

2022

ANNUAL REPORT

Fast-Forwarding Progress

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Harvey
County
Economic
Development

Collaborative • Global • Growth

▶▶ GROWING AND ADVANCING HARVEY COUNTY'S ECONOMY



▶▶ KEY INDUSTRIES



Agribusiness & Ag Manufacturing



Industrial Products Manufacturing



Food & Beverage Processing



Aviation & Avionics



Transportation & Logistics

"Our company has strategically chosen to increase its focus and investment to develop existing business concepts and seek new growth opportunities in Harvey County, Kansas. Through long standing relationships we have in the south central Kansas area, over time, we learned about the people, their core values, and we found that our company values and objectives are similarly in line with creating economic growth through innovation to improve the quality of life for Harvey County residents. We have been welcomed by the City of Newton, the Harvey County Economic Development Team, and the Kansas Department of Commerce, and we are very thankful for the support opportunities that are available. We look forward to a long and successful future in partnership."

GARY YOSHIOKA, Chief Operating Officer for Ben Franklin Crafts

In 2022, 21 Albermarle (the parent company of Ben Franklin Crafts) announced \$2.75M in capital investment and 65 new jobs in Harvey County over five years.

▶▶ OUR ADVANTAGES



Home to world-class manufacturing talent



Built-in community support for manufacturers



Unparalleled workforce training programs



Five shovel-ready industrial parks with 500+ acres available



Prime global location with exception accessibility

▶▶ OUR MISSION

Harvey County Economic Development is dedicated to the growth and advancement of Harvey County's economy.

We strive to maintain our economic health by supporting the business and industry we have while continuing the recruitment of new industry. We have a firm belief the vitality of our economy is directly connected to the wellbeing of each resident. We have a local touch that is built on strong partnerships with our leadership and a global reach that ensures we stay in tune with ever-changing industry trends and markets.



BOARD MEMBERS

* = outgoing board members ** = new board members

Jason Jones, President

City of Hesston | *Hesston Wellness Center*

Rod Kreie, Vice-President

City of Newton | *Great Plains Biosciences*

Ron Lang, Secretary / Treasurer

Newton Chamber of Commerce | *Union State Bank*

Karl Matlack, Past-President

City of Burrton | *Stinger Inc.*

Mindy Budde, Executive Comm. Member

Harvey County | *Mackey & Sons*

Joel Gaeddert, Executive Comm. Member

City of North Newton | *Flint Hills Design*

Carl Harris, Executive Comm. Member

City of Newton | *Carl Harris Co. Members*

Bob Myers, Board Member

City of Newton

Bryan Chapman, Board Member

City of Sedgwick | *Chapman Construction*

Dennis Travis, Board Member

City of Halstead | *Power Specialties*

Dr. Jon Gering, Board Member

City of North Newton | *Bethel College*

Ethan Reimer, Board Member

City of Halstead

Jeremy Ashby, Board Member

City of Walton

Ken Knepper, Board Member

Newton Chamber of Commerce | *Citizens State Bank*

Kim Ryan, Board Member**

The City of Burrton

Melvin Schadler, Board Member

Harvey County | *Peoples Bank*

Randy Hague, Board Member

Harvey County

Tim Sweigart, Board Member**

City of Hesston | *Kansas Electric, Inc.*

Tony Wheeler, Board Member

City of Walton

Anthony Swartzendruber, Ex Officio

Harvey County

Gary Emry, Ex Officio

City of Hesston

Kyle Fiedler, Ex Officio

City of North Newton

Megan Smith, Ex Officio

Hesston Chamber of Commerce

Pam Stevens, Ex Officio

Newton Chamber of Commerce

Stephanie Ashby, Ex Officio

City of Walton

Zach McHatton, Ex Officio

City of Newton

Josh Durner*

City of Burrton

John Carder*

City of Hesston

▶ FAST-FORWARDING PROGRESS

A letter from HCEDC Board President Jason Jones

In two short years our project leads have doubled.

This lead growth creates exponential opportunities for new jobs, new businesses, and overall economic growth in Harvey County. And significant increases in economic development project lead development do not happen overnight – it has been through intentional focus and dedicated efforts from the EDC Board of Directors, our staff, and partners at the local, regional, and state levels.

I am proud to announce that we are seeing results of our strategic and collective efforts. In the last year, we won \$12.3M in capital investment and 164 new jobs.

In addition to business attraction efforts, we are dedicated to supporting our local companies; they are paramount to the health and vibrancy of Harvey County. Through our business retention program, we completed over 60 intentional business visits this year. This program builds trust within our local business community and promotes that the EDC and community support our current employers.

As we head into 2023, economic development efforts will continue to be critical for the continued growth and vibrancy of our community. Working alongside staff and the Harvey Co. EDC Board of Directors, I look forward to:

- Exploring every lead and job growth opportunity for Harvey County, especially within our industrial parks
- Continuing a strong retention program and ongoing support for our local businesses
- Strengthening collaboration with our local, regional, and state partners

The EDC has been a driving force behind Harvey County's growth over this last year and it's been exciting to be a part of it. And the more we play to win – the more leads we generate – the more opportunities we have to fast-forward growth for Harvey County.

There's more to come.

Jason Jones

HCEDC Board President 2021-2022 | *Director of Bluestem Wellness*

▶▶ BUSINESS GROWTH

Recruitment, retention, and expansion are key strategies to fast-forward economic growth and one way we measure success in our efforts. During 2021-2022, we have seen new companies locate in Harvey County, as well as existing companies expand. These wins are the result of collaborations with our local, regional and State partners.



\$12.3M

TOTAL CAPITAL INVESTMENT
2021-2022



164

NEW JOBS
2021-2022

▶▶ BUSINESS RETENTION

Economic development operates on the assumption that 80% of growth will come from existing businesses, which is why a top priority of HCEDC is ensuring our local companies are healthy and thriving.

We connect with our manufacturing base through a formalized retention program. These opportunities allow us to learn more about our industrial base, educate our companies on HCEDC support services including expansion assistance, workforce assistance, export training, grant programs, and more.

Over the past 12 months HCEDC conducted:

60+ RETENTION VISITS WITH **53** LOCAL COMPANIES
(in-person meetings, phone or virtual calls)

The following companies expanded or located in Harvey County:



AGCO
Ardent Mills
Avcon Industries
B&C Specialty Products
BMG of Kansas
Budde Enterprises
Builders Concrete & Supply
Bunting Magnetics
CD Custom
Continental Agra
County Fresh Foods
Doug Bradley Trucking
Ergon Asphalt & Emulsions
Excel (Stanley Black & Decker)
Fly Manufacturing
Full Vision
Future Foam
Hardwood Millwork & Supply
Hesston Machine & Welding, Inc
Industrial Metal Fabrication
IPS – Walton

Knork
Legg Continental
Mackey and Sons
Manufacturing Solutions
Marks Meats – Halstead
Martin Machine
Mid-Continent
Mill Creek
Nortrak
Park Aerospace
Prestressed Concrete
Silverstone
Standridge Color Corp.
Stinger
Sunnyland Kansas
SW Associates
Tribine Harvester
Unruh Fab
Weatherly
Wilbur-Ellis
Wooten Enterprise

▶ GLOBAL MARKETING

Marketing and networking events are an opportunity to elevate and amplify the advantages of Harvey County across the globe. At these events HCEDC connects with site selectors and business owners through one-on-one engagement to understand their business opportunities, business challenges, their vision for the future, and position Harvey County as a prime location for business.

HCEDC continues to collaborate with regional partners and the State of Kansas to maximize marketing efforts by marketing collectively and selling locally. As in-person marketing and networking returned this year, HCEDC was able to attend several events.



Site Selector Engagement:

- 1 Team Kansas, Princeton, NJ
- 2 Team Kansas, Manhattan, NY
- 3 Women in Economic Development, Chicago, IL
- 4 Economix, Phoenix, AZ
- 5 Site Location Partnership, Dallas, TX

Marketing Events/Tradeshows

- 1 Fabtech, Chicago, IL
- 2 NBAA, Las Vegas, NV
- 3 Data and Call Center Expo, Las Vegas, NV
- 4 IFT, Chicago, IL
- 5 Farnborough International Air Show, London, UK
- 6 Next Move Group, New Orleans, LA



▶ CELEBRATING OUR WORKFORCE

In Harvey County, we excel in manufacturing and are home to a skilled talent base for this industry. To celebrate our technical workforce, we partnered with Brooks Trade Center to commemorate 19 graduating high-school students who graduated from the CTE program and entered the regional manufacturing workforce or advanced their technical education. This signing day event at Newton High School was attended by HCEDC, local employers, teachers, and parents to celebrate the students' success.



▶ POSITIONING FOR THE FUTURE

As the world emerges from the pandemic, site selection factors for businesses and their level of importance have changed. HCEDC is continuously monitoring what is important to companies when evaluating sites in order to best position Harvey County and prospects for success. Items of most importance such as quality of place and incentives have been replaced by labor and costs. The current top ten site location factors are:

- | | |
|------------------------------------|------------------------------|
| 1 Labor Costs | 6 Raw material availability |
| 2 Availability of skilled labor | 7 Corporate tax rate |
| 3 Energy availability and costs | 8 State and local incentives |
| 4 Inbound/ outbound shipping costs | 9 Environment regulations |
| 5 Highway accessibility | 10 Tax exemptions |

**Source: Area Development's 36th Annual Corporate Survey*

HCEDC STAFF

We are a small team with a large reach. We strive to meet the ever-changing needs of the business community, recruit and assist new growth, and support regional initiatives. We could not do what we do without the support of all the communities in Harvey County that help us in making this a place where people and businesses want to locate and grow.

Please contact us today to discover how we can support and assist you.



Beth Shelton

Executive Director

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Jennifer Mueller

Retention & Expansion Specialist

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REGIONAL COLLABORATION

HCEDC recognizes the strength and opportunities that are born from new and existing partnerships. The organization and staff continue to collaborate locally, regionally and across the state to leverage and amplify efforts to grow Harvey County. To do this, HCEDC is engaged in many Board of Directors at the local and state level, and sustains many ongoing memberships with important entities, clubs, and partners.

Board Appointments:

Choose Newton
Halstead Chamber of Commerce
Harvey County E-Commerce Leadership
Harvey County Parks Board
Kansas Economic Development Alliance
Strategic Advisory Team, Greater Wichita Partnership
South Central Kansas Economic Development District

Memberships:

Business Retention and Expansion International
Hesston Chamber of Commerce
International Economic Development Council
Kiwanis Club
Lions Club
Newton Chamber of Commerce
Southern Economic Development Council
Team Kansas for the Kansas Department of Commerce