



ANNUAL REPORT 2021

Finney County
Economic Development Corporation

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PURPOSE OF THE ANNUAL REPORT

The intent of the 2020 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 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.”

2021 PARTNERS & BOARD OF DIRECTORS

FCEDC PARTNERS

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

FCEDC BOARD OF DIRECTORS

- | | |
|--------------------------------|--|
| • BOB KREUTZER, CHAIRMAN | FINNEY COUNTY REPRESENTATIVE |
| • PHIL ESCARENO, VICE-CHAIRMAN | CITY OF GARDEN CITY REPRESENTATIVE |
| • SAM HANDS, TREASURER | FINNEY COUNTY REPRESENTATIVE |
| • RON SCHREIBVOGEL | CITY OF HOLCOMB REPRESENTATIVE |
| • DAVID RUPP | GARDEN CITY COMMUNITY COLLEGE REPRESENTATIVE |
| • LARRY GEIER | CITY OF GARDEN CITY REPRESENTATIVE |
| • STEWART NELSON | FINNEY COUNTY REPRESENTATIVE |

FCEDC STAFF

- LONA DUVALL, PRESIDENT/CEO
- SHANNON DICK, DIRECTOR OF ANALYTICS
- STEVE COTTRELL, SPECIAL PROJECTS DIRECTOR
- SCOTT AUST, COMMUNICATIONS DIRECTOR
- JACQUELINE KRAUS, DIRECTOR OF COMMUNITY DEVELOPMENT

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.

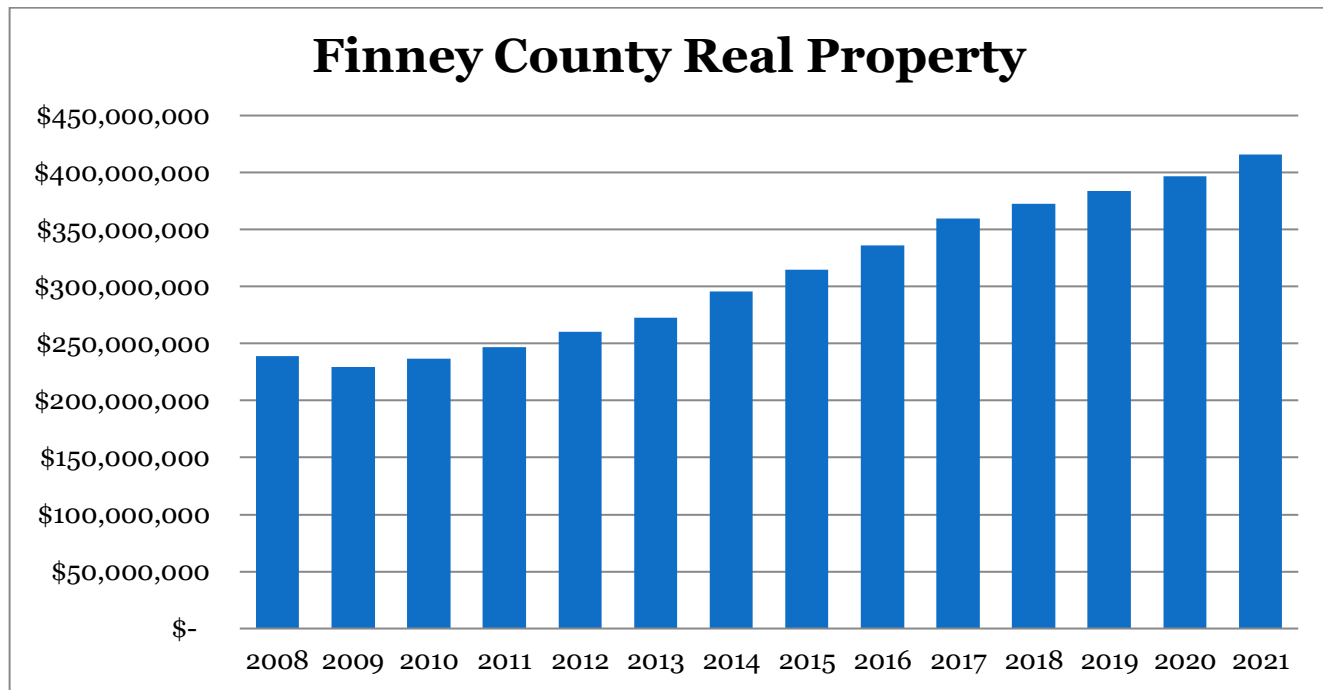
REVIEW OF PROGRESS

Finney County continued to prosper in 2021. Our production-based economy fared much better than service-based economies. While the COVID-19 pandemic created challenges we had not faced before, our business community rallied. We continued to see *diversified* growth. Garden City is recognized as the Retail Hub of 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.

2022 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 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.

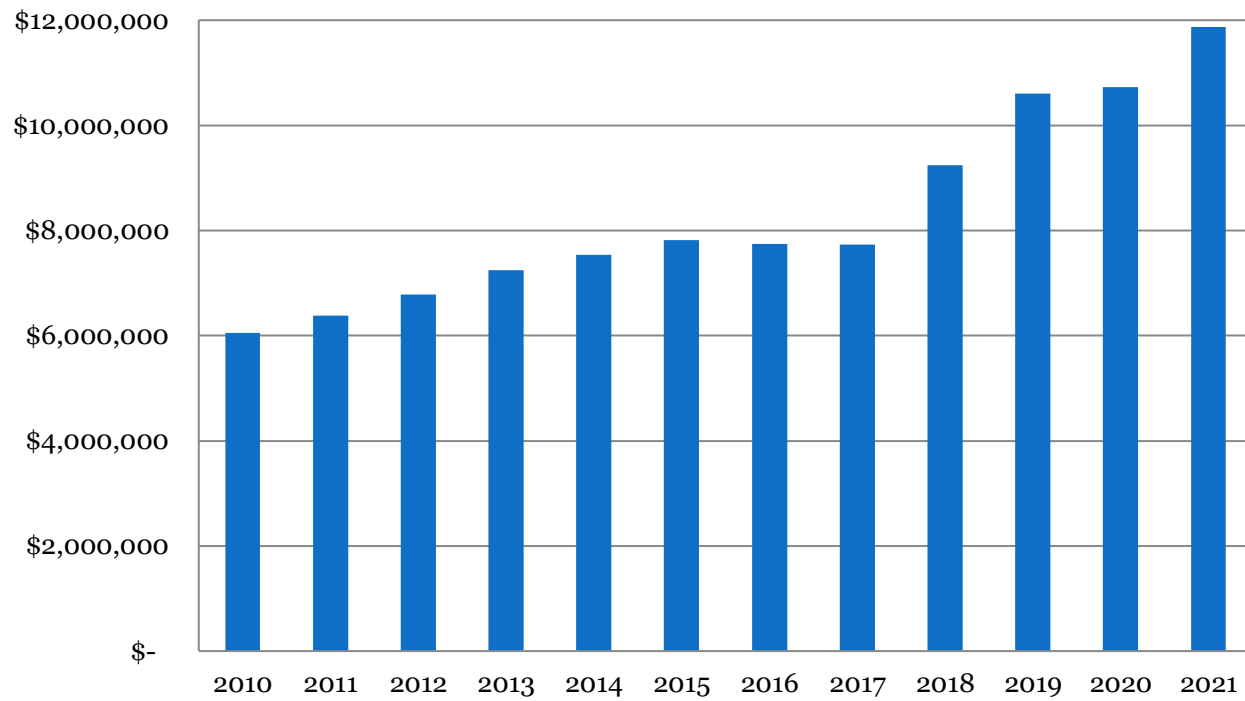
ECONOMIC INDICATORS



FINNEY COUNTY REAL PROPERTY VALUATION

- **2021: \$415,954,501 +5%**
- 2020: \$396,686,067
- 2019: \$383,730,995
- 2018: \$372,722,527

Finney County Sales Tax Collected

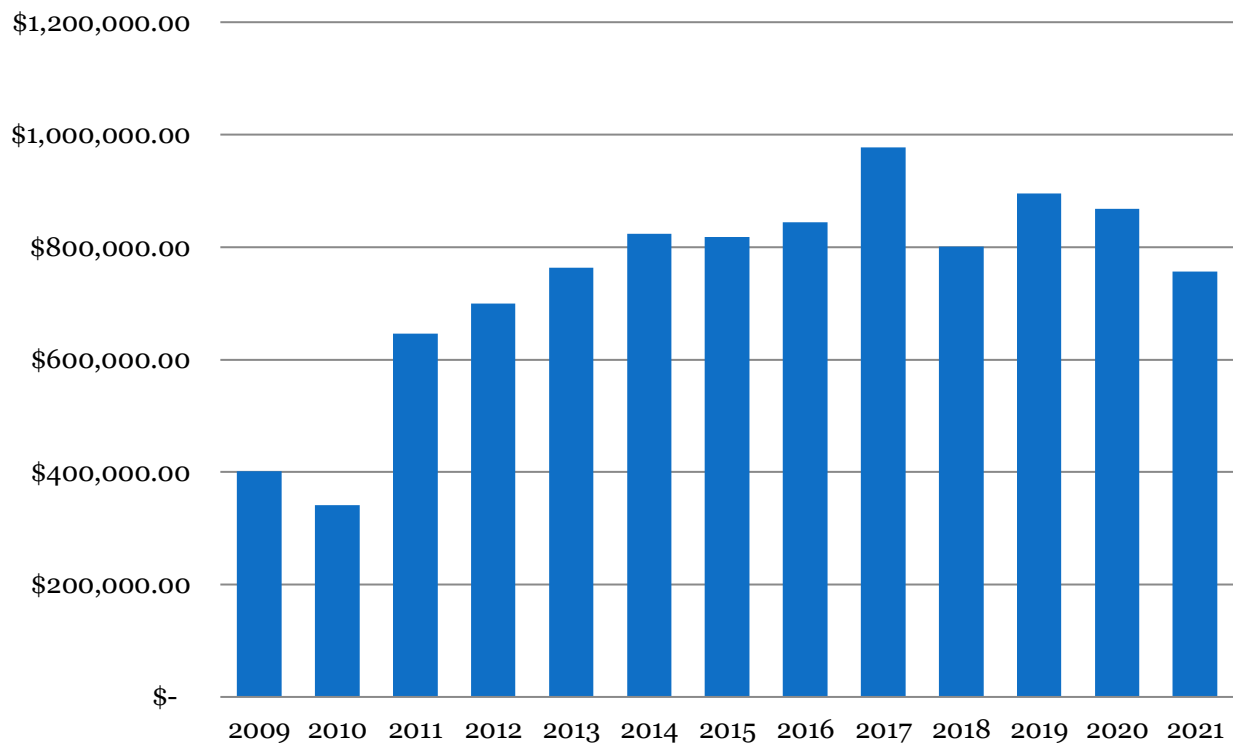


FINNEY COUNTY SALES TAX COLLECTED

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

2021 Sales Tax Collected: \$11,874,528 (10.6% increase from 2019)

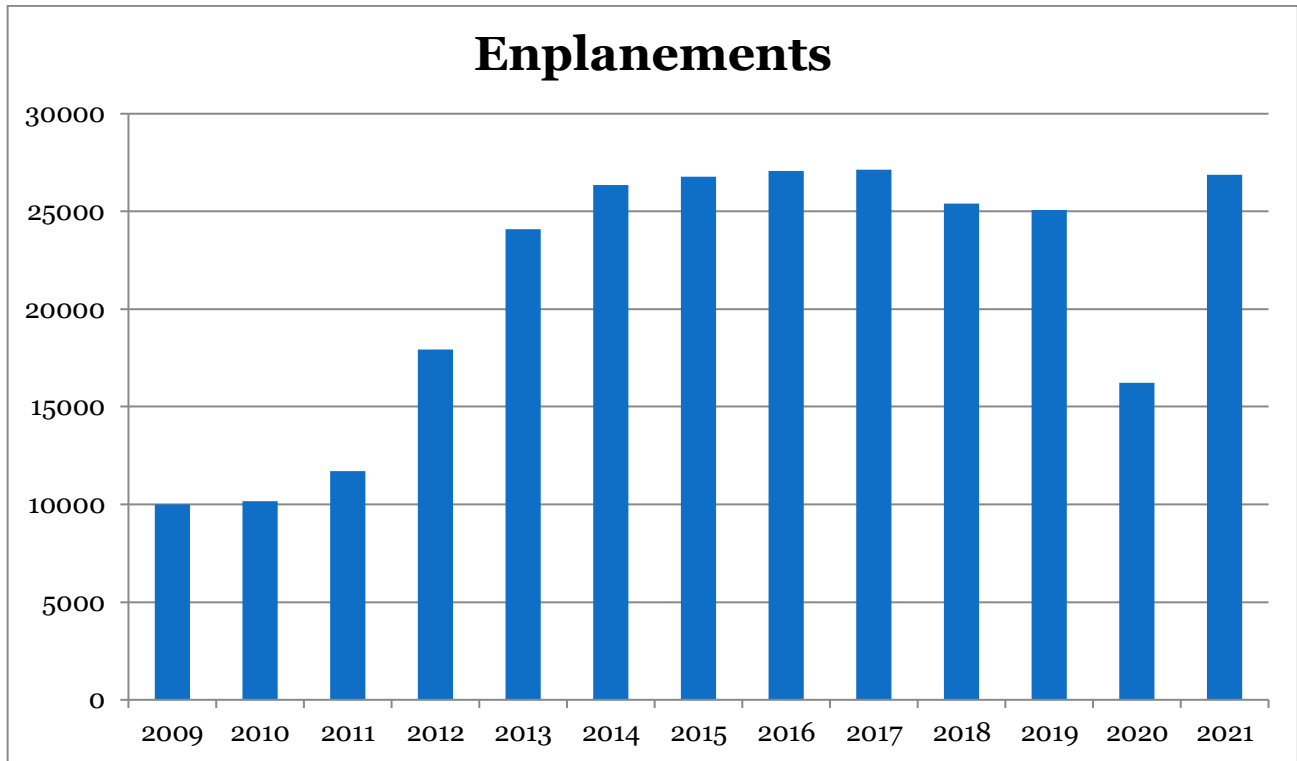
Transient Guest Tax



FINNEY COUNTY TRANSIENT GUEST TAX

- **2021: \$756,717** **-12.8% change**
- **2020: \$867,840**
- **2019: \$895,074**

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



GARDEN CITY REGIONAL AIRPORT ENPLANEMENTS

- **2021: 26,890**
- **2020: 16,212** (substantial decrease due to COVID-19 travel restrictions)
- **2019: 25,073**

2021 PROJECTS

ONGOING

- EMPIRICAL FOODS
- 1ST NATIONAL BANK-ROCHESTER PROJECT
- HUNTER'S GLEN HOUSING ADDITION
- SUNSET TERRACE PHASE 1
- 3RD ST & EAST GARDEN VILLAGE CHILDCARE CENTERS
- WESTERN KANSAS CORRIDOR DEVELOPMENT & TIF
- GARDEN CITY PLAZA REDEVELOPMENT
- GARDEN CITY COOP TRANSLOAD FACILITY
- QUINBY CERTIFIED SITES
- QUINBY SEWER STUDY
- FINNEY COUNTY RHID & NRP
- HOLCOMB RHID & NRP
- MIXED USE DEVELOPMENT-DAYTONA PROJECT
- HASKELL COUNTY RHID

COMPLETED

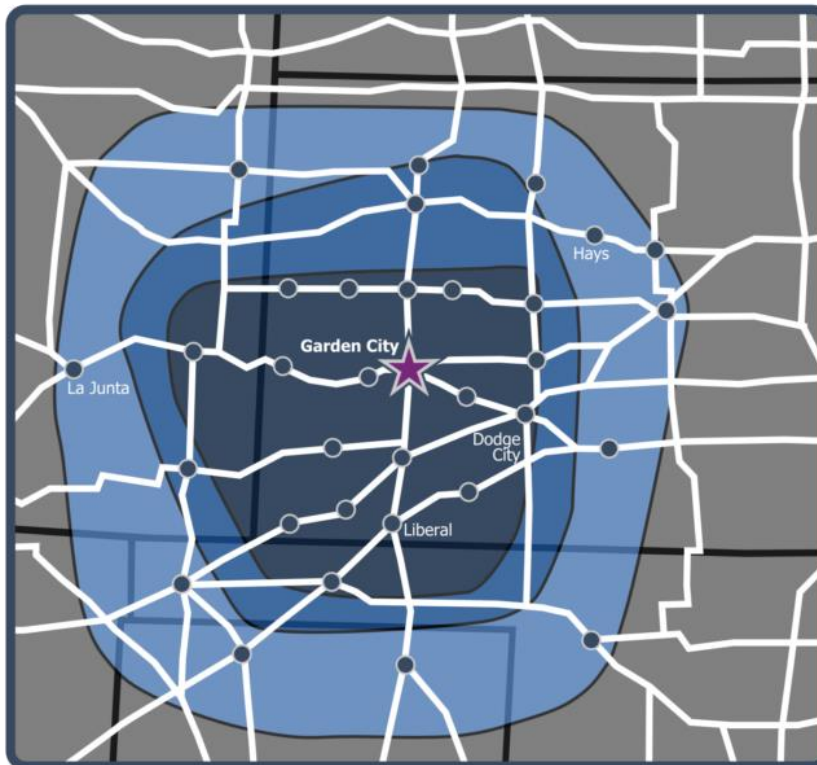


- LOST RIVER ADDITION PHASE 1 RHID
- HUNTERS GLEN PHASE 1 RHID
- HIDDEN TRAIL BREWERY
- GREAT PLAINS MAKERSPACE
- 2021 CHAT
- TEQUILA'S RELOCATION
- GARDEN RAPIDS AT THE BIG POOL
- OLD NAVY

GROWTH OPPORTUNITIES

- Finney County RHID & NRP
- Holcomb RHID & NRP
- Mixed-use development-Project Daytona
- Haskell County RHID
- Quinby Residential & Industrial development

Garden City, Kansas measured total Trade Area



Primary
209,333

Secondary
52,883

Tertiary
237,895

TOTAL
500,111

2022—ON THE HORIZON

HOSPITALITY & EVENTS

- Sports of the World STAR Bond Project

INDUSTRIAL

- Western Kansas Corridor
- Garden City COOP transload facility
- Quinby Certified Sites
- Quinby Sewer Study

RESIDENTIAL

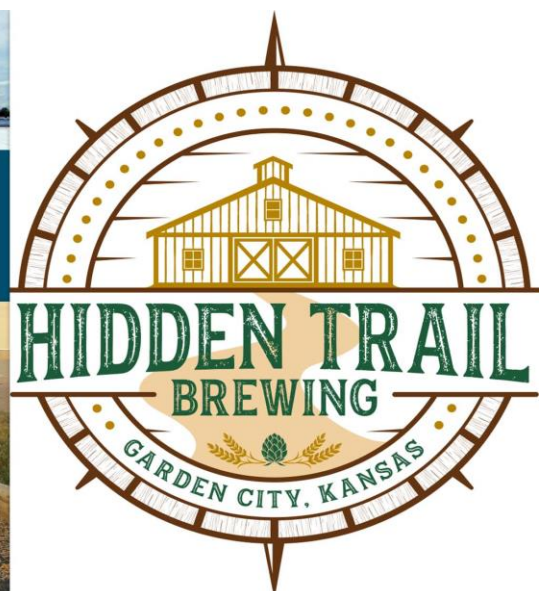
- Lost River Addition Phase 1
- Hunters Glen Phase 1 & 2
- Chappel Heights Phase 4
- Country Acres Addition
- Holcomb Crossing
- 3-D Printed Housing

RETAIL/DINING

- 1st National Bank commercial development – Legacy Crossing
- Hunters Glen Phases 1&2
- Garden City Plaza Redevelopment
 - Napoli's
 - Sears Building

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 and Twitter pages to better market our region. The stories shared on the website and social media platforms are designed to celebrate the positive things happening in our region as well as spotlight the people and businesses who make our region great.

In 2022, GreaterGC.com will see an updated design and an emphasis on providing community news and information to fill a need in the community that has been underfilled by traditional media outlets.

	2020	2021
Visits to GreaterGC.com	101,525	47,384
Total FB post reach* (GGC & GCJ)	337,118	248,740
Twitter Impressions**	51,623	38,864

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

***Twitter Impressions: The number of times a post was seen by a person.*

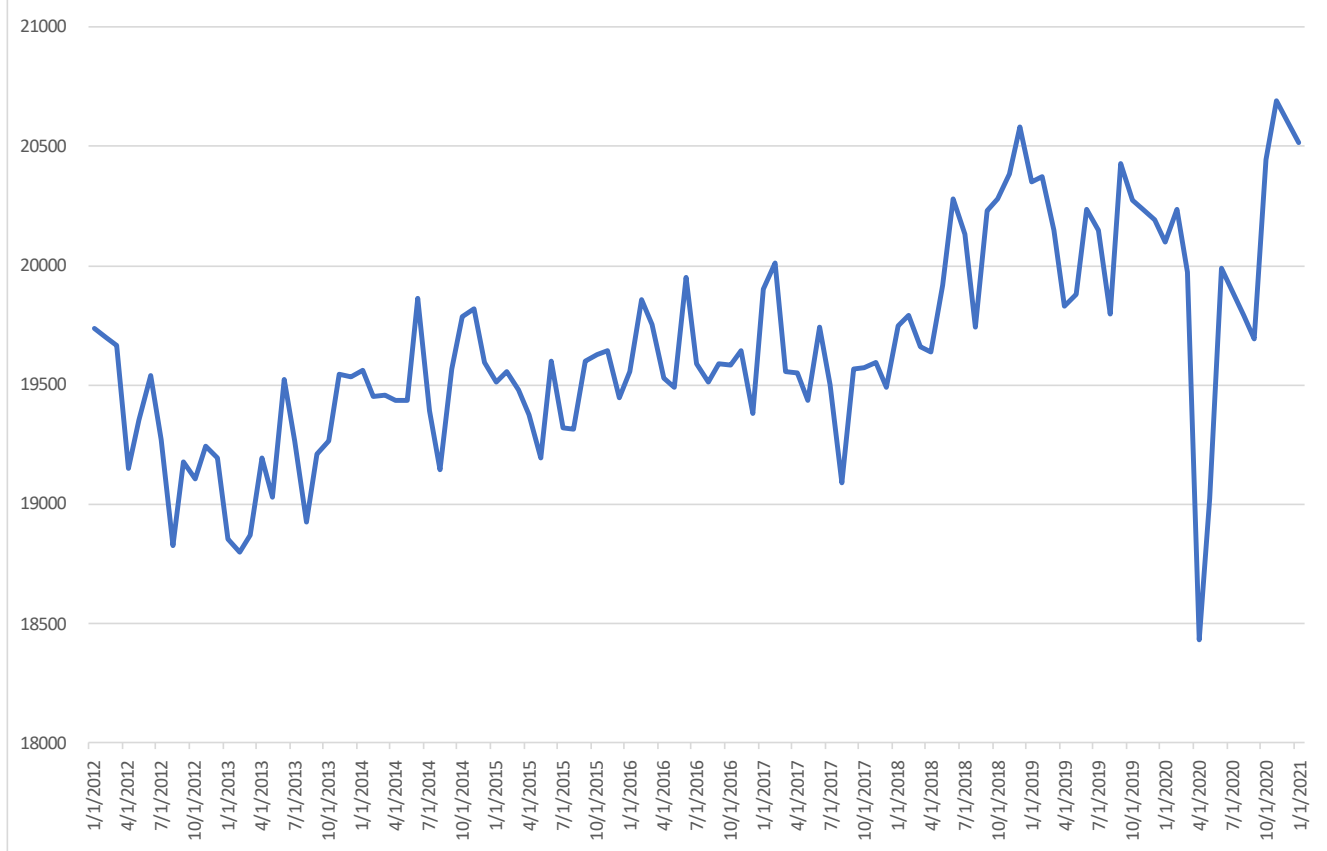
Due to Facebook and their periodic revisions to how page statistics are calculated, category parameters & qualifications are continually changing. This has caused significant changes in how our page analytics are reported.



2021 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.

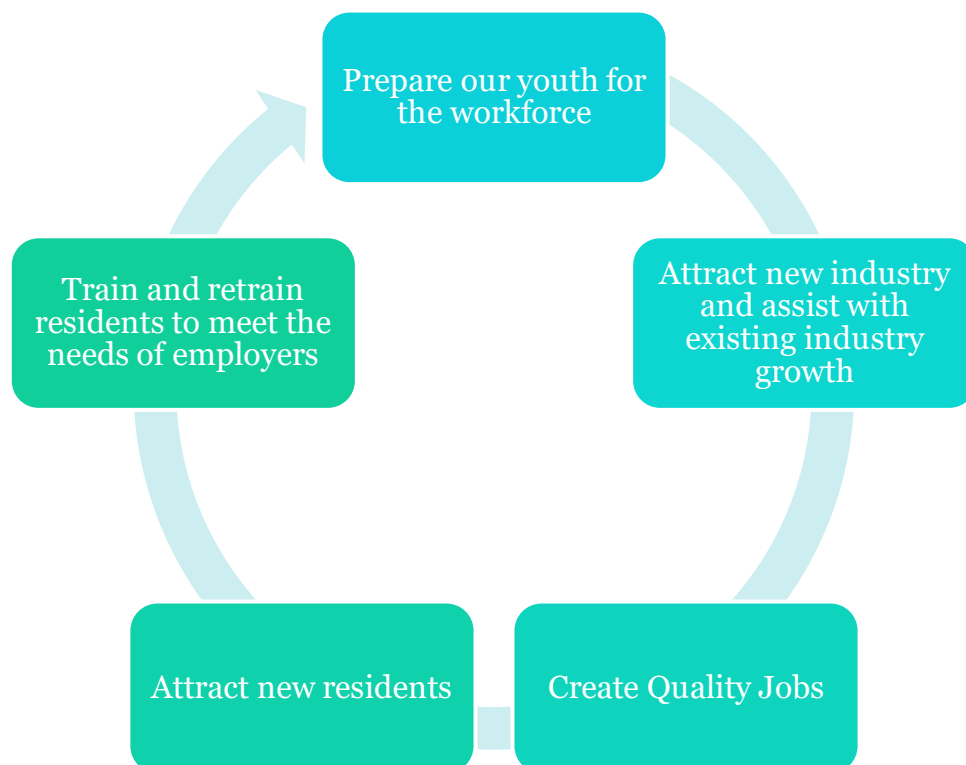
FINNEY COUNTY EMPLOYMENT 2012-2021



HOW IMPORTANT IS WORKFORCE DEVELOPMENT AND RECRUITMENT?

In April of 2020, Finney County saw a sharp increase in the unemployment rate at 12.6%. Due to rising concerns of the COVID-19 virus, Governor Kelly signed an executive order shutting down all non-essential business. Much of Finney County's increased unemployment rate was due to pandemic measures. Finney County was able to rebound quickly to pre-COVID numbers; December 2020's unemployment rate was reported at 3.3%, with an estimated 704 people remaining unemployed.

As of November 2021, there were **1,334 job openings** advertised electronically in Finney County. There were only **348 individuals** identified as unemployed. This equates to **.26 persons available** for each advertised job. Twenty-six people were receiving unemployment benefits.



OUR TEAM



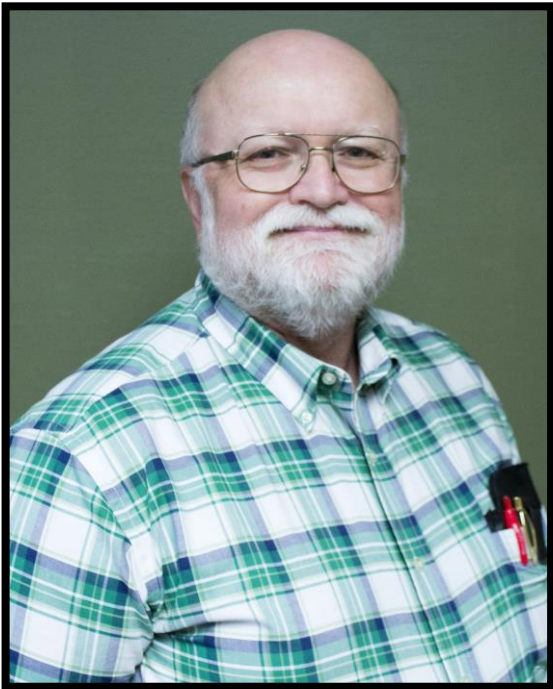
Lona DuVall
President/ CEO
lona@ficoedc.com

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.



Shannon Dick
Director of Analytics
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.



Steve Cottrell
Special Projects Director
 steve@ficoedc.com

Steve Cottrell retired in 2018, after 29 years with the City of Garden City. Steve joined Finney County Economic Development Corporation as Special Projects Director in 2020. Steve has worked closely with the FCEDC since our beginning, and now works on all aspects of economic development, assisting developers with concept plans and advice on funding strategies. Steve is from Nebraska and has a degree in Civil Engineering from the University of Nebraska.



Scott Aust
Communications Director
 scott@ficoedc.com

Scott joined FCEDC in 2017 as the Director of Communications and recently returned to his position in 2021. 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 social media platforms.



Jacqueline Kraus
Community Development Director
jacque@ficoedc.com

Jacqueline joined FCEDC in 2022 as the Director of Community Development. Jacque holds a degree in Business Administration with a minor in Graphic Design from Wichita State University. She worked for Spirit AeroSystems, Inc., for 30 years, both in the commercial and defense sectors, and has more than 17 years of project management experience. Jacque will be responsible for Workforce Recruitment and Community Development initiatives, as well as financial and clerical duties for FCEDC.

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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