

**KANSAS**  
C O M M E R C E

**CEDBR Pittsburg Economic  
Outlook Conference**

**Craig VanWey – Manager, In-State Business Development**

**October 11, 2022**

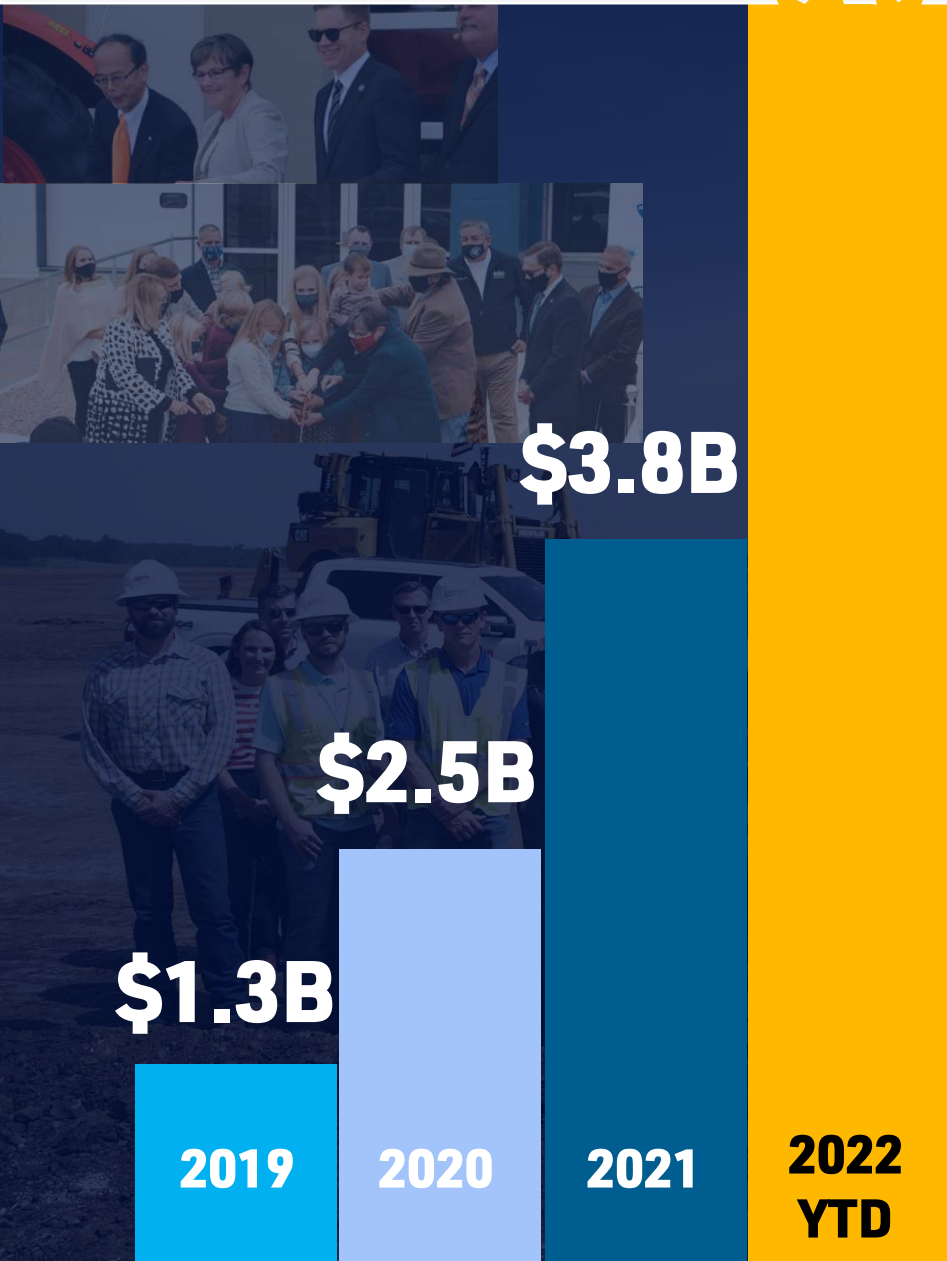
# Commerce Business Development Division



- 1) In-State Business Development Team (8 offices statewide)**
- 2) Business Recruitment Team (coverage across the US)**
- 3) International Trade/Export Team (including an office in Mexico City)**

## **Success in spite of COVID**

- **In 2020, the state set a record in terms of capital investment made by new, expanding & relocating companies ... over \$2.5 billion**
- **And in 2021, capital investment grew to \$3.8 billion**
- **What about 2022 so far .....**



# The Framework is Working

Projects  
**756**

New and  
Retail  
Jobs  
**51,063**

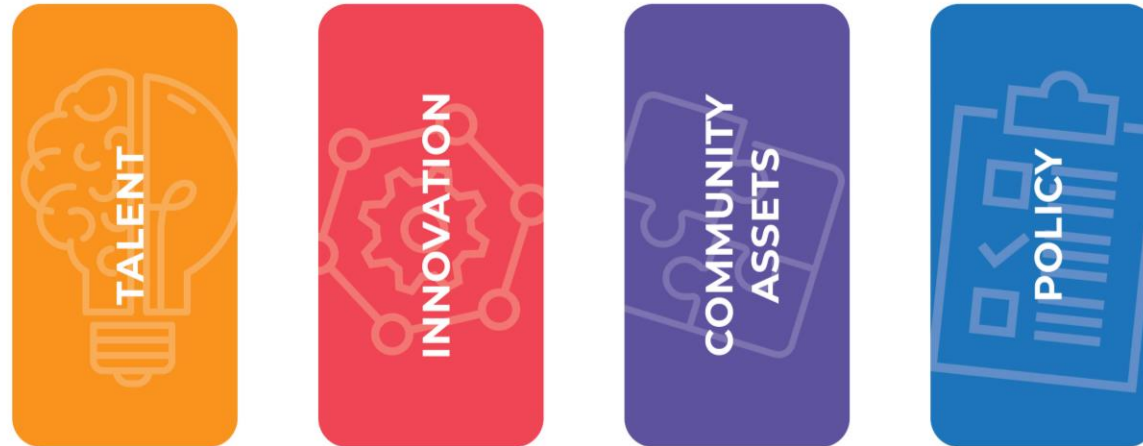
Since 2019



**Target Sectors**



**Strategic Pillars**



**Economic Regions**

**Other (Ag/Healthcare/Office)**

**5%**

**Professional Services**

**11%**

**Logistics/Distribution**

**13%**

**Food Manufacturing**

**11%**

**Energy**

**6%**

**Bioscience**

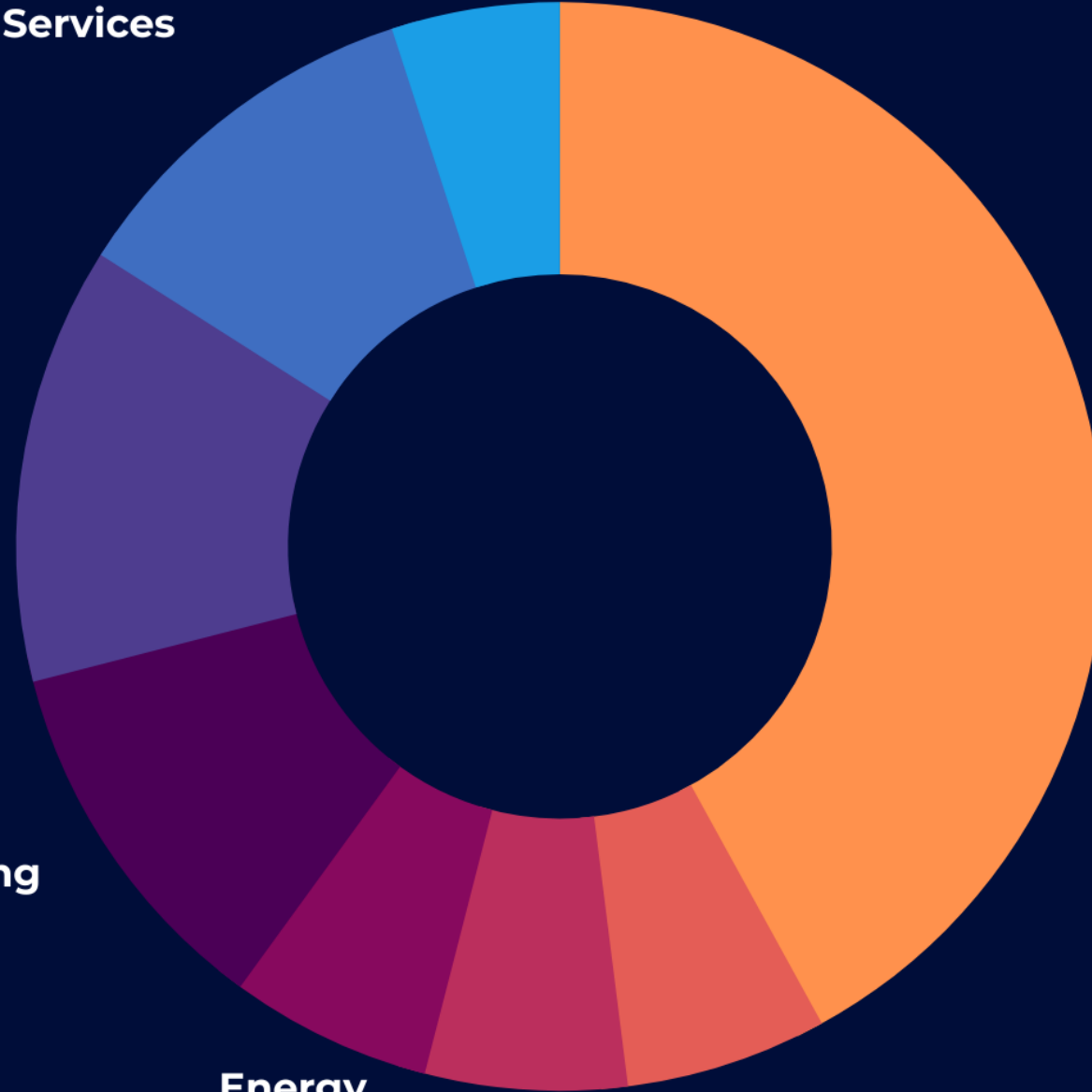
**6%**

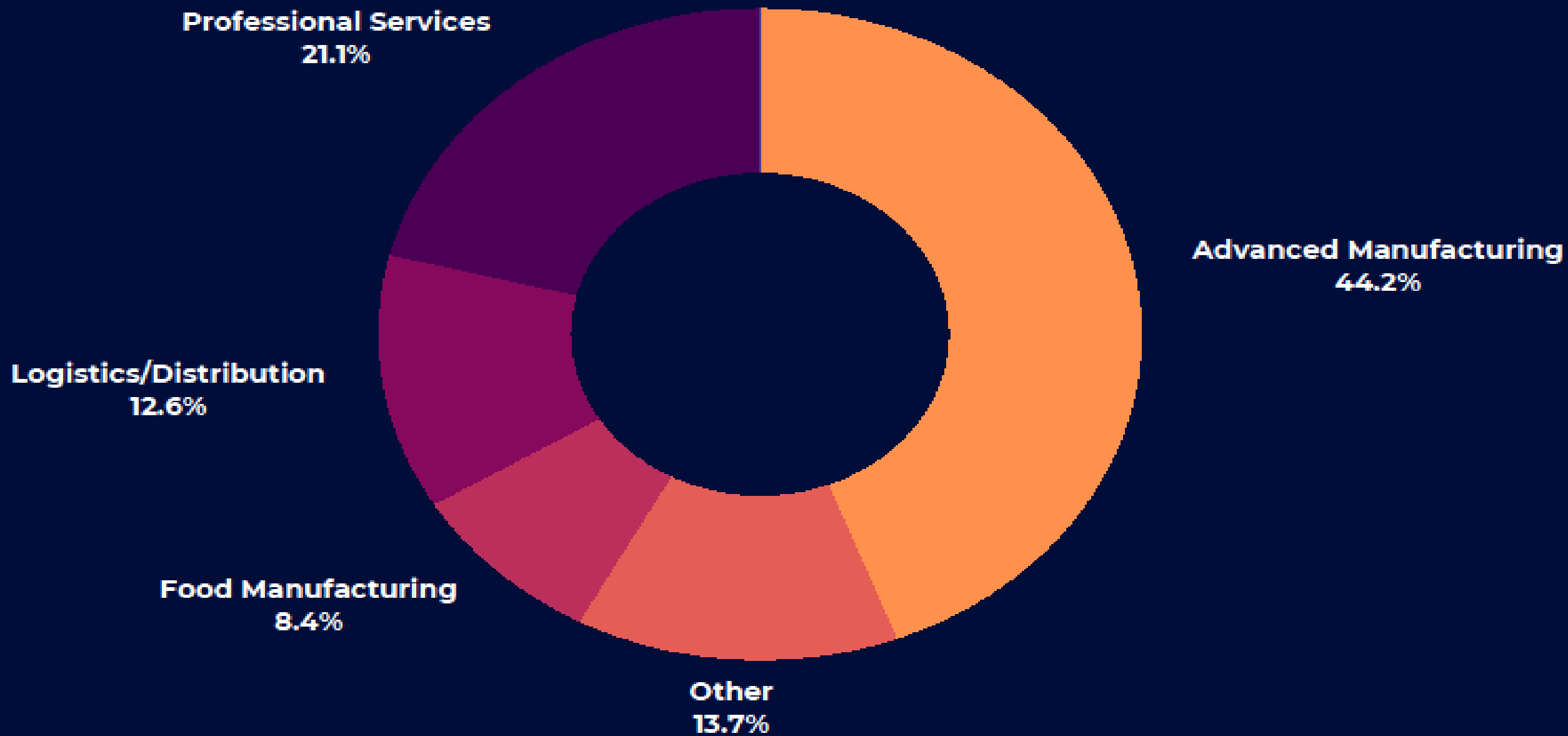
**Aerospace**

**6%**

**Advanced Manufacturing**

**42%**





# Current Trends

- Companies investing heavily in new equipment & technology – for various reasons
- Higher wages (both entry level & existing employees)
- Creative solutions for attracting labor
- Delays in new construction due to higher materials costs
- Widespread successes statewide



# What does the future hold?

- Emerging industries?? – Data Centers & Alternative Fuel/Energy Generation Plants (i.e. Hydrogen)
- Impact of Panasonic facility on the rest of the state
- Addressing housing & childcare issues
- Build upon the momentum we've created
- Pittsburg & SEK are well situated for growth

## *Another Record-Breaking Year In the Works*







**Thank You!**

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