KMS’s mission is to **grow Kansas manufacturing** by delivering solutions to small and medium sized manufacturers with **value driven results**.

KMS is the **only** advisory firm solely focused on growing Kansas manufacturing with proven published results.

**KMS and WYEDC are jointly committed** to growing the manufacturing economy of Kansas. WYEDC is a strategic partner of KMS which allows direct funding of specific programs that deliver on the manufacturing floor, plant facilities or the C suite all with the intent of fueling Kansas industry.

**KMS’S CORE CAPABILITIES**

**SAVINGS:**
- **Lean**: Reduce Waste and Improve Efficiency
- **Energy**: Institute Energy Savings to Increase Profits

**EFFICIENCY:**
- **Supply Chain**: Create an Efficient, Perpetual, and Agile Supply Chain
- **Workforce**: Attract, Develop, Reward and Maintain a Skilled Workforce

**MANAGEMENT:**
- **Quality**: Develop a Continuous Improvement Process to Deliver Quality for Your Operations
- **Financial**: Comprehensive Financial Expertise focused on Kansas Manufacturing Companies

“**Best Harvest Bakeries partnered with KMS to conduct a LEAN assessment capitalizing on their LEAN consulting services tailored to our specific business. This program is in process, but already I can see it has and will deliver great ROI.”**

Edward Honesty
President and COO, Best Harvest Bakeries
BUSINESS RETENTION & EXPANSION

33 Total BRE Active Projects

26 Expansion/Retention Announcements:
- 1,068,168 total square feet
- $381M capital investment
- 287 Net, New Jobs
- Average project = $14.6M
  (Excludes PQ Corp.)

$13 MILLION New Jobs Payroll Impact

154 BRE Visits

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 2019
- 29 average number of years in Wyandotte
- 768 total BRE visits from 2014 – 2019

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
4% Declining
10% Emerging

40% of businesses interviewed in 2019 reported that they are experiencing a growth stage.
Since 2014, 768 total business retention and expansion interviews have been conducted.

**BRE VISITS**

<table>
<thead>
<tr>
<th>Year</th>
<th>BRE Visits</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>122</td>
</tr>
<tr>
<td>2016</td>
<td>128</td>
</tr>
<tr>
<td>2017</td>
<td>136</td>
</tr>
<tr>
<td>2018</td>
<td>128</td>
</tr>
<tr>
<td>2019</td>
<td>154</td>
</tr>
</tbody>
</table>

**PLAN EXPANSION WITHIN 1 YEAR**

| Year | Expansion Rate%
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>38%</td>
</tr>
<tr>
<td>2016</td>
<td>41%</td>
</tr>
<tr>
<td>2017</td>
<td>28%</td>
</tr>
<tr>
<td>2018</td>
<td>38%</td>
</tr>
<tr>
<td>2019</td>
<td>25%</td>
</tr>
</tbody>
</table>

**AVERAGE HIRES FROM EXPANSIONS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Hires</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>12</td>
</tr>
<tr>
<td>2016</td>
<td>23</td>
</tr>
<tr>
<td>2017</td>
<td>7</td>
</tr>
<tr>
<td>2018</td>
<td>43</td>
</tr>
<tr>
<td>2019</td>
<td>12</td>
</tr>
</tbody>
</table>

**AVERAGE INVESTMENT FROM EXPANSIONS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Average Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$2 M</td>
</tr>
<tr>
<td>2016</td>
<td>$2.3 M</td>
</tr>
<tr>
<td>2017</td>
<td>$4.3 M</td>
</tr>
<tr>
<td>2018</td>
<td>$10 M</td>
</tr>
<tr>
<td>2019</td>
<td>$14.6 M</td>
</tr>
</tbody>
</table>

*2018 does not include General Motors Expansion
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 any challenges a company might have including:

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

**FAITH-BASED INITIATIVE**
is a new community development strategy WYEDC has implemented in order to communicate with the faith-based community to explore solutions for workforce, childcare, transportation, criminal history and education.

**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. Five cohorts have been started since PMT’s inception; two cohorts have been started since IMT’s inception.

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

**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.

**PROMOTING COLLEGE & CAREER ACADEMIES (DIPLOMA+)**
by connecting employers to KCKPS and developing 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.

**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 Dotte video, BRE Reports, WYEDC website, targeted BRE newsletter and regular WYEDC presentations.
2019 KEY FINDINGS

COMMUNITY STRENGTHS

| 1. Location | 2. Transportation | 3. Quality of Existing Workforce |

COMMUNITY CHALLENGES

| 1. Property Appraisals/Taxes | 2. Finding Additional Skilled Labor | 3. Infrastructure |

2019 EXPANSION COMPARISONS

MEDIAN ANNUAL WAGES BY COUNTY

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wyandotte County</td>
<td>$37,349</td>
<td>$38,573</td>
<td>$40,081</td>
<td>$40,102</td>
<td>$39,471</td>
</tr>
<tr>
<td>Johnson County</td>
<td>$37,152</td>
<td>$37,243</td>
<td>$38,293</td>
<td>$38,998</td>
<td>$40,227</td>
</tr>
<tr>
<td>Leavenworth County</td>
<td>$40,281</td>
<td>$40,452</td>
<td>$39,503</td>
<td>$39,501</td>
<td>$41,399</td>
</tr>
</tbody>
</table>

Source: Kansas Wage Survey, 2019, PEAK Median Wages by County
INDIVIDUAL CITY FINDINGS

2019 RETENTION VISITS BY INDUSTRY

KEY
- Manufacturing (52)
- Service (60)
- Logistics (32)
- Office (1)
- Retail (9)
CHIP COMMUNITY HEALTH IMPROVEMENT PLAN

Increasing 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.

Lead agency: Wyandotte Economic Development Council

CHILDRENS/EARLY CHILDHOOD EDUCATION

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

CHILDCARE/EARLY CHILDHOOD EDUCATION

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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

TRANSPORTATION

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

CRIMINAL HISTORY

Strategy: Expand availability of appropriate expungement services

2019 Result: Summer expungement clinic concluded with 315 individuals who qualified for expungement

Strategy: Establish trainings to educate employers about tax credits and advantages for hiring ex-offenders

2019 Result: Fair Chance Hiring Employment Fair held to discuss Workforce Opportunity Tax Credits and federal bonding with business attendees

Lead agency: KS Department of Commerce

POST SECONDARY EDUCATION/ INDUSTRY RECOGNIZED TRAINING

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

LANGUAGE

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

Lead agency: KS Department of Commerce

WYEDC 2019 BRE Report
**POPULATION**
165,324

<table>
<thead>
<tr>
<th>Labor Participation Rate:</th>
<th>Poverty Level (all population)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wyandotte County: 66.5%</td>
<td>Wyandotte County: 17.7%</td>
</tr>
<tr>
<td>Kansas: 66.4%</td>
<td>Kansas: 12%</td>
</tr>
<tr>
<td>U.S.: 66.3%</td>
<td>U.S.: 13.1%</td>
</tr>
</tbody>
</table>

Source: JobsEQ RTI  
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**

*Source: Census Reporter, AC 2017

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**MEDIAN HOUSEHOLD INCOME COMPARISON**

*Source: Census Reporter, AC 2017*
### WYANDOTTE COUNTY EMPLOYMENT BY INDUSTRY, 2019

<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>17,834</td>
<td>$66,821</td>
</tr>
<tr>
<td>Transportation &amp; Warehousing</td>
<td>12,476</td>
<td>$49,314</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>10,642</td>
<td>$70,917</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>7,926</td>
<td>$30,319</td>
</tr>
<tr>
<td>Educational Services</td>
<td>6,718</td>
<td>$46,284</td>
</tr>
<tr>
<td>Accommodation &amp; Food Services</td>
<td>6,219</td>
<td>$20,342</td>
</tr>
<tr>
<td>Administrative &amp; Support &amp; Waste Management &amp; Remediation Services</td>
<td>5,604</td>
<td>$34,630</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>5,508</td>
<td>$61,059</td>
</tr>
<tr>
<td>Construction</td>
<td>5,241</td>
<td>$60,755</td>
</tr>
<tr>
<td>Professional, Scientific &amp; Technical</td>
<td>4,566</td>
<td>$72,931</td>
</tr>
<tr>
<td>Public Administration</td>
<td>3,711</td>
<td>$57,488</td>
</tr>
<tr>
<td>Other Services (Except Public Administration)</td>
<td>2,905</td>
<td>$29,821</td>
</tr>
<tr>
<td>Arts, Entertainment &amp; Recreation</td>
<td>1,872</td>
<td>$42,001</td>
</tr>
<tr>
<td>Management of Companies &amp; Enterprises</td>
<td>1,326</td>
<td>$109,634</td>
</tr>
<tr>
<td>Finance &amp; Insurance</td>
<td>1,169</td>
<td>$56,156</td>
</tr>
<tr>
<td>Real Estate Rental &amp; Leasing</td>
<td>1,030</td>
<td>$46,385</td>
</tr>
</tbody>
</table>

Source: JobsEQ

### 40% Are Hiring

<table>
<thead>
<tr>
<th>Top Traits/Soft Skills Employers Request:</th>
<th>Top Open Positions:</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Communication (verbal and written)</td>
<td>Registered Nurses</td>
</tr>
<tr>
<td>2. Cooperative/Team Player</td>
<td>Heavy and Tractor/Trailer Truck Drivers</td>
</tr>
<tr>
<td>3. Customer Service</td>
<td>Maintenance and Repair Technicians</td>
</tr>
</tbody>
</table>

Source: JobsEQ
ANNUAL UNEMPLOYMENT

Workforce Participation Rate
Wyandotte County: 66.2%
Kansas: 66.5%
U.S.: 63.3%

Unemployment Rate (Dec)
Wyandotte County: 4.4%
Metro: 3.3%
Kansas: 3.3%
U.S.: 3.7%

Source: Bureau of Labor Statistics, October 2019; KS Dept. of Labor, LMIS, September 2019
Participation Rate: Jobs EQ®
Marcia Harrington
Senior Director,
Business Retention & Workforce Solutions

Jonnathan Salazar
Business Retention & Expansion Coordinator

Loretta Colombel
Business Retention & Expansion Consultant