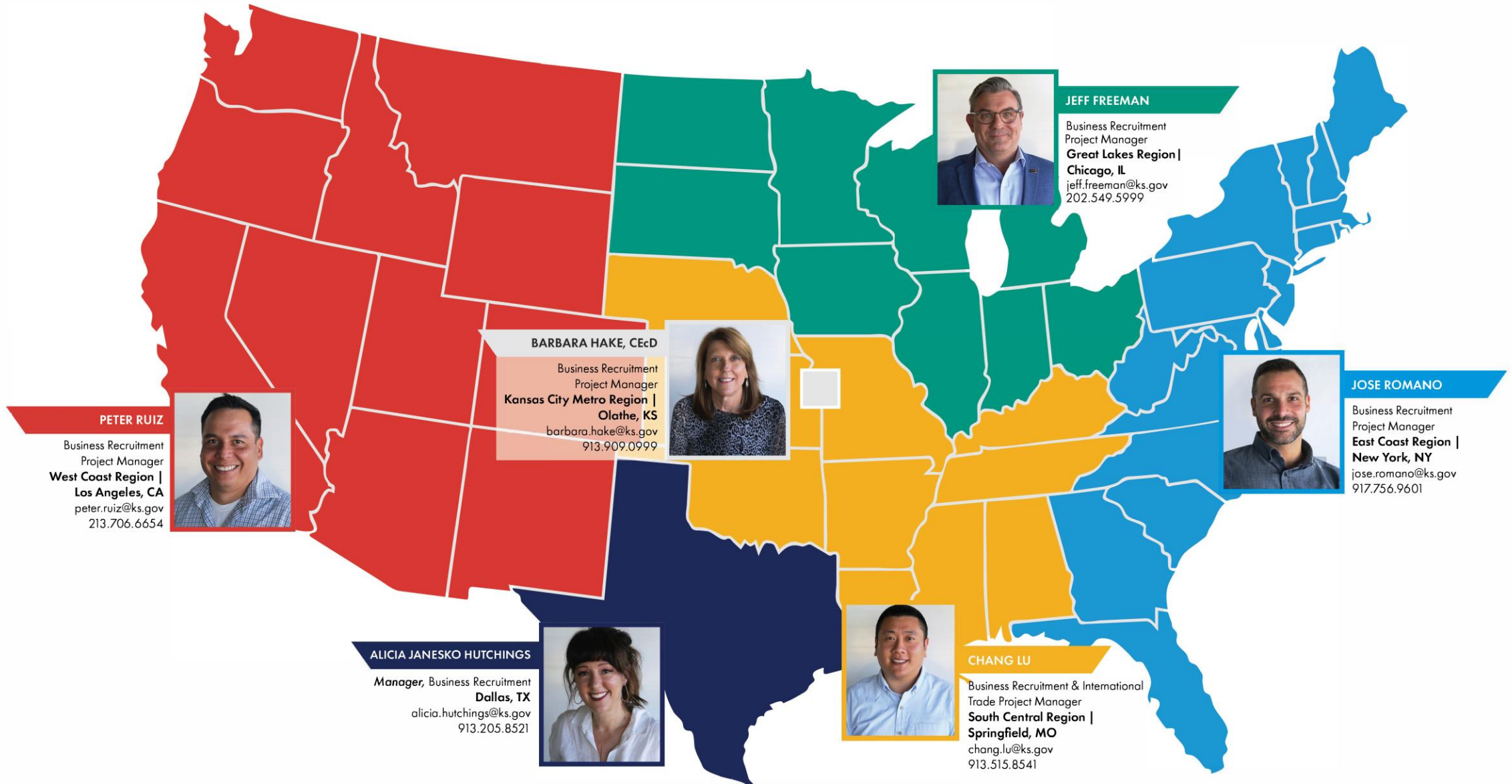


**\$2.5+**

BILLION IN CAPITAL  
INVESTMENT

# KANSAS NOW

FOR THE FIRST TIME IN 7 YEARS, COMMERCE HAS A FULL BUSINESS RECRUITMENT TEAM



# IN-STATE BUSINESS DEVELOPMENT TEAM IS ACTIVE STATEWIDE



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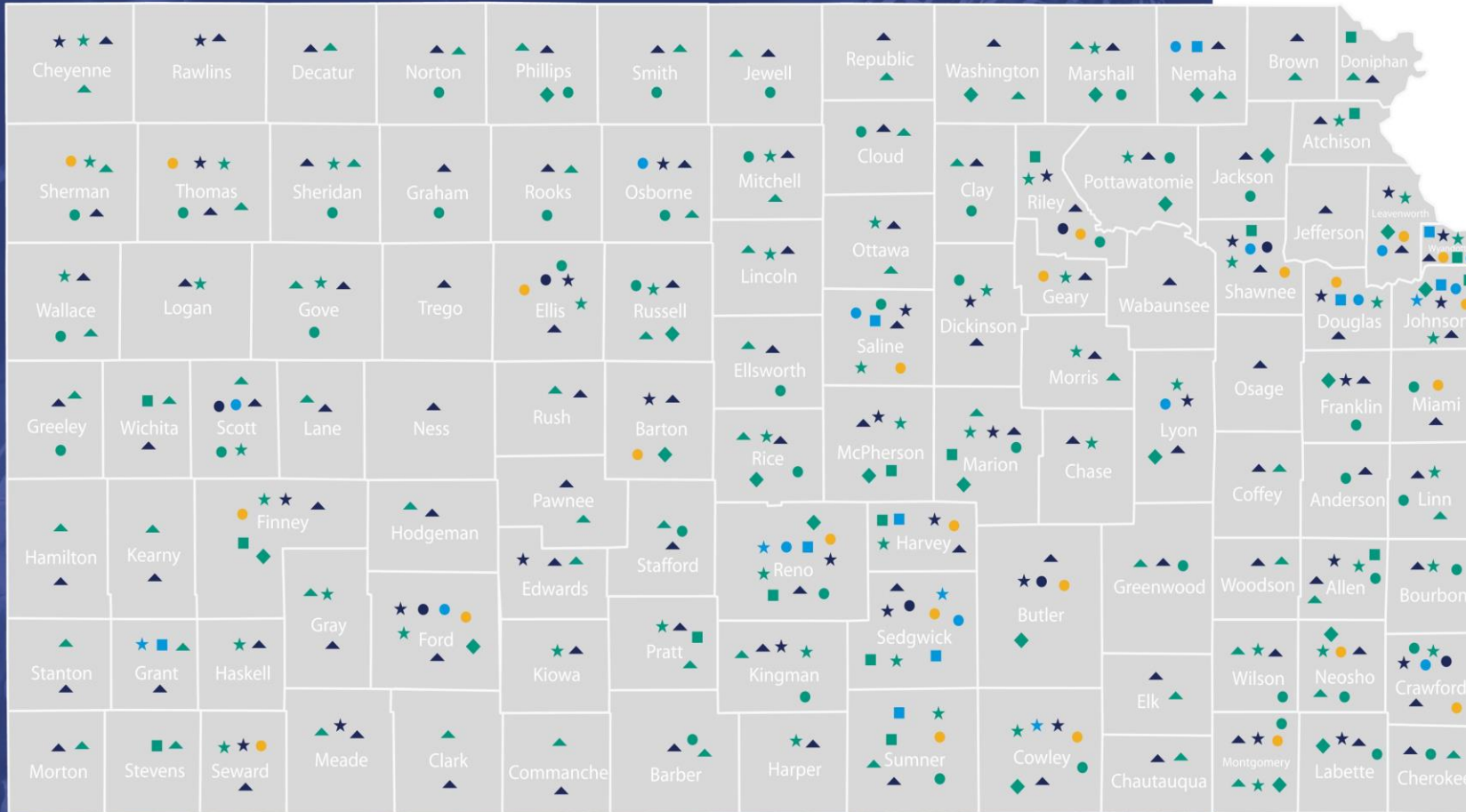
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# Commerce Impact Map



## LEGEND

### Business Development

Recruitment and In-State Team

- In-State Offices
- ★ Successes

### International Division

KITSAP Applications

- Webinars
- ★ Export Successes  
*Exporter of the Year Finalists, etc.*

### Community Development

- ★ Arts Commission Grant
- CDBG
- CSP
- ◆ Kansas Main Street Communities
- ▲ Rural Opportunity Zones

### Workforce Development

- Workforce Centers

### SPARK

- ▲ Grant Awards Delivered

# Incentives are one of many factors companies assess when deciding where to locate.

<b>QUALITY OF LIFE</b>  Cost of Living Index Health Insurance Coverage Crime Rate Travel Time to Work Public Transportation System Quality Leisure Activities	<b>BUSINESS ENVIRONMENT</b>  Government Incentives Economic Climate Regulatory Environment Unionization of Labor Force	<b>LABOR &amp; TALENT</b>  Employment by Occupation # of Graduates by Degree Field # of Graduates by Degree Level Educational Attainment Universities Rankings
<b>INDUSTRY LINKAGES</b>  # of Employees by Competitors # of Competitor Establishments Industry GDP Industry Specialization	<b>COST OF DOING BUSINESS</b>  Average Wage by Occupation Taxes Utility Costs Property Costs	<b>INFRASTRUCTURE</b>  # of Flights per Day # of Airports # of Fiber Optics Providers Quality of Roads # of Ports



PROMOTING EMPLOYMENT  
ACROSS KANSAS  
**(PEAK)**





## Promoting Employment Across Kansas (PEAK)

Originally designed to incentivize companies **relocating jobs to Kansas** from out of state by allowing them to retain up to 95% of the withholding taxes generated by new employees.

Later broadened to include companies locating new business operations or functions in Kansas and to allow existing Kansas companies to participate.

*Note: The use of PEAK to retain jobs in Kansas began Jan. 1, 2013, and ended June 30, 2018.*

# ▶ PEAK PROGRAM SUMMARY

- \$1.7B in total payroll generated \$72.8M in Kansas individual income tax withholding.
- Companies retained \$49.2M (68%) of the withholding from PEAK employees who received wages at or above the county wage standard.
- \$23.6M (32%) of the withholding was remitted to Kansas as the required five percent for PEAK-eligible employees and for PEAK employees whose individual wages did not meet the county wage standard.
- Using industry-specific multipliers, **14,500 indirect jobs** and **\$713M of indirect earnings** are estimated to have resulted from PEAK jobs and wages reported in FY2020.
- Collected claw backs on 2 projects totaling over \$1.2M in FY2020.

## 2020 PEAK Activity & ROI

2020

62 companies signed new agreements

- 9,180 PEAK jobs projected to be created
- \$799.8M direct annual payroll projected
- \$527.9M capital investment expenditures projected

2020

230 active agreements

- 39,657 PEAK jobs hired or retained
- \$2.8B direct annual payroll
- \$5.3B capital investment expenditures

## RETURN ON INVESTMENT

*\$57 in ROI per \$1  
invested by the state\**

**\$2.8B+** generated from  
PEAK participant  
companies

**\$216.4M** state and local tax revenue  
**\$47.2B** growth to the Kansas economy

\* Source: Legislative Division of Post Audit, Dec. 2014

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
A Place For Mom, Inc.	New Location-OOS Expansion *	Active	Johnson	Other Individual and Family Services
Ad Astra Information Systems, LLC	Existing Expansion *	Active	Johnson	Software Publishers
Advisors Excel Holdings, LLC	Existing Expansion *	Active	Johnson	Other Financial Investment Activities
AE Wealth Management, LLC	New Location-Start Up	Active	Johnson	Investment Advice
Aetna, Inc.	Relocation	Active	Johnson	Offices of Other Holding Companies
AG613, LLC	Relocation *	Active	Johnson	Nonresidential Property Managers
AIG Property Casualty, Inc.	Relocation	Terminated	Johnson	Insurance Agencies and Brokerages
Aldi Inc. (Kansas)	Existing Expansion *	Terminated	Johnson	General Warehousing and Storage
Allied National Inc.	Existing Expansion *	Active	Johnson	Office Administrative Services
Amazon.com Services, Inc.	New Location-OOS Expansion	Active	Johnson	General Warehousing and Storage
Amazon.com Services, Inc.	New Location-OOS Expansion	Active	Wyandotte	General Warehousing and Storage
American Multi-Cinema, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
American Multi-Cinema, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
AmeriLife Group, LLC	Relocation *	Active	Johnson	All Other Insurance Related Activities
ANGI Homeservices, Inc.	Existing Expansion *	Active	Johnson	Internet Publishing and Broadcasting and Web Search Portals
API Americas Inc.	Relocation	Active	Douglas	Paper Bag and Coated and Treated Paper Manufacturing
Argus Consulting, Inc.	Relocation	Active	Johnson	Engineering Services
Ascend Learning, LLC	Existing Expansion *	Active	Johnson	Educational Support Services
Atlas Aerospace, LLC	Existing Expansion	Active	Sedgwick	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Attentive Science, LLC	New Location-Start Up *	Active	Johnson	Research and Development in Biotechnology
Barrier Compliance Services, LLC	Existing Expansion	Active	Johnson	All Other Specialty Trade Contractors
BASYS Processing, Inc.	Existing Expansion *	Active	Johnson	Financial Transactions Processing, Reserve, and Clearinghouse Activities
Bats Global Markets Holdings, Inc.	Existing Expansion	Active	Johnson	Securities and Commodity Exchanges
Bats Global Markets Holdings, Inc.	Existing Expansion *	Active	Johnson	Financial Transactions Processing, Reserve, and Clearinghouse Activities
Berkley Insurance Company	New Location-Start Up	Active	Johnson	All Other Insurance Related Activities
Bettis Contractors, Inc.	Existing Expansion	Active	Shawnee	Fabricated Structural Metal Manufacturing

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
BHA Altair, LLC	Relocation	Completed	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Bimbo Bakeries USA, Inc.	New Location-OOS Expansion	Active	Shawnee	Commercial Bakeries
Biomin America, Inc.	New Location-OOS Expansion	Active	Johnson	Chemical and Allied Products Merchant Wholesalers
Bold Transportation, Inc.	Relocation	Active	Wyandotte	General Freight Trucking, Local
Broderson Manufacturing Corporation	Existing Expansion	Active	Johnson	Construction Machinery Manufacturing
Camsco Manufacturing USA, Ltd.	New Location-Start Up *	Active	Geary	All Other Rubber Product Manufacturing
Camsco Manufacturing USA, Ltd.	Existing Expansion *	Active	Lyon	All Other Rubber Product Manufacturing
Capital Electric Construction Company, Inc.	Relocation	Active	Wyandotte	Current-Carrying Wiring Device Manufacturing
Card Compliant, LLC	Relocation *	Active	Johnson	Other Computer Related Services
Cargill, Inc.	Retention	Active	Sedgwick	Flour Milling
Cargill, Inc.	Relocation	Completed	Johnson	Grain and Oilseed Milling
CarMax Auto Superstores, Inc.	New Location-Start Up *	Active	Johnson	Telemarketing Bureaus and Other Contact Centers
Carter-Waters, LLC	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Cereal Ingredients, Inc.	Existing Expansion	Active	Leavenworth	All Other Miscellaneous Food Manufacturing
CertainTeed Corporation	Existing Expansion	Active	Wyandotte	Mineral Wool Manufacturing
CertainTeed Corporation	Existing Expansion	Active	McPherson	All Other Plastics Product Manufacturing
Ceva U.S. Holdings, Inc.	Existing Expansion	Active	Johnson	Biological Product (except Diagnostic) Manufacturing
Churchill Container LLC	New Location-Start Up	Active	Johnson	All Other Plastics Product Manufacturing
City Wide Franchise Company, Inc.	Existing Expansion *	Active	Johnson	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)
CivicPlus, LLC	Existing Expansion *	Active	Riley	Data Processing, Hosting, and Related Services
ColdPoint Logistics Warehouse, LLC	Existing Expansion	Active	Johnson	Refrigerated Warehousing and Storage
Companion Protect, LLC	Existing Expansion	Active	Johnson	Other Direct Insurance (except Life, Health, and Medical) Carriers
Composites One LLC	Relocation	Active	Johnson	Plastics Materials and Basic Forms and Shapes Merchant Wholesalers
Concordia Technologies, LLC	New Location-Start Up	Active	Cloud	All Other Miscellaneous Fabricated Metal Product Manufacturing
Concordia Technologies, LLC	Existing Expansion *	Active	Cloud	All Other Miscellaneous Fabricated Metal Product Manufacturing
Coperion K-Tron Salina, Inc.	Existing Expansion	Active	Saline	Conveyor and Conveying Equipment Manufacturing

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Creative Planning, Inc.	Existing Expansion	Active	Johnson	All Other Financial Investment Activities
Cross First Bank	Existing Expansion	Active	Johnson	Commercial Banking
Crown Equipment Corporation	New Location-OOS Expansion	Completed	Johnson	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
Crown Equipment Corporation	New Location-OOS Expansion	Completed	Sedgwick	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
CZ-USA	Existing Expansion	Active	Wyandotte	Small Arms, Ordnance, and Ordnance Accessories Manufacturing
D.H. Pace Company, Inc.	Relocation	Active	Johnson	Other Building Equipment Contractors
D.H. Pace Company, Inc.	Existing Expansion	Active	Johnson	Other Building Equipment Contractors
D.H. Pace Company, Inc.	Existing Expansion	Active	Johnson	Other Building Equipment Contractors
Dahmer Contracting Group LLC	Relocation	Active	Johnson	Drywall and Insulation Contractors
Dairy Farmers of America, Inc.	Relocation	Active	Wyandotte	Corporate, Subsidiary, and Regional Managing Offices
Data File Technologies, LLC	Relocation *	Active	Johnson	Office Administrative Services
Deluxe Small Business Sales, Inc.	New Location-OOS Expansion	Active	Johnson	Administrative Management and General Management Consulting Services
Design Mechanical, Inc.	Existing Expansion	Completed	Wyandotte	Plumbing, Heating, and Air-Conditioning Contractors
Dex Media, Inc.	New Location-Start Up	Active	Johnson	Media Representatives
Digital Evolution Group, LLC	Retention	Active	Johnson	Internet Publishing and Broadcasting and Web Search Portals
Digital Evolution Group, LLC	Existing Expansion	Active	Johnson	Internet Publishing and Broadcasting and Web Search Portals
Dimensional Innovations, Inc.	Existing Expansion	Active	Johnson	Custom Architectural Woodwork and Millwork Manufacturing
Diteq Corporation	Relocation	Active	Johnson	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers
DSI Holdings Corporation	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Dynamic Logistix LLC	Existing Expansion *	Active	Johnson	Freight Transportation Arrangement
East Kansas Agri-Energy, LLC	Existing Expansion	Active	Anderson	Ethyl Alcohol Manufacturing
empirical foods, inc.	New Location-OOS Expansion	Completed	Finney	Meat Processed from Carcasses
eSolutions Inc.	Existing Expansion *	Active	Johnson	Computer Systems Design Services
eSolutions Inc.	Existing Expansion	Active	Johnson	Data Processing, Hosting, and Related Services
Essense of Australia, Inc.	Existing Expansion	Active	Johnson	Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers
Essense of Australia, Inc.	Retention	Active	Johnson	Women's, Children's, and Infants' Clothing and Accessories Merchant Wholesalers
Executive Flight Services, LLC	Relocation	Active	Johnson	Other Nonscheduled Air Transportation

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Fabcon Precast, LLC	New Location-Start Up	Completed	Linn	Other Concrete Product Manufacturing
Fabcon Precast, LLC	Existing Expansion *	Active	Linn	Other Concrete Product Manufacturing
Faith Technologies, Inc.	Existing Expansion *	Active	Johnson	Electrical Contractors and Other Wiring Installation Contractors
Farmobile, LLC	Existing Expansion	Active	Johnson	Data Processing, Hosting, and Related Services
Figeac Aero North America, LLC	Relocation	Active	Sedgwick	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Fire Door Solutions, LLC	Existing Expansion	Active	Johnson	All Other Nonresidential Speciality Trade Contractors
Flowers Baking Company of Lenexa, LLC	New Location-OOS Expansion	Active	Johnson	Commercial Bakeries
Foley Industries, Inc.	Existing Expansion	Active	Sedgwick	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
General Motors, LLC	Relocation	Active	Wyandotte	Automobile Manufacturing
Genesis Corporation	New Location-OOS Expansion	Active	Johnson	Computer Systems Design Services
GHS, Inc.	New Location-Start Up	Active	Rice	Administrative Management and General Management Consulting Services
Gillpatrick Woodworks, LLC	New Location-Start Up	Completed	Johnson	Institutional Furniture Manufacturing
GLMV Architecture, Inc.	Existing Expansion *	Active	Sedgwick	Architectural Services
Global Aviation Technologies LLC	Existing Expansion	Active	Sedgwick	Aircraft Manufacturing
Go-Modern, LLC	Relocation	Active	Shawnee	Commercial Printing (except Screen and Books)
Government Employees Insurance Company	Relocation *	Active	Johnson	Direct Property and Casualty Insurance Carriers
Grant Thornton, LLP	Relocation	Active	Johnson	Administrative Management and General Management Consulting Services
Grantham University	Relocation	Active	Johnson	Colleges, Universities, and Professional Schools
H.W. Lochner, Inc.	Relocation	Active	Johnson	Engineering Services
Harper Industries, Inc.	Existing Expansion *	Active	Harper	Farm Machinery and Equipment Manufacturing
HCA Management Services, L.P.	Relocation *	Active	Johnson	Office Administrative Services
Health & Benefit Systems, Inc.	Existing Expansion	Active	Johnson	Insurance Agencies and Brokerages
Hi-Tech Weld Overlay Group, LLC	Relocation	Active	Johnson	Metal Coating, Engraving (except Jewelry and Silverware), and Allied Services to Manufacturers
HNTB Holdings, Ltd.	Relocation	Active	Johnson	Engineering Services
Hoefer Wysocki Architects, LLC	Relocation	Completed	Johnson	Architectural, Engineering, and Related Services

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Home Credit US, LLC	New Location-OOS Expansion	Active	Johnson	Consumer Lending
Hostess Brands, LLC	New Location-Start Up	Active	Lyon	Frozen Cakes, Pies, and Other Pastries Manufacturing
Hostess Brands, LLC	Relocation *	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Hostess Brands, LLC	Relocation *	Active	Johnson	General Warehousing and Storage
in2itive, LLC	New Location-Start Up	Active	Johnson	Other Accounting Services
Insight 2 Design, LLC	Existing Expansion *	Active	Johnson	Industrial Design Services
Integrity Reinforcing Bar, Inc.	New Location-Start Up *	Active	Atchison	Fabricated Structural Metal Manufacturing
Intervet Inc.	Existing Expansion	Active	Johnson	Pharmaceutical and Medicine Manufacturing
Intouch Group, LLC	Existing Expansion *	Active	Johnson	Marketing Consulting Services
Intouch Solutions, Inc.	Existing Expansion	Completed	Johnson	Marketing Consulting Services
IT Renew, Inc.	New Location-OOS Expansion *	Active	Johnson	Computer Systems Design Services
J.E. Dunn Construction Company	New Location-OOS Expansion	Active	Wyandotte	Commercial and Institutional Building Construction
Jack Henry & Associates, Inc.	Existing Expansion	Completed	Johnson	Computer Systems Design Services
Kansas Protein Foods, LLC	New Location-Start Up	Active	Rice	Soybean and Other Oilseed Processing
Keebler Company	Relocation	Completed	Wyandotte	Cookie and Cracker Manufacturing
Kendall Packaging Corporation	Existing Expansion	Active	Crawford	Plastics Packaging Film and Sheet (including Laminated) Manufacturing
KeyBank, NA	Relocation	Active	Johnson	All Other Nondepository Credit Intermediation
Kiewit Corporation	Existing Expansion *	Active	Johnson	Industrial Building Construction
Kindred Biosciences, Inc.	New Location-OOS Expansion	Active	Doniphan	Pharmaceutical Preparation Manufacturing
King of Freight LLC	Existing Expansion *	Active	Sedgwick	Freight Transportation Arrangement
KMT Waterjet Systems, Inc.	Relocation	Active	Cherokee	Fluid Power Pump and Motor Manufacturing
Kraft Tank Corporation	Relocation	Active	Wyandotte	Metal Tank (Heavy Gauge) Manufacturing
Kubota Tractor Corporation	New Location-OOS Expansion	Active	Johnson	Farm and Garden Machinery and Equipment Merchant Wholesalers
Learjet, Inc.	Relocation	Active	Sedgwick	Aerospace Product and Parts Manufacturing
Livestock Marketing Association	Relocation *	Active	Johnson	Business Associations
LockPath, Inc.	Existing Expansion	Completed	Johnson	Computer Systems Design and Related Services

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Magic Kitchen, Inc.	Relocation	Active	Johnson	General Warehousing and Storage
Marathon Reprographics, Inc.	Relocation	Active	Wyandotte	Custom Computer Programming Services
Mariner Wealth Advisors, LLC	Existing Expansion	Completed	Johnson	Investment Advice
MarketSphere Consulting, LLC	Relocation	Active	Johnson	Administrative Management and General Management Consulting Services
Mars Wrigley Confectionery US LLC	New Location-Start Up	Active	Shawnee	Chocolate and Confectionery Manufacturing from Cacao Beans
Massman Construction Company	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Mazuma Credit Union	Relocation	Active	Johnson	Credit Unions
MBB Inc.	Existing Expansion *	Active	Johnson	Advertising Agencies
McFarlane Aviation, Inc.	Existing Expansion	Active	Douglas	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Meadowlark Dairy Nutrition, LLC	New Location-OOS Expansion	Active	Finney	Dry, Condensed, and Evaporated Dairy Product Manufacturing
Members Mortgage Services, LLC	Existing Expansion	Active	Reno	Real Estate Credit
Members Mortgage Services, LLC	Existing Expansion *	Active	Reno	Other Activities Related to Credit Intermediation
MGPI Processing, Inc.	Existing Expansion	Active	Atchison	Other Food Manufacturing
Missouri Kansas Supply Co., Inc.	Relocation	Completed	Wyandotte	Metal Service Centers and Other Metal Merchant Wholesalers
Mortgage Research Center, LLC	Existing Expansion	Completed	Johnson	Real Estate Credit
MSB Global Resources Corporation	Existing Expansion *	Active	Sedgwick	Engineering Services
Multi-Service Technology Solutions	Existing Expansion	Active	Johnson	Financial Transactions Processing, Reserve, and Clearinghouse Activities
Murphy Hoffman Company	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Murphy-Hoffman Company	Existing Expansion	Active	Wyandotte	Corporate, Subsidiary, and Regional Managing Offices
MyFreightWorld Carrier Management	Existing Expansion *	Active	Johnson	Process, Physical Distribution, and Logistics Consulting Services
Netsmart Technologies, Inc.	Relocation	Active	Johnson	Custom Computer Programming Services
New Directions Behavioral Health, LLC	Relocation *	Active	Johnson	Other Individual and Family Services
Nor-Am Ice and Cold LLC	New Location-OOS Expansion	Active	Doniphan	Refrigerated Warehousing and Storage
NorthWind Technical Services, LLC	Existing Expansion	Active	Brown	Computer Systems Design Services
Novation iQ, LLC	Existing Expansion	Active	Johnson	Polystyrene Foam Product Manufacturing
Nueterra Holdings Management, LLC	Existing Expansion	Active	Johnson	Office Administrative Services



# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
One True Holding Company	New Location-OOS Expansion *	Active	Johnson	Collection Agencies
Onspring Technologies LLC	Existing Expansion *	Active	Johnson	Custom Computer Programming Services
Optiv Security Inc.	Relocation	Active	Johnson	Computer Systems Design and Related Services
Optiv Security Inc.	Existing Expansion	Active	Johnson	Computer Systems Design and Related Services
Orizon Aerostructures, LLC	New Location-OOS Expansion	Active	Johnson	Machine Shops
Orizon Aerostructures, LLC	Relocation	Active	Johnson	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Overflow, LLC	New Location-Start Up *	Active	Johnson	Administrative Management and General Management Consulting Services
Palmer Manufacturing & Tank, Inc.	New Location-Start Up	Active	Finney	Metal Tank (Heavy Gauge) Manufacturing
Paragon Precision Metal, LLC	New Location-Start Up *	Active	McPherson	All Other Miscellaneous Fabricated Metal Product Manufacturing
PBI-Gordon Companies, Inc.	Relocation *	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Performance Contracting Group, Inc.	Retention	Active	Johnson	Commercial and Institutional Building Construction
Performance Contracting Group, Inc.	Existing Expansion	Active	Johnson	Commercial and Institutional Building Construction
Philadelphia Indemnity Insurance Company	Relocation	Active	Johnson	Insurance Agencies and Brokerages
Pivot International, Inc.	Existing Expansion *	Active	Johnson	Engineering Services
Plastics Extrusion Machinery, Inc.	Existing Expansion *	Active	McPherson	Other Industrial Machinery Manufacturing
Plastikon Healthcare, LLC	Existing Expansion	Active	Douglas	All Other Plastics Product Manufacturing
PQ Corporation	Existing Expansion	Active	Wyandotte	All Other Basic Inorganic Chemical Manufacturing
Prairie Rollers International, LLC	New Location-Start Up	Active	Reno	Iron and Steel Pipe and Tube Manufacturing from Purchased Steel
ProPharma Group Holdings, LLC	Existing Expansion	Completed	Johnson	Other Scientific and Technical Consulting Services
PTMW, Inc.	Existing Expansion	Terminated	Shawnee	Prefabricated Metal Building and Component Manufacturing
Quest Analytics, LLC	Relocation *	Active	Johnson	Software Publishers
Redwood Trading, LLC	Relocation	Active	Johnson	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)
Rees Masilionis Turley Architecture, LLC	Relocation	Active	Johnson	Architectural Services
Reliance Label Solutions, Inc.	Existing Expansion	Active	Miami	Commercial Printing (except Screen and Books)
Reliance Label Solutions, Inc.	Existing Expansion *	Active	Miami	Commercial Printing (except Screen and Books)
Reser's Fine Foods, Inc.	Existing Expansion	Active	Miami	Perishable Prepared Food Manufacturing

Active, Completed and Terminated PEAK Agreements in FY2020. \* Agreement signed in FY2020.

# PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
RK Concrete Construction, Inc.	Existing Expansion	Terminated	McPherson	General Warehousing and Storage
Robert E. Miller Insurance Agency, Inc.	Relocation	Completed	Johnson	Insurance Agencies and Brokerages
RTS Administrative Service, Inc.	Existing Expansion	Active	Johnson	Freight Transportation Arrangement
RTS Administrative Service, Inc.	Existing Expansion	Active	Johnson	Freight Transportation Arrangement
Rubbermaid, Inc.	Relocation	Active	Cowley	Urethane and Other Foam Product (except Polystyrene) Manufacturing
RX Savings, LLC	Existing Expansion	Active	Johnson	Software Publishers
S & W Waterproofing, Inc.	Relocation	Active	Johnson	All Other Specialty Trade Contractors
Saint Paul School of Theology	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Scavuzzo's, Inc.	Relocation	Active	Wyandotte	Meat and Meat Product Merchant Wholesalers
Searles Valley Minerals, Inc.	Retention	Completed	Johnson	Potash, Soda, and Borate Mineral Mining
Seats, Inc.	New Location-OOS Expansion	Active	Johnson	Motor Vehicle Seating and Interior Trim Manufacturing
Security Benefit Corporation	Existing Expansion	Active	Shawnee	Offices of Other Holding Companies
Security Benefit Corporation	New Location-Start Up	Active	Johnson	Offices of Other Holding Companies
SelectQuote Insurance Services	Relocation	Active	Johnson	Insurance Agencies and Brokerages
SelectQuote Insurance Services	Existing Expansion *	Active	Johnson	Insurance Agencies and Brokerages
Simmons Pet Food, Inc.	Existing Expansion	Active	Lyon	Dog and Cat Food Manufacturing
Simmons Pet Food, Inc.	Existing Expansion	Active	Lyon	Dog and Cat Food Manufacturing
Sizewise Rentals, LLC	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
SnapIT Solutions, LLC	Existing Expansion *	Active	Johnson	Computer Systems Design Services
Spectrum Brands, Inc.	Relocation	Active	Johnson	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers
Spirit AeroSystems, Inc.	New Location-OOS Expansion	Active	Sedgwick	Aerospace Product and Parts Manufacturing
Spirit AeroSystems, Inc.	Existing Expansion	Active	Sedgwick	Aerospace Product and Parts Manufacturing
Splintek, Inc.	Relocation	Active	Johnson	Plastics Product Manufacturing
Stackify, LLC	Relocation	Active	Johnson	Software Publishers
Standard Motor Products, Inc.	Relocation	Active	Montgomery	Motor Vehicle Electrical and Electronic Equipment Manufacturing
Sun Valley, Inc.	Existing Expansion	Active	Reno	General Freight Trucking, Long-Distance, Truckload

# PEAK PROJECT DETAILS

Active, Completed and Terminated PEAK Agreements in FY2020. \* Agreement signed in FY2020.

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
The Lower Agency, Inc.	Relocation *	Active	Johnson	Human Resources Consulting Services
The Purple Guys, LLC	Relocation	Completed	Wyandotte	Computer Systems Design Services
The Redwood Group, LLC	Existing Expansion *	Active	Johnson	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations & Terminals)
Tickets for Less, LLC	Existing Expansion *	Active	Johnson	All Other Travel Arrangement and Reservation Services
TierPoint Midwest, LLC	New Location-OOS Expansion	Completed	Johnson	Data Processing, Hosting, and Related Services
Topeka Health System, LLC	New Location-OOS Expansion	Active	Shawnee	General Medical and Surgical Hospitals
Tortoise Investments, LLC	Existing Expansion *	Active	Johnson	Investment Advice
Transcontinental Robbie Inc.	Retention	Active	Johnson	Commercial Printing (except Screen and Books)
Transport Funding, LLC	Relocation	Active	Johnson	Sales Financing
TruHome Solutions, LLC	Existing Expansion	Completed	Johnson	Real Estate Credit
Union Tank Car Company	Existing Expansion	Active	Butler	Support Activities for Rail Transportation
University of Kansas Hospital Authority	New Location-Start Up	Active	Wyandotte	General Medical and Surgical Hospitals
Upfield Sourcing US, Inc.	Existing Expansion	Completed	Johnson	Fats and Oils Refining and Blending
UPG Solutions, LLC	Relocation *	Active	Johnson	Custom Computer Programming Services
USA800, Inc.	New Location-OOS Expansion	Active	Douglas	Telemarketing Bureaus and Other Contact Centers
Viega LLC	Relocation	Active	McPherson	Fabricated Pipe and Pipe Fitting Manufacturing
Virtus, LLC	Existing Expansion	Active	Johnson	Insurance Agencies and Brokerages
Walsworth Publishing Company, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Wells Fargo Clearing Services, LLC	Relocation	Active	Johnson	Investment Advice
WellSky Corporation	Existing Expansion	Active	Johnson	Custom Computer Programming Services
Wenger Manufacturing, Inc.	Existing Expansion *	Active	Nemaha	Food Product Machinery Manufacturing
Western Excelsior Corporation	New Location-Start Up *	Active	McPherson	All Other Miscellaneous Wood Product Manufacturing
WestPro Construction Solutions, Inc.	Relocation	Active	Wyandotte	Commercial and Institutional Building Construction
WireCo World Group, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
World Fuel Services, Inc.	Relocation	Active	Wyandotte	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations & Terminals)
WWEX Franchise Holdings, LLC	Existing Expansion *	Active	Johnson	Process, Physical Distribution, and Logistics Consulting Services
YRC Inc.	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices



# HIGH PERFORMANCE INCENTIVE PROGRAM (HPIP)



## High Performance Incentive Program (HPIP)

Provides an **income tax credit** for eligible capital investment that exceeds \$50,000 (or \$1 million in Shawnee, Douglas, Wyandotte, Johnson and Sedgwick counties) at a company's facility.

It also features:

- Sales tax exemption to use in conjunction with eligible capital investment
- Training tax credit up to \$50,000
- Priority consideration for access to other business assistance programs

To qualify, a company must:

1. Be a for-profit company subject to state taxes
2. Pay above-average wages (as compared to other similar firms in the same geographical area with matching NAICS codes)
3. Make a significant investment in eligible employee training
4. Be either a manufacturer or able to document that most of its sales are to Kansas manufacturers and/or out-of-state businesses or government agencies. A business in any NAICS code can qualify if it is a headquarters or back-office operation of a national or multi-national corporation.

## ▶ HPIP PROGRAM SUMMARY

	FY17	FY18	FY19	FY20
Number of HPIP Applications Received	42	56	52	35
HPIP Certifications Issued (inc. Recertifications)	291	265	304	304
Total Estimated Capital Expenditures of all programs	\$3.33B	\$3.03B	\$2.0B	\$2.1B

- HPIP is ultimately claimed through a company's tax filings.
- This process is housed within the Kansas Department of Revenue.
- Due to tax laws specific to those returns, coupled with tax returns not being final for three years after filing, it would not be appropriate for the Department of Commerce to house or provide that data.

### RETURN ON INVESTMENT

*\$56.20 in business investment  
per \$1 invested by the state\**



\* Source: Legislative Division of Post Audit, Dec. 2014

# HPIP PROJECT DETAILS

County	Company
Allen	Russell Stover Chocolates
Allen	The Monarch Cement Company
Allen	The Monarch Cement Company
Anderson	East Kansas Agri Energy, LLC
Atchison	MGPI Processing, Inc.
Atchison	Bartlett Grain Company, LP
Barber	Evergy
Barton	Bartlett Grain Company, LP
Bourbon	Labconco Corporation
Brown	NorthWind Technical Services, LLC
Brown	NorthWind Technical Services, LLC
Brown	Extru-Tech, Inc.
Butler	Barton Solvents, Inc.
Butler	HollyFrontier El Dorado Refining, LLC
Butler	Dynamic N/C, LLC
Cherokee	KMT Waterjet Systems, Inc.
Cherokee	Mid America Pipe Fabricating & Supply Company
Cherokee	Jayhawk Fine Chemicals Corporation
Cherokee	Atec Steel Fabrication & Construction, LLC.
Cherokee	Atec Steel Fabrication & Construction, LLC.
Cheyenne	Scoular Co.
Cloud	Cloud Ceramics
Cloud	Cloud Ceramics
Cowley	Vector Technologies, Inc.
Cowley	Creekstone Farms Premium Beef, LLC
Cowley	Vector Technologies, Inc.
Crawford	Miller's, Inc.
Crawford	Names & Numbers
Crawford	Pitt Plastics, Inc.
Crawford	Jake's Fireworks, Inc.
Crawford	Sugar Creek Packing Co.
Crawford	Miller's, Inc.

County	Company
Crawford	Scoular Co.
Dickinson	Solomon Corporation, Inc.
Dickinson	Russell Stover Chocolates
Doniphan	Kindred BioSciences
Douglas	Evergy
Douglas	McFarlane Aviation, Inc.
Douglas	Amarr Company
Douglas	Screen-It Graphics of Lawrence, Inc.
Ellsworth	Cashco, Inc.
Finney	Bonanza BioEnergy, LLC
Finney	Tyson Fresh Meats, Inc. Holcomb
Finney	Reeve Agri Energy, Inc.
Finney	Mies & Sons Trucking, LLC
Ford	Evergy
Ford	Koch Fertilizer Dodge City, LLC
Franklin	Retail Distribution West, LLC
Geary	Camsco Manufacturing USA
Geary	UPU Industries, Inc.
Gove	Western Plains Energy, LLC
Graham	WSI Holdings, LLC
Hamilton	Scoular Co.
Harper	Harper Industries Inc.
Harvey	Future Foam, Inc.
Harvey	Excel Industries, Inc.
Harvey	BMG of Kansas, Inc.
Harvey	Excel Industries, Inc.
Harvey	BMG of Kansas, Inc.
Harvey	Legg Company, Inc.
Johnson	Health Midwest Ventures Group, Inc.
Johnson	BRR Architecture, Inc
Johnson	SelectQuote Insurance Services
Johnson	Kiewit Power Constructors Company

County	Company
Johnson	KCAS - KS City Analytical
Johnson	MyFreightWorld Technologies, Inc.
Johnson	American Multi-Cinema, Inc.
Johnson	TVH Parts Co.
Johnson	Midwest Trust Company, Inc.
Johnson	Performance Contracting Group, Inc
Johnson	State Farm Mutual
Johnson	Intervet Inc.
Johnson	Insight 2 Design, LLC
Johnson	Tortoise Capital Advisors, LLC
Johnson	Digital Evolution Group, LLC
Johnson	Skyline E3, Inc.
Johnson	Heartland Multiple Listing Service, Inc.
Johnson	Compass Minerals USA, Inc.
Johnson	Home Credit US, LLC
Johnson	Wilbert Funeral Services, Inc.
Johnson	Essense of Australia, Inc.
Johnson	Corbion
Johnson	Allied National, Inc.
Johnson	ScriptPro, LLC
Johnson	Orizon Aerostructures, LLC
Johnson	Intouch Group, LLC
Johnson	TSVC, Inc.
Johnson	Comenity Servicing, LLC
Johnson	BATS Global Markets Holdings, Inc.
Johnson	Shamrock Trading Corporation
Johnson	United Parcel Service
Johnson	eSolutions, Inc.
Johnson	Black & Veatch Corporation
Johnson	Black & Veatch Corporation
Johnson	BNSF Railway Company
Johnson	U.S. Bank

# HPIP PROJECT DETAILS

County	Company
Johnson	CrossFirst Bank
Johnson	Black & Veatch Special Projects Corporation
Johnson	Mission Electronics, Inc.
Johnson	Noatum Logistics
Johnson	Huhtamaki Consumer Packaging West, Inc.
Johnson	Deffenbaugh Industries, Inc.
Johnson	Sparhawk Laboratories, Inc.
Johnson	Meara Welch Browne, P.C.
Johnson	Broderson Manufacturing Corp.
Johnson	Shamrock Trading Corporation
Johnson	Massman Construction Company
Johnson	Dimensional Innovations, Inc.
Johnson	Massman Construction Company
Johnson	Rx Savings, LLC
Johnson	Universal Engraving, Inc.
Johnson	B/E Aerospace
Johnson	Black & Veatch Corporation
Johnson	Structura, Inc.
Johnson	Elanco - Lenexa
Johnson	Astoria Property Company
Johnson	Ascentist Management, LLC
Johnson	ScriptPro, LLC
Johnson	Integris BioServices, LLC
Johnson	Faith Technologies
Johnson	Dimensional Innovations, Inc.
Johnson	MBB, Inc.
Johnson	Optiv Security, Inc.
Johnson	Netsmart Technologies, Inc.
Johnson	ProCore Resource Group
Johnson	Farmobile, LLC
Johnson	Continuity of Operations Planning, LLC
Johnson	Fire Door Solutions, LLC

County	Company
Johnson	Assessment Technologies Institute, LLC
Johnson	Sprint United Management Company
Johnson	Sprint United Management Company
Johnson	NIC Solutions, LLC
Johnson	NICUSA, Inc.
Johnson	Garmin International, Inc.
Johnson	Garmin International, Inc.
Johnson	Garmin International, Inc.
Johnson	Selective Site Consultants, Inc.
Johnson	Breit Technologies, LLC
Johnson	MidContinental Chemical Company, Inc.
Johnson	NetStandard, Inc.
Johnson	Kiewit Corporation
Johnson	Data Locker, Inc.
Johnson	WellSky Corporation
Johnson	Kiewit Power Constructors Company
Johnson	Kiewit Engineering Group, Inc.
Johnson	Wachter, Inc.
Johnson	YRC Enterprise Services, Inc.
Johnson	YRC, Inc.
Johnson	The Redwood Group, LLC
Johnson	Digital Evolution Group, LLC
Johnson	D.H. Pace Company, Inc.
Johnson	Ascend Learning, LLC
Johnson	NetStandard, Inc.
Johnson	Sportsman CapNetwork
Johnson	Kiewit Energy Group, Inc.
Johnson	The Industrial Company (TIC)
Johnson	Kiewit Power Constructors Company
Johnson	Kiewit Engineering Group, Inc.
Johnson	The Lead Group
Johnson	Grantham University

County	Company
Johnson	Scoular Co.
Johnson	KCAS - KS City Analytical
Johnson	SelectQuote Insurance Services
Johnson	SelectQuote Insurance Services
Johnson	Grundfos Pumps Corporation
Johnson	Kiewit Power Constructors Company
Johnson	Sunlighten, Inc.
Johnson	American Multi-Cinema, Inc.
Johnson	Pooler Fire Protection, Inc.
Johnson	Pharmaceutical Research Associates, Inc.
Johnson	Mercer Zimmerman, Inc.
Johnson	Disposable Instrument Co, Inc.
Johnson	Disposable Instrument Co, Inc.
Johnson	Builder's Stone & Masonry, Inc.
Kingman	Farrar Corporation - Norwich Branch- Foundry
Leavenworth	Marlow White Uniforms, Inc.
Leavenworth	Heatron, Inc.
Leavenworth	Young Sign Co.
Leavenworth	Zephyr Products Inc.
Leavenworth	Great Western Manufacturing Company, Inc.
Leavenworth	LPF High Performance Coatings, LLC
Leavenworth	Hobby Monster Customs
Leavenworth	Cereal Ingredients, Inc.
Leavenworth	Heatron, Inc.
Logan	Scoular Co.
Lyon	Glendo, LLC
Lyon	Hill's Pet Nutrition, Inc.
Marion	Barkman Honey, LLC
Marion	Barkman Honey, LLC
Marshall	Landoll Corporation
McPherson	Johns Manville Corporation
McPherson	CHS McPherson Refinery, Inc.



# HPIP PROJECT DETAILS

County	Company
McPherson	Piping Technology Company
McPherson	Plastics Extrusion Machinery, Inc.
McPherson	Mid Kansas Machine, Inc
	North American Specialty Products, Inc. - McPherson
McPherson	Viega, LLC
McPherson	Tortilla King, Inc.
McPherson	RK Concrete Construction, Inc.
Miami	Reliance Label Solutions, Inc.
Montgomery	Coffeyville Resources Refining and Marketing
Montgomery	Coffeyville Resources Nitrogen Fertilizers, LLC
Nemaha	C.J. Foods, Inc.
Nemaha	Wenger Manufacturing, Inc.
Nemaha	Koch & Company, Inc.
Neosho	Ash Grove Cement Company
Osborne	Scoular Co.
Ottawa	Scoular Co.
Phillips	Prairie Horizon Agri-Energy, LLC
Pottawatomie	Evergy
Pottawatomie	R-Tech Tool & Machine, Inc.
Pratt	Scoular Co.
Reno	Lowen Corporation
Reno	Data Center, Inc.
Reno	Kansas Protein Foods, LLC
Rice	Compass Minerals America, Inc.
Rice	Compass Minerals America, Inc.
	JACAM Manufacturing 2013, LLC - Sterling - Rice County
Rice	Compass Minerals America, Inc.
Rice	Kansas Ethanol, LLC
Riley	CivicPlus, LLC.
Russell	Great Plains Manufacturing, Inc.
Russell	PureField Ingredients, LLC
Russell	U.S. Energy Partners, LLC

County	Company
Russell	Great Plains Manufacturing, Inc.
Saline	Great Plains Manufacturing, Inc.
Saline	Grain Belt Supply Company, Inc.
Saline	Scoular Co.
Saline	SFC Global Supply Chain, Inc.
Saline	Great Plains Manufacturing, Inc.
Sedgwick	Etezazi Industries
Sedgwick	JR Custom Metal Products, Inc.
Sedgwick	ICM Element, LLC
Sedgwick	Evergy
Sedgwick	Ruud Concrete, LLC
Sedgwick	Rand Graphics, Inc
Sedgwick	Fiber Dynamics, Inc.
Sedgwick	Foley Industries, Inc.
Sedgwick	Foley Rebuild Center, LLC
Sedgwick	Diversified Services, Inc.
Sedgwick	Kice Industries, Inc.
Sedgwick	Cargill, Inc.
Sedgwick	C.E. Machine Co., Inc.
Sedgwick	Accent Lighting, Inc.
Sedgwick	Leading Technology Composites ASD, Inc.
Sedgwick	Fidelity Bank
Sedgwick	Foley Rebuild Center, LLC
Sedgwick	Youngers & Sons Mfg. Co., Inc.
Sedgwick	Youngers & Sons Mfg. Co., Inc.
Sedgwick	Beran Ready Mix North, LLC
Sedgwick	Koch-Glitsch, LP
Sedgwick	Metal Pros, LLC
Sedgwick	Koch Business Solutions, LP
Sedgwick	KGGP, LLC
Sedgwick	Metal Finishing Company, Inc.
Sedgwick	Textron Aviation, Inc.

County	Company
Sedgwick	Rand Graphics, Inc
Sedgwick	Occidental Chemical Corporation
Sedgwick	Spirit AeroSystems, Inc.
Sedgwick	JR Custom Metal Products, Inc.
Sedgwick	BlendTech, Inc.
Sedgwick	Lee Aerospace
Seward	Arkalon Ethanol LLC
Shawnee	BNSF Railway - Topeka
Shawnee	PTMW, Inc.
Shawnee	Frito-Lay, Inc.
Shawnee	BNSF Railway Company
Shawnee	BNSF Railway - Topeka
Shawnee	Bettis Contractors, Inc.
Shawnee	Industrial Maintenance of Topeka, Inc.
Shawnee	Bimbo Bakeries
Shawnee	BNSF Railway - Topeka
Shawnee	Mars Wrigley Confectionery US, LLC
Shawnee	Advisors Excel, LLC
Shawnee	Hill's Pet Nutrition, Inc.
Shawnee	Mars Wrigley Confectionery US, LLC
Sheridan	Hoxie Implement Co Inc
Sumner	Scoular Co.
Sumner	Diversified Services, Inc.
Wilson	Cobalt Boats, LLC
Wyandotte	DB2 Services, Inc.
Wyandotte	Success Truck Leasing, Inc.
Wyandotte	BNSF Railway - Kansas City
Wyandotte	PQ Corporation
Wyandotte	Kraft Tank Corporation
Wyandotte	Cingulate Therapeutics, LLC
Wyandotte	Cerner Corporation
Wyandotte	Capital Electric Construction Company, Inc

# HPIP PROJECT DETAILS

County	Company
Wyandotte	Missouri Kansas Supply Co., Inc.
Wyandotte	General Motors LLC
Wyandotte	Best Harvest Bakeries
Wyandotte	Zeolyst International
Wyandotte	Associated Wholesale Grocers, Inc.
Wyandotte	Plastic Packaging Technologies, LLC
Wyandotte	Kraft Tank Corporation
Wyandotte	Keebler Company
Wyandotte	DaVinci Roofscapes, LLC
Wyandotte	INX International Ink Co.
Wyandotte	CertainTeed Corporation
Wyandotte	Capital Electric Construction Company, Inc
Wyandotte	WestPro Construction Solutions, Inc.
Wyandotte	Success Truck Leasing, Inc.
Wyandotte	Cingulate Therapeutics, LLC
Wyandotte	PQ Corporation

# RURAL OPPORTUNITY ZONES (ROZ)



## Rural Opportunity Zones (ROZ)

Established in 2012 with the primary goal of reducing out-migration in rural Kansas counties.

The program has two components, each available for up to five years:

- State income tax waiver
- Student loan repayment assistance

Originally incorporated with 50 counties that experienced population declines of > 10% over the previous decade.

Now includes 77 of Kansas' 105 counties.

- *HB 2059: 23 additional counties in 2013*
- *HB 2643: 4 additional counties in 2014*



## State Income Tax Waiver Eligibility

- Establish domicile in a ROZ county on or after the date the county was included in the program
- Lived outside the state of Kansas for at least five years prior to establishing domicile in the ROZ county
- Earned less than \$10,000 in Kansas-source income in each of the five years immediately prior to establishing domicile in the ROZ county
- Reside in the county from January 1 to December 31 of the year the waiver is requested



## Student Loan Repayment Assistance Eligibility

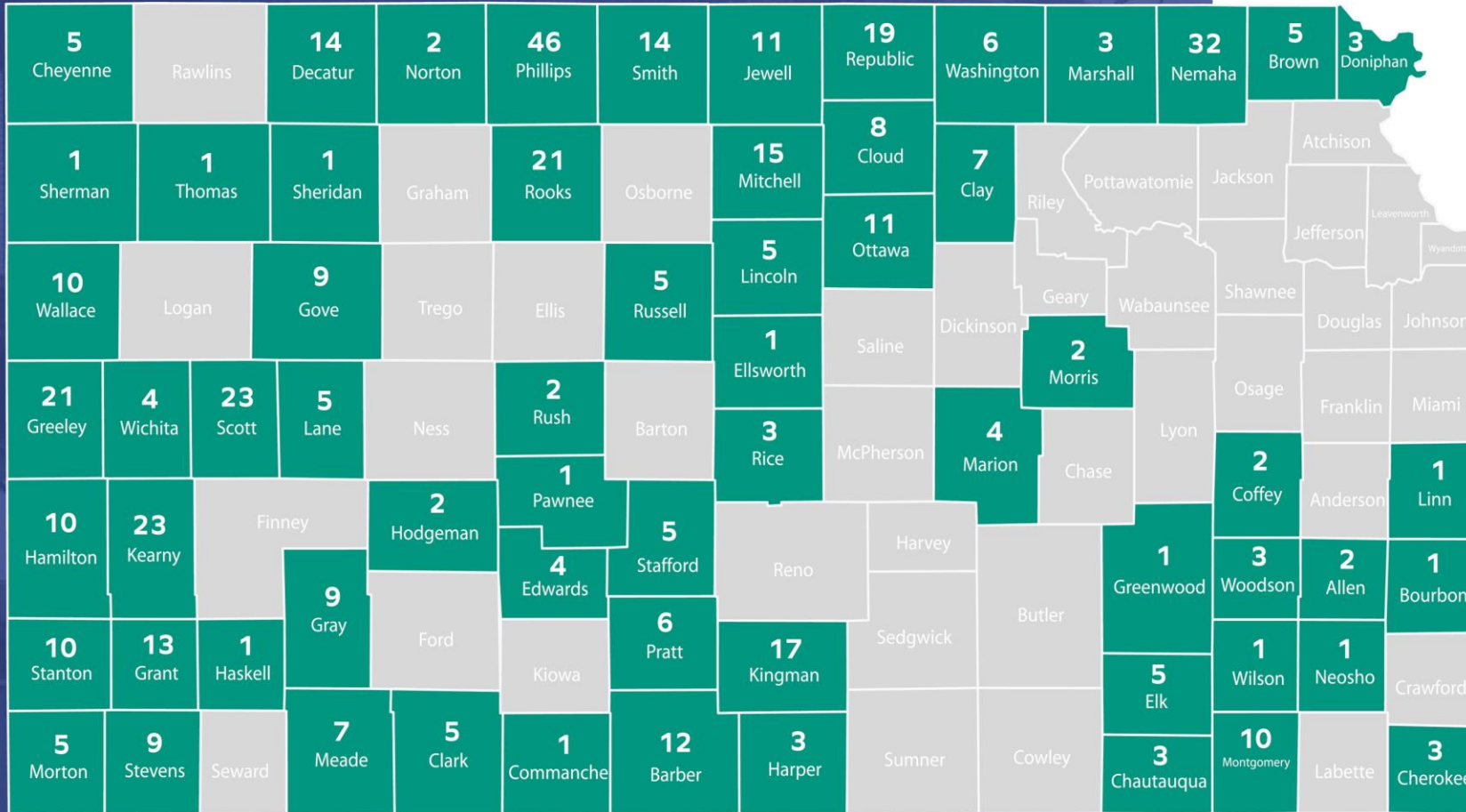
- Establish domicile in a ROZ county after July 1, 2011, on/after the date on which the county opted in to the student loan program
- Hold an associate's, bachelor's or postgraduate degree prior to moving to a ROZ county
- Have an outstanding student loan balance in applicant's name
- Be able to provide proof of residency at current and previous addresses, proof of degree, proof of student loan balance with distribution dates and a Kansas Tax Clearance Certificate
- Have a county or employer sponsor

## ▶ ROZ PROGRAM SUMMARY

	Total Applications	3,939
	Total Participated	1,274
Student	Currently Active	436
Loan	Completed 5 Years	378
Applicants	Withdrew Due to Early Loan Repayment	63
	Disqualified	397
	Waiting for Sponsor	144

	Tax Year	Filers	Credit Allowed
	2012	98	\$236,660
	2013	253	\$575,331
	2014	335	\$968,896
*Tax Credit Applicants	2015	419	\$1,289,433
	2016	494	\$1,344,693
	2017	533	\$1,727,904
	2018	500	\$1,924,660
			<b>\$8,067,523</b>

# ▶ ROZ ANNUAL PARTICIPANTS



Total Applications: **3,939**

SL Participants All Time: **1,274**

Currently Active: **436**

Completed 5 Years: **378**

Withdrew – Never funded: **533**

Withdrew – Paid loans off early: **63**

Disqualified: **397**

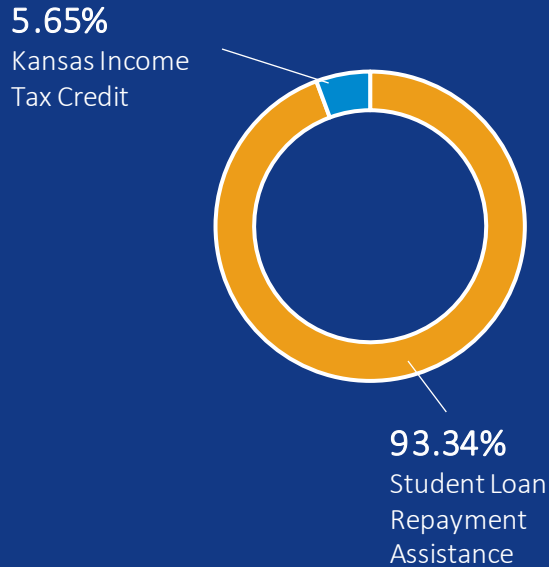
Waiting for Sponsor: **144**

Counties Participating in SL: **61**



# HIGHLIGHTS FROM PARTICIPANT SURVEY

1. Which ROZ benefits do you or have you received?



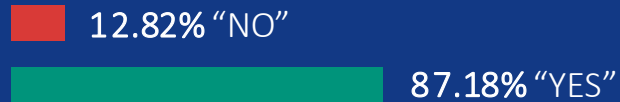
2. Did you move to a ROZ county from another state?



3. If you answered yes to the previous question, did you already have plans to move to Kansas?



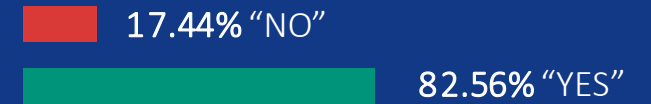
4. If you answered yes to the previous question, did you already have plans to move to your current county before learning about the ROZ program?



5. If you answered yes to the previous question, did the ROZ program cause you to change the timing of your move?



6. Would you have moved to your current county of residence without the income tax and/or student loan benefits?



7. Did you choose to remain in Kansas because of the income tax and/or student loan benefit (i.e. Were you thinking about leaving the state before you learned about the ROZ program)?





# JOB CREATION FUND (JCF)



## Job Creation Fund (JCF)

Designed to provide the State of Kansas wide latitude to meet the needs of recruiting and retaining companies. The design was intended to be **nimble, flexible and adaptable** to meet the fast-paced and ever-changing needs of businesses.

**Only 2-4% of projects in Commerce receive JCF funds annually.**

# JCF PROJECT DETAILS

Eligibility Criteria	Company Name	Loan Style	NAICS Code	County	Existing Jobs	Retained Jobs	Proposed New Jobs	Proposed Cap Ex	Award Amount
1	Mechanized Concepts Kansas	Milestone	333111	Russell	0	0	903	\$32,000,000.00	\$750,000.00
2	Great Plains Manufacturing, Inc.	Forgivable	333111	Saline	0	0	200	\$10,800,000.00	\$375,000.00
4	Tyson Fresh Meats, Inc.	Forgivable	311611	Finney	3450	3450	0	\$30,227,189.00	\$2,000,000.00
2	A Place for Mom, Inc	Milestone	624190	Johnson	6	6	622	\$4,000,000.00	\$2,000,000.00
1	Johns Manville	Milestone	327993	McPherson	286	286	34	\$90,000,000.00	\$250,000.00
2	Anderson & Forrester, LLC	Milestone	332913	Sedgwick	0	0	10	\$3,000,000.00	\$60,000.00
1	Orizon Aerostructures, LLC	Forgivable	336413	Neosho	322	322	275	\$42,628,657.00	\$600,000.00
1	Faneuil, Inc	Forgivable	561422	Sedgwick	669	669	31	\$10,000,000.00	\$300,000.00
1	DenTec Safety	Forgivable	339113	Johnson	7	7	20	\$500,000.00	\$415,000.00
1	Fuller Industries LLC	Forgivable	333318	Barton	115	115	15	\$500,000.00	\$60,000.00
2	Saint Luke's South Hospital, Inc.	Milestone	622110	Johnson	0	0	712	\$56,183,398.00	\$1,700,000.00
8	Hess Services, Inc	Forgivable	332420	Ellis	318	318	0	\$300,000.00	\$300,000.00
				Totals:	5173	5173	2822	\$280,139,244.00	\$8,810,000.00

## RETURN ON INVESTMENT

*\$39.60 in business investment  
per \$1 invested by the state\**

### Eligibility Criteria

- 6 (1) Major Expansion of an existing Kansas Commercial enterprise
- 4 (2) Potential Location of the operations of a major employer
- 1 (4) Potential departure from Kansas or the substantial reduction of the operations of a major Kansas employer
- 1 (8) Other unique economic development opportunity

A woman wearing a white hard hat, safety glasses, and a plaid shirt is working on a large mechanical component in a factory. The background is filled with various industrial parts and machinery. The entire image has a blue tint.

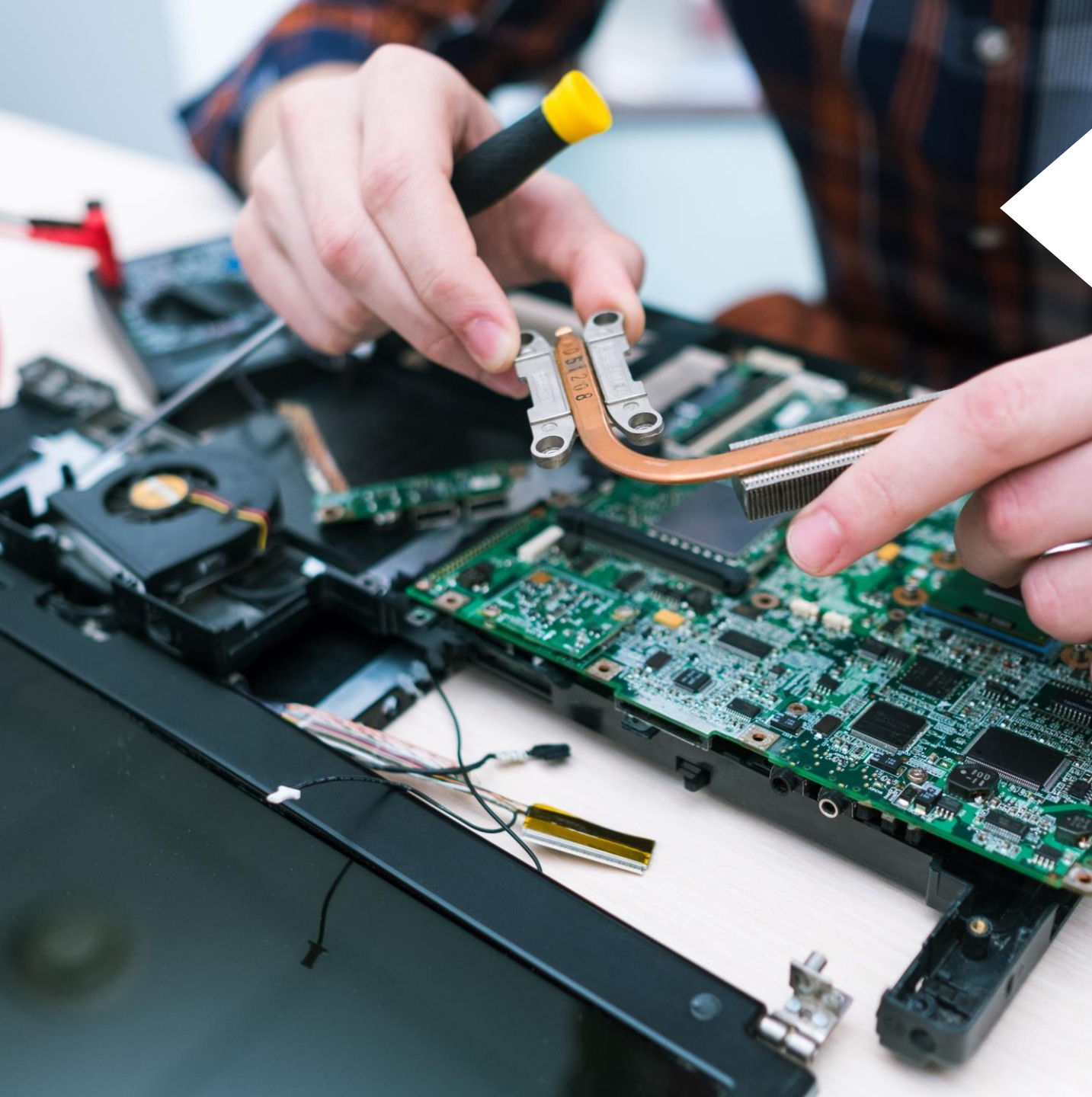
# KANSAS INDUSTRIAL TRAINING & RETRAINING (KIT-KIR)



## Kansas Industrial Training (KIT)

Designed to assist companies **creating new Kansas jobs** by offsetting training costs.

To qualify, companies must create at least one new job, pay the trainees an average wage of at least the county median wage, provide health care benefits to employees, meet one of the nine Kansas Basic Industry classifications/**OR** they must be a regional or national headquarters with >51% of their revenue generated outside of Kansas.



## Kansas Industrial Retraining (KIR)

Designed to assist companies by offsetting the cost of training for existing employees on **new technology and/or production activities**.

To qualify, companies must show employees will be displaced, retrain one existing position, pay the trainees an average wage of at least the county median wage, they are restructuring their business operations or retraining their workforce due to one or more of the following:

- Incorporation of existing technology\*
- Development and incorporation of new technology\*
- Diversification of production
- Development and implementation of new production

*\* Unable to pay for training associated with upgrades to existing technology*

# ▶ KIT-KIR PROGRAM SUMMARY

	FY18	FY19	FY20
KIT Projects	56	52	58
KIR Projects	37	24	34
KIT Jobs	2009	1809	2750
KIR Jobs	2782	1983	3386
Total Funds Awarded	\$1,369,362	\$1,004,108	\$1,351,003

**RECOMMENDATION:**  
 Split KIT-KIR from HPIP to make it a more effective program for Kansas.

## PROGRAM COMPARISON: 2010 → 2020

**2010**

**\$2.8 MILLION**  
*available funds*

\$2,000 per trainee (max)  
 \$408 average award/trainee

**2020**

**\$1.6 MILLION**  
*available funds*

\$600 per trainee (max)  
 \$220 average award/trainee

## RETURN ON INVESTMENT

*\$44.60 in business investment per \$1 invested by the state\**

\* Source: Legislative Division of Post Audit, Dec. 2014



# KIT PROJECT DETAILS

Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award
Advisors Excel Holdings, LLC	101	\$200.00	\$20,200.00
Allied National, Inc.	40	\$400.00	\$16,000.00
American Direct Procurement, Inc.	9	\$400.00	\$3,600.00
Ascend Learning, LLC	54	\$400.00	\$21,600.00
B/E Aerospace	37	\$400.00	\$14,800.00
BATS Global Markets Holdings, Inc.	18	\$200.00	\$3,600.00
Camsco Manufacturing USA	29	\$450.00	\$13,50.00
Compass Minerals America, Inc.	25	\$200.00	\$5,000.00
eSolutions, Inc.	25	\$500.00	\$12,500.00
eSolutions, Inc.	36	\$500.00	\$18,000.00
Essense of Australia, Inc.	1	\$500.00	\$500.00
Faith Technologies	75	\$300.00	\$22,500.00
Garmin International, Inc.	200	\$200.00	\$40,000.00
GEICO	295	\$336.00	\$99,100.00
Hostess Brands, LLC - HQ	175	\$125.00	\$21,875.00
Hostess Brands, LLC - HQ	165	\$500.00	\$82,500.00
Hyatt Life Sciences, Inc.	1	\$500.00	\$500.00
Intouch Group, LLC	107	\$300.00	\$32,100.00
JACAM Manufacturing 2013, LLC - Sterling - Rice County	1	\$500.00	\$500.00
MBB, Inc	1	\$500.00	\$500.00
Legg Company, Inc.	12	\$500.00	\$6,000.00
Magni Americas Inc.	2	\$500.00	\$1,000.00
WellSky Corporation	120	\$200.00	\$24,000.00
Mid Kansas Machine, Inc	3	\$400.00	\$1,200.00
Netsmart Technologies, Inc.	85	\$550.00	\$46,750.00
North American Specialty Products, Inc. - McPherson	1	\$500.00	\$500.00
Orizon Aerostructures, LLC	1	\$500.00	\$500.00
Orizon Aerostructures, LLC	1	\$500.00	\$500.00
Plastics Extrusion Machinery, Inc.	10	\$500.00	\$5,000.00

Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award
PQ Corporation	12	\$500.00	\$6,000.00
Reiloy USA	15	\$500.00	\$7,500.00
Reliance Label Solutions, Inc.	12	\$400.00	\$4,800.00
RTS Administrative Service, Inc.	225	\$100.00	\$22,500.00
Rx Savings, LLC	50	\$500.00	\$25,000.00
Rx Savings, LLC	35	\$500.00	\$17,500.00
RK Concrete Construction, Inc.	5	\$500.00	\$2,500.00
Schier Products Company	4	\$475.00	\$1,900.00
Simmons Pet Food, Inc.	70	\$300.00	\$21,000.00
Sugar Creek Packing Co.	8	\$500.00	\$4,000.00
Tamko Building Products	10	\$187.50	\$1,875.00
The Redwood Group, LLC	6	\$500.00	\$3,000.00
Tortoise Investments LLC -HQ	8	\$500.00	\$4,000.00
TruComp	10	\$400.00	\$4,000.00
UPG Solutions, LLC	60	\$500.00	\$30,000.00
WWEX Franchise Holdings, LLC	50	\$450.00	\$22,500.00
Insight 2 Design, LLC	5	\$500.00	\$2,500.00
Global Grain, LLC	10	\$500.00	\$5,000.00
Data File Technologies	175	\$300.00	\$52,500.00
Weatherly Aircraft Co.	36	\$400.00	\$14,400.00
The Lewer Agency	50	\$350.00	\$17,500.00
Card Compliant	38	\$600.00	\$22,800.00
Mechanized Concepts	49	\$275.51	\$13,500.00
Quest Analytics	71	\$500.00	\$35,500.00
Success Truck Leasing, Inc.	1	\$500.00	\$500.00
Anderson & Forrester, LLC	6	\$500.00	\$3,000.00
The Great Plains Laboratory	40	\$450.00	\$18,000.00
Attentive Science	15	\$550.00	\$8,250.00
A Place for Mom, Inc.	44	\$400.00	\$17,600.00

**\$903,020.00**

# KIR PROJECT DETAILS

Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award	Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award
Amarr Company	207	\$200.00	\$41,400.00	Tyson Fresh Meats, Inc. Holcomb	207	\$100.00	\$20,700.00
Associated Wholesale Grocers, Inc.	136	\$80.00	\$10,880.00	Universal Engraving, Inc.	29	\$62.00	\$1,798.00
Bimbo Bakeries	100	\$300.00	\$30,000.00	W & R Corporate, LLC	3	\$50.00	\$150.00
Brill, Inc A CSM Bakery Solutions Company	12	\$500.00	\$6,000.00	YRC, Inc.	409	\$15.00	\$6,135.00
Da Vinci Roofscapes, LLC	1	\$500.00	\$500.00	Insight 2 Design, LLC	18	\$316.00	\$5,688.00
de Elliotte Company, Inc.	20	\$500.00	\$10,000.00				<b>\$447,983.00</b>
Dimensional Innovations, Inc.	260	\$100.00	\$26,000.00				
eSolutions, Inc.	150	\$150.00	\$22,500.00				
Exline, Inc.	5	\$400.00	\$2,000.00				
Farmobile, LLC	20	\$176.00	\$3,520.00				
Flint Hills Resources, LC	24	\$8.00	\$192.00				
Glendo, LLC	1	\$500.00	\$500.00				
Grundfos Pumps Corporation	10	\$230.00	\$2,300.00				
Hallmark Cards, Inc.	152	\$350.00	\$52,200.00				
HollyFrontier Corporation	476	\$40.00	\$19,040.00				
J & J Drainage Products Co.	4	\$500.00	\$2,000.00				
Koch Ag and Energy Solutions, LLC	45	\$19.00	\$855.00				
Legacy Technologies LLC	10	\$400.00	\$4,000.00				
Legg Company, Inc.	20	\$500.00	\$10,000.00				
Miller's, Inc.	275	\$110.00	\$30,250.00				
Noatum Logistics	12	\$200.00	\$2,400.00				
Pioneer Music Company	23	\$400.00	\$9,200.00				
Pitt Plastics, Inc.	74	\$200.00	\$14,800.00				
Quest Diagnostics Clinical Laboratories, Inc.	59	\$550.00	\$32,450.00				
Seaboard Corporation	40	\$10.00	\$400.00				
SFC Global Supply Chain, Inc.	5	\$215.00	\$2,075.00				
Spirit AeroSystems, Inc.	500	\$90.00	\$45,000.00				
Splintek, Inc.	29	\$450.00	\$13,050				
Sprint United Management Company	50	\$400.00	\$20,000.00				

# COMMUNITY DEVELOPMENT BLOCK GRANTS (CDBG)



Pay to the  
Order of

Abilene Nutrition

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no/100

Dollars

*Kansas Department of Commerce*

**Memo** *Community Development Block Grant—CV*

Chris Ostermann,  
Mayor





## Community Development Block Grants (CDBG)

Established to help Kansas communities **enhance their livability** by providing financial, technical and business assistance.

Grants are awarded in five categories:

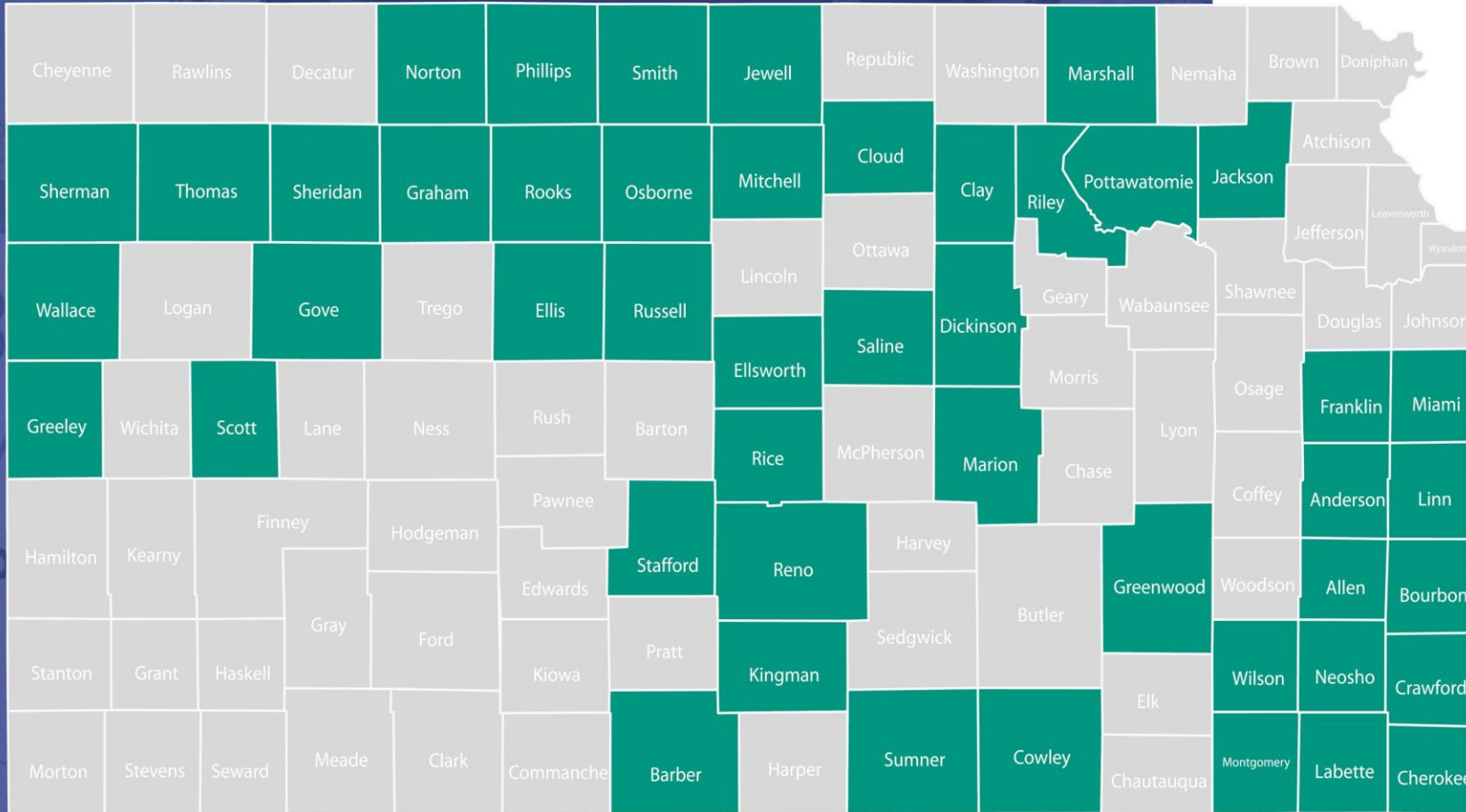
1. Water/Sewer Grants (competition)
2. Community Facilities Grants (competition)
3. Housing Grants (competition)
4. Urgent Need Grants
5. Commercial Rehabilitation Grants

To qualify, projects must meet one or more of the following condition:

- Benefit low- or moderate-income individuals
- Remove or prevent slum or blight conditions
- Eliminate an urgent need created by a disaster when local funds are unavailable

# CDBG PROGRAM SUMMARY

**44 awards totaling \$18.5M made in FY2020.**



- Awards were made in five different categories:
  - Water/Sewer
  - Community Facility
  - Housing
  - Commercial Rehabilitation
  - Urgent Need

# CDBG PROJECT DETAILS

Grantee	Grant Type	Project Description	Award Amount
Chapman	Water/Sewer	Sewer	\$600,000
Lincoln Center	Water/Sewer	Water	\$600,000
Miltonvale	Community Facility	Demolition	\$35,212
Overbrook	Water/Sewer	Water	\$600,000
Arlington	Water/Sewer	Sewer	\$600,000
Ashland	Water/Sewer	Water	\$421,303
Belleville	Community Facility	Fire Truck	\$175,000
Cambridge	Water/Sewer	Water	\$182,000
Centralia	Community Facility	Electrical System	\$535,423
Coffeyville	Community Facility	ADA Sidewalk	\$268,500
Columbus	Community Facility	Street	\$600,000
Concordia	Water/Sewer	Sewer	\$561,660
Conway Springs	Water/Sewer	Sewer	\$600,000
Ellis	Water/Sewer	Water	\$412,113
Emporia	Housing	Housing	\$300,000
Fort Scott	Community Facility	Fire Truck	\$665,303
Fredonia	Water/Sewer	Sewer	\$600,000
Hanover	Water/Sewer	Water	\$600,000
Hutchinson	Housing	Housing	\$256,500
Larned	Water/Sewer	Water	\$598,497
Leoti	Community Facility	Street	\$596,450
Liebenthal	Water/Sewer	Sewer	\$220,850

Grantee	Grant Type	Project Description	Award Amount
Lucas	Community Facility	Community Center	\$264,852
Marion	Water/Sewer	Water	\$600,000
Marysville	Community Facility	Fire Station	\$600,000
McPherson	Housing	Housing	\$300,000
Minneapolis	Housing	Housing	\$300,000
Oberlin	Water/Sewer	Water	\$600,000
Osage City	Water/Sewer	Sewer	\$600,000
Osborne County	Community Facility	Fire Truck	\$60,350
Parsons	Community Facility	Storm Drainage	\$272,500
Riley	Water/Sewer	Sewer	\$600,000
Rose Hill	Community Facility	Street	\$144,000
Russell	Community Facility	Street	\$600,000
Saint Francis	Community Facility	Street	\$600,000
Solomon	Water/Sewer	Water	\$600,000
Udall	Community Facility	Library and Wellness Center	\$494,360
Williamsburg	Community Facility	Street	\$421,230
Yates Center	Community Facility	Fire Truck	\$400,000
Linwood	Urgent Need	Sewer Lagoon System	\$77,638
Fort Scott	Commercial Rehabilitation	Commercial Building Rehab.	\$224,437
Eudora	Commercial Rehabilitation	Commercial Building Rehab.	\$250,000
Clay Center	Commercial Rehabilitation	Commercial Building Rehab.	\$250,000
Lincoln	Commercial Rehabilitation	Commercial Building Rehab.	\$250,000

**\$18,538,178**

**\$421,322 Average Award Amount**

# COMMUNITY SERVICE TAX CREDIT PROGRAM (CSP)



## Community Service Tax Credit Program (CSP)

Improves the ability of non-profits to undertake **major capital fundraising drives** for community projects (e.g. community service, crime prevention, health care, youth, apprenticeships and youth job creation)

- Applicants may request up to \$250,000 in tax credits to contributors of approved projects
- Organizations in rural areas (less than 15,000 in population) are eligible for a 70% credit
- Organizations in non-rural areas are eligible for a 50% credit



# CSP PROJECT DETAILS

Applicant Name	County	Project Description	Awarded \$	TC %
Flint Hills Discovery Center Foundation	Riley	KIDSCAPE Education Project	\$192,500.00	50%
Legacy, A Regional Community Foundation	Cowley	Belle Plaine Quiet Zone	\$43,826.09	70%
Valley Hope Association	Norton	TeleCare - Addiction Treatment & Recovery	\$77,000.00	70%
Hunter Health Clinic	Sedgwick	Community Wellness Center	\$192,500.00	50%
Wichita Family Crisis Center	Sedgwick	WFCC MOTHER & CHILD SHELTER	\$192,500.00	50%
Highland Community College Foundation	Doniphan	Expand Diesel Technology Program	\$115,500.00	70%
Historic Jayhawk Theatre, Inc.	Shawnee	Jayhawk Theatre Restoration Capital Campaign	\$192,500.00	50%
Junior Achievement of Greater Kansas City	Wyandotte	Junior Achievement KCK Youth Learning Lab	\$192,500.00	50%
Garden City Community College Endowment Association	Finney	Next Generation Anatomy	\$130,707.50	70%
Exploration Place, Inc.	Sedgwick	Health Inside-Out	\$192,500.00	50%
GoodLife Innovations, Inc.	Johnson	GoodLife's Neighborhood Network: A Next Generation Model for In-Home Care	\$192,500.00	50%
Youth Horizons Inc	Sedgwick	Wren Girl's Residential Project	\$192,500.00	50%
The Kansas African American Museum (TKAAM)	Sedgwick	TKAAM Educational Archive Safety Project	\$190,767.50	50%
Buhler Sunshine Home, Inc	Reno	Assisted Living Memory Care Center	\$192,500.00	70%
St. Luke Hospital Foundation	Marion	3D Mammography Project	\$101,724.12	70%
Wichita County Economic Development, Incorporated	Wichita	Grow & Learn Childcare Center Building Project	\$192,500.00	70%
Pratt Community College Foundation	Pratt	A Healthy & Competitive Pratt	\$122,892.00	70%
Mercy Hospital Inc.	McPherson	Project "Give Them a Lift"	\$192,500.00	70%
High Plains Music Fest, Inc.	Stevens	High Plains Theatre & Activities Center	\$176,176.00	70%
The Atchison Child Care Association	Atchison	Atchison Child Care Facility Improvements	\$156,310.00	70%
Central Kansas Community Foundation	Harvey	Newton Public Library Project	\$192,500.00	50%
Russell Child Development Center, Inc.	Finney	Rural and Frontier Family/Caregiver Telecommunication Connections	\$192,500.00	50%
Humboldt Daycare and Preschool, Inc	Allen	Childcare Addition	\$192,500.00	70%
Community Living Opportunities, Inc. (CLO)	Johnson	JCMS & NSA Renovation and Expansion	\$95,480.00	50%
Finney County Childcare & Early Learning Network	Finney	Finney County Childcare & Early Learning Network	\$192,500.00	50%
			<b>\$4,097,883.21</b>	

Tallgrass Prairie

**SALES TAX REVENUE  
(STAR) BONDS**

The Nature Conservancy



## Sales Tax Revenue (STAR) Bonds

Provide Kansas municipalities the opportunity to issue bonds to finance the development of **major commercial, entertainment and tourism areas** and use the sales tax revenue generated by the development to pay off the bonds.

### Process:

- Project idea presented by developer and city
- City determines geographic boundaries of project and submits the proposed project and district to Commerce
- Developer and city design a plan, do a feasibility study with projections
- Local government entity approves project and district
- Developer and city submit project plan to Commerce, who approves project plan / amount of STAR Bonds
- Developer and city meet with Bond authority to approve projections
- Secretary approves terms and rates of the bonds
- Bonds close

## ► STAR BONDS PROJECT DETAILS

Project Name	City	Project Status
Sports of the World Complex	Garden City	In Process
Prairie Fire Museum	Overland Park	Operational
BluHawk Arena and Fieldhouse	Overland Park	In Process
Boot Hill Museum	Dodge City	Operational, In Process
Field Station: Dinosaurs	Derby	Operational, In Process
Competition Aquatic Center, Ball Field, Softball and Baseball	Goddard	In Process
Amelia Earhart Museum	Atchison	Operational
Flint Hills Discovery Center Museum	Manhattan	Operational
Heartland Park Racetrack	Topeka	Operational
Salt Mine Museum	Hutchinson	Operational
NASCAR Track	Kansas City	Operational
Village West Entertainment and Retail Area	Kansas City	Operational
Professional Soccer Stadium	Kansas City	Operational
Schlitterbahn Waterpark	Kansas City	Inactive
Soccer Facility for Men's National Team Training Center	Kansas City	Operational
American Royal	Kansas City	In Process
Fieldhouse and Antique Car Museum	Salina	Operational
K-96 and Greenwich Sports Complex	Wichita	Operational
Riverwalk, Riverbank Improvements, Baseball Stadium	Wichita	Operational, In Process



*\*Annual report will be released the week of Jan. 29, 2021.  
Additional project details will be available at that time.*

# ANGEL INVESTORS **TAX CREDIT**



# THINK BIG

## Angel Investors Tax Credit Program

Designed to bring together accredited investors with qualified **Kansas companies seeking seed and early stage investment.**

- Accredited investors are allowed a 50% tax credit on their cash investment of up to \$50,000 in tax credit for a given year, in a business that qualifies as a certified business as defined in Statute.
- For each tax year, an Angel Investor shall not be entitled to claim tax credits under this Act for more than \$250,000.
- Currently, the Department of Commerce is provided an allotment of \$6 Million in tax credits annually for distribution to certified businesses.

## ▶ 2020 ANGEL COMPANIES

Company Name	County	Tax Credits Issued
Advisor First, LLC	Johnson	\$205,000
Artio Medical	Johnson	\$307,500
Attentive Science, LLC	Johnson	\$95,000
Cingulate Therapeutics LLC	Johnson	\$734,050
Clara Biotech, Inc.	Douglas	\$0
ELIAS Animal Health	Johnson	\$387,250
Enduralock, LLC	Johnson	\$95,131.50
Flow Forward Medical, Inc	Johnson	\$150,000
Greenfield Robotics Corporation	Sedgwick	\$112,500
HitchPin, Inc.	Riley	\$450,000
Innara Health	Johnson	\$105,000
InsCyt LLC	Johnson	\$125,000
iSocial LLC	Shawnee	\$50,000
Kanpecia Biotech LLC	Douglas	\$250,000
Lawn Buddy LLC	Sedgwick	\$232,512.41
LedgerSpace, LLC	Riley	\$25,000
Lunar, LLC	Sedgwick	\$20,000
Medicine Man Pharms	Shawnee	\$0
ModRN Health Inc	Johnson	\$83,335

Company Name	County	Tax Credits Issued
NthJEN LLC	Johnson	\$0
OssiFi-Mab LLC	Johnson	\$161,182.23
Particle Space, LLC	Johnson	\$5,000
PMI Rate Pro, LLC	Johnson	\$162,500.15
Predict Interactive	Sedgwick	\$0
Project Content, LLC	Sedgwick	\$0
Real Quantum	Johnson	\$89,996.10
Relay Trade Solutions, LLC	Johnson	\$0
Retail Software Solutions Group, LLC	Johnson	\$395,630.44
Ronawk, LLC	Johnson	\$55,000.01
RUMBLE IoT Inc. d/b/a RUMBLE	Johnson	\$150,000
Scan Shop LLC	Sedgwick	\$100,000
ShipShape Fitness Stations LLC	Nemaha	\$0
SOFTwarfare, LLC	Johnson	\$405,000
TealHouse Inc.	Johnson	\$0
TILE FIVE LLC	Johnson	\$75,000
TRANSPORTANT, INC	Johnson	\$170,000
TRUST Ventures LLC	Johnson	\$0
Wichita Esports, LLC	Sedgwick	\$282,500

A blue-tinted photograph of two women. One woman is adjusting a black face mask on the other woman's face. The background shows a window with curtains.

# PRE-COVID TRENDS AND WHAT THEY MEAN FOR THE FUTURE





## Challenges coming into COVID-19

- Population decline/Losing talent to other states
- Boeing 737-Max
  - Spirit Furloughs in January, Textron in March
- Our sector mix alignment with future automation
- Rural out-migration
- Ranked 38<sup>th</sup> in startup job creation

## Challenges as COVID-19 hit Kansas

- Immediate hurt felt by aviation and hospitality industry
- Broadband capacity, especially in rural areas
- Venues and live events put on pause
- Consumer confidence declined sharply
- Lacked enough workers in sectors requiring certification
- Dramatic increase in unemployment

**BACK** to  
**BUSINESS**

*AD ASTRA PER ASPERA*  
**Kansas**  
Department of Commerce

## Commerce took immediate action

- HIRE Fund
- Train staff and assist small businesses in applying for PPP and EIDL
- Build on relationships with our Small Business/business associations
- Take a broader approach to strengthen our economy
- Emphasis on Reshoring
- Governor executive orders to reduce regulations

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## Where are we today

- **\$1.2B increase in new Capital Investment!**
  - \$1.3B in 2019 compared to \$2.5B in 2020
  - 92% increase year over year
- Able to work with SPARK and Recovery Office to get over \$50M to small businesses
- Construction is keeping regional economies strong
  - Not an RV park available in Saline County
  - Over 600 workers currently working on Urban Outfitters facility

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## Where are we today (continued)

- Building up Supply Chain in Kansas
  - Plastikon
  - KRS Corp.
- Working to keep aviation workers here in Kansas through Trade Adjustment Assistance Program
- Over \$50M in Broadband grants/launch of State grant program
- Working with various groups to encourage mask wearing to help encourage consumer confidence to shop and spend safely

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HOW CAN WE BE MORE  
COMPETITIVE AND PUT KANSAS  
ON THE BEST PATH TO CHALLENGE  
IN THE **GLOBAL ECONOMY?**



# Housing

- Intersection between workforce and housing
  - Companies will build if they know employees can live nearby
  - Prospective workers will stay if housing is available
- Department is working closely with Kansas Housing Resources Corp. (KHRC)
  - Quarterly meetings with stakeholders
  - Must include the industry in these discussions
  - Goal is to produce creative solutions that are workable
- Create solutions in Rural Kansas
  - Expansion of Rural Housing Incentive District (RHID)
  - How to assist with bringing costs down for building
  - Need tailor-made solutions that fit Rural communities
  - Governor's Housing assessment

## Lack of Innovation Growth

- Data is clear: Kansas lacks in innovation entrepreneurship
  - No concentration around innovation and high-growth entrepreneurship
  - Must align with partners to achieve progress
- Requires both Tech and Bio-Tech focus
  - Lack of an eco-system remains a problem
  - Angel Investor Tax Credit must be renewed
  - However – the Angel program can only be part of the solution
- This is where the Global economy is headed
  - The world's largest employers started as high-risk, innovative startups
  - If Kansas does not adapt, opportunities will not be here for future generations

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# Education/Workforce Training

- Commerce must be in sync with our education partners
  - Focus has to go beyond college, to also address needed skillsets
  - Important to have our universities aligned with needs of our companies
  - We need opportunities that allow companies to reach young Kansans at an earlier age to create a workforce pipeline
- Focus on Research
  - Must commercialize
  - Good examples of research triangle in North Carolina or at Iowa State University
- Workforce Training 2.0
  - How do we adapt to, and best move forward with a post-COVID approach to talent needs

**BACK to  
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## We need to think with a Regional mindset

- It's too hard to succeed with 105 different plans
  - While county needs often are similar, sharing assets will make regions more competitive
  - This is a way to achieve pragmatic efficiencies
- Communities and counties can identify priorities to work on together
- Stronger Regions = Stronger Communities = Stronger Statewide economy

**BACK to  
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# We need to add new, sharper tools to our economic development toolkit

- Kansas has great tools, but they do need to be refined and improved
  - STAR Bonds can be more efficient and transparent
  - Growing Angel Investor Tax Credit Program is a priority
  - Time to tweak High Performance Incentive Program (HPIP)
- However, we also need new tools that reflect our current challenges to be competitive
  - Allow for vertical housing on Main Street
  - Promote remote working
  - Create competitive grants to foster innovative growth
  - Promote Research and Development
- Framework For Growth plan is timely
- The conversation must continue

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**THANK YOU**

