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PURPOSE OF THE ANNUAL REPORT

The intent of the 2019 Annual Report is to present to the public and our partners an overview of Finney County Economic Development Corporation’s yearly activities and projects. The Annual Report provides a representative view of a variety of activities that FCEDC manages, coordinates, and implements throughout the year, all of which are extremely important components to the overall business environment of Finney County. This report is not fully comprehensive of all activities in which FCEDC participates. Furthermore, not every new or existing business that FCEDC has been engaged with during the course of the year is listed as that report would be too cumbersome. However, this should not be construed as an “incomplete” report. Instead, it is intended to provide a sampling to highlight the many and varied functions of FCEDC.

In FCEDC’s role as the lead agency for economic development in Finney County and southwest Kansas, the Board of Directors encourages and values community participation and input. We strive to build a stronger, more diversified economy by facilitating the growth and success of existing and new businesses.

“We strive to build a stronger, more diversified economy by facilitating the growth and success of existing and new businesses.”
2019 PARTNERS & BOARD OF DIRECTORS

FCEDC PARTNERS

- CITY OF GARDEN CITY
- CITY OF HOLCOMB
- FINNEY COUNTY
- GARDEN CITY COMMUNITY COLLEGE

FCEDC BOARD OF DIRECTORS

- TOM WALKER, CHAIRMAN         FINNEY COUNTY REPRESENTATIVE
- BOB KREUTZER, VICE-CHAIRMAN   FINNEY COUNTY REPRESENTATIVE
- PHIL ESCARENO, TREASURER      CITY OF GARDEN CITY REPRESENTATIVE
- RON SCHREIBVOGEL              CITY OF HOLCOMB REPRESENTATIVE
- SAM HANDS                    FINNEY COUNTY REPRESENTATIVE
- STEVE MARTINEZ               GARDEN CITY COMMUNITY COLLEGE REPRESENTATIVE
- LARRY GEIER                  CITY OF GARDEN CITY REPRESENTATIVE

FCEDC STAFF

- LONA DUVALL, PRESIDENT/CEO
- NICOLE HAHN, VICE PRESIDENT, COMMUNITY DEVELOPMENT
- SHANNON DICK, STRATEGIC ANALYST
OUR MISSION

“To facilitate business expansion and retention in the Finney County area that will build a stronger, more diversified economy and increase the economic vitality and wealth of Finney County.”

Finney County Economic Development Corporation’s purpose is to retain and attract employment and investments in a diversified local economy consistent with community economic development priorities.

Our mission will be accomplished in the following ways:

- **Creating** a business environment conducive to entrepreneurialism by providing financial support and technical assistance to primary businesses in collaboration with partner agencies.
- **Assisting** existing business and industry with growth and expansion plans through a pro-active business retention and expansion program.
- **Promoting**, aiding, developing and advancing business and industry in the Finney County area that will provide skilled, high-wage jobs for the welfare of the community.

COOPERATIVE PARTNERSHIP

The Finney County Economic Development Corporation is committed to ensuring economic vitality and innovation to enhance the community and quality of life for Finney County citizens.

The cooperative partnership among FCEDC, Finney County, the cities of Garden City and Holcomb, and Garden City Community College ensures steady, responsible economic growth. Finney County will continue to grow as a progressive, caring place to live characterized by a healthy civic infrastructure. This development partnership is built on a desire to improve the community and a cooperative spirit among the citizens. There is an understanding that economic development and community development is a process of continuous improvement that depends on teamwork, pride, cultural diversity and a tradition of innovation.
REVIEW OF PROGRESS

Finney County continued to prosper in 2019. We have seen growth in many areas. It is especially positive to note that the growth we are experiencing is *diversified* growth. Garden City is recognized as the Retail Hub of western Kansas, we have added new lodging facilities to accommodate the large number of business travelers and executives who choose Garden City as their overnight destination of choice when conducting business in western Kansas and we have seen continued growth in the manufacturing and agricultural sector. It has long been the goal of Finney County to continuously evolve and diversify our economic base. That commitment to progress and adaptation is paying off.

2019 GOALS & OPPORTUNITIES

- FCEDC will continue to showcase Finney County as the location of choice for business and industry.
- FCEDC will continue to build the partnerships needed to provide a well-rounded, productive workforce to ensure future growth opportunities.
- FCEDC will continue partnering with existing businesses to assist with all aspects of their activities—our philosophy: “Make it easy to do business in Finney County.”
- FCEDC will continue to focus on downtown and core development in order to celebrate our proud heritage while growing the community and creating quality of life enhancements for the core district.
- FCEDC will continue to address community development as quality of life is a necessary component in making Finney County the best place to live and do business in western Kansas.
- FCEDC will continue to work diligently with State and Federal legislative bodies to ensure a friendly business climate.
- FCEDC will continue to work aggressively with regional and statewide efforts that better the opportunities for Kansas and the communities within the State. We will continue in our leadership role to assist the communities around us to sustain and prosper.
ECONOMIC INDICATORS

FINNEY COUNTY TRANSIENT GUEST TAX

- **2019**: $895,074  +12%
- **2018**: $800,781  -18%
- **2017**: $977,231  +16%

*Note: Transient Guest Tax Rate increased from 4% to 6% in 2011*
GARDEN CITY REGIONAL AIRPORT ENPLANEMENTS

- **2018**: 25,390  
  -7%
- **2017**: 27,141  
  .27%
- **2016**: 27,067  
  1.1%
FINNEY COUNTY SALES TAX COLLECTED

The Countywide Sales Tax Rate changed from 1.15% to 1.45% April 1, 2018.

2019 Sales Tax Collected: $10,860,084
FINNEY COUNTY REAL PROPERTY VALUATION

- 2019: $383,730,995  3%
- 2018: $372,722,527  4%
- 2017: $359,707,246  7%
2019 PROJECTS

ONGOING

- EMPIRICAL FOODS
- 1ST NATIONAL BANK-ROCHESTER PROJECT
- TRANSLOAD EXPANSION (PHASE 4)
- SPORTS OF THE WORLD COMPLEX
- HOLIDAY INN EXPRESS & SUITES
- SELAM EAST AFRICAN RESTAURANT
- NORTHBOROUGH HOUSING ADDITION
- TACO JOHN’S

COMPLETED

- PINKY’S
- FLAT MOUNTAIN BREWHOUSE
- NOTTING HILL HOUSING ADDITION
- TYSON RECONSTRUCTION
- LIVESTOCK NUTRITION SERVICES
- CASA MARIACHI
- KWIK SHOP (SCHULMAN)

GROWTH OPPORTUNITIES

- Distribution & Logistics
- Dairy
- Food Processing
- Agricultural Diversification
- Agricultural Products
- Agricultural Products
- Manufacturing
- Healthcare Expansion
- Retail
- Hospitality & Entertainment
- Housing
2020—ON THE HORIZON

HOSPITALITY & EVENTS

- Sports of the World STAR Bond Project
- Holiday Inn Express & Suites

HOUSING

- Northborough Addition

RETAIL/DINING

- Selam East African Restaurant
- Schulman Crossing Phase 3
- Rochester- Kansas & Campus (1st National Bank)
FCEDC ONGOING INITIATIVES

- Industrial Park Development/Site Certification
- Community Development Involvement
  - Housing
  - Workforce Development
  - Quality of Life Enhancement
  - Childcare
- Economic Development Partnerships (Local/Regional/Statewide)
- E-Community (Network Kansas) Gap Financing Program
- Legislative Activities/Local Industry Advocacy (Local/State/National)
- Dairy Industry Growth
- Local Alliances
- Assistance to surrounding communities to build a healthy, sustainable economic climate
COMMUNITY MARKETING INITIATIVES

In 2017, Finney County Economic Development Corporation and Garden City Journal launched the GreaterGC.com website and the Greater Garden City Facebook page to better market our region. The stories shared on the website and the Facebook page are designed to celebrate the positive things happening in our region as well as spotlight the people and businesses who make our region great!

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
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<tbody>
<tr>
<td>Visits to GreaterGC.com</td>
<td>42,597</td>
<td>76,644</td>
<td>69,048</td>
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<tr>
<td>Total Post Reach*</td>
<td>377,147</td>
<td>315,624</td>
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<td>Total Post Views**</td>
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<td>1,389,009</td>
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<td>Post Engagement***</td>
<td>64,897</td>
<td>164,165</td>
<td>153,842</td>
</tr>
</tbody>
</table>

*Total Post Reach: The number of people who have seen the content within a certain period of time. This number cannot be obtained in a meaningful way on “per year” basis anymore.

**Total Post Views: The number of times a post was seen by a person.

***Post Engagement: Anytime an individual takes an action on the post. This includes post likes, post comments, post shares, offer claims, website clicks, photo views, video views, etc.
### 2019 WORKFORCE & JOB AVAILABILITY

Job availability, whether a direct result of FCEDC services or in response to overall economic conditions, is a strong indicator of the vitality of our community. The information presented below will persistently direct the efforts of FCEDC and its partners as we seek opportunities to retain the current businesses of Finney County, recruit new business and industry to our region, and attract a high-quality workforce to meet labor demands.

**Job Growth 2013-2018**

![Job Growth Map](image)

Data from Garner Economics LLC

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Net Job Growth of **1200+ jobs** since 2013
HOW IMPORTANT IS WORKFORCE DEVELOPMENT AND RECRUITMENT?

In November of 2019, there were 664 job openings advertised electronically in Finney County. There were only 453 individuals identified as unemployed.

This equates to .69 available persons for each advertised job.
OUR TEAM

Lona DuVall began work at Finney County Economic Development Corporation in 2010 as the Director of Business Retention and has been the President/CEO since 2011. Lona holds a degree in Public Administration and is committed to ensuring the economic strength and vitality of western Kansas into the future.

Lona DuVall
President/CEO
lona@ficoedc.com

Nicole Hahn joined Finney County Economic Development Corporation in 2015 as Project Manager and has served as Vice President of Community Development since 2019. She oversees the workforce recruitment and development efforts of FCEDC and provides leadership for community development initiatives. Nicole earned a degree in Accounting and manages the financial and clerical aspects of the organization as well.

Nicole Hahn
Vice President, Community Development
nicole@ficoedc.com
Shannon Dick joined Finney County Economic Development Corporation in 2016 as a Strategic Analyst. Shannon holds a master's degree in Statistical Analysis and provides strategic analysis for FCEDC as well as contracting services to our partner organizations and other non-profits throughout the community and region.
CLOSING

As we reflect on another successful year in Finney County, we wish to thank our member partners for their cooperation in building the economic development partnership we enjoy. Through our diligence and a continued commitment to excellence, we believe that economic opportunities will continue to abound in Finney County.

OUR MEMBER PARTNERS