



Greater Wichita  
Partnership

**“We must proactively drive change, push conversations about what our region needs, and think and act differently, to create the future we want for the next generation.”**

**Charlie Chandler and Aaron Bastian,  
Co-chairs of Greater Wichita Partnership**

# *Greater Wichita Partnership*

## *Executive Board*

**Charlie Chandler**, Co-Chair, INTRUST Bank  
**Aaron Bastian**, Co-Chair, Fidelity Bank

### *Partnership Executive Committee*

**Jon Rolph**, Vice Chair, Thrive Restaurant Group  
**Marty Cornejo**, Treasurer, Cornejo Holdings

**Derrick Nielsen**, Secretary, High Touch Technologies  
**Jeff Fluhr**, President, Greater Wichita Partnership

### *Partnership Executive Board*

**Matt All**, Blue Cross and Blue Shield of Kansas  
**Paul Allen**, Allen, Gibbs & Houlik  
**Chairman Ryan Baty**, Sedgwick County  
**Chuck Caisley**, Evergy  
**Ramin Cherfat**, McCownGordon  
**Margaret Dechant**, 6 Meridian  
**Ron Draper**, Textron Aviation  
**Stephanie Harder**, Textron Aviation  
**Ben Hutton**, Hutton  
**Matt Michaelis**, Emprise Bank

**Dr. Richard Muma**, Wichita State University  
**James Nastars**, Meritrust Credit Union  
**Dean Newton**, Delta Dental of Kansas  
**Mark Nichols**, Koch Companies Public Sector  
**Gary Oborny**, Occidental Management  
**Victor Ojeleye**, Wichita Regional Chamber of Commerce, Cargill Protein  
**Steve Patrick**, Bombardier  
**Mark Quayle**, Cargill Protein  
**John Rolfe**, Wichita Regional Chamber of Commerce

**Gary Schmitt**, INTRUST Bank  
**Todd Slawson**, Slawson Companies  
**Joe Surmeier**, Professional Engineering Consultants, P.A.  
**Greg Tice**, SPT Architecture  
**Dr. Sheree Utash**, WSU Tech  
**Mayor Lily Wu**, City of Wichita  
**Pete Najera**, United Way of the Plains  
**Ed O'Malley**, Kansas Health Foundation  
**Shelly Prichard**, Wichita Foundation  
**Scott Schwindaman** (Director Emeritus)

# *Greater Wichita Partnership*

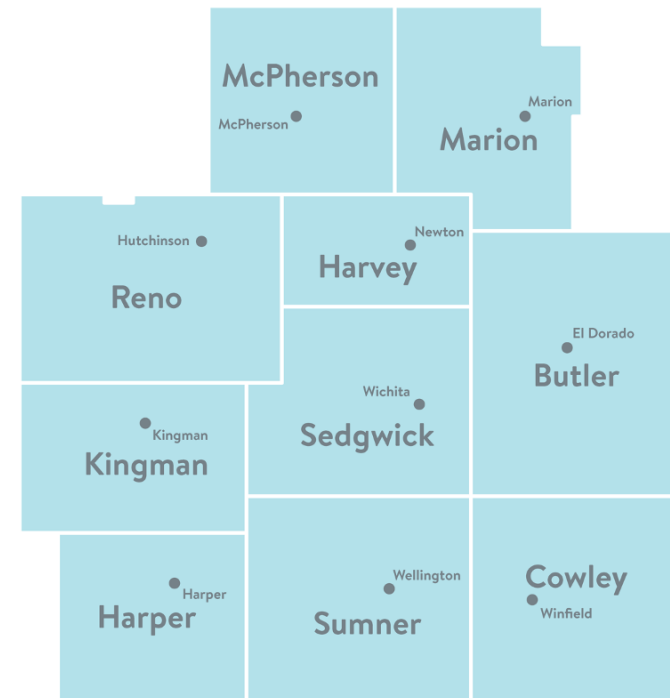
## *Our Purpose*

The Greater Wichita Partnership focuses the community on common strategies that fast forward economic growth in Wichita and throughout our 10-county region.

## *What We Do*

Driven by research, we partner with investors and community stakeholders to put bold initiatives in motion that grow our regional economy, enhance our talent and workforce pipeline, and develop vision for quality of place investments that benefit everyone.

## *10 County Region*



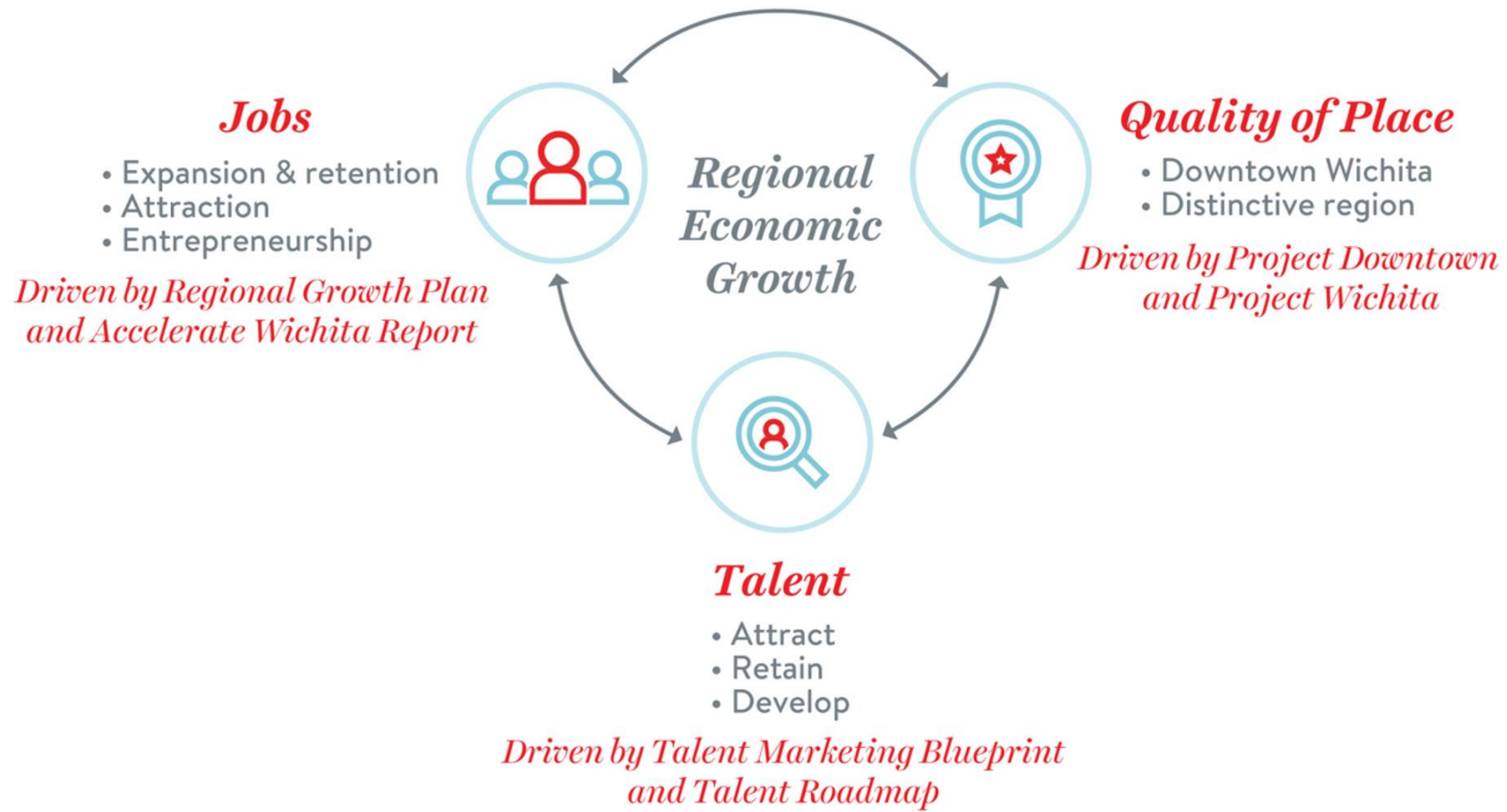
# *Greater Wichita Partnership*

## *Driving Growth and Prosperity in the Region*

The Greater Wichita Partnership is funded by 120+ private and public sector investors that provide the thought leadership and fiscal resources to advance our strategic priorities of Jobs, Talent and Quality of Place. Together we:

- Define near and long-term opportunities and challenges facing our 10-county region.
- Identify solutions to capture these opportunities and meet these challenges.
- Convene and mobilize the public and private sector to achieve results.

# Three Strategic Priorities



# *Target Industry Sectors*



ADVANCED  
MANUFACTURING



AEROSPACE



AGRICULTURE



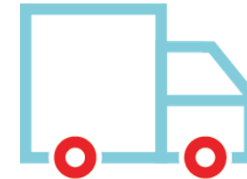
ENERGY



HEALTHCARE



IT SYSTEMS &  
SUPPORT



TRANSPORTATION  
& LOGISTICS



# *Accelerating Regional Economic Growth, 10 Years*

*\*2015 - October 2024, Business Growth*

# 156x

For every dollar invested in the Partnership, we've driven \$156 in capital expenditures in the region.



## \$3.4B

CAPITAL INVESTMENT

# 30x

For every dollar invested in the Partnership, we've helped drive \$30 of annual payroll for the region.



## 13,800

TOTAL JOBS



## \$673M

TOTAL ANNUAL PAYROLL



# Accelerating Regional Economic Growth

\*2019 – 2023, Payroll Impact Data

**56**

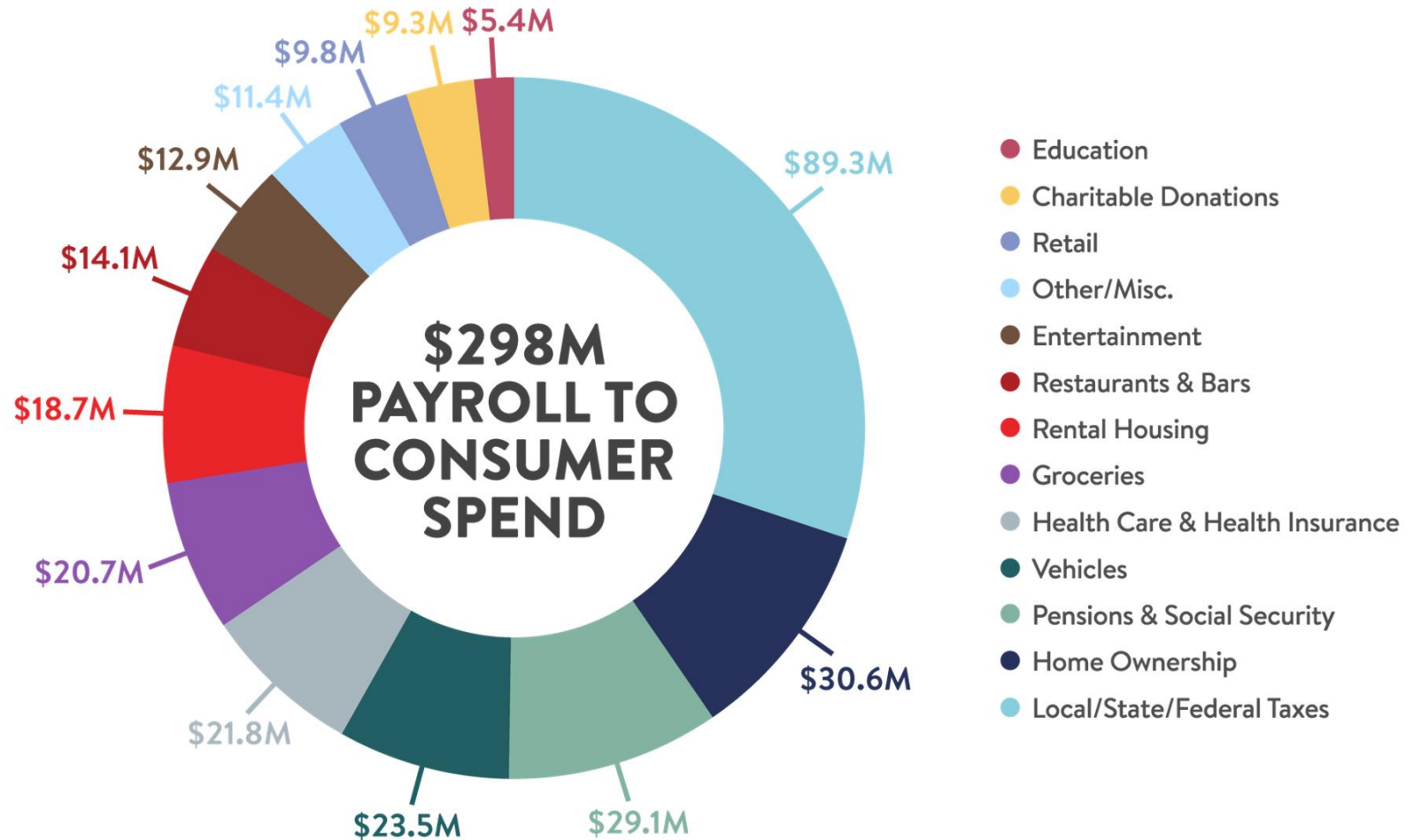
TOTAL PROJECTS

**6,800**

TOTAL JOBS

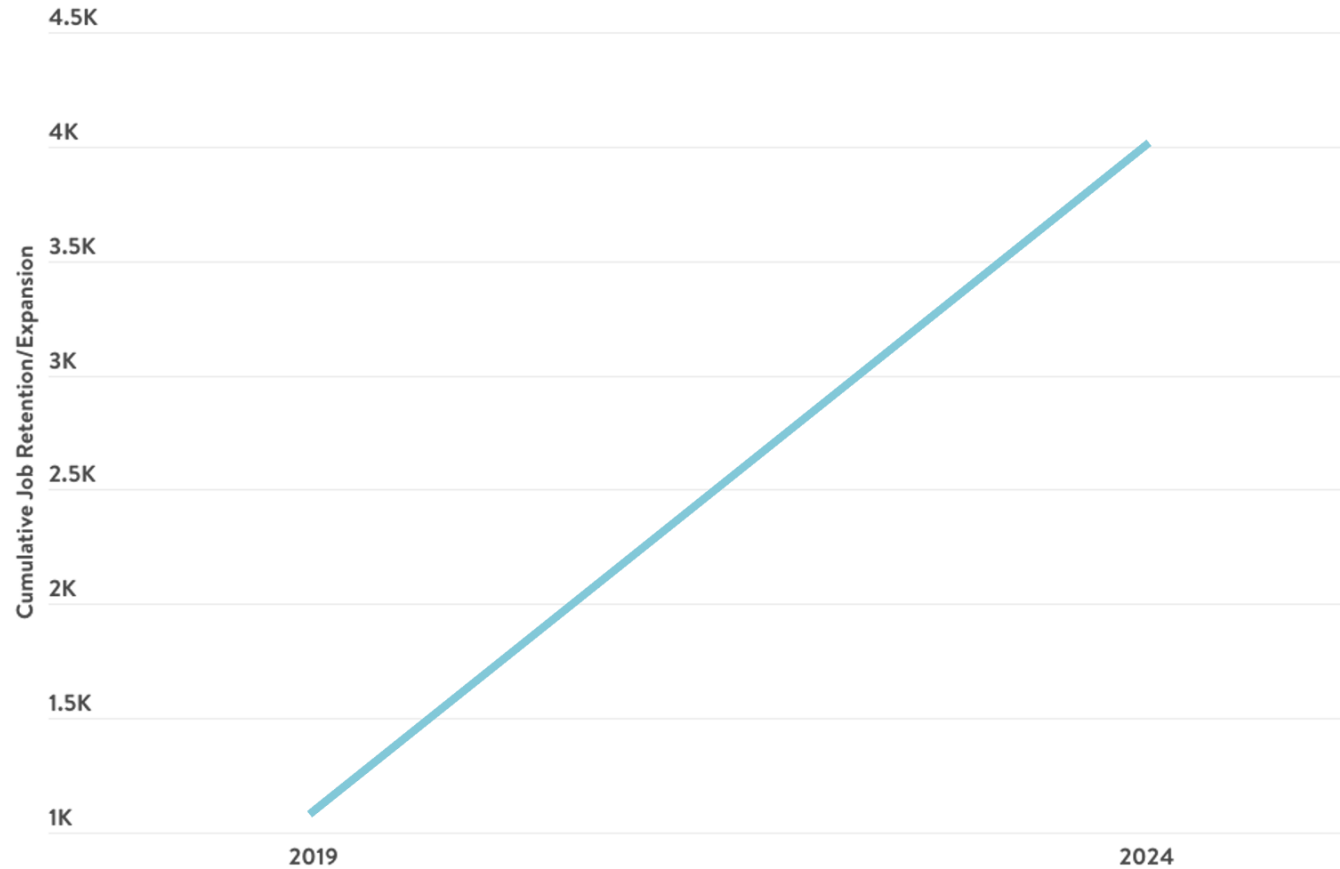
**\$298M**

TOTAL PAYROLL



# *Accelerating Regional Economic Growth, 5 Years*

*Existing Business Retention & Expansion*



**4,009**

Jobs retained/expanded  
since 2015

**38%**

Increase since 2020

**\$188M**

Total payroll retained  
since 2019

# *Regional Win Examples*



**1,000 Jobs**

Park City, Sedgwick County



**673 Jobs**

Wichita, Sedgwick County



**435 Jobs**

Wichita, Sedgwick County



**61 Jobs**

Wichita, Sedgwick County



**137 Jobs**

Newton, Harvey County

# *Retention & Expansion Case Study*

**Cargill Protein, 2016**

## *Opportunity*

In 2016, Cargill Protein built 188,000 square foot state-of-the-art headquarters building designed as a destination to retain and recruit top talent and immerse customers in innovative culinary and food sensory experiences.

## *Partnership's Role*

Cargill's decision to not only stay in Wichita but to also build a new, state-of-the-art facility was a psychological turning point for the core of the city. The Partnership worked directly with Cargill, federal, state and local leadership to address challenges and find the solutions that influenced Cargill's decision to remain in Wichita and Kansas.

## *Result*

**\$700M** Capital Investment

**800** Wichita-based employees

**700K** Pounds of recycled content was used in construction

*"We didn't choose Wichita so we could survive. We chose Wichita because we believed we would thrive here."*

**Brian Sikes,**  
**Board Chair, President and CEO of Cargill**

# *Attraction Case Study*

*JTM Foods, 2022*

## *Opportunity*

JTM Foods sought a kitchen-grade warehouse in the central U.S. with easy interstate access to improve its logistical capabilities across North America. Wichita was one of 10 places across six states the company was considering for expansion.

## *Partnership's Role*

The Partnership recognized the need for already built heavy industrial property within the city limits to connect prospects to in the Wichita Region. The Economic Development team at the Partnership engaged with investors Marty and Ron Cornejo who revitalized a blight-ridden area on the north end and assisted in recruiting JTM Foods who quickly filled the initial space and more to produce handheld pies.

## *Result*

**\$40M** Capital Investment

**150** Jobs within the first 2 years,  
200 associates by year 3

**195K** Square-foot warehouse

*“We truly felt like the Partnership cared. Our company focuses on advanced manufacturing where people can truly build their careers, and we can add value; we wanted a community that understood and valued that.”*

**Monty Pooley,**  
**President & CEO of JTM Foods**

# *Innovation Case Study*

Wichita Biomedical Campus, 2024

## *Opportunity*

Wichita State University, University of Kansas and WSU Tech have commenced construction on Phase 1 of the Wichita Biomedical Campus<sup>SM</sup>, which will create a biomedical corridor of health care services, education, research and technology and biomedical industry to anchor Wichita's downtown core.

## *Partnership's Role*

The Partnership drew attention to this vision in 2022 through its annual meeting, helped lead the process of the City of Wichita's investment of real estate, developed frameworks for design and urban growth and partnered with multiple individuals and organizations to secure the State of Kansas award of over \$200 million for the project.

## *Result*

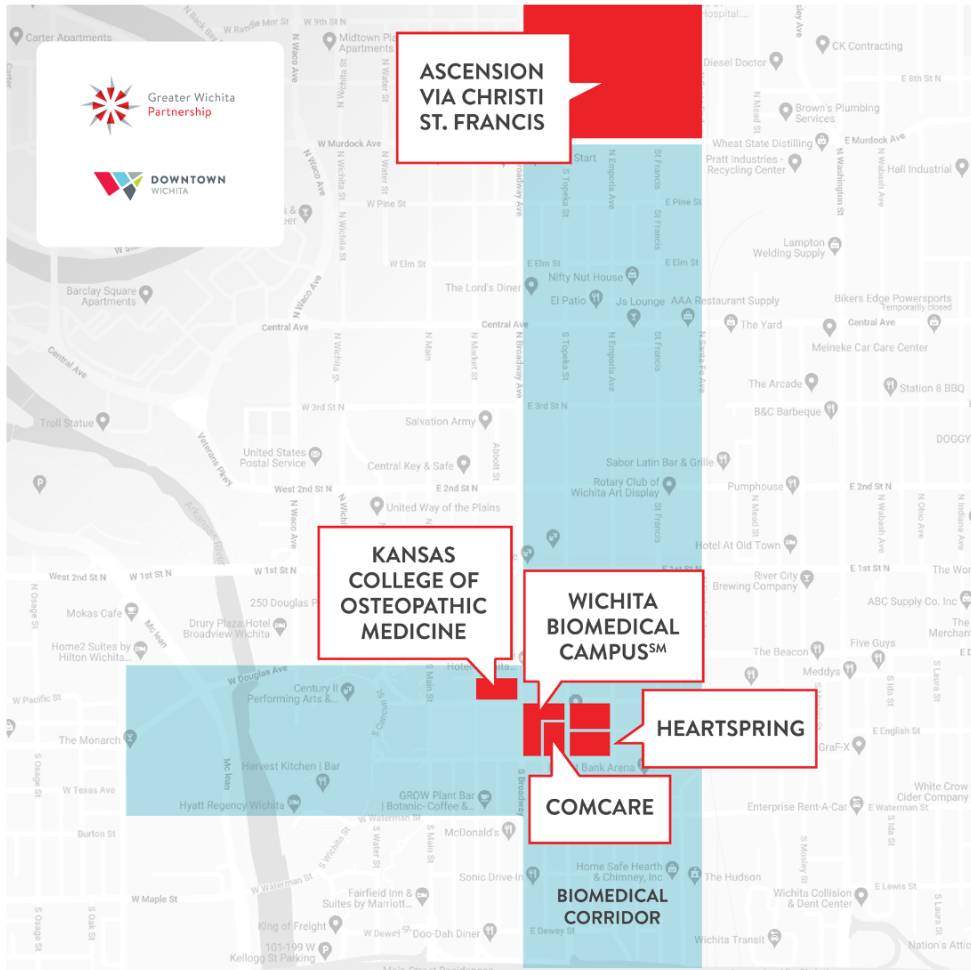
**\$302M** Initial Capital Investment

<b>1,594</b>	<b>3,000</b>	<b>200</b>
Support jobs	Students	Faculty & staff

*“The Wichita Biomedical Campus will transform the region through laying a foundation for a brighter, healthier future for generations to come. The Greater Wichita Partnership was a champion of this project from its earliest days and was instrumental in developing the urban framework for the corridor, building support with local and state partners, and increasing the urban density to support a campus like this.”*

**President Rick Muma,  
Wichita State University**

# Biomedical Corridor



*“This campus is already serving as a catalyst in downtown’s development and is positioning Wichita and the state of Kansas as a global biomedical innovation center.”*

**Jeff Fluhr,**  
**President of Greater Wichita Partnership**



# Accelerating Regional Economic Growth

\*As of October 2024, Project Pipeline

**\$5.9B**

CAPITAL INVESTMENT

**9,400**

TOTAL JOBS

**\$501M**

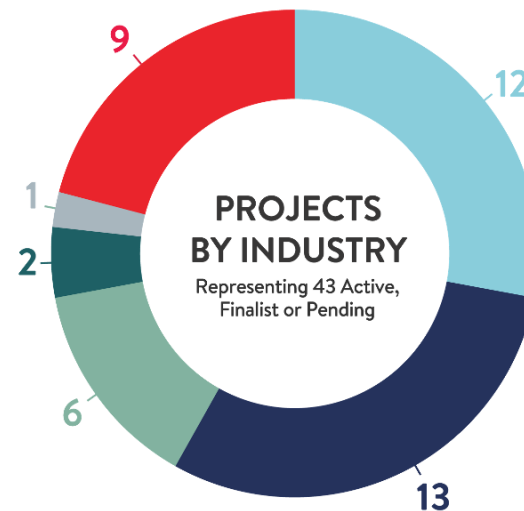
TOTAL ANNUAL PAYROLL

**203K**

SQ. FT. IN ABSORPTION OF  
EXISTING REAL ESTATE

**1.1M**

SQ. FT. OF  
NEW CONSTRUCTION



- Adv. Manufacturing: 12
- Aerospace: 13
- Agriculture/Food: 6
- Healthcare: 2
- Oil, Gas, Energy: 1
- Other: 9

# *Building a Distinctive Core*

**OVER \$1.7B** INVESTED IN DOWNTOWN  
SINCE 2010

**111** PROJECTS  
COMPLETED

**4** PROJECTS UNDER  
CONSTRUCTION

**13** PROJECTS  
IN PLANNING

**\$760M** CURRENT DOWNTOWN  
DEVELOPMENT PIPELINE

## **PIPELINE CONSISTS OF:**

- Residential
- Hotel
- Commercial
- Destination Playscape – Quality of Place

# *Building a Distinctive Core*

## *Exploration Place*

Amphitheater Groundbreaking: March 6, 2024  
Destination Playscape Groundbreaking: June 27, 2024



## *Wichita Biomedical Campus*

Groundbreaking: May 8, 2024



## *Ballpark District*

Groundbreaking: 2024



## *Vantage 906 Project*

Groundbreaking: Fall 2024



# *Our Aspirations for the Region*

## Strategic Plan



***Become the premier global hub for business investment and innovation***

Expand and Diversify Core Industries | Bolster Industry Retention and Expansion | Spur Infrastructure and Site Development



***Accelerate today's talent pipeline to meet immediate and future industry needs***

Strengthen our Talent Pipeline | Market Region to Attract & Retain Talent | Create a More Inclusive Economy



***Drive the region's distinctive urban core for residents and industry***

Upgrade Supporting Infrastructure | Scale Connectivity and Walkability | Invest in Downtown's Distinction



# *Become the Premier Global Hub for Business*

## *Attract New Investment & Employment*

- Expand and diversify **core industries** through attracting new companies to region
- Capitalize on **cybersecurity sector** growth through addition of cybersecurity companies to region
- Accelerate the growth of new and existing **biomedical and biotech** industries in region
- Strengthen **aerospace innovation** (e.g., space, defense, and UAV/UAS sectors)

## *Bolster Existing Industry Retention & Expansion*

- Facilitate **depth and diversification within supply chain networks** through site visits and industry connections
- Maximize cybersecurity industry exposure through **national industry engagement** (e.g., BSides)
- **Strengthen workforce opportunities** within strategic industries to ensure continued growth

## *Spur Infrastructure & Site Development*

- Development of **competitive landscape** for industry growth by working with local and state officials and elected leaders
- Work with developers to grow **mega-site** development and **land assemblage**
- **Activate tools** to support site identification and development (e.g., New Market Tax Credits)
- Assemble **regional partners** around shared opportunities and collaborative solutions

# *Meet Immediate and Future Industry Needs*

## *Strengthen our Talent Pipeline*

- **Convene** senior representatives from **businesses and major educational institutions** across the region to strengthen alignment in the talent pipeline, focusing on **emerging sectors and high-demand skills**
- **Activate untapped communities** to bolster and optimize the workforce pipeline by **increasing access** to employment opportunities
- Align employers and educational institutions to **leverage programs for certification, job training, and workforce development**

## *Market Region to Attract & Retain Talent*

- **Amplify talent marketing efforts** in I-70 and I-35 corridors outside of Kansas
- Establish **industry specific recruitment initiatives** (e.g., biomedical workforce)
- Spearhead comprehensive campaign to external and internal audiences to **secure venture capital** investment in key target industries

## *Create a More Inclusive Economy*

- **Support workforce participation** through innovative solutions within transit, childcare and affordable housing
- Increasing supportive services for **underserved communities**
- Sustain **entrepreneurial ecosystem's** future growth to build an innovative and inclusive economic future for the region

# *Drive the Region's Distinctive Urban Core*

## *Upgrade Supporting Infrastructure*

- Cultivate continued **riverfront corridor development** on the East and West banks
- Enhance **cleanliness and public safety**
- Grow connectivity of **direct flights**
- Increase **transit functionality**
- Pursue **housing affordability options** in the core and adjacent neighborhoods

## *Scale Connectivity and Walkability*

- Develop cohesive urban design to increase **walkability between emerging downtown districts**
- **Activation of urban public spaces** through collaboration with community partners

## *Invest in Downtown's Distinction*

- **Update market forecast** to define capacity for residential, commercial, and hospitality sectors by 2024 year end
- Fund and execute adopted **downtown master plan updates** by Q2 2025
- **Attract biomedical industries** to support campus growth
- Build frameworks of elevated design and architecture to **enhance campus integration** and cohesion with nearby neighborhoods



# *Unlock Transformational Opportunities and Challenges*

## *Adaptability to Immediately Meet Unforeseen Opportunities and Challenges Within the Region*

The Partnership often leads broad, community-wide initiatives designed to seize upon opportunities for the community with nimbleness and adaptability. These initiatives often require significant amounts of capital beyond the Partnership's operating budget to activate. Previous examples of these projects:

- Project Wichita
- Covid 19 Task Force
- Talent Roadmap
- Economic Recovery and Industrial Market Analysis
- Industrial Market Research

As we look to the future, these funds will empower critical responses to solutions that involve:

- Complex community wide issues
- Initiatives that require multi-organizational response
- Opportunities or challenges where time is of the essence

# *Key Performance Indicators*

## *Future Headlines*

Greater Wichita Region Leads Global Economic Transformation: A Decade of Unprecedented Growth and Innovation

Partnership Talent Initiatives Propel National Models for Workforce Development and Talent Attraction

Greater Wichita Partnership Leads Community to Redefine Wichita's Skyline

## *KPIs*

- Inbound capital investment (attraction and expansion)
- Total capital investment in region
- Total annual payroll
- New jobs supported (by industry)
- New payroll (recruited, retained, through startups)
- Average wage (attracted and expanded)
- Regional impact of new jobs supported (city, county, and region)
- RFP responses produced
- Site visits hosted
- 20% increase in talent marketing reach and frequency for evolving industry-specific workforce needs
- Host 5 workshops to strengthen talent pipeline for emerging sectors and high-demand skills
- 10% increase in venture capital investment for key target industries
- Downtown core market growth and saturation
- Economic impact of Wichita Biomedical Campus
- Activation of public spaces in downtown core

# 2025-2027 Target Investment Revenue

## Strategic Plan

# \$4.95M

## TARGET REVENUE

### EXPANDED CAPACITY

#### *Diversify Economy (Jobs)*

- Target business development opportunities
- New and increased tradeshow presence
- Biomedical sector specialist to optimize growth opportunities surrounding biomedical industry

#### *Workforce (Talent)*

- Biomedical industry recruitment initiatives
- Expand retention efforts and talent attraction campaign in target industries
- Build upon Choose Wichita marketing material
- Launch venture capital campaign
- Sustain programs aligning industry and education

#### *Livability (Quality of Place)*

- Support growth of direct flights
- Support cultural gatherings and community vibrancy

#### *Marketing*

- Support team and resources for website redesign
- Increase support for talent and industry specific campaigns
- Enhance investor relations connectivity

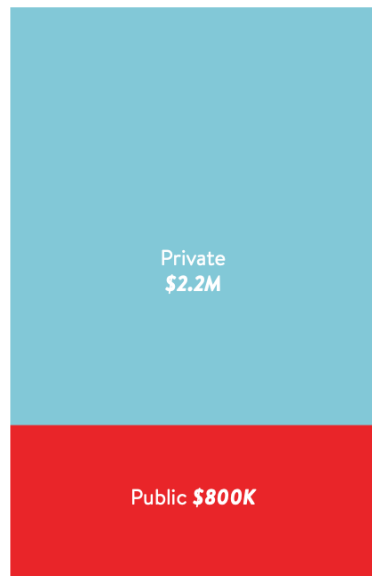
#### *Transformational Initiatives*

- Adaptability to immediately meet unforeseen opportunities and challenges within the region

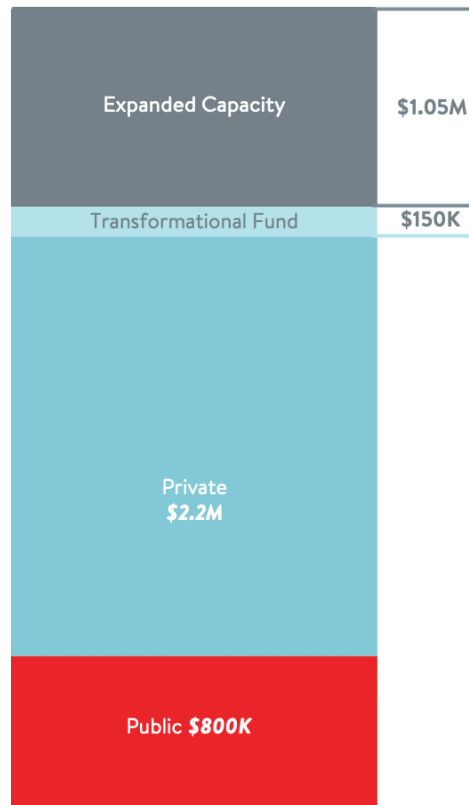
# 2025-2027 Target Investment Revenue

## Strategic Plan

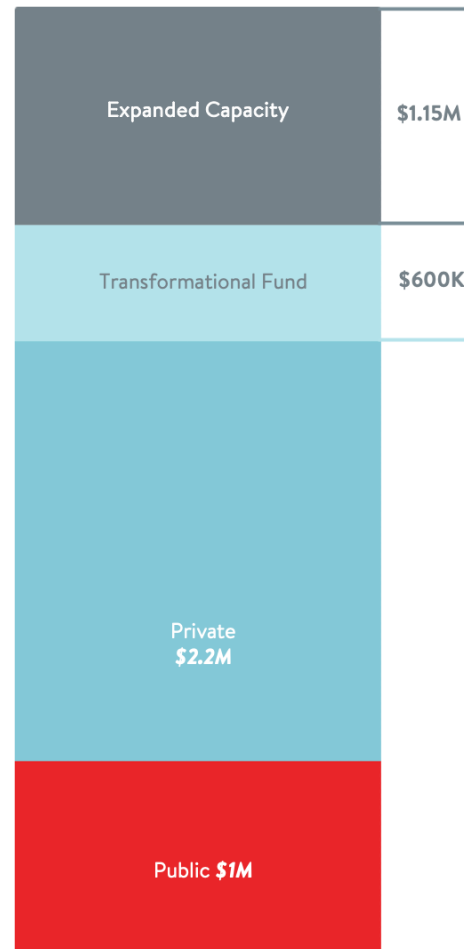
### CURRENT REVENUE \$3M



### BOLD GOAL \$4.2M



### TARGET REVENUE \$4.95M



### EXPANDED CAPACITY

*Diversify Economy (Jobs)*  
*Workforce (Talent)*  
*Livability (Quality of Place)*  
*Marketing*  
*Transformational Initiatives*

# Greater Wichita Partnership

## Investors

### *Visionaries, \$175,000+/yr*



### *Catalysts, \$100,000+/yr*



### *Innovators, \$65,000+/yr*



*[View all 120+ Investors Here](#)*

# *Investment Opportunities at Every Level*

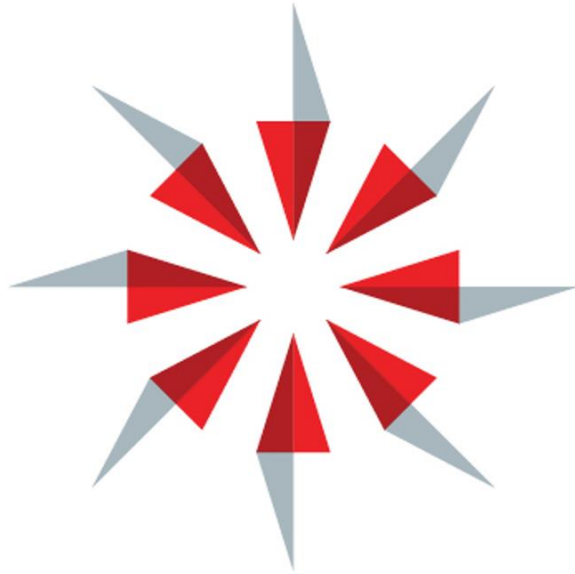
**Visionaries | \$175,000+/yr**

**Advisers | \$30,000+/yr**

**Catalysts | \$100,000+/yr**

**Partners | \$12,500+/yr**

**Innovators | \$65,000+/yr**



Greater Wichita  
Partnership