



KANSAS
COMMERCE



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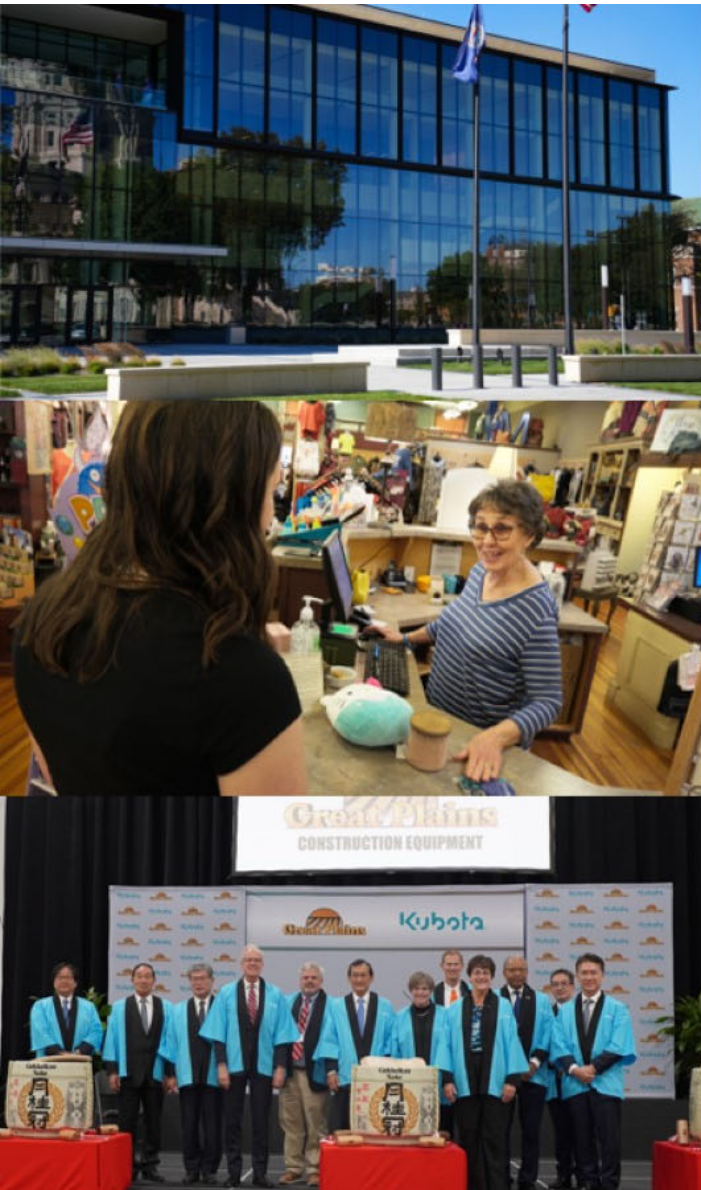
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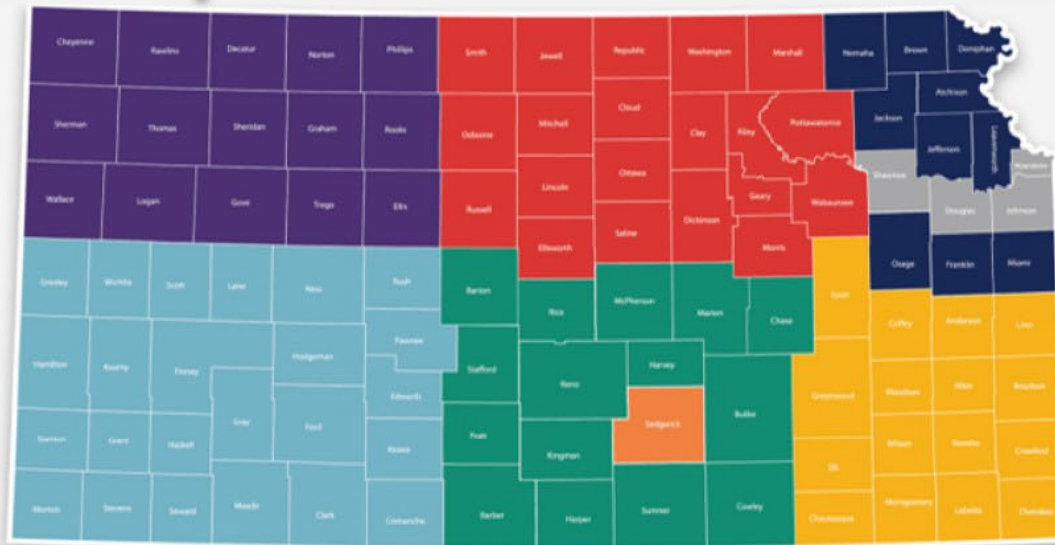
- Business Development Division
- In-State Business Team
- Primary State Incentive Programs
- Statewide Success and Momentum
- Pipeline of Future Wins
- Let's Talk



Business Development Division

- **In-State Business Development Team** – Eight Regional Directors: Andover, Hays, Kansas City, Kinsley, Manhattan, Olathe, Pittsburg and Wichita
- **Business Recruitment Team** – Representatives in Kansas City, Chicago, Los Angeles, Nashville and South Carolina
- **International Division** – International Trade, Exporting and Foreign Direct Investment – Offices in Germany, Japan and Mexico
- **Office of Small Business** – Coordinates, connects and builds statewide systems that help small businesses grow and be successful

In-State Business Team Map



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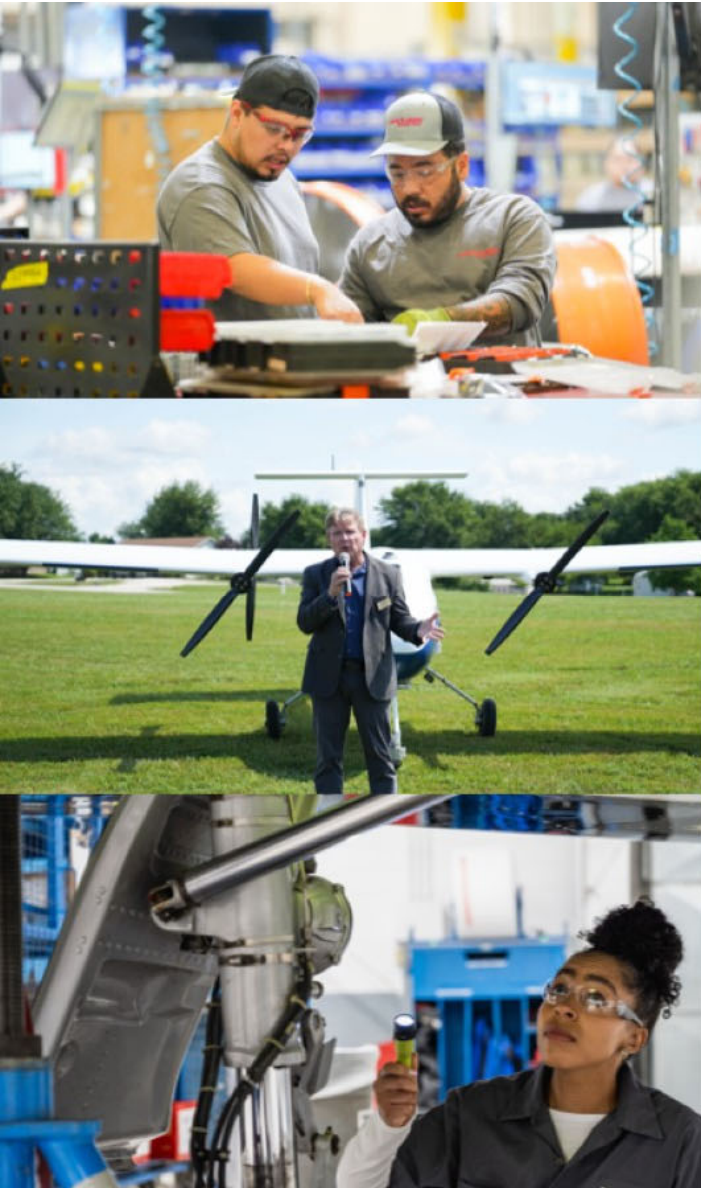
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Role of In-State Business Development

- Work with existing companies (and some Start-Ups) to assess their needs for growth and success
- Identify barriers and obstacles
- Mostly deal with companies in the Manufacturing (Advanced Manufacturing and Food Processing), Warehouse, Distribution, Logistics, Back-office and Professional Services industries

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Role of In-State Business Development

- Utilize our toolbox of incentive programs to help promote expansion and growth
- Partner with local officials (Economic Development Directors, Chamber Directors, city officials, etc.), resource partners, etc. in identifying companies in need of Commerce assistance
- Make referrals to other state agencies and resource partners

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State Incentive Programs

- High Performance Incentive Program (HPIP)
- Promoting Employment Across Kansas (PEAK)
- Kansas Industrial Training Program (KIT)
- Kansas Industrial Retraining Program (KIR)
- Machinery and Equipment Personal Property Tax Exemption

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State Incentive Programs:

High Performance Incentive Program (HPIP)

Key Piece of Information Needed from Companies: NAICS (North American Industry Classification System) Code

Provides two primary benefits to companies achieving HPIP Certification:

- State income tax credits on qualified new capital investment (50% of credits earned can be sold)
- Sales tax exemption on qualified project-related expenditures
- Wage criteria to qualify is based on NAICS code and region of the state



State Incentive Programs:

Promoting Employment Across Kansas (PEAK)

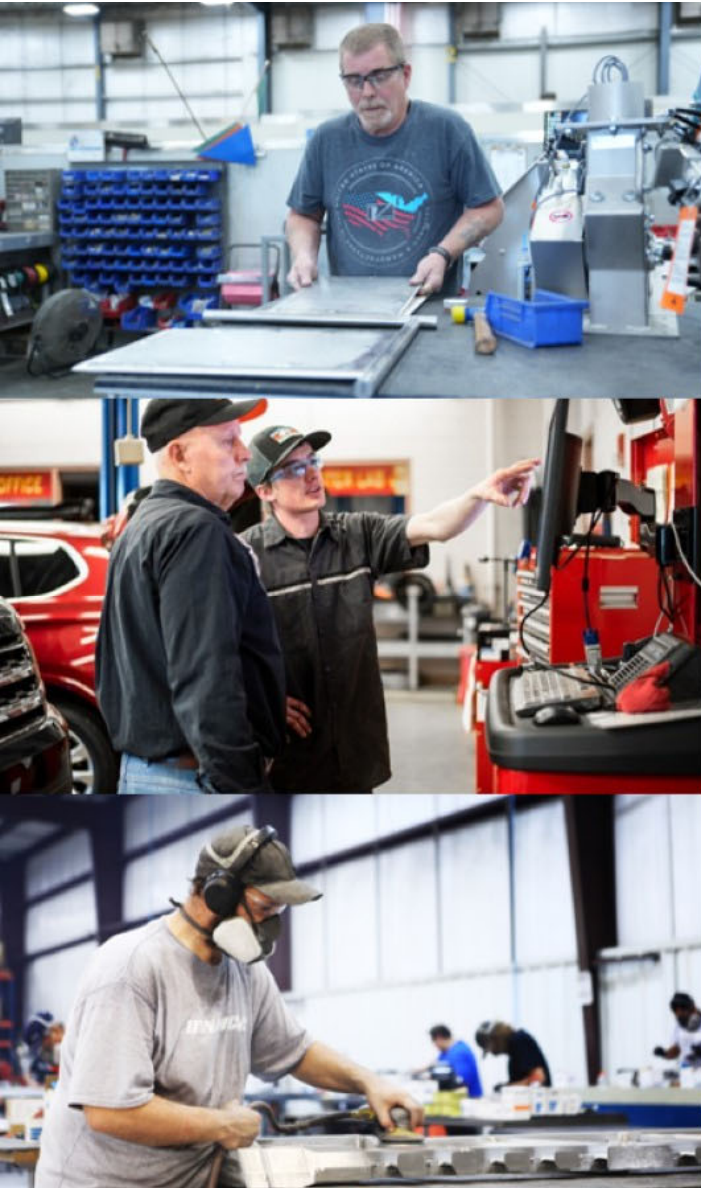
- A cash incentive that allows qualified companies to retain, or receive a refund of, state withholding taxes generated by new jobs.
- Benefits are received on a quarterly basis and PEAK Agreements typically run from five to seven years.
- Wage criteria to qualify is based upon county median wage.
- Companies must also offer adequate health insurance and pay at least 50% of the premiums for the employee.



State Incentive Programs:

Kansas Industrial Training (KIT)

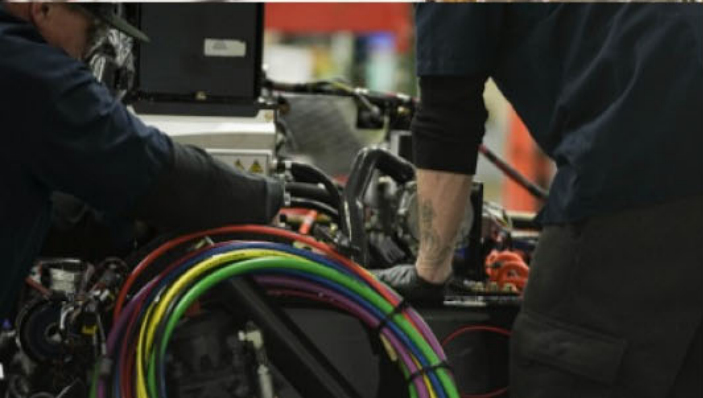
- Provides grant funds to companies to help offset costs for training new employees
- Reimbursement typically ranges from \$1,200 to \$2,000 per trainee
- Wage eligibility criteria based on county median wage and company must offer adequate health insurance – no premium requirements though



State Incentive Programs:

Kansas Industrial Retraining (KIR)

- Provides grant funds to companies to help offset costs for retraining existing employees on “new technology”
- Examples of KIR projects may involve training on:
 - New equipment
 - New product line/production process
 - New software or CRM system
- Reimbursements and eligibility criteria same as KIT
- Matching requirement from company



State Incentive Programs:

Machinery and Equipment Personal Property Tax Exemption

- Passed in 2006.
- Applies to M&E purchased new, used or relocated into Kansas from outside the state.

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Statewide Success

2019 – To-Date

\$35 Billion

PRIVATE
BUSINESS
INVESTMENT

89,029

NEW AND
RETAINED
JOBS

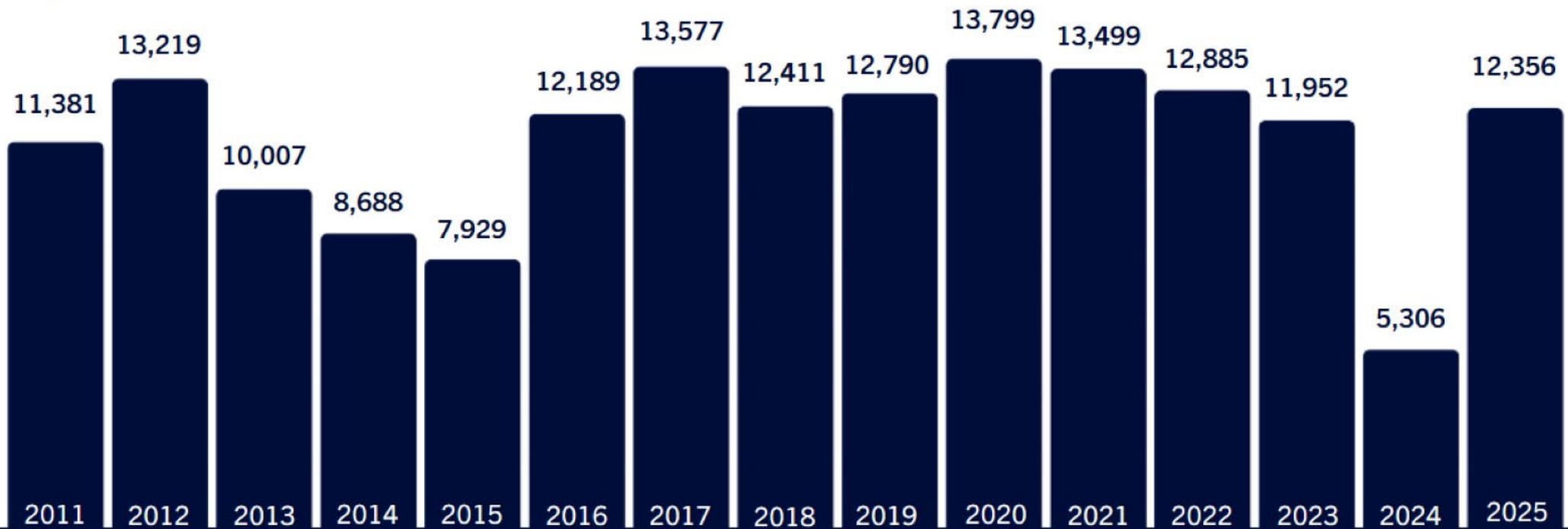
Private Business Investment

2019 - 2025



Statewide Job Growth Over Time

2011 - 2025



171,988 jobs since 2011

Let's Talk

www.kansascommerce.gov



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