

Finney County Economic Development Corporation

2009 Annual Report

**Garden City, Kansas
January 20, 2010**



TABLE OF CONTENTS

Letter from the President	3
2009 Partners & Board Members	4
Mission Statement/Cooperative Partnership	5
FCEDC 2010 Goals.....	6-8
Communication/Marketing Plan	
Partners Expectations – Defining Success, 8-Point Plan	
2009 Prospect & Business Review.....	9-13
FCEDC Projects.....	14-15
2009 Capital Investments	16
2009 Jobs Created.....	17
Conclusion.....	18



Finney County Economic Development Corporation

Letter from the President

Energy, Enthusiasm and a creative “Can Do Spirit” is how I summarize 2009.

This past year did prove to be a challenging one in the area of economic development, with regards to the overall slowdown in both the national and state economies. However, FCEDC staff and our partners rolled up our sleeves and went about the work of creating a standard for economic development in our region. I firmly believe our efforts produced substance for all who live and enjoy a strong quality of life in Finney County. For instance, ***Garden City ranked as the 9th least expensive urban area in the United States for the second quarter of 2009 according to the Council for Community and Economic Research which handles the ACCRA Cost of Living Index.***

As you will read in this report, at FCEDC we strive to do a lot with the resources we have available. With our success and gains Finney County was not immune to the economic slowdown we were informed of reductions in business by existing businesses, and plans for new businesses being put on hold by expanding companies. In spite of these challenges we achieved growth and development in Finney County. FCEDC will continue to capitalize on all opportunities provided us.

I am proud of the work my staff has done over the last year and I am grateful of the direction given to me by the FCEDC Board of Directors. I look forward to the opportunities that 2010 brings for FCEDC and Finney County and feel confident that with the support of our community we will continue growing a strong and thriving local economy.

Sincerely,

Eric Depperschmidt

FCEDC President

2009 PARTNERS & BOARD MEMBERS

FCEDC PARTNERS

CITY OF GARDEN CITY

CITY OF HOLCOMB

FINNEY COUNTY

GARDEN CITY COMMUNITY COLLEGE

FCEDC BOARD MEMBERS

RON SCHWARTZ - GARDEN CITY COMMUNITY COLLEGE REPRESENTATIVE

CHAIRMAN

DOUG KELLER - CITY OF GARDEN CITY REPRESENTATIVE

VICE CHAIRMAN

BRETT CROTTS - FINNEY COUNTY REPRESENTATIVE

DWANE ROTH - CITY OF HOLCOMB REPRESENTATIVE

CATHERINE MCKINLEY - CITY OF GARDEN CITY REPRESENTATIVE

BOB TEMPLE - FINNEY COUNTY REPRESENTATIVE

TOM WALKER - FINNEY COUNTY REPRESENTATIVE

MISSION STATEMENT

Finney County Economic Development Corporation is an organization whose mission is to retain and attract employment and investments in a diversified local economy consistent with community economic development priorities.

"To facilitate primary business expansion and retention in Finney County area that will build a stronger, more diversified economy and increase the economic vitality and wealth of Finney County". Our mission will be accomplished in the following four ways:

- ◆ To promote, aid, develop and advance new business and industry in the Finney County area that will provide skilled, high wage primary jobs for the welfare of the community.
- ◆ Assisting existing primary business and industry with growth and expansion plans through a pro-active business retention and expansion program.
- ◆ Creating a business environment conducive to entrepreneurialism by providing financial support and technical assistance to primary businesses in collaboration with partner agencies.
- ◆ to promote and assist the growth and development of small business concerns;

COOPERATIVE PARTNERING PHILOSOPHY:

The Finney County Economic Development Corporation is committed to ensuring economic vitality and innovation to enhance the community and quality of life for Finney County citizens.

To reach our goals, it will take a cooperative partnership between Finney County, the cities within Finney County, Garden City Community College, and Garden City Area Chamber of Commerce. FCEDC will develop partnerships at local, state and federal levels. Finney County will continue to grow as a progressive, caring place to live characterized by a healthy civic infrastructure. This partnership is built on a desire to improve the community and a cooperative spirit among the citizens. There is an understanding that economic development and community development is a process of continuous improvement that depends on teamwork, pride, cultural diversity and a sense of innovation.

FCEDC 2010 GOALS

1. **Create 100 new primary jobs in 2009**
2. **Communication / Marketing Plan**
 - ◆ **Continued Education public on successes**
 - ◆ **Continued website updates/improvements**
 - ◆ **Education of board members (Retreat/Seminars)**
3. **Target specific industries for recruitment**
4. **Further improvement on existing business incentives**
5. **Labor Assessment of Finney County and surround communities**
6. **Continue building successful working relationship with city/county/state/federal governmental leaders to ensure a business friendly environment with efficient access to government incentives**
7. **Develop ongoing funding sources to meet Economic Development objectives**
8. **Work with local government entities to enhance infrastructure needs (commercial air service, affordable housing, highway enhancements, etc)**

Communication / Marketing Plan

FCEDC marketing goal since 2006 was 'position and messaging' our community through different media sources. The corporation information was identified and updated in all directories, Trade and Industry magazines, economic development publications, and website links from federal to state. In this manner, we took action to position FCEDC identity as well as communicating the information at hand.

In addition, through our newspaper articles, radio talk shows, presentations and website, FCEDC has been sending the message of its Mission, the definition of primary jobs, educating the readers and listeners as to what economic development means; we have posted on our website FrontPage the Finney County Economic Development Plan and the Housing Study 2009 ready to be downloaded. Among the updates were: sales taxes, unemployment rates, local demographics to mention a few.

Another improvement FCEDC achieved was through branding of our logo and making it identifiable to our local businesses as well as to prospects. Thanks to KDOC for allowing us to use in our design the Kansas star. Our stationary, business cards are the doors to our new

contacts, we at FCEDC want to show the professionalism and dedication Finney County partners have to make our community a successful one. Our logo is also positioned in several main pages of economic development and state websites; these allow the viewer to identify us and reach our organization.

The FCEDC new website is about to be launched! Hopefully in a couple of months, if not sooner in cooperation between Ink't graphics and FCEDC staff. So far, the improvements made were great; from a basic website in 2006, our corporation moved to a second step adding more data, links to connect individuals with the Federal, State, county offices, also, the Cities of Garden City and Holcomb. At this second stage, we have seen the constant increase of visitors interested in our county.

Many of the business entrepreneurs, graduate students, job seekers, new comers, organizations who are researching information for national and international corporations, realtors, local organizations appreciate the information we have available to them. Black Hills and KDOC have assisted us with the demographics, statistics, and programs for those doing business in Kansas. This second stage was carried out without major expenses. The website is now in its *third stage* coming up with newer technology.

Another avenue identified which has benefitted new and existing businesses is PCensus. PCensus utilizes demographic and geographic data in a systematic approach for site planning & evaluation and market planning & analysis. FCEDC is able to provide the most recent demographic information to the client. As a result of utilizing this program FCEDC has worked with various companies throughout 2009 to assist with identifying potential markets.

FCEDC will be announcing in the next couple of months the newest media publication/advertisement in the Kansas Economic Development Guide. This publication will be provided to national business recruiters, site selectors and expanding businesses. Also FCEDC will use the publication to assist with promoting our community; copies will be available as requested.

For the computer age, FCEDC has taken steps to stay ahead of the curve and work to remain in front of those who have an interest in economic development happenings but do not follow in the traditional media resources. FCEDC developed and manages Facebook Page which now has almost 200 fans following day-to-day updates.

A new way to increase Finney County visibility would be a 30 second commercial on television showing the best of Finney County, which would also include the benefit of living in a pivot point close to other 4 states. FCEDC will be reviewing the existing marketing plan for 2010.

PARTNERS EXPECTATIONS – DEFINING SUCCESS

- 1. Measurable success**
- 2. Focus on new and existing business**
- 3. Ability to share information**
- 4. Accountability to partners and public**
- 5. Possible consolidation to minimize overlap**
- 6. Protocol for deploying funds**
- 7. Accountability for abatements**

FCEDC 8-POINT PLAN

- 1. Focus on existing businesses**
- 2. Track capital investments in the county**
- 3. Communicate/educate as level of accountability and trust**
- 4. Identify relationships with other entities (determine overlap/possible consolidation)**
- 5. Determine recruitment of primary vs. secondary jobs**
- 6. Share discreet but meaningful information about prospects**
- 7. Community Development image**
- 8. Measured approach to other issues including housing and workforce**

2009 PROSPECT & BUSINESS REVIEW

A total of nine prospective primary businesses are in the works as active files, with a very good probability of bringing capital investment to our area in the neighborhood of \$ 3.6B, 600 primary jobs, 200 non-primary jobs. Five active files in Retail, eight files closed. These prospects are coded by date of contact as follows:

Sunflower Expansion Project

- FCEDC continued discussion in 2009 with state legislators regarding energy to allow Sunflower Corporation to begin construction on the Holcomb Expansion. During the 2009 legislative session FCEDC assisted in coordinated an Energy Rally in Topeka in support of the project. FCEDC also provided written testimony in support of proposed legislation in both House and Senate Energy Committees in February and March of 2009. Sunflower reached an agreement with Gov. Parkinson on May 22nd to allow for the Holcomb Expansion to move forward. Upon the agreement reached between Sunflower and the Administration, Sunflower Corp. agreed to revise the air permits request due to changes in the size of the Holcomb Expansion. Sunflower Corp submitted air permit request to KDHE for staff review. KDHE stated two required public comment session, a third meeting was requested for public comment however KDHE has not made a determination on the request.
- **STATUS: Active**

Prospect 10-09

- FCEDC met with prospect to discuss possible locations in Finney County. Prospect informed FCEDC of current acreage needed as well as transportation needs. FCEDC research possible state and federal incentives. FCEDC met with local utility companies regarding specific project needs and working with Kansas Bio-Science Authority for incentives. (Bio-Science Manufacturing)
- **STATUS: Active**

Prospect 6-09-3

- Request for site maps of potential site for review primary site is former Swift Plant. June 2009 prospect completed community visit and site visit. FCEDC agreed to assist with negotiations for property between both parties. Prospect made initial offer on both primary sites. In September 2009 prospect informed and updated FCEDC of negotiations and moving towards closing date on 1 of 2 sites. Prospect has also provided letter of intent to purchase in regards to 2nd property and awaiting response. (Manufacturing)
- **STATUS: Active**

Prospect 6-09-2

- Requested demographic information along with site maps of potential sites for review. Upon review of information Prospect will arrange for community visit. FCEDC continues contact with prospect providing community details as well as requested information regarding sites. Prospect advised FCEDC they will follow-up with further needs upon review of information made available. FCEDC was advised because of industry downturn their current project is on hold. Prospect 6-09-2 was contacted by FCEDC to discussion 2010 plans for expansion. Prospect shared renewed desire for expansion. FCEDC partners met to develop preliminary incentive package as well as community profile details pertaining to workforce and industry growth. (Light Manufacturing)
- **STATUS: Active**

Prospect 6-09

- FCEDC worked with prospect to locate temporary offices. FCEDC met to discuss project timelines. Prospect advised of meeting with land owners to discuss pending project. Future announcements maybe forthcoming. Prospect advised FCEDC of office location. (Renewable Energy Production)
- **STATUS: Active**

Prospect 5-09 (Bio-Science)

- FCEDC completed initial site summary as requested by prospect. Upon completed review FCEDC was advised of prospects interest in a community visit. FCEDC Partners met with prospect for project overview. FCEDC agreed to work a preliminary incentive offer for review by partners. FCEDC continued to work with FCEDC to obtain incentives at the state level. Kansas Bio-Science has recognized the prospect and agreed to work on further incentives for relocation to Kansas. FCEDC had been informed by prospect of investment opportunity with private investor. Also prospect is currently awaiting testing results of product for FDA approval. Once completed the prospect believes they will be at a point to discuss incentives.
- **STATUS: Active**

Prospect 4-09

- USDA stated its interest in soliciting bids for new office locations. FCEDC contacted Kansas Farm Service Agency in regards to the bid letting process which closed in April of 2009. FSA advised upon bid letting they would conduct internal interviews with developers.
- **STATUS: Active - FSA FOLLOW-UP**

Prospect 2-09-2

- FCEDC met with prospect site developer to discuss future plans for expansion. FCEDC agreed to provide information pertaining to site location and possible alternative uses for the prospective site. Prospect requested demographic information as well as potential incentives offered from Finney County and Kansas Department of Commerce. (Light Manufacturing)
- **STATUS: Active**

Retail Prospects

Prospect 12-09

- Site selector representing prospect has requested assistance with obtaining pull factor information for retail services.
- **STATUS: Active**

Prospect 10-09-1

- Prospect was provided with area demographic and retail pull factor data as well as site location for future expansion. FCEDC will move forward with developing recruitment package and work to meet with corporate office to discuss expansion.
- **STATUS: Active**

Prospect 8-09-3

- FCEDC matched specific locations with Prospect 8-09-2 site requirements. Site package sent to prospect for review. FCEDC is developing community information package and working on details to meet with prospect regarding expansion to Finney County.
- **STATUS : Active**

Prospect 8-09-2

- FCEDC matched specific locations with Prospect 8-09-2 site requirements. Site package sent to prospect for review. FCEDC is developing community information package and working on details to meet with prospect regarding expansion to Finney County.
- **STATUS : Active**

Prospect 7-09

- Site selector contacted FCEDC with request for available properties. Prospect only considering properties for sale. Developer has shared an interest in developing retail in Garden City and looking at various avenues.
- **STATUS : Active**

CLOSED

Prospect 8-09

- FCEDC matched specific locations with Prospect 8-09 interest in development. Site packages and demographic information sent to retail prospect. Prospect 8-09 has informed FCEDC they are currently not looking to expand in the SW Kansas area however agreed to keep FCEDC file active.
- **STATUS: CLOSED AT REQUEST OF PROSPECT - Retail**

Prospect 5-09-2

- Site consultants had contacted and requested further site summaries for 15-25 acres of developable property. SW Kansas as potential site for expansion project. FCEDC provided possible site locations as requested and was notified the site would be secondary locations. FCEDC was informed Finney County is secondary site because of contract negotiation with railroad providers. (Distribution/Warehousing)
- **STATUS: CLOSED AT REQUEST OF SITE CONSULTANTS INSUFFICIENT SITE LOCATIONS**

Prospect 4-09-4

- KDoC requested FCEDC provide detailed site summaries for potential development of Call Service Business. Preliminary requirements are for existing facility of 15,000-20,000 sq. ft. (preference given to former call centers, business offices) also preference to bilingual employee base.
- **STATUS: CLOSED DUE TO INSUFFICIENT OFFICE SPACE**

Prospect 4-09-2

- Prospect requested construction and development cost pertaining to retail sector.
- **STATUS: CLOSED RETAIL PROSPECT DISCONTINUED INTEREST IN COMMUNITY - Retail**

Prospect 2-09

- FCEDC provided maps and site summaries to the prospect pertaining to potential properties for development. Prospect will review summary's and follow-up with questions. Prospect has requested alternate sites for review. FCEDC facilitated meeting with Prospect 2-09 to discuss expansion plans to Finney County. FCEDC provided a community tour and overview of current and future projects. Prospect requested specific details pertaining to possible site developments. Prospect will review summary and follow-up with questions. (Manufacturing/Food Processing).
- **STATUS: CLOSED DUE TO PROSPECTS CONCERNS WITH SITE LOCATIONS**

Prospect 1-8-09

- Retailer has expressed interest in expanding to Garden City FCEDC provided site maps of commercial sites along with demographic details and traffic survey information.
- **STATUS: CLOSED RETAILER PAPA JOHN'S EXPANSION - Retail**

Prospect 11-08

- FCEDC approached prospect in regards to interest of developing projects in Finney County. FCEDC traveled to Prospect headquarters to discuss options available and expansion scenarios. FCEDC continued contact during the first quarter of 2009 maintaining its willingness to work with prospect expansion. FCEDC was then informed by prospect because of internal projects all future expansions are currently on hold. (Manufacturing/Food Processing).
- **STATUS: CLOSED AT REQUEST OF PROSPECT**

Prospect 10-08

- Kansas Department of Commerce (KDoC) contacted FCEDC regarding interest in recruitment of a manufacturing company. Prospect has requested specific site specifications. Contacted local realtors for information pertaining to possible sites available. Provided KDoC with detailed infrastructure information and site locations. FCEDC was informed project was looking at other communities because of lack of available site locations. (Office Space/Telecommunications)
- **STATUS: CLOSED UNABLE TO MEET SITE REQUIREMENTS**

FCEDC PROJECTS

2009 REVIEW - Projects and Events

1. **Kansas Enterprise Zone Program**
2. **wKREDA Legislative Mission**
3. **Western Kansas Legislative Mission in Washington DC**
4. **Finney County Legislative Mission**
5. **Finney County Housing Development**
6. **Sunflower Electric Holcomb Expansion**
7. **Horse Thief Reservoir support for partial funding request for facilities in the 2010 Budget**
8. **Detailed Demographic P-Census Map Point Program**
9. **Garden City Regional Airport Industrial Park**
10. **Western Kansas Jobs Program**
11. **Location One website - Kansas Economic Development Association**
12. **Retail Contact Listing Retail Trac Program**
13. **Regional Innovative Grant Opportunity**
14. **Finney County Job Fair**
15. **Facebook Profile**
16. **Staff attended Kansas Workforce Summit**
17. **Hosted western Kansas Rural Economic Development Alliance Annual Meeting**

18. **FCEDC assisted and participated in Garden City and Holcomb Strategic Planning Sessions**
19. **FCEDC agreed to develop neighborhood revitalization program**
20. **Worked with Advisory Committee to determine financial savings for consolidation of Downtown Vision Office and FCEDC Office.**
21. **Several Speaking Engagements with Civic Organizations**
22. **Facilitated 3 Retreat Sessions for FCEDC and Partners**
23. **Liz Sosa completed Heartland Economic Development Course**
24. **Eric Depperschmidt graduated - Oklahoma University Economic Development Institute.**
25. **Eric Depperschmidt attended NDC Academy in 2009**
26. **Attended Renewable Energy Conference**
27. **New Website Design**
28. **Conducted approximately 150 retention visits with existing businesses**
29. **E-Communities Network Kansas Designation**
30. **Staff attended and Participated in monthly Downtown Vision, Chamber of Commerce Committee Meetings.**
31. **Serve on state-wide Economic Gardening Advisory Committee**
32. **Serve on Finney County Workforce Recruitment and Retention Core Committee**
33. **Participated in Kansas Communities Leadership Summit**

2009 CAPITAL INVESTMENTS

	Garden City			Holcomb			Finney County			Total
	NEW- Commercial Permits	NEW- Industrial Permits	Commercial & Industrial Remodel Permits	NEW- Commercial Permits	NEW- Industrial Permits	Commercial & Industrial Remodel Permits	NEW- Commercial Permits	NEW- Industrial Permits	Commercial & Industrial Remodel Permits	
2009	2,172,900	0	7,399,516	0	18,300	95,278	31,680	0	538,055	10,255,729
2008	11,349,189	25,000	2,607,441	79,000	0	34,400	1,335,000	2,762,224	1,483,523	19,675,777
2007	4,804,900	92,000	1,625,699	0	0	10,400	180,200	4,335,299	898,151	11,946,649
2006	0	58,500	1,666,893	0	0	0	0	59,563,000	1,025,336	62,313,729
2005	566,400	0	2,257,740	0	0	0	650,000	63,000	1,119,641	4,656,781

Total Capital Investments/Improvements Past 5 Years: \$108,848,665.00

2009 JOBS CREATED

Job growth, whether as a direct result of FCEDC services or in response to overall economic conditions, is a strong indicator of the vitality of our community. The information presented below will continually direct the efforts of FCEDC staff and its partners as we seek opportunities to retain the current businesses of Finney County, recruit new business and industry to our region, and recruit a quality workforce to fill labor demands.

Businesses	Total Job Growth*	Primary Job Growth within Total Growth	Capital Investment
Existing Business	113.5	63.5	\$2,821,000
New Business	0	0	
Total	113.5	63.5	\$2,821,000

Survey information was sent to 1,436 businesses in Finney County and posted on the FCEDC website. The information presented is based on 148 survey responses.

*Total Job Growth does not include construction/ancillary jobs affiliated with the development or expansion of a business.

CONCLUSION

The intent of 2009 Annual Report is to present to the public and our partners an overview of Finney County Economic Development Corporation activities/projects and outline the 2010 goals of FCEDC in Finney County's economic development community. It is my goal to give an overall cross section view of a variety of activities that staff handle and work on throughout the year. All of which are extremely important components to the overall betterment of Finney County.

In FCEDC's role as the lead agency for economic development FCEDC Board and Staff welcomes community participation and values your input. We strive to grow Finney County's economy and improve the overall quality of life for the community. If FCEDC can ever be of assistance to you please do not hesitate to contact us.