



CEDBR 2023

Why Montgomery County  
and What are we able to  
attract?

# Goals for the presentation

- Reverse engineer what a site selection consultant would find attractive about our County by analyzing our economic assets at the State and Local Level.
- Discuss an attraction strategy based on these results

# Understanding the Challenge of Business Attraction

There are **41,683** Zip Codes in the United States – most of which would not turn down an attraction opportunity down

Rational Businesses and Site Consultants want to find locations the location that will be **most profitable for the long term**

# What makes the difference in Site Selection Decisions?

## Site Feasibility

- Land
- Building Size
- Utilities
- Topography
- Environmental
- Infrastructure

Labor Force

Timeline

Supply Chain Optimization

Financial Case

Community Amenities

“The Feel”

# Site Feasibility: Why Kansas?

Middle of the country

Ample agricultural land (3<sup>rd</sup> Most despite being 13<sup>th</sup> largest state)

Wind (2<sup>nd</sup> most)

Sunshine (8<sup>th</sup> most)

Oil (8<sup>th</sup> most)

Natural Gas (14<sup>th</sup> most)

Flat Terrain (7<sup>th</sup> Flattest )

Air and Water Quality (9<sup>th</sup> Best)

# Site Feasibility/Timeline: Why Montgomery County?

## Land:

Certified Sites: Independence: 305 Acres

Coffeyville: 165 Acres

Cherryvale: 65 Acres

## Existing Buildings:

Southwire Building: 407,000 Square Feet

Arco Building: 130,000 Square feet

Indy Hospital: 109,200 Square Feet

Vallis Building: 70,000 Square Feet

## Utilities:

Electric: Relatively Cheap Industrial rates with Evergy and Coffeyville. Great Capacity.

Natural Gas: Competitive rates with Atmos Energy and Kansas Gas Works. Great Capacity.

Water/Wastewater: Independence, Coffeyville, and Cherryvale all have capacity in their water plants to meet the requirements of most potential projects with no significant upgrades.

Topography: All major developable sites fall in the acceptable range of slope

Environmental: A few sites have correctable environmental issues, these can be costly in both time and money

## Infrastructure:

Highways: 400, 75, 160, 169

Major rail lines: Union Pacific and Watco

Accessibility to: Tulsa, Joplin, Kansas City, Wichita, Catoosa



# Supply Chain Optimization: Why Kansas/Why Montgomery County?

- **Major Industries:**

- Agriculture

- Cattle
- Wheat
- Corn
- Sorghum
- Soybeans

- Advanced Manufacturing

- Aerospace
- Food and Beverage
- Machinery
- Primary Metal Products
- Plastics

- Logistics and Distribution

- Energy and Natural Resources

- Local Major Industrial Employers:

- CVR
- Textron
- Spears
- VSE
- Bartlett
- ACME
- Standard Motor
- John Deere
- Loren Cook
- Hackney
- Matcor



# Financial Case: Why Montgomery County?

Rational businesses will choose to move to a location where they are most profitable for the **long term**.

Short term/cash-based incentives generally do **not** move the needle and leave small community's taxpayers in a bad position.

Having the state carry the weight with monetary incentives. We need to provide creative options with last ROI. Investing in infrastructure at the local level that will decrease time to market will be where it is most efficient for the local community to use their resources.



# Community Amenities/“The Feel”: Why Montgomery County?



Top Things to do: Lakes, Golf, Parks and Zoos, Hiking, Hunting, Fishing, Racing, Historical Tours

“The Feel” comes from how the economic development organization and the community leadership do business with the perspective company:

- Deadlines
- Confidentiality
- Professionalism
- General Business and Community Environment

How Does all  
this shape  
our  
attraction  
strategy?

We are looking for a Project that:

- Needs a Large 400,000 sqft facility or a greenfield
- Can benefit from our specific infrastructure and proximity to existing industries
- Is the 10-150 job range
- Sees the value in long term profitability
- Appreciates the small community advantages

# Target Industries?

## MANUFACTURING:

- Metal Tank (Heavy Gauge Manufacturing (NAICS 332420))
- Sheet Metal Work Manufacturing (NAICS 332322)
- Industrial Valve Manufacturing (NAICS 332911)
- Other Metal Container Manufacturing (NAICS 332439)
- Metal Window and Door Manufacturing (NAICS 332321)
- Fabricated Pipe and Pipe Fitting Manufacturing (NAICS 332996)
- Construction Machinery Manufacturing (NAICS 333120)
- Farm Machinery and Equipment and Equipment Manufacturing (NAICS 333111)
- Heating Equipment (except Warm Air Furnaces) Manufacturing (NAICS 333414)
- Oil and Gas Field Machinery and Equipment Manufacturing (NAICS 333132)
- Fluid Power Pump and Motor Manufacturing (NAICS 333996)
- Other Aircraft Parts and Auxiliary Equipment Manufacturing (NAICS 336413)

## Agricultural:

Crop Production (NAICS 111000)

- Animal Production (NAICS 112000)
- Dog and Cat Food Manufacturing (NAICS 311111)
- Animal (except Poultry) Slaughtering (NAICS 311611)
- Other Animal Food Manufacturing (NAICS 311119)
- Meat Processed from Carcasses (NAICS 311612)

## Supply Chain Support

- General Freight Trucking, Long-Distance, Truckload (NAICS 484121)
- Specialized Freight (except Used Goods) Trucking, Long-Distance (NAICS 484230)
- General Freight Trucking, Local (NAICS 484110)
- Rail Transportation (NAICS 482110)
- Support Activities for Rail Transportation (NAICS 488210)
- General Warehousing and Storage (NAICS 493110)
- Commercial Screen Printing (NAICS 323113)
- Cement Manufacturing (NAICS 327310)
- Ready-Mix Concrete Manufacturing (NAICS 327320)
- Cut Stone and Stone Product Manufacturing (NAICS 327991)

# Thank you!



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