

# ON YOUR **mark...**

**Business Retention and  
Expansion Highlights: 2021**



# Helping Manufacturers Grow

## in Wyandotte County and throughout Kansas

**Kansas Manufacturing Solutions (KMS) is proud to partner with WYEDC to provide solutions that solve problems small to mid-size manufacturers experience.**

**KMS exists to help Kansas manufacturers compete and grow.**

**Visit the KMS website or ask the WYEDC team for more information about how KMS can be a resource for you.**

**[www.wearekms.com/wyandotte](http://www.wearekms.com/wyandotte)**



*Trusted Advisors for Growth*

# Project Announcements

27

**Total BRE  
Active Projects**

11

**BRE  
Announcements\***

- **344,053** total square feet
- **\$69M** capital investment
- **79** Net, New Jobs
- Average project = **\$6.3M**

**\$3.5  
million**

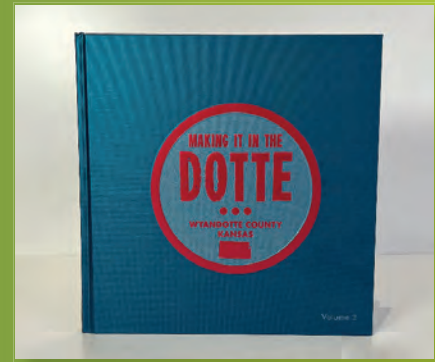
**New Jobs  
Payroll Impact**

\*Does not include University of Health System investment of \$66M for Cambridge Tower A, Floors 8-10.



**164  
BRE Visits**

- **62** average employee size
- **21%** plan to expand within 1 year
- **35%** introduced new products within 3 years
- **52%** hiring
- **\$24/hr (\$49,920 annually)** average wage
- **\$78,085** average property taxes paid in 2020
- **28** average number of years in operation in Wyandotte
- **19%** first time visits
- **22%** small manufacturing companies <=25 FTE
- **12%** minority or women-owned businesses
- **960** total BRE visits from 2014 – 2021

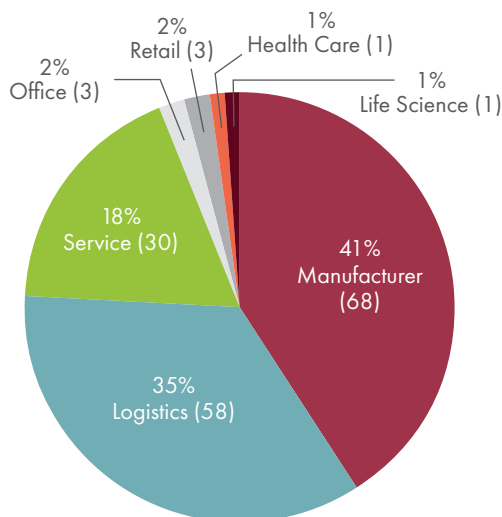


## MAKING IT IN THE DOTTE LOOKBOOK

In conjunction with the annual Industry Appreciation Event, Volume 2 of the Making It In The Dotte Lookbook was produced by WYEDC featuring 78 Wyandotte County manufacturing companies.

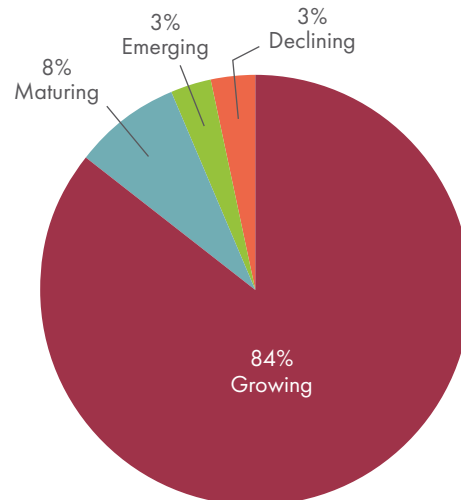
## INDUSTRIES SURVEYED

Out of 164 existing companies in 2021



## LIFE CYCLE

Out of 164 existing companies in 2021



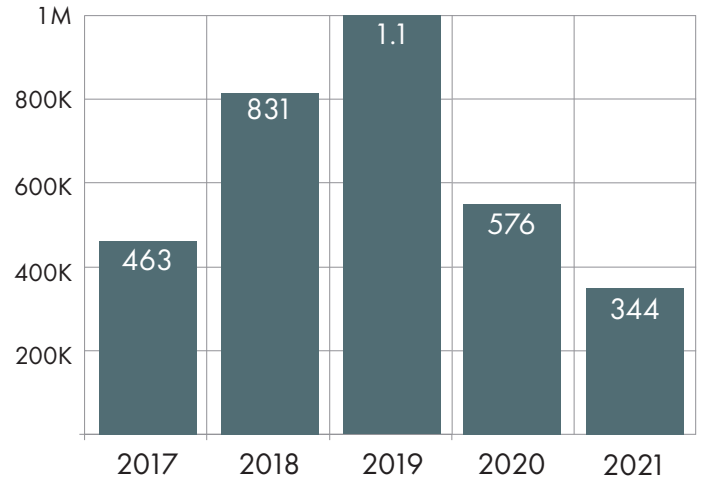
# BRE Trends (2017-2021)

The following is tracked annually to provide historical growth data within Wyandotte County.

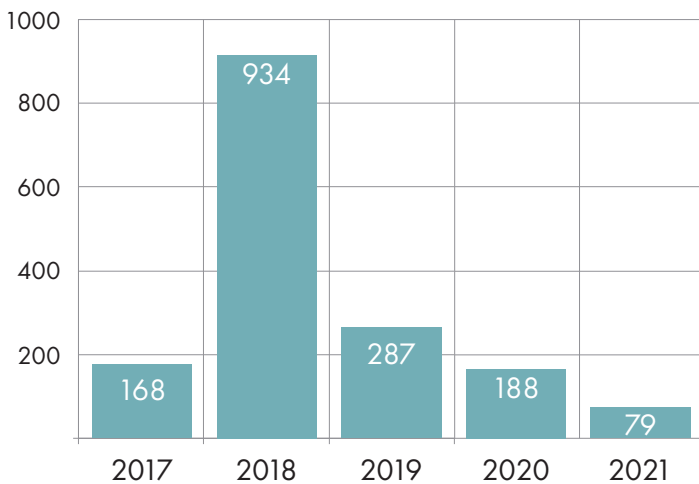
## CAPITAL INVESTMENTS



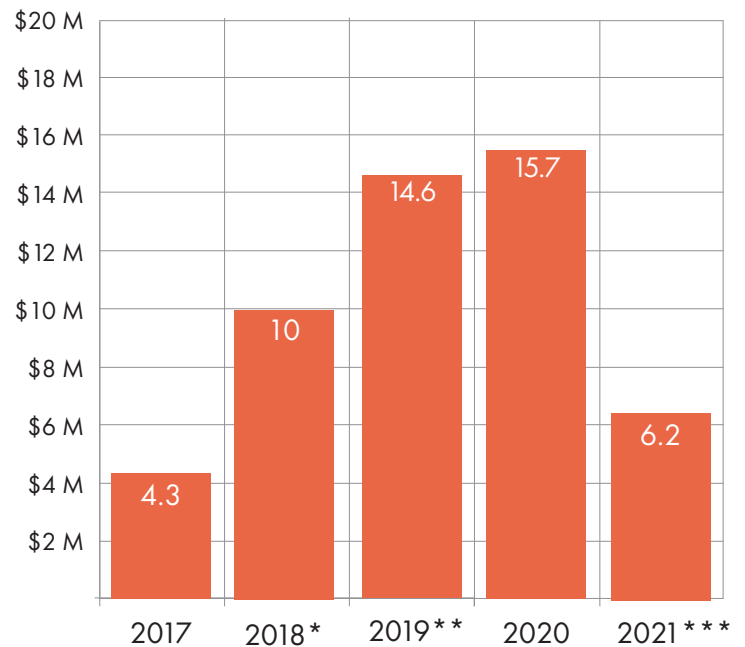
## TOTAL SQUARE FEET FROM EXPANSIONS



## NET NEW JOBS



## AVERAGE INVESTMENT FROM EXPANSIONS



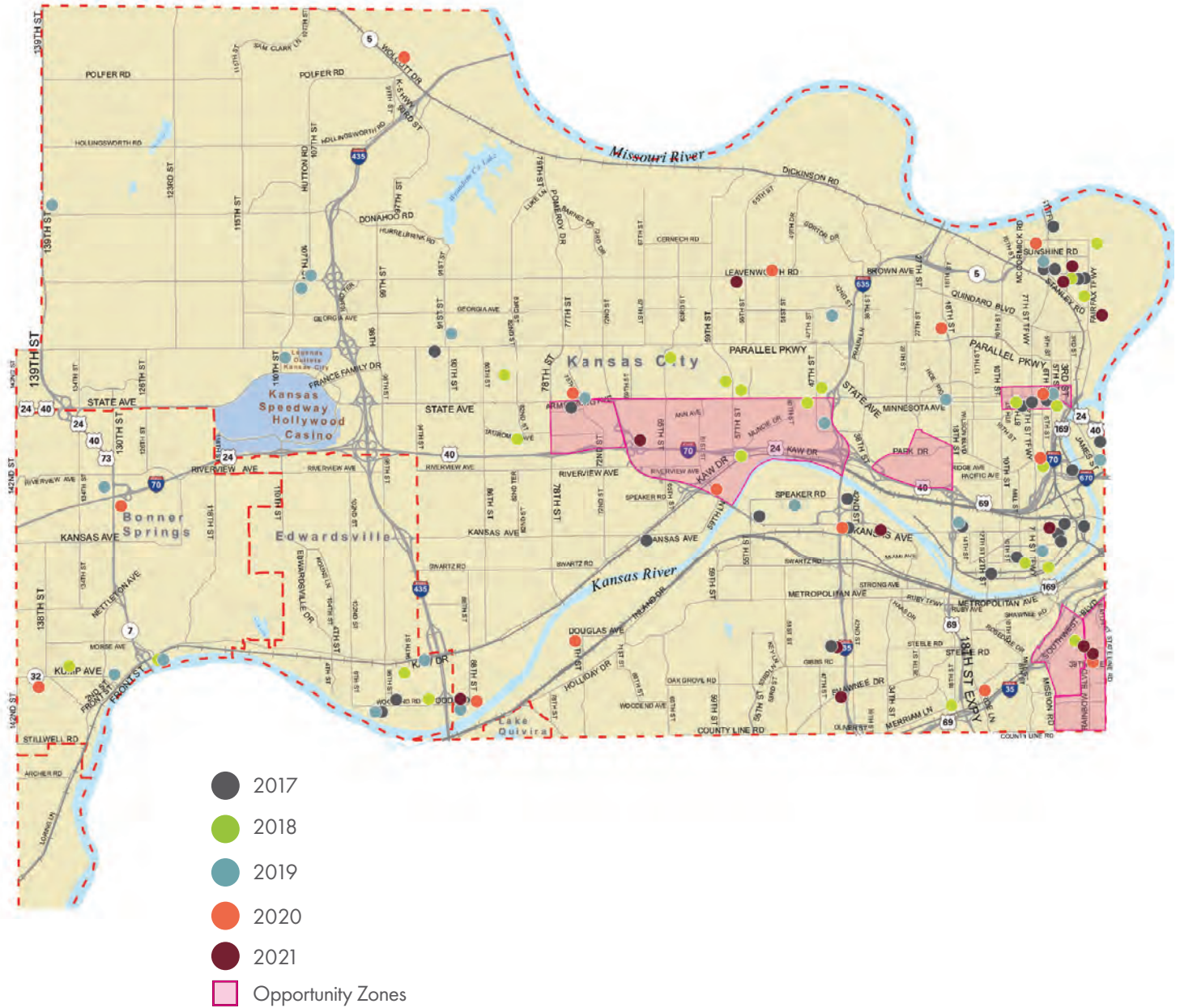
\*2018 excludes General Motors expansion

\*\*2019 excludes PQ Corporation expansion

\*\*\*2021 excludes KU Health System expansion

# BRE Investments

## COUNTY WIDE INVESTMENTS 2017-2021



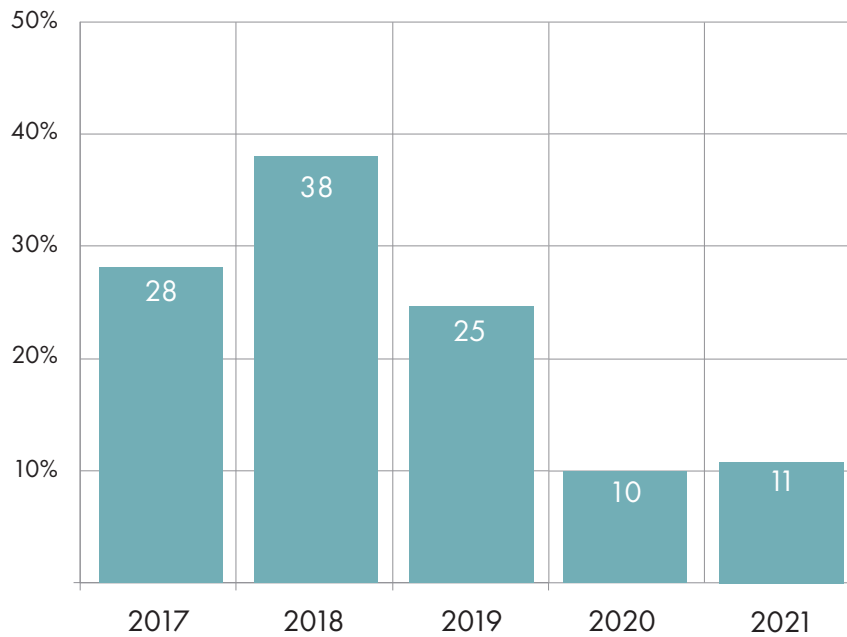
- 2017
- 2018
- 2019
- 2020
- 2021
- Opportunity Zones

## MEDIAN ANNUAL WAGES BY COUNTY

	2017	2018	2019	2020	2021
<b>Wyandotte County</b>	<b>\$40,081</b>	<b>\$40,102</b>	<b>\$39,471</b>	<b>\$41,307</b>	<b>\$44,259</b>
Johnson County	\$38,293	\$38,998	\$40,227	\$41,985	\$44,733
Leavenworth County	\$39,503	\$39,501	\$41,399	\$40,503	\$43,255

Source: Kansas Wage Survey, 2020, PEAK Median Wages by County

## PLANNED BUSINESS EXPANSIONS WITHIN 1 YEAR



# BRE Outreach

The WYEDC team approaches retention efforts by facilitating meetings with local businesses, workforce development partners, and federal, state and local leaders to proactively identify and solve challenges.



**WORKFORCE SOLUTIONS** are explored with each company during BRE visits. This includes marketing of positions, new training programs and incentives.

**KANSAS CITY KANSAS COMMUNITY COLLEGE (KCKCC)** tailors the desired training to correspond with the company's vision, mission and goals in order to support and/or foster the desired growth and innovation culture of the company.

**PREVENTATIVE MAINTENANCE TECHNICIAN (PMT) & INDUSTRIAL MAINTENANCE TECHNICIAN (IMT)** programs were developed to create talent pipelines for the transportation and manufacturing industries in collaboration with KCKCC, Kansas Department of Commerce Workforce AID, Kansas Manufacturing Solutions and Workforce Partnership.

**WORKFORCE OPPORTUNITIES NETWORK** is an email communication strategy that WYEDC implemented in order to communicate high wage jobs to populations that may be unaware of the opportunities.

**PROMOTING COLLEGE & CAREER ACADEMIES** by connecting employers to local school districts by developing and supporting in-demand technical pathways.

**WORKFORCE PARTNERSHIP** designs customized solutions based on the company's needs to assist in the areas of recruiting and training including: candidate recruitment, screening, proficiency testing, customized assessments, on/off site recruitment, training solutions, logistical support & interview space.

**LOCAL, MINORITY & WOMEN-OWNED (LMW) BUSINESS** program is designed to identify and increase the opportunity for local, minority, and woman-owned businesses to be awarded Wyandotte County projects and to provide local, state, and federal resources.



**EXPANDING GLOBAL TRADE** opportunities through awareness of resources, new markets and incentives.

## DEVELOPMENT PROCESS COMMUNICATION

including collaboration with Development Review Committee and assisting community partners to make the process efficient.



**COMMUNITY ENGAGEMENT** of employers is key to retaining companies and efforts include companies hosting tours, teaching classes, sponsoring space and equipment, participating on committees and much more.

**MARKETING** existing companies through Making It In The Dotted, BRE reports, WYEDC website, targeted BRE newsletter and regular WYEDC presentations.

# Community Health Improvement Plan, 2018-2023

## C.H.I.P.

The Jobs and Education Focus Group is working to remove or reduce five barriers to jobs and education of which the outcome will have a positive effect on poverty, discrimination, and adverse childhood experiences (ACE's) by 2023. Despite the second year of the COVID-19 pandemic, progress was made by all five Jobs and Education subcommittees listed below:



### CHILDCARE/EARLY CHILDHOOD EDUCATION

**Lead Agency:** The Family Conservancy

**2021 Update:**

- The Childcare Subcommittee supported 154 children with supplemental childcare scholarships through the Start Young program, which allowed parents to enter or remain in the workforce.
- Seventeen Start Young teachers participated in a Child Development Associate credential program.
- Nine teachers started higher education coursework in Early Childhood Education.



### CRIMINAL HISTORY

**Lead Agency:** Unified Government District Attorney's Office

**2021 Update:**

- Compiling a Wyandotte County resource guide for incarcerated and released individuals to identify the network of organizations that provide assistance.
- A Fair Chance Job Fair was held in partnership with the Kansas City Kansas Community College and Workforce Partnership.
- Work continues with Clean Slate legislation to provide automated expungement of certain records after sentence time is served.



### LANGUAGE

**Lead Agency:** Wyandotte Economic Development Council

**2021 Update:**

- The Language Subcommittee, in partnership with Kansas City Kansas Community College, successfully launched workplace Business ESL pilots at three local companies, supporting over 30 employees who completed ESL coursework during the workday.
- Company is slated to start workplace ESL coursework in early 2023 due to wait. Additional funding to grow the program is being explored.



### POST-SECONDARY EDUCATION/INDUSTRY RECOGNIZED CERTIFICATIONS

**Lead Agency:** Kansas State University - Olathe Campus

**2021 Update:**

- The Post-Secondary Subcommittee partnered with the CHIP Health Care Access team to develop and publish a Guide to Healthcare Careers for Wyandotte County Youth, which outlines career paths and earning potential in the growing healthcare field.
- The group also hosted a panel discussion on pathways to increase healthcare workforce diversity.



### TRANSPORTATION

**Lead Agency:** Mid-America Regional Council (MARC)

**2021 Update:**

- The Workforce Transportation Subcommittee supported a Unified Government Transportation Department grant application to the Kansas Department of Transportation for a pilot micro transit project identified for the Edwardsville Industrial Park workforce. Announcement of the grant awardees occurred in April 2022.



# Workforce Solutions



## POPULATION

165,447

Source: US Census ACS 2016-2020

Labor Participation Rate:

**Wyandotte County:** 65.9%

**Kansas:** 65.9%

**U.S.:** 58.4%

Poverty Level (all population)

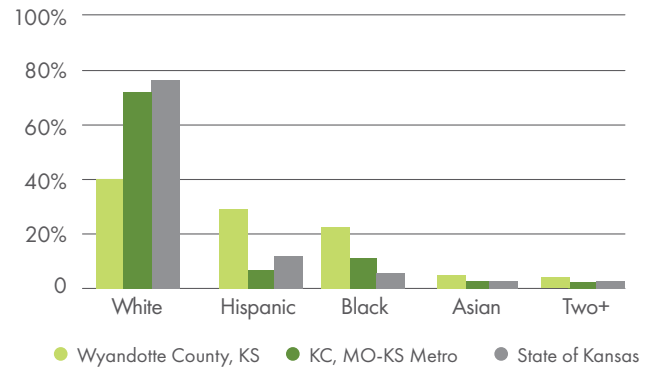
**Wyandotte County:** 16.9%

**Kansas:** 10.6%

**U.S.:** 11.4%

\*Source: US Census ACS 5-year, 2016-2020

## RACE AND ETHNICITY



Source: US Census ACS 5-year



## MEDIAN HOME INCOME

Wyandotte County MHI has improved 4 of the last 5 years.

**2020:** \$48,093 (82nd)\*

**2019:** \$46,881 (87th)\*

**2018:** \$47,285 (66th)\*

**2017:** \$46,310 (76th)\*

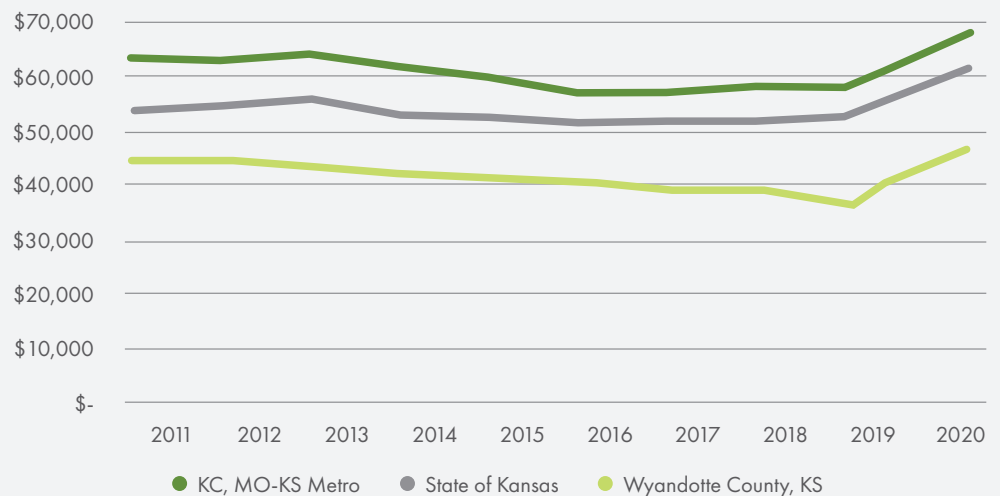
**2016:** \$43,396 (87th)\*

\*Out of 105 counties in Kansas

2019 Source: US Census ACS 2016-2020

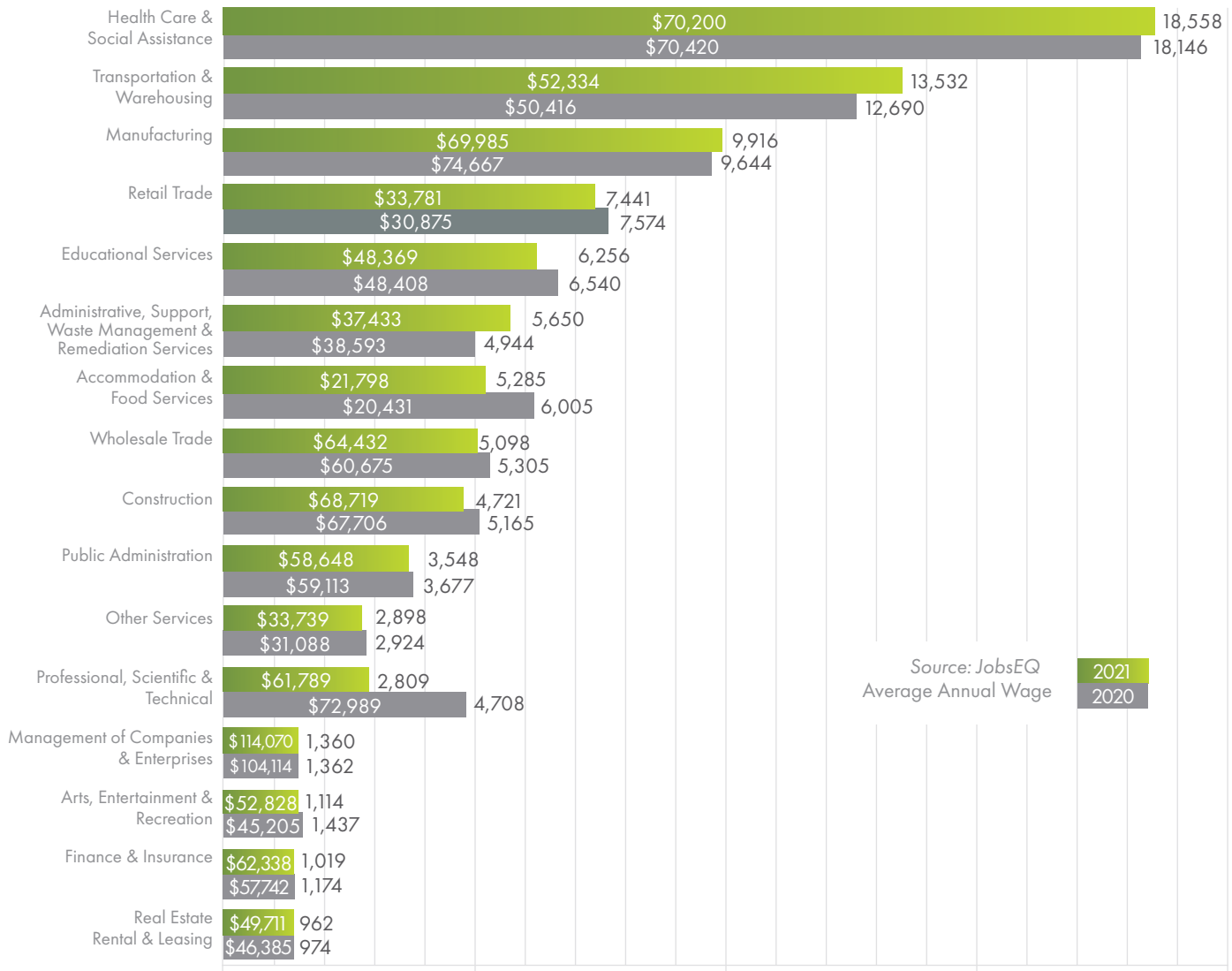
2015-2018 Source: US Census ACS 1-year

## MEDIAN HOUSEHOLD INCOME COMPARISON



# Workforce Solutions

## WYANDOTTE COUNTY EMPLOYMENT BY INDUSTRY, 2021 vs. 2020



### 2021 Top 10 Open Positions:



Registered Nurses



Sales Representatives of Services, Except Advertising, Insurance, Financial Services, and Travel



Heavy and Tractor-Trailer Truck Drivers



Laborers and Freight, Stock, and Material Movers, Hand



Retail Salespersons



Medical and Health Service Managers



Stockers and Order Fillers



Medical Secretaries and Administrative Assistants

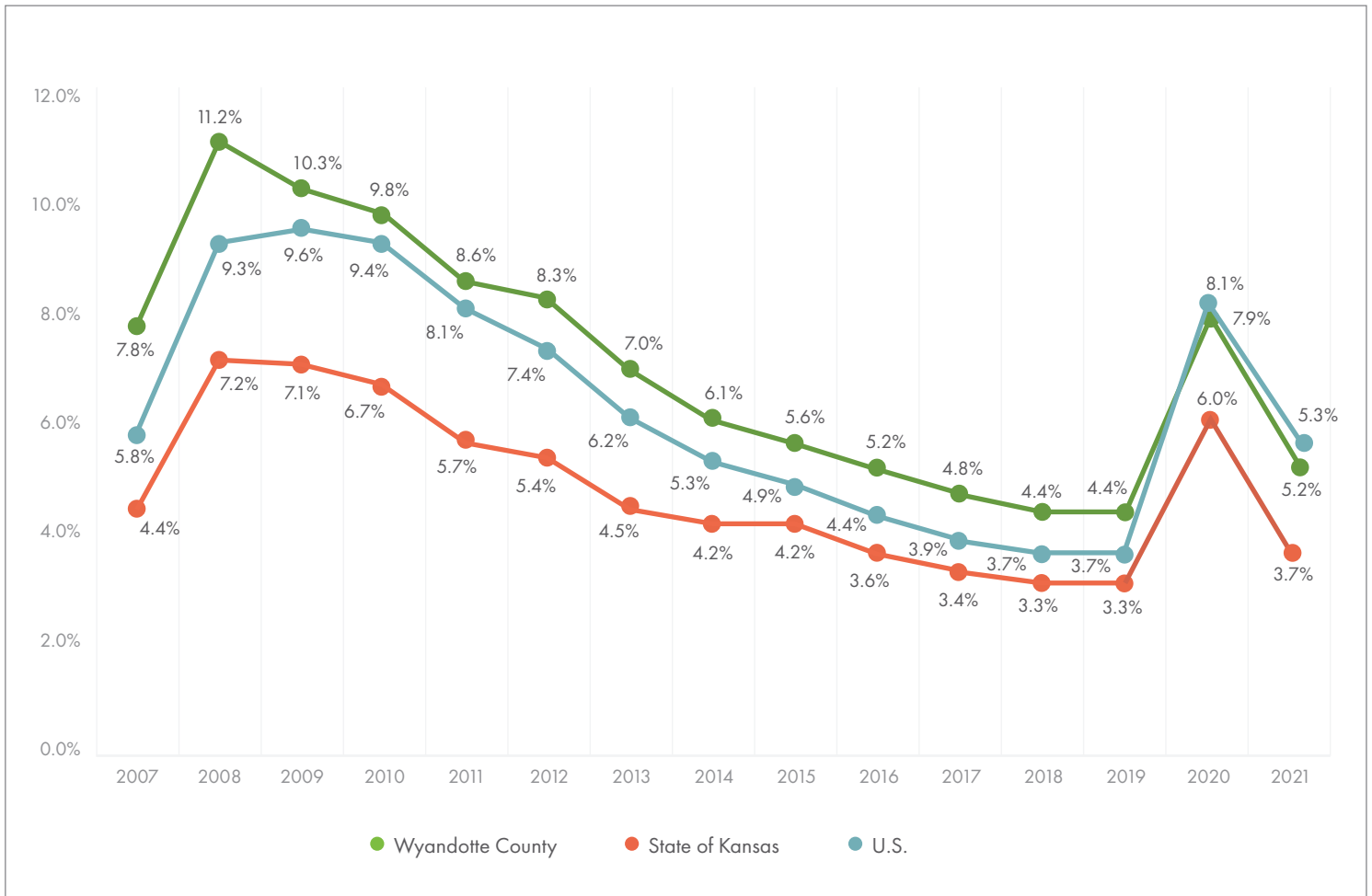


Maintenance and Repair Workers, General



Janitors & Cleaners, except Maids and Housekeeping Cleaners

# Annual Unemployment



Source: Source: Bureau of Labor Statistics, KS Dept. of Labor, LMIS  
 Participation Rate: Jobs EQ®

## Unemployment Rate (2021 annualized)

Wyandotte County: **5.2%**

Metro: **4.0%**

Kansas: **3.7%**

U.S.: **5.3%**



**ECONOMIC DEVELOPMENT COUNCIL**

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