WYEDC 2019 ANNUAL IMPACT

ONE DOTTE

THREE CITIES. ONE COUNTY. ONE GOAL.

27 YEARS of Economic Development success.

$4.9 BILLION in capital investments announced over the last 10 years.

OUR MISSION

Promote and strengthen Wyandotte County’s economy through innovative approaches to programs, partnerships and leadership in industrial, residential and retail markets.

2019 BUSINESS PLAN

ATTRACTION/MARKETING
- Refine third-party lead generation program
- Identify corridors of opportunity throughout the county and potential land use
- Identify sectors within agriculture and food-related industries
- Promote e-Commerce/ flex tech/business park developments

RETENTION/EXPANSION
- Survey at least 125 existing companies
- Align outreach to manufacturing/industrial companies with Kansas Manufacturing Solutions
- Continue strengthening communication and outreach efforts
- Coordinate efforts to create an Industrial Maintenance Technician program

WORKFORCE SOLUTIONS
- Coordinate the Workforce Solutions Committee
- Implement the Jobs & Education focus areas for the Community Health Improvement Plan
- Continue seeking ways to increase Wyandotte County’s Median Household Income to the state level
- Develop a faith-based outreach initiative to help connect citizens to jobs

ORGANIZATIONAL GOALS
- Annual announced investments to the county: $400M
- 500,000 square feet of leased or new construction announced
- 750 new or retained jobs
- Manage revenues and expenses to not exceed the bottom line adopted budget
CAPITAL INVESTMENTS AND PROJECTS

<table>
<thead>
<tr>
<th>Year</th>
<th>Investments (in millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>276</td>
</tr>
<tr>
<td>2011</td>
<td>158</td>
</tr>
<tr>
<td>2012</td>
<td>241</td>
</tr>
<tr>
<td>2013</td>
<td>932</td>
</tr>
<tr>
<td>2014</td>
<td>329</td>
</tr>
<tr>
<td>2015</td>
<td>690</td>
</tr>
<tr>
<td>2016</td>
<td>883</td>
</tr>
<tr>
<td>2017</td>
<td>414</td>
</tr>
<tr>
<td>2018</td>
<td>556</td>
</tr>
<tr>
<td>2019</td>
<td>433</td>
</tr>
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## PROJECT ANNOUNCEMENTS

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>S.F.</th>
<th>$ VALUE</th>
<th>JOBS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boulevard Lofts</td>
<td>50 units</td>
<td>$10.6M</td>
<td>N/A</td>
</tr>
<tr>
<td>Environmental Works</td>
<td>44K</td>
<td>$1M</td>
<td>35</td>
</tr>
<tr>
<td>Fastenal</td>
<td>120K</td>
<td>$11M</td>
<td>12</td>
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<tr>
<td>Hilton Garden Inn</td>
<td>0</td>
<td>$5.5M</td>
<td>0</td>
</tr>
<tr>
<td>Piper Village</td>
<td>0</td>
<td>$40M</td>
<td>4</td>
</tr>
<tr>
<td>Tippin’s Gourmet Pies</td>
<td>55K</td>
<td>$1.6M</td>
<td>57</td>
</tr>
<tr>
<td>KCK Fire Dept. Piper Station</td>
<td>10.8K</td>
<td>$4.3M</td>
<td>0</td>
</tr>
<tr>
<td>Downtown Parking Garage</td>
<td>0</td>
<td>$1.1M</td>
<td>0</td>
</tr>
<tr>
<td>Manna Pro</td>
<td>0</td>
<td>$2M</td>
<td>0</td>
</tr>
<tr>
<td>Piper Elementary School</td>
<td>0</td>
<td>$35M</td>
<td>0</td>
</tr>
<tr>
<td>Reddi Services</td>
<td>16K</td>
<td>$2.5M</td>
<td>10</td>
</tr>
<tr>
<td>Buzzi Unicem</td>
<td>0</td>
<td>$5M</td>
<td>2</td>
</tr>
<tr>
<td>EvapTech</td>
<td>54K</td>
<td>$5.4M</td>
<td>75</td>
</tr>
<tr>
<td>KC Tank</td>
<td>35K</td>
<td>$1.8M</td>
<td>10</td>
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<tr>
<td>Security Bank</td>
<td>3.5K</td>
<td>$1.3M</td>
<td>0</td>
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<tr>
<td>Success NationalLease</td>
<td>19K</td>
<td>$2.5M</td>
<td>6</td>
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<tr>
<td>West Park Elementary</td>
<td>70K</td>
<td>$19.2M</td>
<td>0</td>
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<tr>
<td>Family Tree Nursery</td>
<td>245.9K</td>
<td>$5M</td>
<td>30</td>
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<tr>
<td>Lowell Brune Elementary</td>
<td>72K</td>
<td>$19M</td>
<td>0</td>
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<tr>
<td>Aspen Dental</td>
<td>3.5K</td>
<td>$997K</td>
<td>8</td>
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<tr>
<td>Railway Service Contractors</td>
<td>31.2K</td>
<td>$664K</td>
<td>11</td>
</tr>
<tr>
<td>Thai Son</td>
<td>2.1K</td>
<td>$620K</td>
<td>0</td>
</tr>
<tr>
<td>Loomis Armored US</td>
<td>56K</td>
<td>$10.7M</td>
<td>100</td>
</tr>
<tr>
<td>Y Lofts</td>
<td>44 units</td>
<td>$8.9M</td>
<td>N/A</td>
</tr>
<tr>
<td>Bonner Springs Gov’t. Services</td>
<td>43.4K</td>
<td>$14M</td>
<td>0</td>
</tr>
<tr>
<td>Aldi’s - Village West</td>
<td>19.2K</td>
<td>$3M</td>
<td>15</td>
</tr>
<tr>
<td>Scavuzzo’s Foodie Park</td>
<td>278K</td>
<td>$115M</td>
<td>70</td>
</tr>
<tr>
<td>Iowa Laundromat</td>
<td>3.1K</td>
<td>$182K</td>
<td>1</td>
</tr>
<tr>
<td>Utility Trailer Sales KC</td>
<td>8.6K</td>
<td>$750K</td>
<td>11</td>
</tr>
<tr>
<td>Windridge Estates (Phase 2)</td>
<td>21K</td>
<td>$3.9M</td>
<td>0</td>
</tr>
<tr>
<td>PQ Zeolyst</td>
<td>0</td>
<td>$100M</td>
<td>17</td>
</tr>
</tbody>
</table>
**BUSINESS RETENTION & EXPANSION**

- **33** Total BRE Active Projects
- **26** Expansion/Retention Announcements:
  - 1,068,169 total square feet
  - $381M capital investment
  - 287 Net, New Jobs
  - Average project = $14.6M
- **$13 MILLION** New Jobs Payroll Impact

**GOAL:** Annually survey at least 125 existing businesses and provide trend data based on findings.

- 27 average employee size
- 25% plan to expand within 1 year
- 7% introduced new products within 3 years
- 40% hiring
- $22 average wage
- $41,065 average property taxes paid in 2018
- 29 average number of years in Wyandotte
- 768 total BRE visits from 2014 – 2019

**BRE Visits**

- 34% Manufacturing/Industrial
- 21% Logistics/Transportation
- 39% Service

**Total Company Sales**

- 43% Increasing
- 42% Stable
- 15% Decreasing

43% of Wyandotte County companies reported that 2019 sales increased.

**Life Cycle**

- 40% Growing
- 45% Maturing
- 5% Declining
- 10% Emerging

40% of businesses interviewed in 2019 reported that they are experiencing a growth stage.
HISTORICAL JOB RETENTION/CREATION

WYANDOTTE COUNTY EMPLOYMENT BY INDUSTRY, 2018

<table>
<thead>
<tr>
<th>Industry</th>
<th>Employment</th>
<th>Average Annual Wage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Health Care &amp; Social Assistance</td>
<td>17,633</td>
<td>$67,100</td>
</tr>
<tr>
<td>Transportation &amp; Warehousing</td>
<td>12,712</td>
<td>$49,221</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>10,322</td>
<td>$70,988</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>8,041</td>
<td>$30,341</td>
</tr>
<tr>
<td>Educational Services</td>
<td>6,596</td>
<td>$45,662</td>
</tr>
<tr>
<td>Accommodation &amp; Food Services</td>
<td>6,005</td>
<td>$20,431</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>5,664</td>
<td>$60,071</td>
</tr>
<tr>
<td>Construction</td>
<td>5,473</td>
<td>$61,943</td>
</tr>
<tr>
<td>Administrative, Support, Waste Management and Remediation Services</td>
<td>5,112</td>
<td>$34,829</td>
</tr>
<tr>
<td>Professional, Scientific &amp; Technical Services</td>
<td>4,518</td>
<td>$74,333</td>
</tr>
<tr>
<td>Public Administration</td>
<td>3,688</td>
<td>$57,603</td>
</tr>
<tr>
<td>Other Services</td>
<td>2,779</td>
<td>$29,752</td>
</tr>
<tr>
<td>Arts, Entertainment &amp; Recreation</td>
<td>1,868</td>
<td>$41,047</td>
</tr>
<tr>
<td>Management of Companies and Enterprises</td>
<td>1,334</td>
<td>$106,794</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>1,157</td>
<td>$55,677</td>
</tr>
<tr>
<td>Real Estate Rental &amp; Leasing</td>
<td>1,090</td>
<td>$46,883</td>
</tr>
</tbody>
</table>

Source: JobsEQ

Average Annual Wage
CHIP

COMMUNITY HEALTH IMPROVEMENT PLAN

Increase access to quality jobs and education in Wyandotte County by reducing or removing key barriers and evaluate how removing barriers will have a positive effect on poverty, discrimination and adverse childhood experiences (ACE’s) by 2023.

Goal: Increase number of full-day, full-year child-care spaces from 4,542 to 4,842 by 6/30/21 (300 spaces)

2019 Result: Increase of 475 net new spaces in last 12 months which exceeds goal by 175 spaces in first year

Lead Agency: The Family Conservancy

Goal: Increase the percent of the county’s population that speaks English “very well” from 87.7% to 93.4%

Lead agency: Wyandotte Economic Development Council

Goal: Increase the percent of residents who commute to work using public transportation from 1.05% to 2.8%

Strategy: Pilot an employer transportation effort in Edwardsville

Lead agency: Mid-America Regional Council

Goal: Support and expand college and career readiness efforts in the county

Goal: Build supportive systems to remove barriers and improve access to continuing education and living wage job opportunities

Lead Agency: Kansas State University-Olathe Campus

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**Workforce Solutions**

**Population**
165,288

**Labor Participation Rate:**
- **Wyandotte County:** 66.5%
- **Kansas:** 66.4%
- **U.S.:** 66.3%
  
  Source: JobsEQ RTI

**Poverty Level (all population):**
- **Wyandotte County:** 17.7%
- **Kansas:** 12%
- **U.S.:** 13.1%
  
  Source: censusreporter.org

**Worked Full-Time Past 12 Months, Income Below Poverty (25+ years old):** 21%
  
  Source: mySidewalk, ACS 2018

**Median Home Income**
$47,285

Wyandotte County MHI has increased each of the last 3 years:
- **2018:** $47,285 (66th)*
- **2017:** $46,310 (76th)*
- **2016:** $43,396 (87th)*
- **2015:** $41,746 (95th)*

*Out of 105 counties in Kansas

**Race and Ethnicity**

<table>
<thead>
<tr>
<th></th>
<th>White</th>
<th>Hispanic</th>
<th>Black</th>
<th>Asian</th>
<th>Two+</th>
</tr>
</thead>
<tbody>
<tr>
<td>KC, MO-KS Metro</td>
<td>67%</td>
<td>12%</td>
<td>12%</td>
<td>7%</td>
<td>8%</td>
</tr>
<tr>
<td>State of Kansas</td>
<td>61%</td>
<td>11%</td>
<td>8%</td>
<td>7%</td>
<td>6%</td>
</tr>
<tr>
<td>Wyandotte County, KS</td>
<td>71%</td>
<td>10%</td>
<td>5%</td>
<td>7%</td>
<td>4%</td>
</tr>
</tbody>
</table>

Source: Census Reporter, AC 2017

**Median Household Income Comparison**

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<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>KC, MO-KS Metro</td>
<td>$58,000</td>
<td>$58,000</td>
<td>$57,000</td>
<td>$57,000</td>
<td>$56,000</td>
<td>$55,000</td>
<td>$54,000</td>
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<td>$53,000</td>
<td>$53,000</td>
<td>$52,000</td>
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<tr>
<td>State of Kansas</td>
<td>$50,000</td>
<td>$51,000</td>
<td>$51,000</td>
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<td>$51,000</td>
<td>$51,000</td>
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<td>$51,000</td>
<td>$51,000</td>
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<tr>
<td>Wyandotte County, KS</td>
<td>$45,000</td>
<td>$45,000</td>
<td>$45,000</td>
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<td>$45,000</td>
<td>$45,000</td>
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<td>$45,000</td>
</tr>
</tbody>
</table>

Source: Census Reporter, AC 2017
COUNTY WIDE INVESTMENTS 2015-2019

STATS:
- 210 Announced Successes
- 99 Projects were East of I-635 (47%)
- $2.9B Invested
- $1.62B East of I-635 (56%)
- 8,993 Retained/New Jobs
- 3,144 New/Retained jobs East of I-635 (35%)
INVESTORS

COMMUNITY PARTNERS

TITANIUM INVESTORS

PLATINUM INVESTORS
GOLD INVESTORS

A.L. HUBER
GENERAL CONTRACTOR

Alpha-Omega Geotech

Arco

ATMOS Energy

Dean Construction

Bank of Labor

Baron

Continental

Central Bank of the Midwest

Colliers

Commerce Bank

Donnelly College

ESS

Emery Sapp & Sons, Inc.

First Legend Bank & Trust

Gilmore Bell

GLMV Architecture

Heartland Construction

Intertek

Ipsi

Kelly Construction Group, Inc.

Knit-Rite

Mark One Electric Company, Inc.

MVP

McCarthy

MillerStauch

MKEC

Newmark Grubb

Perry Holding, Inc.

Polsinelli

Providence Medical Center

Reactors

Straub

Telenet

TMS

Tradebot

Tran Systems

Turner

UMB Bank

WSP

Wyandot Behavioral Health Network

BRONZE INVESTORS

Archimages

Arvest Bank

Bank Midwest

Copaken Brooks

Express Employment Professionals

FDF Wealth Strategies

Fishman Commercial Real Estate

FSC, Inc.

GBA Companies

Greater KC Foreign Trade Zone, Inc.

Heartland Business Capital

Henderson Engineering

Hunt Midwest

Jones Development Company

KCK Area Chamber of Commerce

KCK Public Schools

Kansas Gas Service

KBS Constructors

Lathrop & Gage

Olsson

PRETECH Corporation

Reece Commercial

Renaissance Infrastructure Consulting

Terracon

TreanorHL

Unite Private Networks

University of Kansas Medical Center

US Engineering Company

Wells Fargo
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Rose Design Build

Tiffany Stovall, Treasurer
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Kevin Honomichl, Secretary
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Commissioner Tom Burroughs
Unified Government of Wyandotte County/KCK

Scott Grandon
Pipefitters Association Local Union 533

Mayor Jeff Harrington
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Mark Long
Newmark Grubb Zimmer

Mayor John McTaggart
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McCownGordon Construction

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