

*2020 Annual Report*

2020

➤ VISION



Greater Wichita  
Partnership

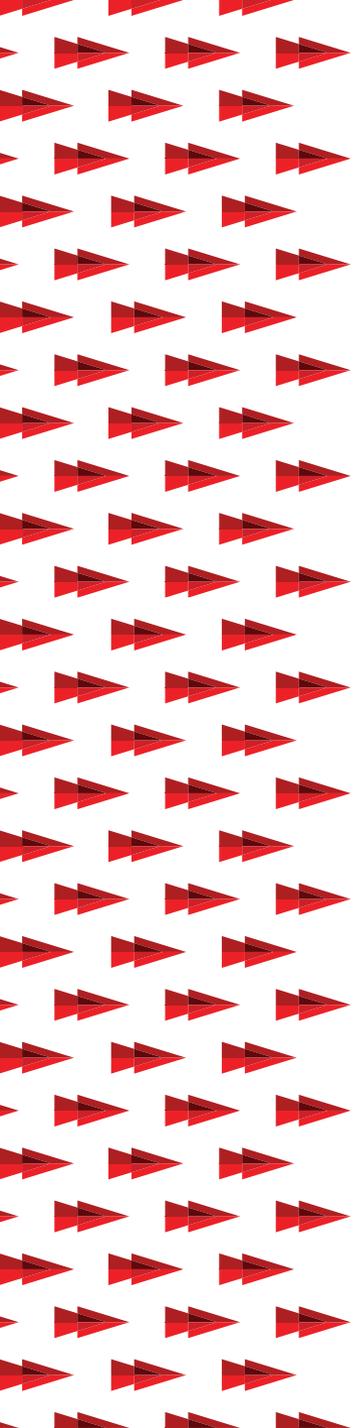


**GREATER WICHITA REGION**

**MISSION**

*To align resources and focus the business community on common strategies that fast-forward economic growth in Wichita and South Central Kansas.*

DISCOVER HOW WE ARE ACCELERATING REGIONAL ECONOMIC GROWTH ►



### *A letter from your Partnership Co-chairs:*

Looking back on 2019, we certainly recognize how important the Greater Wichita Partnership has become to the economic health and prosperity of our community and region. So far in 2020, again, we find ourselves greatly challenged, and yet, well organized to address whatever lies ahead.

When we first proposed the concept of an organization to align our economic development efforts five years ago, we would have been hard pressed to predict the multiple challenges facing us now. But with strong participation from so many segments of our economy, we benefit from capable leaders, collaborating unselfishly for the benefit of all.

This ability to put on our community hats and leave our individual agendas at the door has built an environment of trust. That trust combined with focused, aggressive, nimble and persistent local and regional strategies give us an advantage when times are toughest.

Before 2020 hit hard, 2019 felt like the year we had reached a point of maturity. Together, we have strong relationships at local, state and federal levels because it takes all of us within the private and public sectors to come together with one goal – our economic future.

We worked together to develop research-based plans for jobs, talent and the region’s vision and future that are providing us solid road maps. Through these efforts we have created and deployed deeper strategies and plans to make Wichita more competitive. That work is now serving as a bedrock foundation to navigate through a time like this.

These plans and your leadership and partnership provide us with the resources to know when to advance an existing strategy or quickly lean into a new recovery initiative. And we are leaning in diligently.

Greater Wichita is a place where we are driving economic activity and growth in challenging times.

Because of your investment, we are coming together through the Partnership. Because of your leadership and commitment to community growth, we are a place where people and organizations come together to address the pressing economic issues of immediate economic crisis and long-term economic recovery.

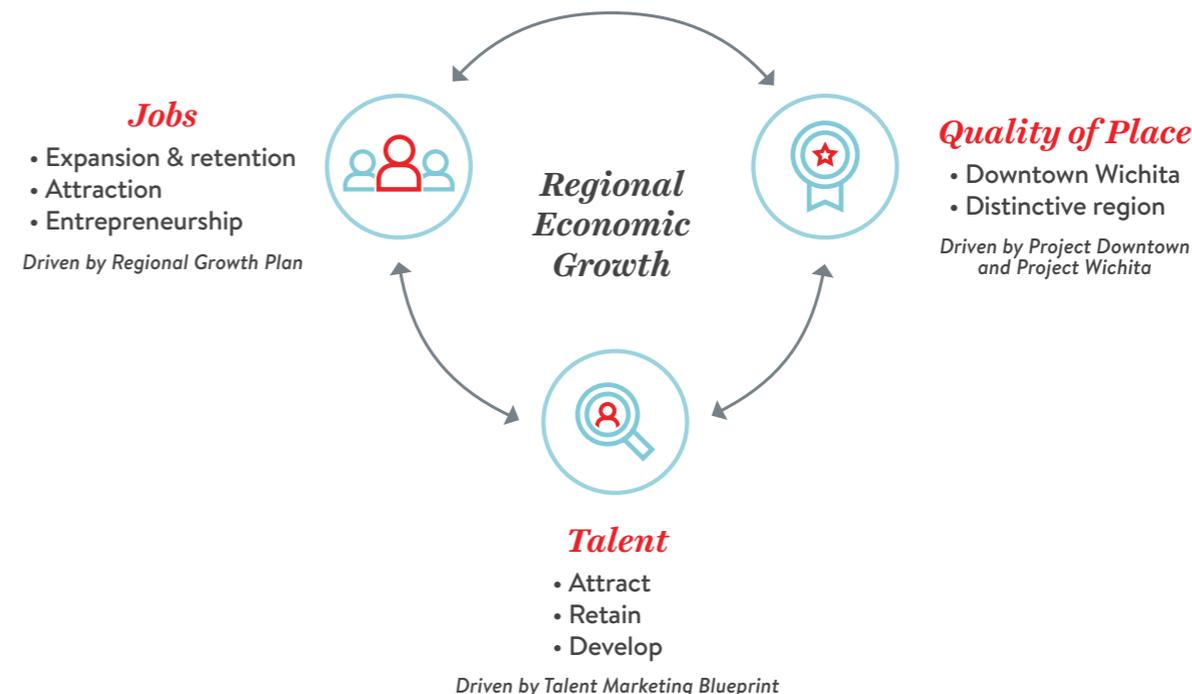
▶ **CHARLIE CHANDLER**  
CEO, INTRUST Bank

▶ **JON ROLPH**  
President & CEO, Thrive Restaurant Group

## **ALIGNING FOCUS: HOW WE ACCELERATE GROWTH**

As an innovative, collaborative organization we work to proactively drive economic development efforts in order to position our region to grow. At the Greater Wichita Partnership we work with others toward common goals to advance the unique qualities of our region.

We are focused on three main priorities: jobs, talent and quality of place, all to fast-forward the region’s growth. These priorities are shaped by three highly detailed, research-driven plans that were developed in 2018: the Regional Growth Plan, the Talent Marketing Blueprint and Project Wichita. These priorities are also informed by the master plan for downtown Wichita’s development, Project Downtown. The efforts identified in these plans require many private and public sector partners to achieve success and support growth in Wichita and the region.





Kyodo Yushi Manufacturing Americas ribbon cutting



NBAA 2019 Air Capital of the World booth



Excel Industries advanced manufacturing worker

## 2019 JOBS METRICS



**JOBS ANNOUNCED**  
2015-2019 Total

**7,705**

Equivalent to adding the population of Park City to our region



**CAPITAL INVESTMENT**  
2015-2019 Total

**\$2.3 Billion**

Equivalent to building approximately a dozen new Wichita Dwight D. Eisenhower National Airports



**TOTAL ANNUAL PAYROLL**  
2015-2019 Total

**\$346 Million**

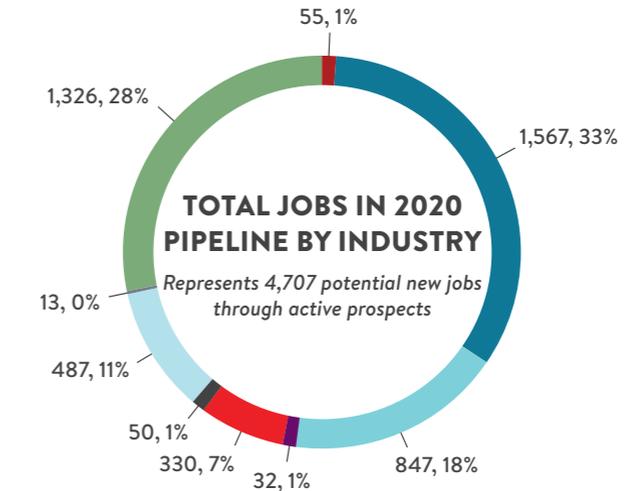
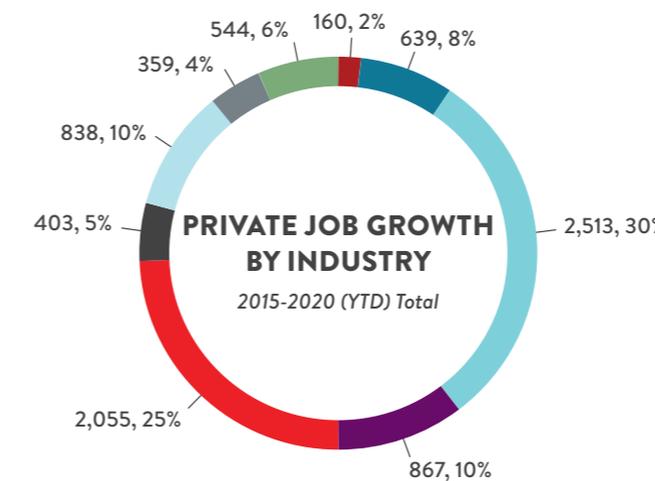
More than four times the Kansas City Royals annual payroll

# JOBS

*We support the creation of jobs through business expansion and retention, company attraction and cultivating entrepreneurship*

Promoting our region's competitive advantages to companies, site consultants and business decision makers is a key focus of our work. We aggressively enhance our region's global exposure by attending domestic and international tradeshows and accelerate efforts to diversify the economy and cultivate new niches, among many other efforts. Key initiatives are based upon priorities identified in the Regional Growth Plan.

**SEE OUR EFFORTS** ➔



■ Advanced Materials 
 ■ Advanced Manufacturing 
 ■ Aerospace 
 ■ Agriculture 
 ■ Back Office 
 ■ Healthcare 
 ■ IT Systems & Support 
 ■ Other 
 ■ Transportation & Logistics

## 2019 KEY OUTCOMES

- ▶ 1,125 jobs created with \$63.9 million total annual payroll
- ▶ \$98.5 million of capital investment
- ▶ 57 new projects opened:
  - 36 attraction or “new-to-region”
  - 19 existing business expansions in the region
- ▶ 12 projects won (15% of total projects; general project win average is 5-10%)
- ▶ 3 regional economic development meetings hosted
- ▶ 1 incentives analysis completed by Ady Advantage to competitively position our region
- ▶ 5 tradeshows and conferences in 3 countries with 20 partners generating 8 business attraction leads (in addition to partner-specific leads and contracts)
- ▶ 13 direct site selector engagements in 8 states and 2 countries resulting in 5 business attraction leads
- ▶ 4 key initiatives identified in the Regional Growth Plan established:
  - Launch of Choose Wichita regional talent brand and website
  - Creation of technology council (FlagshipKansas.Tech)
  - Cybersecurity industry promotion with the Regional National Security Coalition
  - Strategic national site selector engagement
- ▶ \$75,000 invested in NXTUS (formerly e2e) in 2019, resulting in:
  - Growth from local investors in Accelerate Venture Partners (AVP) capital fund
  - NXTSTAGE developed to deliver innovative startup-based solutions for local employer challenges with program launch in 2020
- ▶ Evolved Entrepreneurship Task Force to Accelerate Wichita with targeted mission and hosted inaugural event
- ▶ 2 strategic foreign direct investment missions to Montreal, Canada and Chihuahua, Mexico resulting in 16 face-to-face meetings with companies to consider investment in Wichita
- ▶ 1 prospectus created to market Wichita’s Opportunity Zones:
  - Created and launched national advertising campaign driving 300,000+ impressions
  - 14 direct inquiries from companies, developers and potential investors
  - Co-hosted Opportunity Zone Roundtable with over 120 attendees

## 2020 INITIATIVES

*Due to the unprecedented events related to the COVID-19 pandemic and the 737 Max suspension, the Greater Wichita Partnership has and will continue to pivot and add initiatives to meet the needs of the region.*

### EXISTING BUSINESS EXPANSION & SUPPORT

- ▶ Air Capital Commitment
  - Convene and lead community response coordination for Boeing 737 Max production suspension
  - Support impacted workers through communications efforts, including a one-stop website
  - Identify additional economic diversification strategies
- ▶ COVID-19 Community Task Force
  - Coordinated community response for leaders to work together to address economic challenges and position the community for economic recovery and long-term growth
- ▶ Robust business retention and expansion (BR&E) program
  - Direct outreach to 160 area employers in the region about COVID-19 response, opportunities for growth and needs
  - Engagement with companies during expansion projects
- ▶ Global exposure for the Air Capital of the World at industry events, online, social media and targeted presentations to aerospace companies

### NEW BUSINESS ATTRACTION

- ▶ Economic development projects to grow jobs
  - Attract, retain or expand 1,600 net new jobs and additional capital investment within the region
- ▶ Increase Maintenance, Repair, Overhaul (MRO) diversification strategies
  - Develop 3-5 key tactics to expand MRO opportunities in the region
- ▶ Identify in-person marketing opportunities in niche industries
  - Scout 3 new niche industry tradeshows
- ▶ Contract with industry influencers to propel success in 2 niche sectors
- ▶ Market business opportunities to target audiences
  - Produce 1 new promotional video for the region and 2 industry/prospect-specific videos
  - Strategize and implement 1 national advertising campaign to generate prospect leads
  - Develop 5+ industry-specific promotional materials
- ▶ Increase site consultant outreach across the U.S. and in-market to Wichita

### ENTREPRENEURSHIP

- ▶ Accelerate Wichita
  - Develop metrics to assess health of the entrepreneurial ecosystem
  - Utilize data to tell success stories via strategic content partnerships
- ▶ Continued 2020 investment in NXTUS of \$75,000

### REGIONAL GROWTH PLAN

- ▶ Initiate local economic incentives policy update to position the region to be more competitive
- ▶ Identify comprehensive and controllable metrics for Jobs priority
- ▶ Launch a high-impact attraction website to sell the region as a place for business growth and generate leads
  - Generate 20% more website pageviews/month compared to average of 8 peer regions (target goal is 2,350 pageviews/month)
  - Generate 30 leads for business development team
  - Incorporate a new database for regional sites and buildings

MRO Americas 2019 WSU Tech Air Capital of the World team



Opportunity Zone prospectus



Accent Lighting groundbreaking





Talent presentation to Foulston Siefkin summer associates



Perfect Day in Wichita talent collateral



Interns at 2019 Riverfest Summer Intern Kickoff

# TALENT

*We work alongside regional businesses and partners to attract, retain and engage talent*

Selling our region is critical to changing perceptions and increasing the pipeline of talent considering a job in Greater Wichita. We work alongside employers, human resource professionals, recruiters and community partners to create impactful talent engagement programs, provide research-based marketing tools and resources and implement external and internal talent marketing strategies. Key initiatives are based upon priorities identified in the Talent Marketing Blueprint.

**EXPLORE OUR APPROACH** ►►

## *Development Counsellors International (DCI) Research*

*Key insights from global talent expert DCI informing marketing strategies*

### **SURVEY RESULTS**

If talent in target markets were offered a job in Greater Wichita that matched their skill and salary requirements, **74%** responded “yes” or “not sure” to relocation.



The top reason why **26%** responded “no” was due to lack of knowledge/familiarity with the area.

### **LOCATION IMPRESSIONS**

**51%** of talent form location impressions through internet research  
**44%** of talent form location impressions through social media

### **KEY FINDING**

Talent is increasingly relying on digital resources to form location impressions and make relocation decisions.

## 2019 TALENT METRICS

### **LAUNCHED CHOOSE WICHITA BRAND**

*Positioned the region as the “relentlessly original” place to live, work and play*

**25,674** website sessions from **48** U.S. states and **51** countries  
**34,696** views for promotional “hype” video  
**2,639** followers gained on Instagram, LinkedIn, Twitter and Facebook in first year

### **DEVELOPED MARKETING MATERIALS**

*Ensured local employers have the materials to sell the region*

**7** new talent collateral pieces  
**2** robust talent-attraction toolkits  
**13** guest columns, articles and advertisements

### **ENGAGED WITH KEY AUDIENCES**

*Convened critical talent-facing groups and propelled student connections*

**6** engagements with college, university and veteran groups  
**272** interns at Riverfest Summer Intern Kickoff  
**1** multi-layered Student Success Task Force formed through BEA

### **COACHED COMMUNITY TO SELL WICHITA**

*Created and conducted Choose Wichita training events*

**24** sessions for individual employers and regional partners  
**300+** HR, recruitment and talent professionals engaged at Recruit Wichita

### **AWARDED TOP BRAND**

*For Choose Wichita website and recruitment marketing materials*

Choose Wichita brand won **#1** top economic development award in 17-state region by Southern Economic Development Council

### **CREATED ENGAGING CONTENT**

*Enhanced perceptions and connected talent to Wichita region*

**2,484** views of **15** blogs showcasing how the region is relentlessly original  
**12** Wichita Insiders secured for website  
**1,440** views of **15** talent success stories

## 2019 KEY OUTCOMES

- ▶ Developed regional research-based brand to attract talent and position the Wichita region as a “relentlessly original” place to live, work and play
- ▶ Worked with community partners to create Choose Wichita website for the new brand to encourage talent to find a job in the Wichita region and serve as a one-stop resource for new and potential residents
  - 25,674 website sessions
  - Visits from 48 U.S. states and 51 countries
- ▶ 2 talent-attraction toolkits available to employers and investors providing Choose Wichita branded materials to sell the region to talent
- ▶ 7 new talent collateral pieces created for employers to share with prospective talent
  - Wichita Bucketlist
  - Comparison Guide
  - Perfect Day in Wichita
  - Talent Presentation
  - Key Messages
  - Tough Questions
  - Welcome to Wichita
- ▶ 1 promotional video created to enhance location impressions with 34,696 views
- ▶ 2 talent-focused guest columns, 7 earned media articles and 4 ads published in local print media to promote talent attraction efforts to local businesses
- ▶ 15 blogs published with 2,484 views to enhance perceptions and engage targeted talent
- ▶ 24 talent training sessions with individual employers and regional partners
- ▶ 300+ HR and recruiting professionals engaged in inaugural Recruit Wichita event
- ▶ 6 college, university and veteran group engagements
- ▶ 1 Summer Intern Kickoff hosted during Riverfest with 272 interns in attendance
- ▶ Choose Wichita brand won top economic development award among 17 states
- ▶ 12 Wichita Insiders secured and featured on Choose Wichita website to connect talent with local insight
- ▶ 15 success stories created and shared on social media and website receiving 1,440 views
- ▶ Business & Education Alliance forms Student Success Task Force to align with Lifelong Learning action plan of Project Wichita

## 2020 INITIATIVES

*Due to the unprecedented events related to the COVID-19 pandemic and the 737 Max suspension, the Greater Wichita Partnership has and will continue to pivot and add initiatives to meet the needs of the region.*

### POSITION THE REGION TO ATTRACT AND ENGAGE TARGETED TALENT

- ▶ Develop tools and partnerships to sell the region to talent
  - Engage in planning sessions with local colleges and universities to attract students
  - Identify opportunities to connect with college level talent in target markets through job fairs, classroom presentations and organizational relationships
  - Collaborate with investors to highlight key job openings
  - Create 4 new pieces of collateral (Partners Guide, update Comparison Guide, Launch Your Career Here and Spanish version of Wichita Bucketlist)
  - Transition summer internship event to virtually connect and engage interns with the community
- ▶ Train employers and recruiters on how to sell Wichita/provide insight on industry trends
  - Host an event for talent management professionals across the region to increase their employee’s engagement and commitment
  - Implement 15 talent training sessions for local employers, community organizations and external staffing agencies
- ▶ Drive increased exposure of Choose Wichita brand to target audience in target markets
  - Launch Digital Ambassador grassroots social media program with 30 participants
  - Post 24 blogs to drive 3,000 total pageviews through social media
  - Deliver new promotional materials at multiple talent engagements
  - Drive website sessions by posting organic content on social media
  - Increase social media followers by more than 60%
  - Launch national advertising campaign to increase talent pipeline considering Wichita region

### DEVELOP PROGRAMS TO ADVANCE COMMUNITY-WIDE TALENT EFFORTS

- ▶ Develop initiatives to address post-pandemic workforce needs and strategies
- ▶ Coordinate with partners to launch Skillbridge internship and enhance local job connections for veterans
- ▶ Launch Morning Meet-Up series for regional talent management professionals to discuss how to navigate the future of work and engage with the talent in their organizations
- ▶ Explore new technology platforms to connect external high school and college students with local schools, employers and the community
- ▶ Conduct ongoing research and identification of trends
  - Engage in monthly talent attraction and engagement training opportunities
  - Develop employer survey to measure satisfaction with talent attraction efforts, engagement with tools available and current recruiting challenges
  - Track employer and community needs

### CULTIVATE REGIONAL CULTURE TO SUPPORT LIFELONG LEARNING (PIPELINE OF TALENT)

- ▶ Form three subcommittees of the Business & Education Alliance (BEA) to broaden community leadership and drive key initiatives
  - Develop resources and relationships
  - Cultivate career exploration in 7th grade
  - Advocate for post-secondary success
- ▶ Create partnerships with local colleges and universities within applied learning programs

New Choose Wichita brand and website wins national awards



Panel at Recruit Wichita event



Welcome to Wichita talent collateral





Naftzger Park and Phase 2 of Spaghetti Works Development



Lazy Dog Agility Course hosted during Open Streets ICT



Riverfront Stadium Maple Street entrance

# QUALITY OF PLACE

*Downtown Wichita – We facilitate commerce and culture in the core to drive development and spur growth in the heart of our region*

From working with partners to developing downtown, initiating placemaking and programming efforts to enhance vibrancy, and implementing strategic marketing efforts, we are focused on enhancing the quality of place in Wichita's urban core. The Downtown Wichita organization is a champion for downtown, guided by the initiatives outlined in Project Downtown, adopted in 2010, in alignment with the needs of the district.

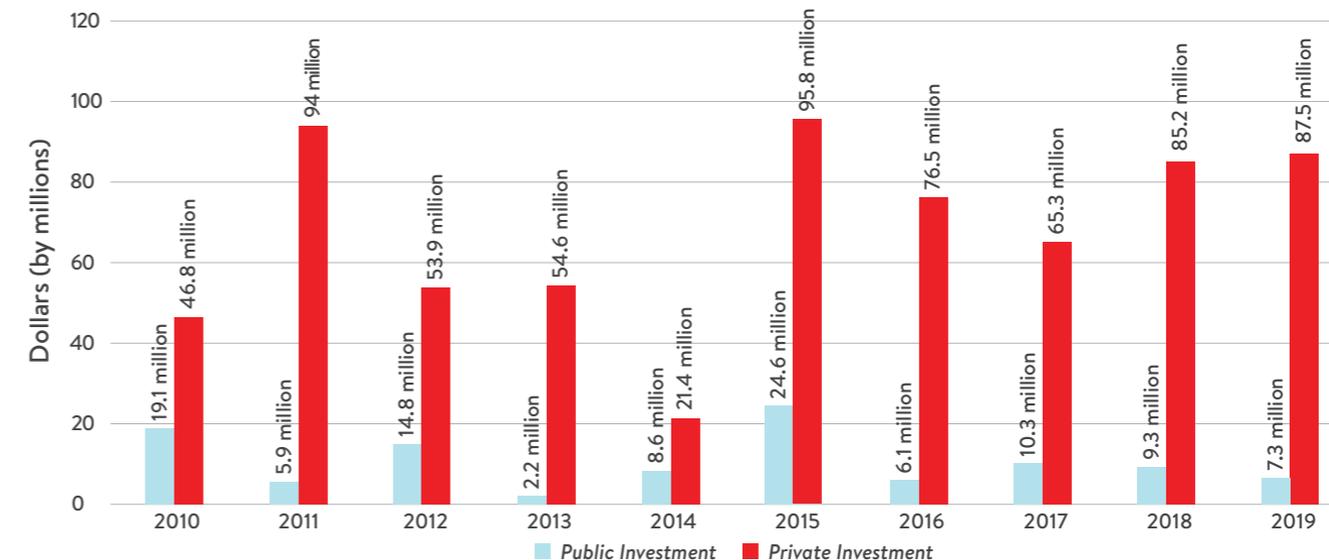
DISCOVER OUR PROGRESS ➡



## 2019 DOWNTOWN METRICS

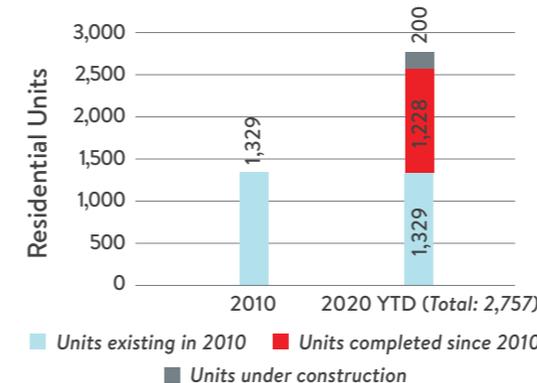
January 2010-December 2019

### DOWNTOWN WICHITA PRIVATE/PUBLIC INVESTMENT



Since the adoption of Project Downtown in 2010, the ratio of private to public investment has been as high as 24:1.

### DOWNTOWN RESIDENTIAL



### CENTRAL BUSINESS DISTRICT OFFICE MARKET

**14.6%** increase in total office space

(2010: 4,118,396 SF, 2020: 4,824,113 SF)

**23%** increase in overall lease rates

(2010: \$9.85/SF, 2019: \$12.87/SF)

### DOWNTOWN HOSPITALITY

**368** hotel rooms added

(2010: 864 existing rooms, 2019: 1,232 total rooms, currently 95 rooms under construction)

\*Find sources for data as well as the most up-to-date information on public and private investment in downtown Wichita by viewing the most recent State of Downtown Report published by Downtown Wichita at <http://bit.ly/StateOfDowntown>.

## 2019 KEY OUTCOMES

- ▶ 77 development projects completed, 17 under construction, 8 in planning (January 2010–December 2019)
- ▶ \$87.5 million in private investment
- ▶ \$7.3 million in public investment
- ▶ 11:1 private to public investment ratio
- ▶ \$168 million in retail sales
- ▶ 2,943 estimated residents living downtown
- ▶ 88% of occupied Class A office space
- ▶ 4.8 million total square feet of office space
- ▶ 741,500+ event attendees
- ▶ 7 Possibility People campaign promotions released resulting in 38,500+ social media video views
- ▶ 1 holiday marketing campaign launched with almost 3,000 website pageviews
- ▶ 52 weekly event emails and 12 development emails published
- ▶ 12% channel growth on Facebook and Instagram
- ▶ 10 new transit shelter designs created and installed
- ▶ 150+ volunteers participated at annual Downtown Clean Up event
- ▶ 1 downtown development video produced resulting in 13,000+ views
- ▶ Awarded \$56,000 from Knight Foundation Fund at Wichita Community Foundation for two placemaking initiatives – Alley Doors project and Gallery Alley transformation
- ▶ Hosted 4 multi-series events throughout summer months at the Pop-Up Park with approximately 600+ attendees
- ▶ Hosted Lazy Dog Agility Course during Open Streets ICT
- ▶ Hosted 3 pop-up placemaking initiatives in Gallery Alley
- ▶ 1 State of Downtown Report released
- ▶ Maintained over 100 planter pots and hanging baskets along Douglas Avenue as part of the Flowers on Douglas initiative
- ▶ More than \$150,000 received through grant funding for downtown projects

## 2020 INITIATIVES

*Due to the unprecedented events related to the COVID-19 pandemic and the 737 Max suspension, Downtown Wichita has and will continue to pivot and add initiatives to meet the needs of the region.*

- ▶ Drive investment and development of downtown through implementing Project Downtown
  - Work with developers and public sector on proposed development projects
  - Provide support and advocate for new projects and investment in line with known market potentials from studies
  - Encourage development that fosters walkable connections and projects that seamlessly connect and interact with the streetscape
  - Encourage dense, mixed-use buildings with a focus on ground-floor activation
  - Provide COVID-19 resources to downtown stakeholders
- ▶ Market downtown to enhance perceptions
  - Produce 2020 State of Downtown Report
  - Create 3 Possibility People campaign videos
  - Develop and implement 1 holiday promotional campaign
  - Create 40 pieces of custom content for social media
  - Produce 5 social media videos promoting development
  - Implement 5+ distinct strategies to build awareness for 10 years of Project Downtown
  - Increase website sessions by 5% (based upon planned projects and budgets)
  - Maintain community event calendar and produce 50+ emails promoting downtown events and businesses
  - Support partner organizations to celebrate Wichita's 150th birthday
  - Increase Downtown Living Tour attendance by 20%, with a target goal of 1,800
  - Update transit shelter marketing designs quarterly
- ▶ Initiate placemaking and programming to enhance vibrancy
  - Initiate and maintain programming at Pop-Up Park
  - Produce and implement quarterly pop-up projects
  - Transform Gallery Alley with 4 new artistic pieces and host launch party with 300 attendees (launch party to be determined per COVID-19 guidelines)
  - Install 10 door murals as part of Alley Doors project
  - Maintain Flowers on Douglas program and continue fundraising to maintain program (raised more than \$177,000 from 2017-2019)
  - Engage 100 volunteers at Downtown Clean Up (to be determined per COVID-19 guidelines)
  - Enroll 5 businesses in new Adopt-A-Block program by 2021
- ▶ Supplement SSMID funding
  - Continue efforts to increase funding through grants and contributions (raised over \$1 million since 2009)

Downtown Clean Up



Possibility People featuring 86 Cold Press owner, Austin Dugan

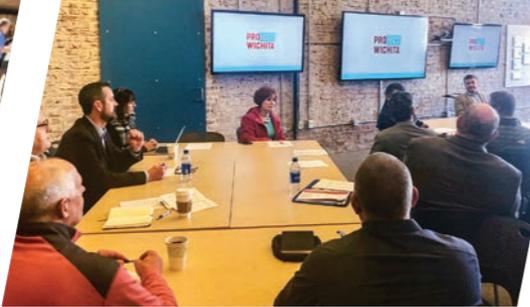


The Blue Bench series in collaboration with Oxford Senior Living





Riverfront Legacy Master Plan Legacy Lounge



Project Wichita Community Report presented to BEA



Riverfront public open house in November

## 2019 DISTINCTIVE REGION METRICS

### Project Wichita



- 1 report completed with:
- 4 guiding principles
- 5 focus areas identified
- 5 distinct action plans
- 15 key initiatives



- 6 Advancement Team members announced
- 5+ initiatives formed or supported
- 50+ presentations to public about plan

### Riverfront Legacy Master Plan\*



**\$840K** total funds raised with  
**\$640K** raised from private sector



- 5 community meetings
- 6 Coalition partners
- 5 public Coalition meetings
- 50+ community presentations
- 5,000+ community touchpoints

# QUALITY OF PLACE

*Distinctive Region – We are focused on developing a distinctive quality of place that attracts talent, visitors, and economic growth*

Through the Project Wichita regional visioning and action plan, the community identified that it is important to change and grow in order to keep the next generation of talent in our region. By facilitating and shepherding community planning processes like the Riverfront Legacy Master Plan to propel our region forward, we can identify common visions to achieve, hold each other accountable to how we get there, and prosper.

**DISCOVER THE DIFFERENCE** ➡

\*This master planning process was paused prior to completing the final plans and report due to the impacts of COVID-19. The Coalition will re-activate the process when timing is appropriate.

## 2019 KEY OUTCOMES

- ▶ Project Wichita
  - 1 Project Wichita report released with 4 guiding principles, 5 focus areas with distinct action plans and 15 key initiatives
  - 6 Project Wichita Advancement Team members announced
  - 5+ initiatives based on the Project Wichita Action Plans formed and supported
    - Project Wichita created Anchor Institution Task Force
    - Supported the Mental Health and Substance Abuse Coalition and the Mental Health Summit
    - Supported launches of the I Fly Wichita and FlagshipKansas.Tech initiatives
  - Project Wichita initiatives presented to 50+ organizations after January release of report
- ▶ Riverfront Legacy Master Plan
  - Master planning process launched with extensive community engagement:
    - 5 community meetings
      - 300+ attended first public open house in July
      - 450+ attended urban exploration tours
      - 100+ attended October public open house
      - 300+ attended November public open house
      - 600+ attended January public open house
    - 5 public Coalition meetings
    - 50+ community presentations
    - 5,000+ community touchpoints
  - 3 major themes identified through community efforts
    - Greenspace/parks/open space
    - River activation, access and connection
    - Amenities such as restaurants, shops, bars, office, hotel, etc.
  - 1 final recommendation comprising 4 types of projects, including 17 major capital projects presented to the community

## 2020 INITIATIVES

*Due to the unprecedented events related to the COVID-19 pandemic and the 737 Max suspension, the Greater Wichita Partnership has and will continue to pivot and add initiatives to meet the needs of the region.*

- ▶ Launch Anchor Institution pilot location
  - Launch pilot institution with sustainable funding
  - Mobilize neighborhood organizations to increase high school graduation rates
- ▶ Launch Regional Literacy Coalition
  - Secure long-term funding to support regional literacy strategies
  - Mobilize literacy organizations to strengthen early grade literacy levels
- ▶ Establish sustainable funding and financial support for Project Wichita initiatives
  - Implement contract for grant writer support for Project Wichita initiatives
  - Implement grant process to secure at least \$300,000 in funding for regional initiatives to advance Project Wichita initiatives
- ▶ Address regional mental health stigma
  - Develop plan to increase public awareness around mental health once Mental Health and Substance Abuse Coalition reactivates their work following COVID-19 pandemic
  - Implement awareness strategies and tactics alongside Mental Health and Substance Abuse Coalition
- ▶ Lead the Riverfront Legacy Master Plan process\*
  - Ensure continued robust community engagement
  - Completion of the master plan document by Design Team
  - Work with public sector and community stakeholders to advance master plan with appropriate timing given COVID-19

FlagshipKansas.Tech launch



Project Wichita Community Report launch presentation



Riverfront Legacy Master Plan design scenario engagement



*\*This master planning process was paused prior to completing the final plans and report due to the impacts of COVID-19. The Coalition will re-activate the process when timing is appropriate.*

# INVESTORS

*Through deliberate strategies for intended outcomes – together we are shaping the future of our region.*

Working together, these investors are creating a powerful force to affect and address change by aligning and driving strategies to fast-forward economic growth in South Central Kansas.

## EXECUTIVE MEMBERS



## ADVISERS



## LEADERSHIP COUNCIL

6 Meridian  
Allen, Gibbs & Houlik, LC  
Ambassador Hotel  
Bank of America  
Beran Concrete  
Berry Companies, Inc.  
BKD, LLP  
Bokeh Development  
Bombardier Learjet  
Bothner and Bradley, Inc.  
Butler Community College  
C&S Group, Inc.  
Capitol Federal Savings Bank  
The Carnahan Group  
Commerce Bank  
Conco Construction  
Consolidated Holdings, Inc.  
Cornejo & Sons, Inc.  
Cox Communications  
Cox Machine, Inc.  
Crossland Construction  
Delta Dental of Kansas, Inc.  
Dondlinger Construction  
Douglas Market Development, LLC  
Downtown Wichita  
Eby Construction Co.  
El Dorado, Inc.  
Envision, Inc.  
Equity Bank  
Gardner Design

GLMV Architecture, Inc.  
Golden Plains Credit Union  
Grant Thornton, LLP  
Hall's Culligan Water  
Harlow Aerostructures, LLC  
Harvey County Economic Development  
Hinkle Law Firm, LLC  
House of Schwan, Inc.  
Howerton+White  
Hutchinson/Reno Chamber of Commerce  
IBEW L.U. 271 - Electrical Workers  
IMA, Inc.  
Johnson Controls  
Kansas Gas Service  
Kansas Health Foundation  
Kansas Health Science Center  
Key Construction  
Laham Development Company  
LANGE  
Law Company, Inc.  
The LDF Companies  
LK Architecture  
Lubrication Engineers, Inc.  
Marketplace Properties, LLC  
Martin Pringle Attorneys at Law  
Metal-Fab, Inc.  
Mid American Credit Union  
Murfin Drilling Company, Inc.  
New York Life, Kansas General Office  
Newman University

Occidental Management, Inc.  
Pioneer Balloon Company  
Plumbers & Pipefitters Local 441  
Professional Engineering Consultants, PA  
Realtors of South Central Kansas  
Sandlian Realty  
Signal Theory  
Skyward Credit Union  
Slawson Real Estate Company  
Star Lumber & Supply Co., Inc.  
Terracon  
TGC Development Group  
Thrive Restaurant Group  
TNW – Turner Nichols Williams Group  
UCI  
UMB Bank, NA  
United Way of the Plains  
Vantage Point Properties  
Visit Wichita  
WAM Capital Corp.  
Wesley Medical Center  
Wichita Business Journal  
Wichita Community Foundation  
Wichita Eagle  
Wichita Public Schools  
Wichita Regional Chamber of Commerce  
Wichita State University  
Workforce Alliance of South Central Kansas, Inc.  
WSU Tech  
Yingling Aviation

## MEMBERS

Anderson Management Company  
Automation-Plus, Inc.  
Docking Financial Group  
Dudley Williams & Associates  
Fiber Dynamics, Inc.  
Gravity::Works Architecture  
Great Plains Ventures, Inc.  
Hajoca Corporation  
Icon Structures, Inc.

InfoSync Services  
JR Custom Metal Products, Inc.  
John T. Arnold Associates  
Jones Commercial Development  
J.P. Weigand & Sons, Inc.  
Lee Air, Inc.  
Legacy Bank  
Mahaney Roofing Company  
NAI Martens

Rand Graphics, Inc.  
Regier Carr & Monroe, LLP  
Results Driven Marketing  
Security 1st Title, LLC  
Sharpline Converting, Inc.  
Simmons Bank  
SJCF Architecture  
TranSystems Corporation  
Wil-Ken Enterprises, Inc.

# PARTNERSHIP FUNDING

## Private Sector Investment Growth

2015 \$1.2 Million → 2019 \$1.8 Million

PRIVATE SECTOR INVESTMENT

PUBLIC SECTOR INVESTMENT



■ 2015 Private Investment Total: \$1.2 Million  
 ■ 2015 Public Investment Total: \$600,000  
 • \$300,000 from City of Wichita  
 • \$300,000 from Sedgwick County

■ 2019 Private Investment Total: \$1.8 Million  
 ■ 2019 Public Investment Total: \$600,000  
 • \$300,000 from City of Wichita  
 • \$300,000 from Sedgwick County

# 2020 PARTNERSHIP COMMITTEES

The effectiveness of the Greater Wichita Partnership is in each member, each investor, each community and business leader serving this region. The individuals involved in the below committees and task forces play a critical role in fast-forwarding key priorities of the Partnership. Our strength is in our diversity and united efforts for success.

## ACCELERATE WICHITA

Co-chairs:  
 Trish Brasted, Wichita Technology Corporation  
 Mark Torline, WSU Center for Entrepreneurship

## BUSINESS & EDUCATION ALLIANCE (BEA)

Co-chairs:  
 Stephanie Harder, Textron Aviation  
 Dr. Sheree Utash, WSU Tech

Representatives from:  
 184th Intelligence Wing  
 Allen, Gibbs & Houlik, LC  
 Berkshire Hathaway PenFed Realty  
 Berry Companies, Inc.  
 Bothner and Bradley, Inc.  
 Boy Scouts of America  
 Building Controls and Services  
 Butler Community College  
 Capitol Federal Savings Bank  
 Center City Academy  
 Child Start  
 Cowley College  
 Cox Machine, Inc.  
 Credit Union of America  
 Delta Dental of Kansas, Inc.  
 Emprise Bank  
 Envision, Inc.  
 Exploration Place  
 Fidelity Bank  
 FlagshipKansas.Tech  
 Friends University  
 Goodwill Industries of Kansas  
 HM Dunn  
 Hutchinson Community College  
 Hutton  
 IMA, Inc.  
 INTRUST Bank  
 Junior Achievement

Kansas Reading Roadmap  
 Kansas State Board of Education  
 Koch Industries, Inc.  
 KU Endowment  
 KVC Hospitals  
 McCownGordon Construction  
 Meritrust Credit Union  
 Newman University  
 Pando Initiative  
 Project Teacher  
 Realtors of South Central Kansas  
 Regents Tech Authority  
 Sedgwick County  
 Senator Moran's Office  
 Signal Theory  
 SJCF Architecture  
 Southwestern College  
 Spirit AeroSystems  
 State of Kansas  
 Tabor College  
 Textron Aviation  
 The Arnold Group  
 The Independent School  
 United Way of the Plains  
 USD 259 - Wichita  
 USD 260 - Derby  
 USD 261 - Haysville  
 USD 265 - Goddard  
 USD 266 - Maize  
 USD 267 - Renwick  
 USD 385 - Andover  
 Weigand Real Estate  
 Wichita Regional Chamber of Commerce  
 Wichita Community Foundation  
 Wichita State University  
 Workforce Alliance of South Central Kansas, Inc.  
 WSU Tech  
 YMCA  
 Youth Entrepreneurs

## STRATEGIC ADVISORY TEAM

David Alfaro, Butler County  
 Paul Allen, Allen, Gibbs & Houlik, LC, Executive Board Secretary  
 Kevin Arnel, Foulston Siefkin, LLP  
 Councilmember Jeff Blubaugh, City of Wichita  
 Ebony Clemons-Ajibolade, Evergy  
 Grant Glasgow, NAI Martens  
 Linda Jolly, El Dorado, Inc.  
 Mike King, Hutton  
 Todd Knight, McCownGordon Construction  
 Keith Lawing, Workforce Alliance of South Central Kansas, Inc., Regional Economic Area Partnership  
 City Manager Robert Layton, City of Wichita  
 Chairman Pete Meitzner, Sedgwick County  
 Michael Monteferrante, Envision, Inc.  
 Lynn Nichols, Yingling Aviation, Executive Board Member  
 Gary Plummer, Wichita Regional Chamber of Commerce  
 Scot Rigby, City of Wichita  
 Andrew Schlapp, Wichita State University  
 Gary Schmitt, INTRUST Bank, Executive Board Treasurer  
 Beth Shelton, Harvey County Economic Development  
 Brent Shelton, Sedgwick County  
 County Manager Tom Stolz, Sedgwick County  
 Debra Teufel, Hutchinson/Reno County Chamber of Commerce  
 Bill Wood, Foulston Siefkin, LLP

## TALENT ADVISORY COMMITTEE

Alejo Cabral, W - A Community of Young Professionals  
 Colton Clark, Koch Industries, Inc.  
 Laura Fischer, Hutton  
 Kara Franks, Allen, Gibbs & Houlik, LC  
 Kathleen Harris, Spirit AeroSystems  
 Melissa Knoeber, Fidelity Bank  
 Jonathan Long, Wichita Regional Chamber of Commerce  
 Marilou Mewborn, Ascension Via Christi  
 Whitney Proctor, McCownGordon Construction  
 Cesario Rodriguez, High Touch Technologies, Inc.  
 Rene White, INTRUST Bank

## 2020 EXECUTIVE BOARD OF DIRECTORS

### EXECUTIVE COMMITTEE

Charlie Chandler, *INTRUST Bank, Executive Board Co-chair*  
Jon Rolph, *Thrive Restaurant Group, Executive Board Co-chair*  
Matt Michaelis, *Emprise Bank, Executive Board Vice Chair*  
Gary Schmitt, *INTRUST Bank, Executive Board Treasurer*  
Paul Allen, *Allen, Gibbs & Houlik, LC, Executive Board Secretary*  
Jeff Fluhr, *Greater Wichita Partnership, President*

### EX-OFFICIO

Trish Brasted, *Wichita Technology Corporation, Accelerate Wichita Co-chair*  
Junetta Everett, *Delta Dental of Kansas, Wichita Regional Chamber of Commerce Board Chair*  
Dr. Jay Golden, *Wichita State University*  
Stephanie Harder, *Textron Aviation, Business & Education Alliance Co-chair*  
Chairman Pete Meitzner, *Sedgwick County*  
Joe Tigert, *New York Life, Downtown Wichita Board Chair*  
Mark Torline, *Wichita State University, Accelerate Wichita Co-chair*  
Dr. Sheree Utash, *WSU Tech, Business & Education Alliance Co-chair*  
Mayor Dr. Brandon Whipple, *City of Wichita*

### AT-LARGE

Matt All, *Blue Cross Blue Shield of Kansas*  
Aaron Bastian, *Fidelity Bank*  
Chuck Caisley, *Evergy*  
Ramin Cherifat, *McCownGordon Construction*  
Lathi de Silva, *Signal Theory*  
Ron Draper, *Textron Aviation*  
Tom Gentile, *Spirit AeroSystems*  
Chris Graham, *Koch Industries, Inc.*  
Derrick Nielsen, *High Touch Technologies, Inc.*  
Lynn Nichols, *Yingling Aviation*  
Gary Oborny, *Occidental Management*  
Gary Plummer, *Wichita Regional Chamber of Commerce*  
Shelly Prichard, *Wichita Community Foundation*  
Scott Schwindaman, *Lubrication Engineers*  
Brian Sikes, *Cargill Protein*  
Jeff Turner, *TNW Group*

## STAFF



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President



**Anne-Marie Coughlin**  
Vice President  
of Talent



**Heather Denker**  
Vice President of  
Investor Development



**Adrienne Korson**  
Director of Economic  
Development



**Emily Brookover**  
Director of Community  
Development, Downtown Wichita



**Andrew Nave**  
Executive Vice President of  
Economic Development



**Evan Rosell**  
Vice President of  
Projects



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Business Development



**Nick Bishop**  
Director of Industry  
Communications



**Megan Hartzell**  
Director of Communications,  
Downtown Wichita

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