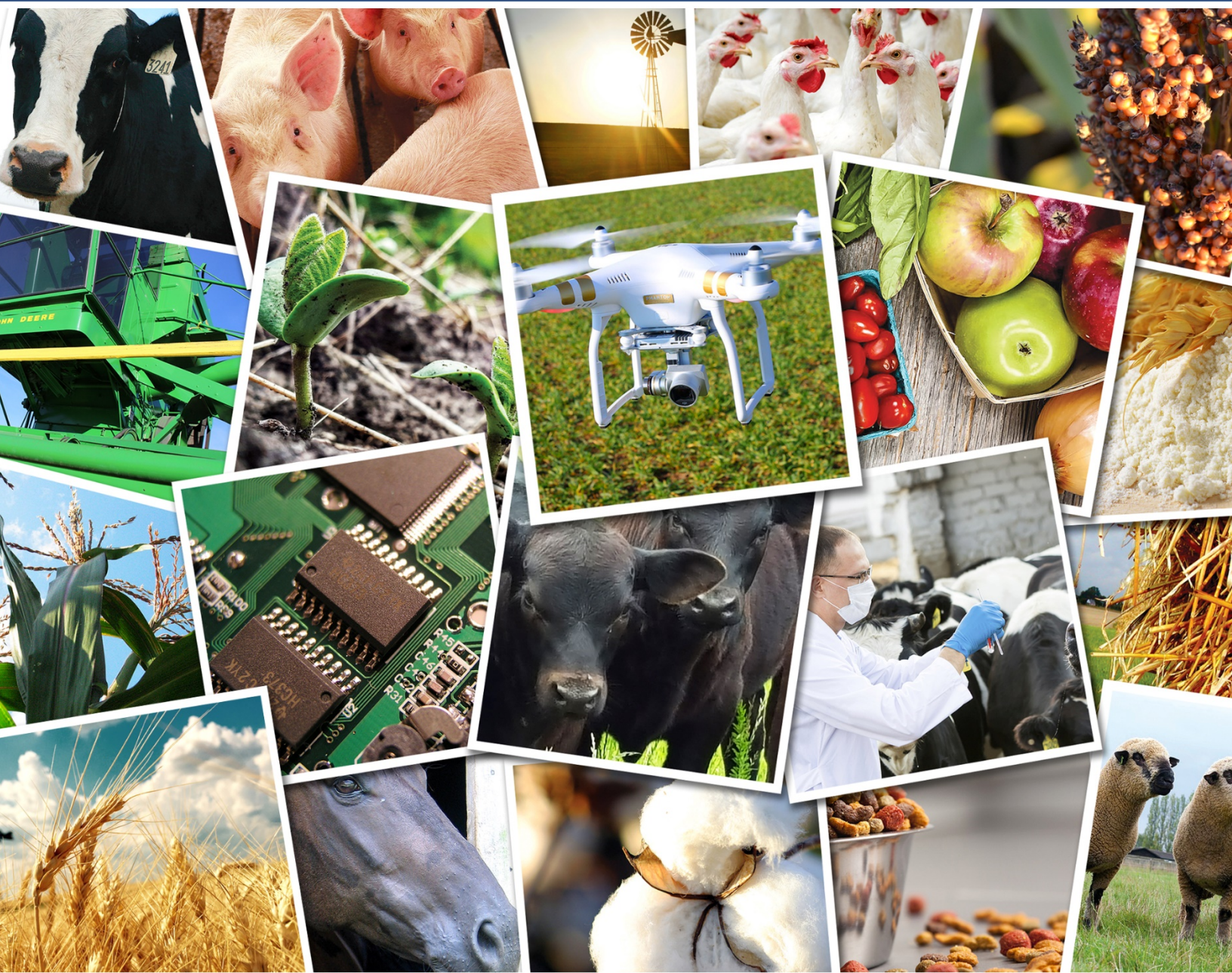


# GROW **IN** KANSAS



## STRATEGIC GROWTH INITIATIVE

A pilot program for the proactive recruitment of food, agriculture & UAS/small aircraft business to Kansas.

Discover opportunities and advantages that fuel success.

**LAND **IN** KANSAS**



# GROW KANSAS



## STRATEGIC GROWTH INITIATIVE

A pilot program for the proactive recruitment of food, agriculture and UAS/small aircraft business to Kansas.

To match local Kansas communities and counties with potential growth opportunities, this recruitment program has been developed to enable counties and communities to voluntarily identify the areas of the food, agriculture and unmanned aerial systems (UAS)/small aircraft industry in which they would like to grow. These growth areas are aligned with the state's existing strategic growth plans for 19 unique food and agriculture sectors across Kansas. These growth plans serve as a guiding resource for strategic growth opportunities across the state.

A public or private entity or collection of entities representing a county/community which is seeking connections to growth opportunities will submit a recruitment package summarizing the desired growth goals of the county/community. By submitting a recruitment package, the submitting entity agrees to work with the state of Kansas to finalize and maintain up-to-date information regarding growth sectors of local interest and the availability of necessary natural resources along with other infrastructure, services, and amenities. The package will also include a summary of the public and private partners which are in support of this effort to identify growth opportunities for the county/community, and all letters of support from these partners.

The Kansas Department of Agriculture, in close coordination with other state agencies, will maintain an organized system to match potential business growth opportunities with the desired growth goals of the county/community. This will include working hand in hand with local leaders to proactively recruit growth opportunities that match the interests of the entities which have submitted recruitment packages

The Strategic Growth Initiative will allow counties and communities to indicate their desired growth goals in the food, agriculture and UAS/small aircraft industry.

**1. Industry Sectors:**

Nineteen specific agriculture sectors have been identified that have opportunity for growth in the state of Kansas. The submitting entity will select which sectors are of interest and identify specific categories of growth within each sector in which to specialize. Most of these sectors could involve value-added as well as production opportunities.

Agriculture Equipment Manufacturing and Sales	Pet Food
Agriculture Technology and Entrepreneurship	Pork
Animal Health	Poultry
Beef	Sorghum
Corn	Soybeans and Other Oilseeds (includes Industrial Hemp)
Cotton	Specialty Crops
Dairy	Specialty Livestock
Equine	Unmanned Aerial Systems (UAS)/Small Aircraft
Feed and Forage	Wheat
Food Processing	

**2. Supporting Resources:**

While each agriculture sector is unique and may require different agriculture resources, there are some resources and infrastructure necessary to conduct and grow business regardless of the sector. The recruitment package will include an evaluation and description of current resources, infrastructure, services, and other amenities available as well as documentation of capacities or expansion plans for the resources outlined.

Agriculture Production, Climate and End Users of Raw Products	Education/Training
Labor, Wage Data, and Available Workforce	Taxes/Regulatory Environment
Transportation/Infrastructure	Partnerships/Incentives
Utilities and Infrastructure Support Services	Real Estate
	Community Vitality

**3. Community Leadership and Support:**

The recruitment package will include a summary of the leaders of community and industry organizations and economic development, especially those which have been involved in organized agricultural growth efforts. This section should demonstrate how public discussion has taken place to support this effort to seek economic growth opportunities. Letters of support from community leaders and/or organizations should be included as well.

**4. Official Letter of Submission**

The recruitment package will include a written letter of submission, along with official dated signatures from the submitting entity.

# Instructions for Recruitment Package

1. Complete the Organization Information (page 4) in full, including all necessary contact information from leadership of your organization. A fillable pdf of this document will be available on the website.
2. Complete the Industry Sectors form beginning on page 5, identifying which specific industry sectors you are interested in developing in your county/community. For more detailed information about these sectors, go to [agriculture.ks.gov/GrowthStrategy](http://agriculture.ks.gov/GrowthStrategy) where you will find summary documents of these 19 sectors. A fillable pdf of this document will be available on the website.
3. Compile a list of your supporting resources, using the outlined information beginning on page 7 of this packet as a guide to include all relevant information. Please adapt as necessary to customize your material to best showcase your county/community.
4. Summarize the community leadership and support for this project as outlined on page 10, including letters of support as available.
5. Include a written letter of submission, with official dated signatures from your organization.

Please send completed packets in .pdf form to the Office of the Secretary: [agsecretary@ks.gov](mailto:agsecretary@ks.gov)

Or you may mail the packets to:



Kansas Department of Agriculture  
Office of the Secretary  
1320 Research Park Dr.  
Manhattan, KS 66502

**For more information on the Strategic Growth Initiative, please contact  
Russell Plaschka, Ag Business Development Program Manager  
785-564-7466 • [Russell.Plaschka@ks.gov](mailto:Russell.Plaschka@ks.gov)  
[agriculture.ks.gov/GrowAg](http://agriculture.ks.gov/GrowAg)**

*The information collected as part of this project shall remain confidential regarding the potential location and identity of any prospective business or industry interested in locating, relocating, or expanding within the state pursuant to K.S.A. 45-221(a)(31)*

# Strategic Growth Initiative Recruitment Package

## Organization Information

*Add more pages if necessary*

<b>Organization Name</b>	
Address	
Phone	
Email	
Website	
<b>Organization Description</b>	
<b>Contact Person</b>	
Phone	
Email	
<b>Other members of governing body/board of directors of your organization:</b>	
<b>Other partner organizations which have been part of compiling the Strategic Growth Initiative recruitment package:</b>	

# Industry Sectors:

Place an X in the box beside the sector your county/community wishes to develop. Select at least one category beneath each sector selected and place an X in the box next to the category.

**Agricultural Equipment Manufacturing and Sales**

- Manufacturing
- Research and Development
- Sales/Service
- Other \_\_\_\_\_

**Agricultural Technology and Entrepreneurship**

- Crop Protection Product Manufacturing
- Entrepreneurship
- Manufacturing
- Plant Food/Fertilizer Manufacturing
- Research and Development
- Sales/Service
- Other \_\_\_\_\_

**Animal Health**

- Distribution
- Manufacturing
- Research and Development
- Sales
- Other \_\_\_\_\_

**Beef**

- Animal Feeding/Finishing
- Animal Processing
- Cow/Calf – Production Operation
- Grass Fed – Production Operation
- Research and Development
- Value-Added Processing
- Other \_\_\_\_\_

**Corn**

- Biofuel Production
- Feed Manufacturing
- Research and Development
- Sales
- Value-Added Processing
- Other \_\_\_\_\_

**Cotton**

- Manufacturing/Gins
- Research and Development
- Sales
- Value-Added Processing
- Other \_\_\_\_\_

**Dairy**

- Heifer Development
- Milk Production
- Research and Development
- Value-Added Processing
- Other \_\_\_\_\_

**Equine**

- Boarding
- Racing
- Research and Development
- Show Facilities
- Training
- Other \_\_\_\_\_

**Feed and Forage**

- Feed Manufacturing
- Research and Development
- Sales
- Value-Added Processing
- Other \_\_\_\_\_

**Food Processing**

- Distribution Center
- Research and Development
- Sales
- Other \_\_\_\_\_

**Pet Food**

- Distribution Center
- Manufacturing of Equipment
- Pet Food/Treat Manufacturing
- Research and Development
- Other \_\_\_\_\_

**Pork**

- Animal Feeding/Finishing
- Animal Processing
- Research and Development
- Value-Added Processing
- Other \_\_\_\_\_

**Poultry**

- Animal Feeding/Finishing
- Animal Processing
- Egg Laying/Hatching
- Research and Development
- Value-Added Processing
- Other \_\_\_\_\_

**Sorghum**

- Biofuel Production
- Research and Development
- Sales
- Value-Added Processing
- Other \_\_\_\_\_

**Soybeans and Other Oilseeds**

- Feed Manufacturing
- Industrial Hemp Processing
- Research and Development
- Sales
- Sunflower Processing
- Value-Added Processing
- Other \_\_\_\_\_

**Specialty Crops**

- Agritourism
- Barley or Hops
- Food Processing
- Grapes for Wine
- Production – Fruits and Vegetables
- Research and Development
- Value-Added Processing
- Other \_\_\_\_\_

**Specialty Livestock**

- Agritourism
- Animal Feeding/Finishing
- Animal Processing
- Fiber Production
- Milk Production
- Research and Development
- Value-Added Processing
- Other \_\_\_\_\_

**Unmanned Aerial Systems (UAS)/Small Aircraft**

- Manufacturing
- Research and Development
- Training
- Other \_\_\_\_\_

**Wheat**

- Research and Development
- Sales
- Value-Added Processing
- Other \_\_\_\_\_

## Supporting Resources:

The following factors are common areas used in the screening and selection of sites at the community level. Please provide any and all information listed below, if applicable to your county/community.

### **Agriculture Production, Climate and End Users of Raw Products**

Information for this area may come from U.S. Department of Agriculture, Kansas Department of Agriculture or K-State Research and Extension.

- Annual average acres planted of grain crops, including but not limited to: corn, soybeans, sorghum, wheat, canola, cotton and sunflowers.
- Annual average rainfall/snowfall and annual average high/low temperatures based on reports from your county/community reporting station.
- Number of end users of identified grain crops reported above that are within the county/community service area. Examples may include but are not limited to: feed yards, ethanol/biodiesel plant, plant-based oil processing, food processing, pet food manufacturing, feed manufacturing, etc.

### **Labor, Wage Data and Available Workforce**

Information for this area may come from Department of Labor reports, U.S. Census Bureau reports and Department of Revenue reports. Information must come from an accredited source or government agency.

- Population
  - County
  - Community
- Demographics
  - Include age, housing, income
- Unemployment/Available Workforce
  - Average wages/salaries paid in the region

### **Transportation/Infrastructure**

Please provide information or documentation that pertains to the movement of raw and processed materials in and out of your region. If applicable, include maps.

- State and Federal Highways
- Rail Lines and Carriers
- Distance to:
  - Processing facilities related to sectors selected
  - Cargo air service
  - Passenger air service
  - Intermodal facilities
  - Transload facilities
  - River barge access



## **Utilities and Infrastructure Support Services**

Please provide information on the following utility services in your county/community.

- Water Treatment
  - What entity controls, city, county, regional
  - Planned future expansion of facilities
- Freshwater Supply
  - List of providers
  - Planned future expansion of facilities
  - Cost of water rights in county (senior and junior)
- Electrical Service
  - Suppliers
  - Commercial rates
  - Utility service incentives
- Telecom, Cellular and Broadband Service Providers
  - List of providers
  - Service area and bandwidth/speed of internet
  - Coverage maps
  - Fiber availability
  - Anticipated or planned expansions

## **Education/Training**

Provide information regarding educational institutions in your region.

- Secondary Training Centers/Schools
  - Demographics
  - Size
  - Training capabilities/internships/job shadowing
  - Specialized academic and technical training related to the growth areas of interest
- Postsecondary Institutions (including universities, colleges, technical/career training centers)
  - Demographics
  - Size
  - Training capabilities/internships
  - Academic programs (within the area that pertains to the sectors selected)
  - Technical certificates (within the area that pertains to the sectors selected)

## **Taxes/Regulatory Environment**

Provide information about local sales and property taxes, county permitting, and any specific city/county regulations pertaining to agriculture.

- Sales Tax
  - City tax rates
  - County tax rates
- Property Tax Rates
  - Residential
  - Commercial
  - Agricultural
  - Mill Levy Assessment
    - Within city limits
    - Within county (outside of city)
- County Permitting Process
  - Departments to contact
  - Documentation needed from applicant
  - Timeline for applications and permitting process
  - Contacts including city/county commissioners, port authority, mayors, city/county economic development representatives and state legislators
- Please provide information on any resolutions passed by your county/community governments prohibiting any category of agricultural production, include date of passage. Example: Corporate farming within any of the animal species sectors.

## **Partnerships/Incentives**

Provide information relating to incentives and beneficial partnerships that currently exist in your county/community.

- Business to Business Partnerships
  - Businesses sharing resources including employees or facilities
- City Incentive Packages
  - Tax incentives
  - Employee training incentives
  - Building incentives
- County Incentive Packages
  - Tax incentives
  - Employee training incentives
  - Building incentives
- Federal/State Incentives
  - Due to geography and demographics does your area qualify for federal business incentives such as: New Markets Tax Credits, Opportunity Zones, Federal Trade Zone, Work Opportunity Tax credit, Community Development Block Grant, Brownfield Tax Credits or community economic development.
  - Describe times when your local government has utilized programs such as the Tax Increment District and Plan, industrial revenue bonds, or others. If you have not done so, but are willing to explore such programs, identify which programs you would consider.

## Real Estate

Provide information that relates to the real estate market/climate in your county/community.

- Industrial/Agricultural Property
  - Estimated cost of land and zoning ordinances
  - Average commission and closing costs for the area
  - Average pricing of industrial property
  - Average pricing of agricultural property
  - Industrial park (if applicable, size, number of tenants and type of industries)
- Examples of residential homes suitable for potential employees (include images such as realtor photos, satellite and street views of all applicable sample property)
  - Average pricing of residential lots/housing
- Specific available properties your county/community wishes to highlight (optional)
  - Price, parcel size, building square footage and zoning
  - Any incentives that are specific to that property or the location

## Community Vitality

Please provide information about your county/community in regard to the public and private assets and amenities you offer. This may include but is not limited to: parks and recreation, library facilities, health care facilities, entertainment, retail, etc.

## Community Leadership and Support:

**Demonstrate the community involvement in this initiative including support from city/county officials, local agriculture industry, private enterprises, and economic development entities.**

Please explain the process by which you shared your efforts toward this strategic growth initiative with the county/community, and how you collected public input for the development of this recruitment package.

Provide a list and contact information for those entities that are or will be involved in the economic development process in your county/community. Examples may include but are not limited to the following: economic development personnel, county commissioners, city council members, city/county/regional elected officials, school officials and chambers of commerce.

Letters of support from these entities are encouraged.

## THANK YOU!

Thank you for taking an interest in growing Kansas communities. Your input will help identify areas of growth and development which will be used as a resource for providing opportunities across the state. For more information on the Kansas Ag Growth Strategy, visit [agriculture.ks.gov/GrowAg](http://agriculture.ks.gov/GrowAg).

Grow Smarter. Grow Stronger.  
Grow Kansas.