YTD Wichita- South Central Kansas Regional Export Plan Performance Report for 2016

Karyn Page, CEO/President, Kansas Global Trade Services
THE EXPORT PLAN SUPPORTS EACH OF OUR 3 MAIN STRATEGIES FOR GROWING OUR REGIONAL ECONOMY

- Blueprint for Regional Economic Growth
- Wichita State University-led Investing in Manufacturing Communities Partnership – Innovation Campus
- Entrepreneurship Task Force
Boosting Exports - KGTS
Integrated Initiatives

Wichita-South Central Kansas Regional Export Plan

State Export Promotion Contract

Brookings Foreign Direct Investment (FDI) Initiative
Year To Date Export Plan Report for Q2 2016

Key:
Objective 1 - Catalyze export growth
Objective 2a - Diversify exports: non aerospace goods
Objective 2b - Diversify exports: services-all service
Objective 3 - Coordinate export assistance and promotional efforts
Objective 4 - Increase global fluency of the Wichita region
Objective 5 - Increase exports of small-medium sized companies

All objectives exceeded Q2 goal of 30% completion in the Five Year Plan.
EXPORT PLAN RESULTS
$6,835,746
FROM NEW EXPORTS
Export plan response – to date

One central source for export help

Made 429 referrals to service providers for export assistance.

Outreach to companies to help export

Kansas Global staff held 142 one-on-one meetings with companies in the 10-county region.

Technical export assistance

Companies received customized export help over 205 times.
21 Companies Approved

- 7 in aviation
- 1 in services
- 13 in non-aerospace goods

$93,000 in grant monies approved
$348,000 in total project value

$23,513 paid out to 5 companies

Out of 5 companies 4 reported back a combined increase in exports of:

$1.5 Million
EXPORT ACCELERATOR GRANT NUMBERS FOR WICHITA

12 Companies Approved

- 6 in aviation
- 1 in services
- 5 in non-aerospace goods

$59,000 in grant monies approved
$230,000 in total project value
$14,625 paid out to 3 companies

Out of 3 companies 2 reported back
a combined increase in exports of:

$1.34 Million
Companies Use the Export Plan to:

- Increase profitability
- Mitigate economic downturn risk
- Create demand for their service or product
Profitability

JR Custom

The global marketplace gives JR Custom Metals the opportunity for expanded sales that lead to more jobs and better salaries.

On Average Companies who Export:

- Sales Grow Faster
- More Jobs are Created
- Employee compensation generally is higher
Mitigate Risk

Balco Inc.

When the domestic market dropped by half in the Great Recession, Balco survived and prospered by entering the global marketplace.
Create Market Demand

“Kansas Global Trade Services provided essential assistance on a variety of trade and export challenges over the past year. The result was an Export Compliance Manual and Program to help the company grow into the future.” – Lee Aerospace

Lee Aerospace
Thank you

- Wichita is considered a leading city in the nation because of our efforts to deepen our global trade relationships and position ourselves for high quality growth and competitiveness in the 21st-century economy.

- Wichita is leading the country as one of 28 U.S. metropolitan areas engaged in a two-phase planning process aimed at creating integrated export and foreign direct investment (FDI) plans.
## Export Plan Champions

### Lead Partners
- Kansas Global
- Network Kansas
- Kansas Small Business Development Center
- MAMTC
- REAP
- GWEDC
- WSU For Economic Development And Business Research
- Workforce Alliance

### Funding Partners
- All 10 counties
- Cities of Andover, El Dorado and Wichita
- MAMTC
- SC KEDD
- BKD
- F.H Kaysing
- AGH
- K·Coe Isom