



**ECONOMIC  
DEVELOPMENT  
INITIATIVE  
2023-2028**





# 2020 IEDC Award Winners



# MESSAGE FROM THE PRESIDENT



It has been 10 years since our Advance Pottawatomie fundraising campaign that has led to several economic development projects which are highlighted in this publication.

In order to continue the success of Pottawatomie County Economic Development Corporation we are conducting another fundraising program. The money that will be raised from investments from people like you are used for business attraction and expansion, workforce development, small business development/entrepreneurship and assisting in infrastructure development and planning rather than staffing and office expenses.

It is our hope that your business makes a new investment in Pottawatomie County Economic Development Corporation and our Advance Pottawatomie campaign so that we can continue to bring in new jobs, increasing incomes and the quality of life in our county.

**Lanny Bosse**  
President





# About Us

## The Early Vision

In 1991, a uniquely visionary alliance of local businessmen, county commissioners, and city commissioners banded together to create the Pottawatomie County Economic Development Corporation (PCEDC). In addition, they created two business/industrial parks (visit Site Selection for availability).

These leaders gave PCEDC the following mission:

“The purposes and objects of the Corporation are to encourage local businesses and industries to expand and new businesses and industries to locate in Pottawatomie County, Kansas, by implementing a comprehensive program of economic development. The Corporation may engage in any activities not precluded by law in furtherance of these purposes and objects.”

Because of the foresight of that original alliance, the PCEDC, with ongoing core budget support from the Pottawatomie County Commission and the help and financial investment of many private and public partners, has made major contributions to industrial and business growth in Pottawatomie County.

## Environment

Pottawatomie County is one of the most rapidly growing counties in Kansas, with a population of more than 22,000 people of whom 20-25% have a direct relationship with Kansas State University. The county is quite large and diverse with a landmass of 862 square miles, of which slightly less than 1 square mile is shared with the City of Manhattan (1/862nd). There is no one dominant community, but rather 12 incorporated municipalities from less than 100 to about 4,500 residents. One unincorporated community, Blue Township, is the fastest growing residential area of the county with more than 3,000 residents. Most of the county is rural and agricultural, but there are city centers scattered across the county.

The regional MSA economy is more than 50% dependent on government expenditures (Fort Riley and Kansas State University are chief among them). However, Pottawatomie County is diverse.

The county is faced with huge opportunities if it aligns its development strategies appropriately. The Corporation is uniquely positioned to help facilitate needed alignment.







## VISION

County-Wide Economic Prosperity through Partnerships

## MISSION

Pottawatomie County Economic Development Corporation's (PCEDC) mission is to catalyze economic growth in the business, agricultural, manufacturing and construction sectors by providing equitable opportunities and partnering with local and regional public and private entities for a prosperous Pottawatomie County.

PCEDC will achieve this mission by focusing on the following objectives;

- Attract and retain businesses through the creation of a pro-business climate that draws upon the R&D engine of Kansas State University through its Knowledge Based Economic Development (KBED) and bring together private and public sectors for this purpose.
- Support the enhancement of infrastructure to business and industrial parks but also roads, bridges, utilities, housing and core redevelopment that will be needed to accomplish the first objective.
- Promote organizational and regional cooperation through enhanced communication, coordination and marketing with the Greater Manhattan Economic Partnership (GMEP) as well as enhanced cooperation between the County and City Governments of Pottawatomie County for private and public funding of projects that will improve the county as a whole.
- Aid in the development of small business and entrepreneurship that is recognized as the lifeblood of small rural communities by guiding them to best practices training, mentorship and low interest loans for startups.
- Assist in the development of a workforce through enhanced vocational and technical training that will put into action the purpose of these business endeavors.

## Where We Have Been

Ten years ago, the population in the county was 21,800 and the median household income was \$54,000.

There was no clear economic development strategy and no partnerships in place or being discussed with other economic development organizations.

The smaller communities did not have comprehensive plans and the eastern side of the county had very little voice at the economic development table.

There was no marketing or business retention program in place and no coordinated workforce program or effort.

## Where We Are

The population in the county is now over 25,000 and the median household income is over \$70,000. PCEDC is on its 2nd strategic plan with having accomplished most of its goals from 2015-2020.

We have formed a formal partnership with the Manhattan Area Chamber of Commerce named the Greater Manhattan Economic partnership which along with Kansas State University Innovation Partners has help to locate five new industries in Pottawatomie County.

We have moved forward with a strategic workforce plan and a well-designed business attraction and business retention program. We have made 64 small business loans and counting, and the eastern side of the county has a new chamber and accelerator for emerging companies.





# Introducing Our Team

## 2022 Board of Directors



**Lanny Bosse**  
President



**Casey Butler**  
Vice President



**Dirk Riniker**  
Vice President



**Terry Force**  
Past President



**Patrick Schutter**  
Treasurer

Korey Klingenberg  
Dr. David Cancelada  
Peter Clark  
Michael Drippe'  
David Perry  
Chris Johnson  
Chris Eichman  
Josh Marquardt  
Michael Solida

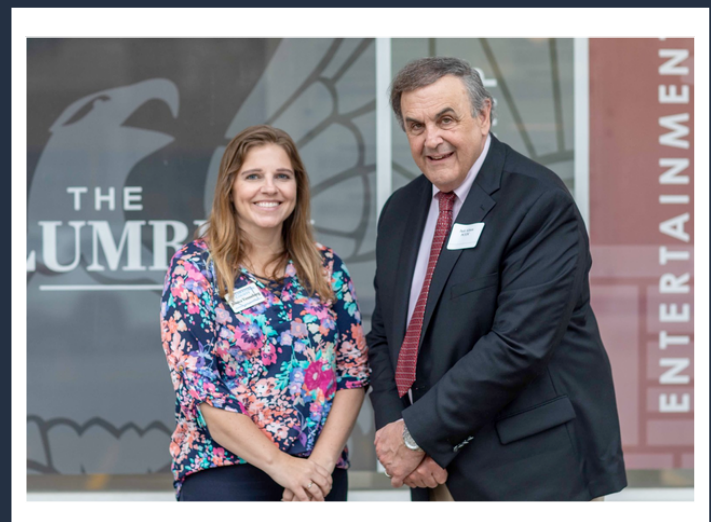
*2023 Addition*

Amanda Childress

## PCEDC STAFF

**Jack Allston**  
Executive Director

**Jessica Venneberg**  
Executive Assistant



# Goals

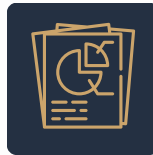


## INFRASTRUCTURE AND SITE DEVELOPMENT



Develop a robust infrastructure network and seek to provide high-quality business and industrial parks.

## WORKFORCE DEVELOPMENT



Develop long-term programs designed to enhance partnerships between business, education, and training officials and commit Pottawatomie County to the current long-term program to enhance the availability, quality and characteristics of the current and future workforce.

## ORGANIZATIONAL AND REGIONAL DEVELOPMENT



Continue to develop Pottawatomie County Economic Development Corporation by enhancing private and public sector collaboration, building local partnerships and working closely with Manhattan Regional entities and chambers.

## BUSINESS RETENTION AND ATTRACTION



Through the Greater Manhattan Economic Partnership implement a strong business attraction target marketing program utilizing the Avalanche Consulting methodology and a local creative agency and continue working with existing industry to create new employment and retain existing jobs.

## SMALL BUSINESS DEVELOPMENT AND ENTREPRENEURSHIP



Continue to develop programs for small and new business as well as supporting their efforts for legislation and advocacy and working closely with existing resources.



# INFRASTRUCTURE AND SITE DEVELOPMENT



## YEAR HIGHLIGHTS

- \$600K of PCEDC funds invested in infrastructure in Wamego and St. Marys Industrial Parks.
- Funded and participated in comprehensive planning and implementation in Onaga, St. George and Westmoreland.
- 26 LOTS SOLD in seven years in 3 PCEDC Industrial Parks
- 125 NEW JOBS Generated by lot sales in Pottawatomie County and 132 jobs retained along with capital investment of \$14.75M, with several lots not built on yet, which could generate another 50 jobs or more.
- Participated in Pottawatomie County Comprehensive Plan, Green Valley Neighborhood Plan and Flint Hills Sustainability Plan.
- According to a 2019 Economic Impact Analysis, the 3 PCEDC Industrial Parks generate annual payroll in the county of \$60M, annual property tax revenue of over \$1.1M and sales tax revenue via a multiplier of just under \$1M annually.



# WORKFORCE DEVELOPMENT

# 8

## YEAR HIGHLIGHTS

- Developed new and creative methods to enhance childcare availability in the county which has led to 3 new childcare centers and major expansion of another.
- 1,433+ INDIVIDUALS have received National Career Ready Certificates (NCRC) since 2016, indicating those workers have the cognitive and foundational skills to succeed in most employment positions.
- Helped 137 Students with USD320, internship programs and collaborated with over 200 Business to support senior interview day and promote programs along with Peer Chamber at other schools.
- Worked extensively with human resource managers for 7 years developing skills and information on numerous issues as well as leading efforts in diversity development, workforce readiness and trailing spouse employment.
- Working with Manhattan Tech to build new center in Wamego for general education, CNAs, electric tech, construction tech, emergency medical techs, and soon welding tech. Plans underway for new facility for CDL certifications and licenses, and diesel mechanics.





# ORGANIZATIONAL AND REGIONAL DEVELOPMENT



## YEAR HIGHLIGHTS

- Formed the Greater Manhattan Economic Partnership (GMEP) with the Manhattan Area Chamber of Commerce to be a strongly funded and operating business attraction program with an advisory board and full-time staff.
- Continue to build partnerships with Kansas State University through Knowledge Based Economic Development (KBED) through GMEP resulting in businesses locating in Pottawatomie County.
- Building partnerships and relationships in all communities; Wamego, St. George, Onaga, Westmoreland, St. Marys, and Society of Saint Pius X and completed an economic impact analysis that the Immaculata will have on the county.
- Assisted in building partnerships and in the formation of the Kaw Valley Chamber of Commerce.



# SMALL BUSINESS DEVELOPMENT AND ENTREPRENEURSHIP

## 8

### YEAR HIGHLIGHTS

- 54 Loans made by PCEDC through the E-Community Partnership with Network Kansas, resulting in \$1.9M worth funds loaned, creating capital investment of an estimated \$17M and an estimate of 303 jobs.
- Through CARES and the county's assistance, \$563,000 was granted to county businesses and worked with the county to award businesses under Community Block Grants.
- Worked with Network Kansas to loan and administer 8 HIRE (Hospitality Industry Relief Emergency) funds to local businesses of \$15,000 which were all granted.
- Great working partnership with the Washburn Small Business Development Center (SBDC) and support all their programs and act in a catalytic manner.
- Work closely with Network Kansas to administer their programs including Ice House, Destination Bootcamp, Youth Entrepreneurship Challenge, and more recently, Fast Trac (Flint Hills Business Launch) with Spark in Manhattan.





# BUSINESS RETENTION AND ATTRACTION



## YEAR HIGHLIGHTS

- 180+ business retention and expansion visits and interviews over a 7 year period resulting in several expansions, along with 3 comprehensive labor analysis.
- Working with GMEP and New Boston Creative Group to greatly enhance the Manhattan area's marketing effort in attempting to attract new investment. Those efforts include promoting the National Agro-Bio Facility (NBAF) to firms around the world. Specifically assisted with the location of Scorpion Biological Science. That will provide 500 highly paid jobs to the area.
- This activity including the locations of Corteva Agriscience, Sarto Countertops and Natural Choice Company and the expansion of Green Dot Bioplastics.



# THE BUDGET

ADVANCE POTTAWATOMIE EXPENSES	ACTUAL 2020	ACTUAL 2021	ACTUAL 2022	PROPOSED BUDGET 2023
PROFESSIONAL FEES	\$500.00	\$0.00	\$0.00	\$500.00
WORKFORCE/SCHOOL SUPPORT	\$6,400.00	\$1,415.00	\$348.67	\$0.00
MISC	\$3.51	\$0.00	\$0.00	\$250.00
OFFICE SUPPLIES	\$1,080.78	\$1,376.20	\$1,708.33	\$2,000.00
BUSINESS TO BUSINESS EVENTS	\$6,708.75	\$4,852.54	\$12,255.51	\$9,000.00
COMMUNITY ENHANCEMENT/GRANTS	\$7,000.00	\$0.00	\$0.00	\$6,000.00
BUSINESS RETENTION/EXPANSION	\$4,718.00	\$5,833.00	\$5,672.41	\$10,000.00
PUBLICATIONS	\$101.70	\$199.10	\$80.92	\$500.00
PRINTING AND BINDING	\$0.00	\$0.00	\$0.00	\$250.00
TRAINING AND CONFERENCES	\$2,628.67	\$4,416.76	\$4,314.43	\$5,000.00
COMPUTER SOFTWARE	\$2,266.88	\$2,756.53	\$3,011.72	\$2,000.00
PHOTOGRAPHY	\$365.50	\$0.00	\$0.00	\$500.00
WEBSITE DOMAIN/SOCIAL MEDIA	\$5,070.82	\$11,140.28	\$11,442.96	\$12,000.00
ASSOCIATION DUES	\$1,065.00	\$685.00	\$3,660.00	\$4,000.00
BUSINESS MEETINGS/MEALS	\$385.02	\$1,540.75	\$2,120.70	\$3,000.00
TOURISM/ASSET DEVELOP/PROMOTION	\$6,722.50	\$10,362.38	\$6,691.00	\$10,000.00
BRAND AND MARKETING DEVELOP-GMEP	\$42,170.85	\$48,628.11	\$59,878.00	\$65,000.00
REGIONAL DEVELOPMENT-KBED	\$18,500.00	\$18,500.00	\$16,000.00	\$60,000.00
WORKFORCE TF ORGANIZ SUPPORT	\$149.67	\$380.04	\$1,185.54	\$5,000.00
WORKFOCE ACADEMY-WORKKEYS	\$199.27	\$1,340.43	\$717.58	\$2,000.00
WASHBURN SBDC/ HTC ENTREP FUND	\$8,000.00	\$8,000.00	\$9,313.74	\$15,000.00
INTERVIEW AND SEARCH EXPENSE (RELOCATION)				\$50,000.00
<b>TOTAL</b>	<b>\$114,036.92</b>	<b>\$121,426.12</b>	<b>\$136,030.43</b>	<b>\$262,000.00</b>









# How You Can Help



**INVESTMENTS  
ARE NEEDED!**

**WE WELCOME  
THEM ALL!**

Contact us today to take part in  
helping Pottawatomie County grow!

[WWW.ECODEVO.COM](http://WWW.ECODEVO.COM)



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