



ANNUAL REPORT 2018

Finney County
Economic Development Corporation

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PURPOSE OF THE ANNUAL REPORT

The intent of the 2018 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."

2018 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, SECRETARY/TREASURER CITY OF GARDEN CITY REPRESENTATIVE
- RON SCHREIBVOGEL CITY OF HOLCOMB REPRESENTATIVE
- SAM HANDS FINNEY COUNTY REPRESENTATIVE
- STEVE M ARTINEZ 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
- SCOTT AUST, DIRECTOR OF COMMUNICATIONS

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.

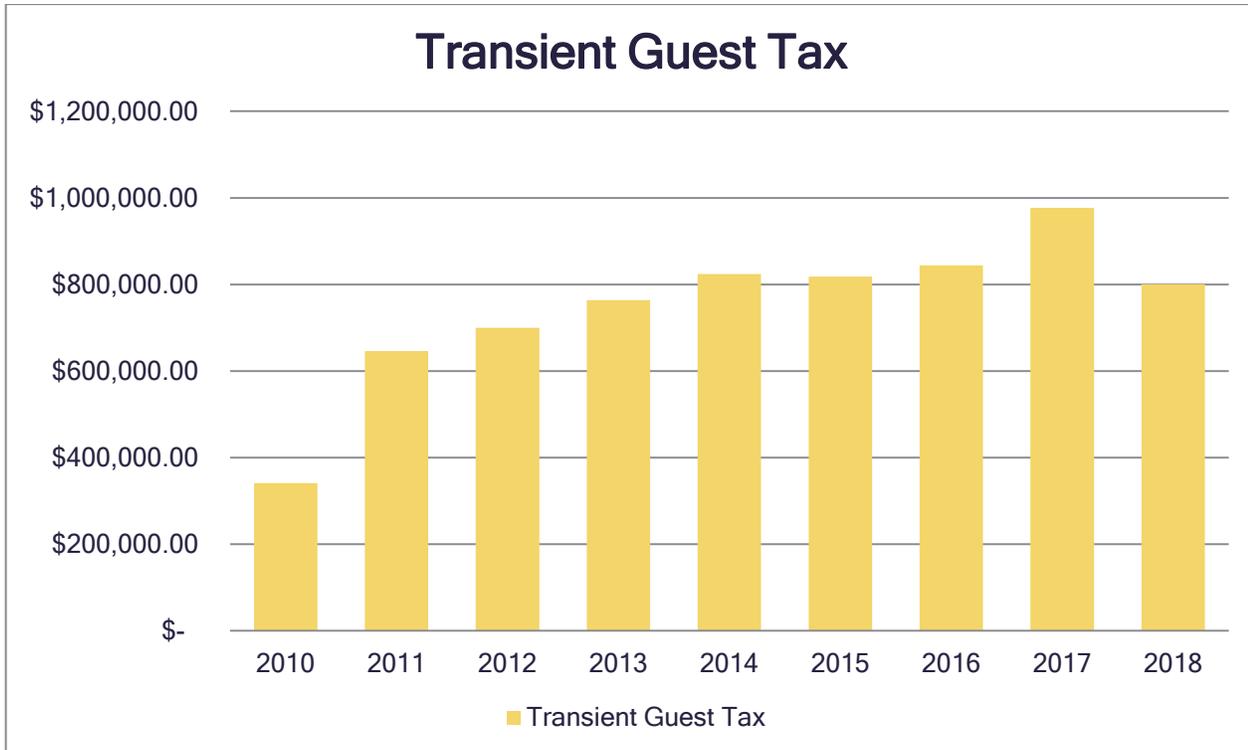
REVIEW OF PROGRESS

Finney County continued to prosper in 2018. 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.

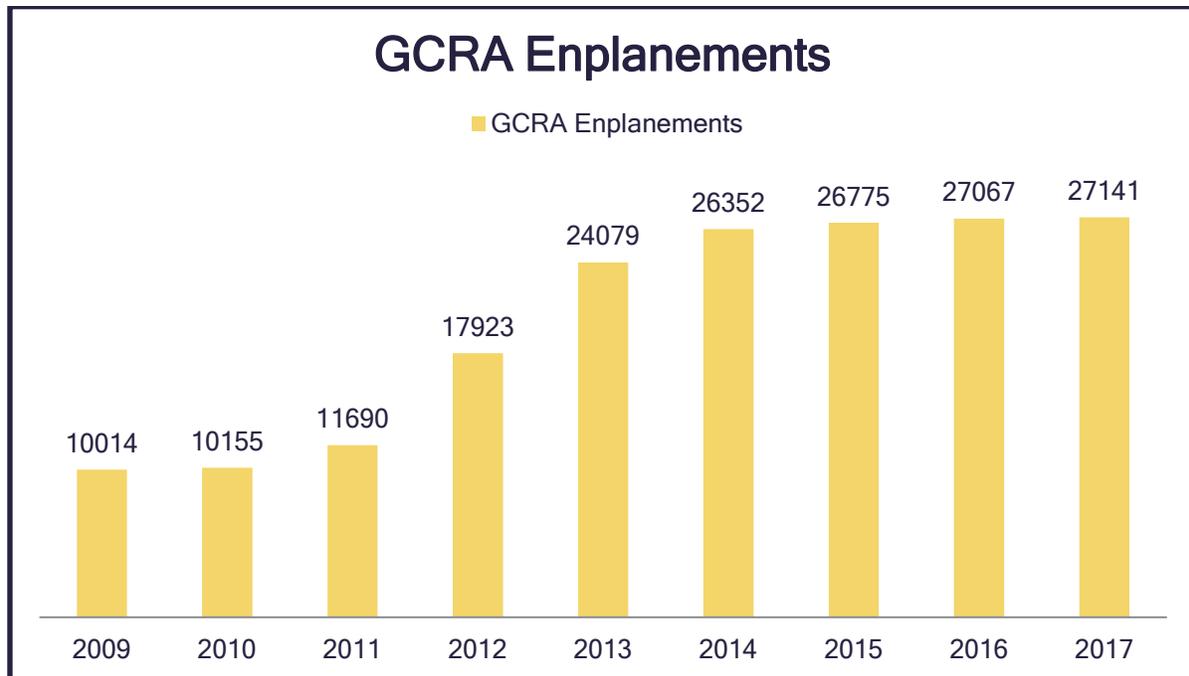
ECONOMIC INDICATORS



FINNEY COUNTY TRANSIENT GUEST TAX

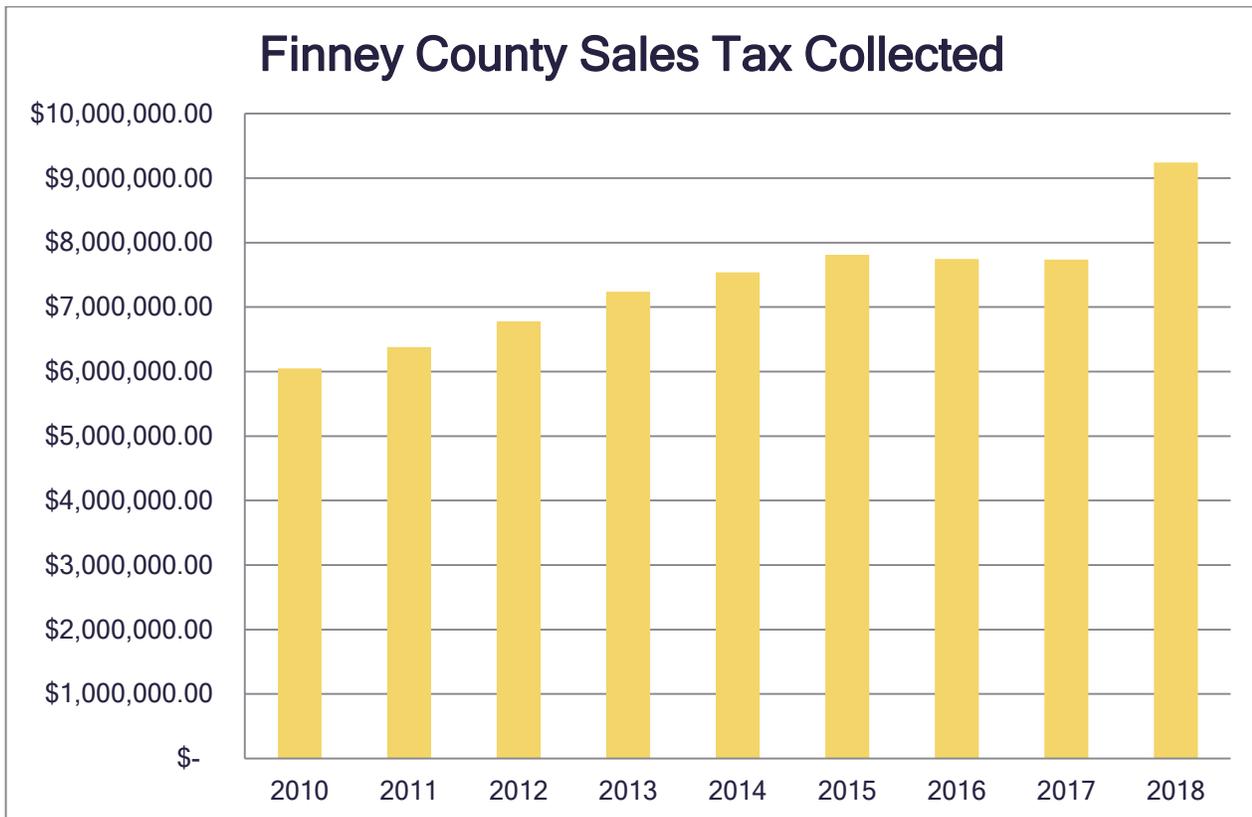
- 2018: \$800,781 -18%
- 2017: \$977,231 +16%
- 2016: \$843,601 + 3%

**Note: Transient Guest Tax Rate increased from 4% to 6% in 2011*



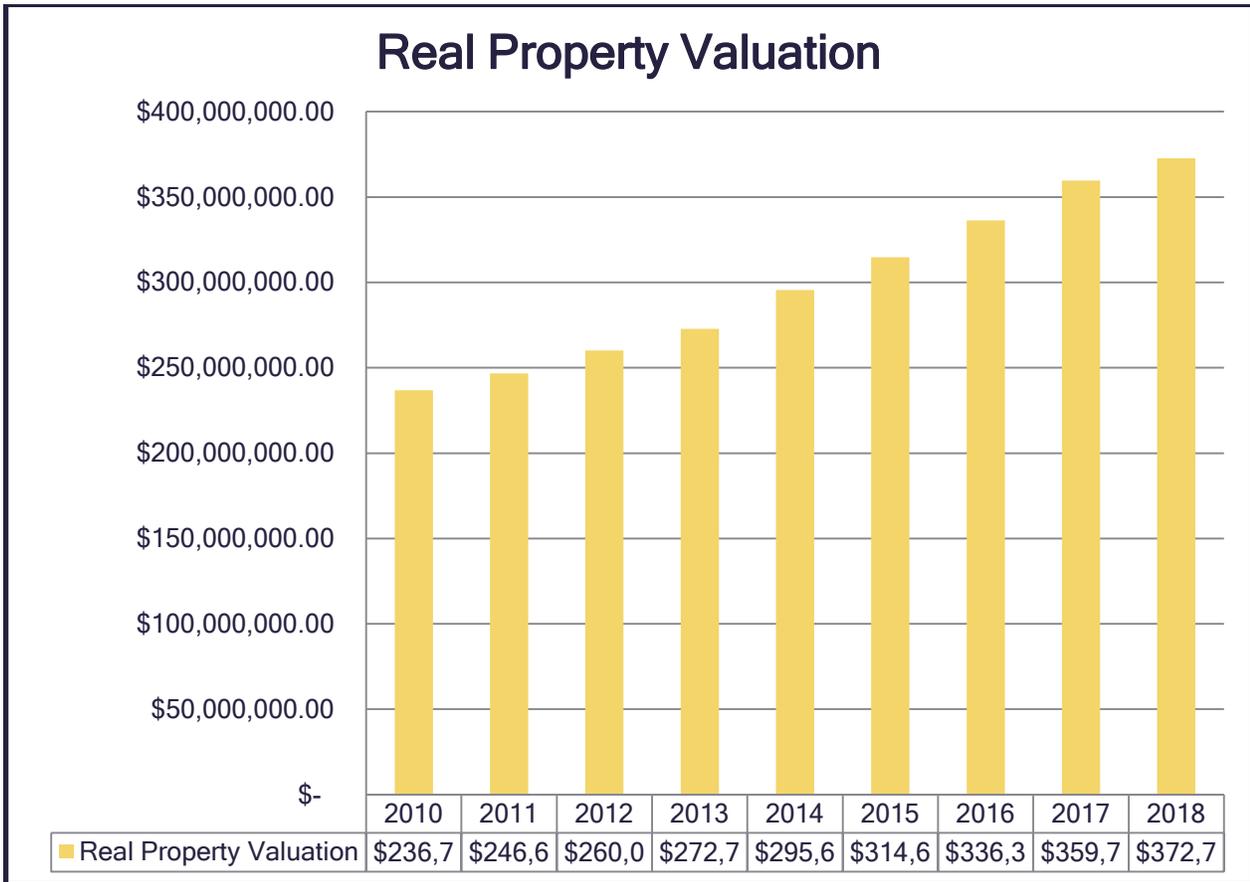
GARDEN CITY REGIONAL AIRPORT ENPLANEMENTS

- 2017: 27,141 .27%
- 2016: 27,067 1.1%
- 2015: 26,775 1.6%



FINNEY COUNTY SALES TAX COLLECTED

The Countywide Sales Tax Rate changed from 1.15% to 1.45% April 1, 2018. Retail Sales grew approximately .2% from 2017 to 2018.



FINNEY COUNTY REAL PROPERTY VALUATION

- 2018: \$372,722,527 4%
- 2017: \$359,707,246 7%
- 2016: \$336,301,275 7%

2018 PROJECTS

ONGOING

- FLAT MOUNTAIN BREWHOUSE
- PINKY'S GRILLED CHEESTRO



COMPLETED



- MIES & SONS TRUCKING
- GARDEN CITY TRANSLOAD FACILITY EXPANSION
- RANCH HOUSE SENIOR LIVING
- PALMER TANK & MANUFACTURING

GROWTH OPPORTUNITIES

- Distribution & Logistics
- Dairy
- Food Processing
- Agricultural Diversification
- Agricultural Products
- Manufacturing
- Healthcare Expansion
- Retail
- Hospitality & Entertainment

2019—ON THE HORIZON

HOSPITALITY & EVENTS

- Sports of the World STAR Bond Project

HOUSING

- Hampton Estates

RETAIL/DINING

- Flat Mountain Brewhouse
- Pinky's Grilled Cheestro
- Pancho's



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!

	2017	2018
Visits to GreaterGC.com	42,597	76,644
Post Reach*	377,147	315,624
Post Engagement**	64,897	164,165



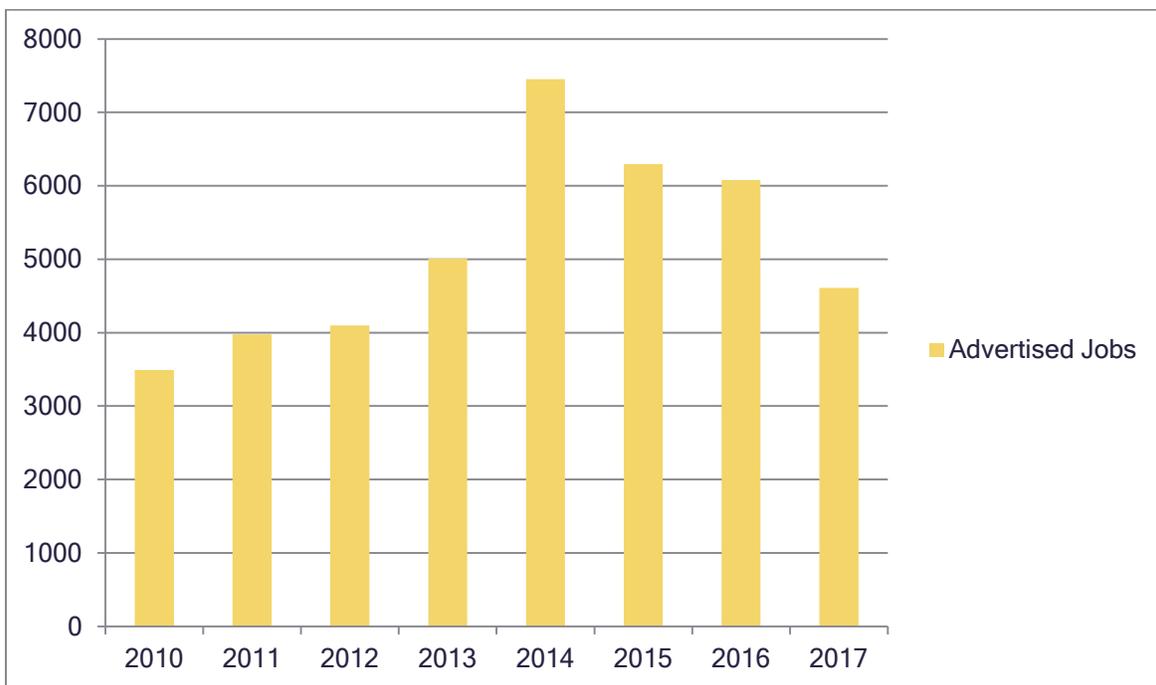
**Post Reach: The number of people who have seen the content within a certain period of time.*

*** 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.*

****In early 2018, Facebook made several changes which impacted how many “reaches” Facebook posts have. However, Post Engagement is the measurement which captures the “meaningful interaction” with Facebook users. That number significantly increased even though Post Reach declined.*

2018 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.



HOW IMPORTANT IS WORKFORCE DEVELOPMENT AND RECRUITMENT?

In November of 2018, there 737 job openings advertised electronically in Finney County. There were only 474 individuals identified as unemployed.

This equates to .64 available persons for each *advertised* job.



OUR TEAM



Lona DuVall
President/ CEO
lona@ficoedc.com

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.



Nicole Hahn
Vice President, Community Development
nicole@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.



Shannon Dick
Strategic Analyst
shannon@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.



Scott Aust
Director of Communications
scott@ficoedc.com

Scott Aust is the newest member of the Finney County Economic Development team, joining in 2017 as the Director of Communications. Scott holds a degree in Journalism and lends his vast reporting skills to the creation of stories and promotions that celebrate Finney County, Garden City, Holcomb and the Greater Garden City area with the Greater Garden City website and Facebook page.

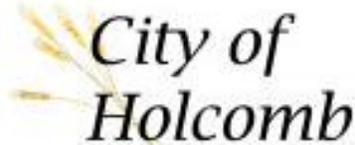
CLOSING

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



FINNEY COUNTY
KANSAS





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Economic Development Corporation**

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