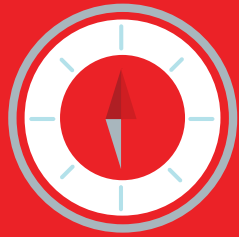


Finding a Common North:

YEAR



ONE

*Progress
on Strategic Initiatives*

Greater Wichita Partnership Mission:

TO **ALIGN** RESOURCES
AND **FOCUS** THE BUSINESS COMMUNITY
ON *common strategies*
THAT FAST-FORWARD **ECONOMIC GROWTH**
IN WICHITA AND SOUTH-CENTRAL KANSAS

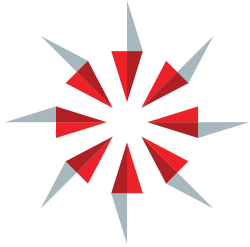
*All communities have the opportunity to shape their future.
Only a few have the courage and diligence to align strengths,
drive deliberate strategies forward and focus on intended outcomes.
Let's celebrate the year one accomplishments in this document
and accelerate our collective vision in cultivating a vibrant region.*

Charlie Chandler & Jeff Turner
Co-chairs of the Greater Wichita Partnership

*Through the vision of the Wichita Metro Chamber of Commerce, over 100 private-sector companies came together in 2012 to move economic development forward in our community as the Leadership Council. These business leaders identified six priority areas to cultivate the economic environment. Through success observed in other cities the Council determined in 2015 the next strategic step to build upon this critical foundation was the evolution of the Leadership Council into the **Greater Wichita Partnership**.*

Created to expand on existing efforts aimed at making our region more competitive in job creation, talent attraction and capital investment, the Partnership brought together the Greater Wichita Economic Development Coalition (GWEDC) and the Wichita Downtown Development Corporation to develop a unique, holistic approach to community growth. Today, the Partnership serves as the region's economic steward—cultivating a rich and innovative environment to grow local businesses and industries.

This document highlights a glimpse of the progress that has been achieved in each of the six strategic priority areas within the last year.



Greater Wichita Partnership

Co-chairs: Charlie Chandler and Jeff Turner

Jobs

Economic Development

Blueprint for Regional Economic Growth (BREG)

Entrepreneurship

Entrepreneurship Task Force (ETF)

Co-chairs: Gary Oborny and Scott Schwindaman

Workforce

Business and Education Alliance (BEA)

Co-chairs: Noreen Carrocci and Lyndy Wells

Perceptions

Perceptions Task Force (PTF)

Co-chairs: Laura Bernstorf, Moji Fanimokun, Roy Heatherly and Jerry Jones

Talent

Talent Specialist

Downtown

Wichita Downtown Development Corporation

Project Downtown: The Master Plan for Wichita

GROW PRIMARY JOBS

Number of Jobs Announced

(recruitment, expansion, retention)



2015 Total
1,494



2016 To Date
1,785

3,279 jobs

Total Capital Investment

(recruitment, expansion, retention)



2015 Total
\$129,492,004



2016 To Date
\$1,102,279,811

\$1,231,771,815

Total Annual Payroll

(recruitment, expansion, retention)



2015 Total
\$53,546,583



2016 To Date
\$99,634,547

\$153,181,130

Globally Market the Region

Global tradeshows and supplier events provide a critical platform for regional private businesses and organizations to market their goods and services. Leveraging a delegation increases visibility and awareness during the shows, while reducing an individual company's cost of participation. Private businesses are continuing to recognize this cost-effective strategy and participation continues to grow. At these events, staff conduct one-on-one meetings with global companies, leaders of non-Wichita headquartered businesses, site selectors and consultants, to network and discuss opportunities in the greater Wichita region.

1. National Business Aviation Association (NBAA) Convention

Nov. 1-3, Orlando, Fla.

- 20 participating partners
- Celebrating 100 years as the Air Capital of the World
- Larger booth due to 2015 success

2. Farnborough International Air Show*

July 11-17, Farnborough, England

- 10 participating partners
- World's largest international air show
- Largest international delegation to date
- First time for three local companies to exhibit internationally (Cox Machine; PWI, Inc. and Omni Aerospace)

3. MRO Americas

April 5-7 2016, Dallas, Texas

- Two participating partners
- Effort to diversify into maintenance, repair and overhaul aviation segment
- Converged airlines, MROs, suppliers, OEMs, regulators and industry experts
- Due to 2016 success, a larger booth space has been secured for 2017 show to allow for even more private sector participation

4. Airline E&M: North America

Oct. 26-27, Charlotte, N.C.

- First time region was represented at show
- Interacted with thought leadership on crucial trends shaping the MRO landscape

5. Paris Air Show*

July 12, 2015, Paris, France

- Six participating partners in 2015
- International air show

6. Hannover Messe

April 25-29, Hannover, Germany

- Table shared within U.S. Economic Development Pavilion in 2010-2015
- First time for individual booth within U.S. hall in 2016
- United States was official partner country in 2016

*The Farnborough Air Show and Paris Air Show occur on alternating years and switch annually between locations



Descriptions for #7 and #8 listed on the following page.

Site Selector Engagement

7. Site Selector Familiarization Tour

June 22-23, Wichita, Kan.

National site selectors from Fort Worth, Texas and Chicago, Illinois were brought to Wichita for an in-depth tour of the region from June 22-23 to showcase the resources and amenities that make our area a top-tier choice in which to do business.

8. Delegation Visit

Oct. 12, Chicago, Illinois

A delegation of private businesses, local organizations and Greater Wichita Partnership staff visited four Chicago-based site selection firms in October. The business community provided personal insight into doing business locally and the Partnership team shared regional opportunities for business growth and development.



Site selector visit, June 22-23



Site selector helicopter tour



Delegation visit to Chicago Oct. 12

Business Retention Expansion Team

The Partnership convened a “business retention expansion team” made up of local and regional job growth organizations in July to discuss aligning efforts. The goal of this strategic effort is to create a unified approach to company visits for increased efficiency. The initial steps of the planning process are currently underway and development discussions will continue into 2017. Participating partners include Blueprint for Regional Economic Growth (BREG), City of Wichita, Greater Wichita Partnership, K96 Corridor Development Association, Kansas Department of Commerce, Kansas Global Trade Services, NetWork Kansas, Sedgwick County, Wichita Independent Business Association, Wichita Metro Chamber of Commerce and Workforce Alliance.



Blueprint for Regional Economic Growth (BREG)

The Blueprint for Regional Economic Growth is a strategy to grow the south-central Kansas regional economy through the realization of eight targeted industry action plans. This collaborative effort was originally developed by the Greater Wichita Partnership, Wichita State University, City of Wichita, Wichita Metro Chamber of Commerce, Regional Economic Area Partnership, Wichita Downtown Development Corporation and Sedgwick County.

Advanced Manufacturing & Materials

Co-chairs: Paul Jonas and Ron Weddle

- Presented BREG overview at Wichita Manufacturing Association meeting in Jan.
- Hosted business feedback forum at JR Custom Metals in March
- Planning committee finalizing Dec. 13th Advanced Manufacturing Forum event to highlight regional

manufacturing strengths, workforce solutions and R&D engagement opportunities focused on innovation

Aerospace

Co-chairs: Vic McMullen and Peggy Deiter

- Kicked off the industry sector in Jan.
- Hosted workforce sector meeting in April
- Co-hosted meeting in Oct. with WSU / NIAR on NASA innovation grant opportunity

Agriculture

Co-chairs: Dennis Blick and Dee Roths

- Presented BREG overview to Agri-business board in April
- Kicked off industry sector in June
- Participated in Kansas Department of Agriculture summit in Aug.
- Meeting regularly with sector co-chairs to align efforts with Kansas Department of Agriculture

Data Services & IT

Co-chairs: Joe Jabara and Stan Skelton

- Hosted technology focus group meeting at NetApp in March
- Hosted broadband providers meeting at Cox in April
- Engaged sector leadership in strategic planning sessions to define actions focused on broadband affordability
- Launched cyber security meetings with leadership team and key stakeholders to define action plans for progress

Healthcare

Co-chairs: Jon Rosell and Darrell Youngman

- Hosted the Healthcare Innovation Forum in June where 28 speakers led 150 participants through a day of innovative possibilities aimed at building our regional healthcare ecosystem

- The Medical Society of Sedgwick County's Healthcare Impact Study shared with sector participants in Sept.

Oil & Gas

Co-chairs: Alan Banta and Jackie Christiansen

- Hosted sector meeting in El Dorado in April
- Hosted meetings with workforce boards to define programs and resources that industry businesses can leverage, to streamline reliable employee identification processes and provide CDL certification
- Attended KIOGA's 79th annual conference to network with industry businesses and assess workforce engagement strategies

Transportation & Logistics

Co-chairs: *Jeff Lackey*
and *Casey Harbour*

- Transportation survey completed
- Presented BREG overview at April WAMPO meeting
- Defined partnership with WAMPO and REAP to host regional county meetings that 1) define community assets, 2) clarify regional gaps and 3) conclude with prioritized plan for BREG counties

Regional Eco Devo Organizations

- Hosted the inaugural EDO meeting at the Partnership in Feb.
- Co-hosted EDO meeting with McPherson for 10 counties included in BREG scope in June
- El Dorado hosted the August EDO gathering, supporting conversation on BREG cross-cutting initiatives and regional collaboration

Exports – Cross Cutting

- Kansas Global results on export plan implementation met or exceeded defined goals for second-year checkpoint
- Kansas Global kicked off planning efforts for the Brookings/JP Morgan Chase Global Cities Foreign Direct Investment (FDI) cohort in conjunction with the Partnership
- Presented market assessment results at Brookings Institute on behalf of the FDI planning process
- Participated in FDI planning core and steering-team meetings

Workforce – Cross Cutting

- Workforce Alliance hosted two sessions with educational providers to refine career mapping outcomes for the BREG sectors
- Established support from the State of Kansas to modify Kansas Works to support career pathways

Innovation – Cross Cutting

- 1 Million Cups launched in the first quarter
- e2e Incubator / Accelerator built infrastructure to launch first class in July
- 1 Million Cups continues to host weekly gathering with strong attendance

Communication – Cross Cutting

- Cross cutting team chaired by Susan Armstrong and Aaron Bastian completed work on a regional survey; results of which were presented to the Partnership for continuation of a regional communication plan
- The Partnership's communication team in conjunction with BREG staff have met with three counties to gather insight and feedback on respective county marketing efforts

BREG Participation



2015 Participants
330

(Representing 138 businesses)



2016 Additions
93

(Representing 60 businesses)

423

(Representing 198 businesses)

DIVERSIFICATION
through
ENTREPRENEURSHIP

Entrepreneurship Task Force

Awards

In June 2016, the Entrepreneurship Task Force (ETF) was honored at the Wichita Business Journal's Innovation Awards for development of the entrepreneurial ecosystem; including the launch of the e2e Incubator/Accelerator program.

Co-chair Gary Oborny received a Dream Chaser's award from Urban League for his service and support of diversification through ETF.

Community Outreach

The ETF liaison group added seven new members, surpassing the goal of 40 total members by year end. ETF also sponsored the second-annual Create Campaign, Camp Destination Innovation and DECA's Innovation Rally.

Entrepreneurship in K-8 Classrooms

ETF launched a Do Entrepreneurship sub-committee to focus efforts on integrating entrepreneurial programming and awareness into the K-8 classrooms.

e2e

Launch of the e2e Incubator

The e2e Incubator marked its grand opening on the ground floor of the High Touch Technologies building in downtown Wichita with a celebration in July 2016.

The inaugural e2e class of startups included six businesses: Buddy Rest, KingFit, Knoxx Reverie Coffee Roasters, Tru-Building, Inc. and Visibility Optics—all of which graduated from the accelerator in Oct. 2016.



EDUCATIONAL
ATTAINMENT
— *and* —
WORKFORCE
DEVELOPMENT

Principal for a Day

In April 2016, the Business and Education Alliance (BEA) ran a pilot program with 13 business leaders called Principal for a Day aimed at increasing involvement in local schools. In partnership with public school districts, and in conjunction with American Education Week (Nov. 14-18), the BEA will roll out an expanded program which will allow business leaders a first-hand experience of how students are being prepared for a globally competitive workforce.

Literacy

With assistance from the Wichita Community Foundation, the BEA identified increasing literacy as a critical strategy for growing post-secondary certificate/degree attainment and thereby enhancing Wichita's future workforce. As such, the BEA has partnered with, and is promoting, the United Way's Women United Read to Succeed program to help children read at grade level by third grade, when students begin to transition from learning to read to reading to learn.

Mock Job Interview Day

In April 2016, 124 students from four local school districts learned essential interview skills and participated in mock interviews with 52 business professionals. The response from the teachers and students was so positive that the BEA, in partnership with Workforce Alliance, plans on holding the event annually.



Principal for a Day



Early Literacy Symposium



Mock Job Interview Day

INTERNAL
— *and* —
EXTERNAL
PERCEPTIONS

Perceptions Task Force

Task Force Initiated

A perceptions task force was formed with co-chairs Laura Bernstorf, senior project management specialist at Airbus Americas Engineering; Moji Fanimokun, attorney and consultant; Roy Heatherly, publisher of The Wichita Eagle and Jerry Jones, vice president of commercial development at Slawson Companies.

Pride-in-Place Meetups

Two, community-wide events were held to provide individuals and organizations alike the opportunity to share what is currently being done to promote Wichita while looking for ways to facilitate future collaborations. Each meetup featured five, five-minute presentations from organizations including Fidelity Bank, City of Wichita, Marketplace Properties, Wichita Community Foundation, The Wichita Eagle, Wichita Metro Chamber of Commerce, Wichita State University, The Workroom, Visit Wichita and Yellowbrick Street Team.



Pride-in-Place Meetup, Oct. 13



*Susie Santo,
president & CEO
Visit Wichita*

RECRUIT
— *and* —
RETAIN TALENT

Talent Specialist Position

Position Filled

Léah Sakr Lavender will be joining the Partnership team in Nov. 2016. Lavender brings diverse work and cultural experience to the role. In her position, Léah will work to forge new, global strategies to retain and recruit talent while accelerating and connecting existing efforts to retrain workers.

Talent Attraction Assistance

Intern Return Downtown Housing Tour

Assisted Young Professionals of Wichita (YPW) in hosting and implementing an Intern Return Downtown Housing Tour in July 2016.



Léah Sakr Lavender



Intern Return Downtown Housing Tour



Zelman Lofts

DOWNTOWN VITALITY

Urban Development

The development of downtown continues through the implementation of Project Downtown: The Master Plan for Wichita. Since its adoption in 2010, over a half billion dollars has been invested in Wichita's urban core.

Cargill Announced New Division Headquarters

Cargill announced new division headquarters at the former Wichita Eagle building in Old Town.

Finney State Office Building Proposal

The Ferguson Group will be working over the coming months on a development agreement with the Public Building Commission.

Advanced Learning Library

A groundbreaking for the new \$33 million Advanced Learning Library was held in July 2016.

Delano Catalyst Sites Issued

Final proposals were presented for the site in Oct. 2016.

Hilton Garden Inn

Adaptive reuse of the commercial 401 E. Douglas building along with new in-fill development at Douglas and Topeka was announced in fall 2016.

Mosley Avenue Improvements

Streetscape improvements initiated in 2016.

Residential Development

Pinnacle Lofts & Apartments Opened

Flats 324 Expansion Opened

Broadway Autopark Apartments Announced

Repurpose and renovation of empty parking garage into apartments.

Bitting Building (Phase One) opened of The Douglas project

520Commerce Now Leasing



Advanced library groundbreaking



Wichita Eagle Building



People-first Design Project



Hilton Garden Inn rendering



Broadway Autopark Apartments rendering

Grants and Placemaking Initiatives

People-first Design Project

Designed to decrease the street footprint, increase the pedestrian right of way and add vibrancy to downtown Wichita at the intersection of Douglas and Main for a temporary time. A volunteer group coordinated efforts to install this temporary pilot project funded by the Knight Foundation Fund of the Wichita Community Foundation. Other project partners included Health ICT, Bike Walk Wichita and Downtown Wichita.

ICT Chalk Talks

Funded by the Knight Foundation Fund of the Wichita Community Foundation. In July 2016, the facade of the Caldwell Murdock Building,

just west of the ICT Pop-Up Urban Park, was transformed into a series of chalkboards which will pose questions that the community is encouraged to answer.

Park(ing) Day

Local artists, designers and citizens collaboratively transformed nine parking spots into temporary public places along Douglas Ave., further demonstrating the need for urban open space.

SSMID Pilot Projects

Douglas Streetscaping

Project scheduled to bid in Dec. with streetscape improvements and planters installed by April 2017.

Placemaking/Programming

Marketing in Douglas Ave. Transit Shelters

First design to be installed in 2016 along Douglas Ave.

Public Policy and Planning

Proposed Policy for Food Truck Operations

Final policy to be presented to City Council in Nov. 2016.

Commercial and Hospitality Market Analysis Update

Original market data that was included in Project Downtown was updated summer 2016.

American Architectural Foundation

National Sustainable Communities grant awarded to downtown Wichita for design workshop to review Douglas and Market area.

Marketing

Downtown Clean Up

Over 100 volunteers swept streets and sidewalks, repainted street striping, cleaned parks and more in April 2016.

Logo, Brand and Website Design and Development

New downtown Wichita brand and website launch expected first quarter of 2017.

2016 Downtown Living Tour

Successful event showcasing the urban lifestyle with 18 residential properties open for the public to tour. Over 1,500 attendees enjoyed the tour in October 2016.

Downtown Holiday Marketing

Finding a Common

NORTH

Greater Wichita Partnership Investors

Advanced Personnel
Aeroflex Wichita, Inc.
Aetna
Airbus Americas Engineering, Inc.
All Metal Recycling, Inc.
Allen, Gibbs & Houlik, L.C.
Ambassador Hotel Wichita
Anderson Management Company
Armstrong Chamberlin
Automation-Plus, Inc.
Baker University
Bank of America
Beran Concrete
Berry Companies, Inc.
Best Western Wichita North Hotel
& Suites
BKD, LLP
Black Hills Energy
Blue Cross & Blue Shield of Kansas
Bokeh Development
Bombardier Learjet
Bothner and Bradley, Inc.
Building Trades Council of Central
& Western Kansas
Butler Community College
Capitol Federal Savings Bank
Cargill Meat Solutions
Central Mechanical Wichita, Inc.
Charles E. Mahaney Roofing Company
City of Wichita
Cochener Garvey Capital Partners, Inc.
Commerce Bank
Community Bank of Wichita, Inc.

Concergent IT, LLC
Conco Construction
Consolidated Holdings, Inc.
Cornejo & Sons, Inc.
Cox Communications
Cox Machine, Inc.
Delta Dental of Kansas, Inc.
Dillon Food Stores
Dondlinger & Sons
Construction Company, Inc.
DoubleTree by Hilton Wichita Airport
Dudley Williams & Associates
Eby Construction Co.
Emprise Bank
Envision, Inc.
Equity Bank
Fahnestock Plumbing, HVAC & Electric
Fiber Dynamics, Inc.
Fidelity Bank
Foulston Siefkin LLP
Friends University
Gardner Design
GLMV Architecture, Inc.
Grant Thornton LLP
Gravity :: Works
Great Plains Ventures, Inc.
Hajoca Corporation
Harlow Aerostructures LLC
Hartman Oil Co., Inc.
High Touch Technologies
House of Schwan, Inc.
Howerton+White
Hutton Construction Corporation

Hyatt Regency Wichita
Hyspeco, Inc.
IBEW L.U. 271 - Electrical Workers
Icon Structures, Inc.
iHeartMedia - KRBB, KZSN, KTHR, KZCH
IMA, Inc.
InfoSync Services
INTRUST Bank, N.A.
JR Custom Metal Products, Inc.
Johnson Controls
K•Coe Isom
KAKE-TV
Kansas Gas Service
Kansas Global Trade Services
Kansas Health Foundation
KSNW-Channel 3
Laham Development Company
Law Company, Inc.
LDF Companies
Lee Air, Inc.
Legacy Bank
Legasus Group
Lubrication Engineers, Inc.
Marketplace Properties, LLC
Martin Pringle Oliver Wallace
& Bauer, L.L.P.
Medical Society of Sedgwick County
Meritrust Credit Union
Mid American Credit Union
Mid-America Orthopedics
Midwest Mechanical
Murfin Drilling Company, Inc.
Newman University

Occidental Management, Inc.
Pioneer Balloon Company
Plumbers & Pipefitters Local 441
Poet Ethanol Products
Premier Processing
Prestressed Concrete, Inc.
Professional Engineering
Consultants, P.A.
Rand Graphics, Inc.
Range Oil Company, Inc.
Realtors of South Central Kansas
Regier Carr & Monroe, L.L.P.
Results Driven Marketing
Ritchie Exploration, Inc.
Rose Hill Bank
Sasnak Management Corporation
Security 1st Title LLC
Sedgwick County
Sharpline Converting, Inc.
Sinclair & Sons Custom Welding
& Machine Service, Inc.
Slawson Real Estate Company
Snodgrass & Sons Construction Co., Inc.
Spirit AeroSystems, Inc.
Star Lumber & Supply Co., Inc.
Sullivan Higdon & Sink
Sunflower Bank, N.A.
TECT Aerospace
Textron Aviation, Inc.
The Carnahan Group
The Trust Company of Kansas
TranSystems Corporation
Truck Parts & Equipment, Inc.

UCI
UMB Bank, N.A.
United Way of the Plains
University of Kansas School
of Medicine-Wichita
USI Insurance Services
Value Place
Vermillion, Inc.
Via Christi Health
Visit Wichita
WDM Architects
Wesley Medical Center
Westar Energy
Wichita Area Technical College
Wichita Business Journal
Wichita Community Foundation
Wichita Downtown Development
Corporation
Wichita Eagle
Wichita Independent Business Association
Wichita Metro Chamber of Commerce
Wichita Public Schools
Wichita State University
Workforce Alliance of South Central
Kansas, Inc.
Yingling Aviation
Z Insurance Group, LLC

Greater Wichita Partnership Staff

Carrying out the Partnership's important mission is a team consisting of business and community leaders and full-time staff, dedicated to discovering catalytic ways to grow the area's economy. Whether providing the most up-to-date market data that will allow the private and public sector to make strategic business decisions or implementing marketing strategies aimed at promoting regional opportunities, the Partnership provides the resources and vision to ensure that the community is always pointed in the right direction.



Jeff Fluhr
President



Marlo Dolezal
Chief Financial Officer



Andrew Nave
Executive Vice President
of Economic Development



Jaimie Garnett
Executive Vice President
of Strategic Communications



Jason Gregory
Executive Vice President,
Downtown Development
Corporation



David Bossemeyer
Vice President, Business
Development



Craig Bay
Director of Special Projects



Craig Lindeman
Director of Communications



Duane Smith
CCR, Research Director



Tammy Nolan
Marketing Director



Heather Denker
Manager of Special Projects



Léah Sakr Lavender
Talent Specialist



Andy Kim
Design & Communication
Specialist, Downtown
Development Corporation



Megan Radley
Director of Communications,
Downtown Development
Corporation



Nancy Moore
Administrative Assistant

greaterwichitapartnership.org