



1. Welcome, Introductions, and Announcements

Commissioner Dave Unruh, Sedgwick County, welcomed attendees and asked for self-introductions. Commissioner Unruh announced that Mayor Kristey Williams, Augusta, has agreed to represent REAP on the GWEDC Steering Council. Additionally, Unruh reported that REAP spoke on January 9th to the South Central Legislative Delegation at NCAT and presented the 2014 REAP Legislative and Policy Priorities.

2. Board of Directors Business

A. Approval of minutes from November 4, 2013

Mayor Terry Somers, Mount Hope (Kent Brown, Clearwater) moved to approve the minutes as presented. Motion adopted.

B. Approval of Agreements

1. Wichita State University, Hugo Wall School

At the direction of the Board of Directors, REAP staff has contracted with Hugo Wall School, Wichita State University, for specific services, including research, policy analysis, and strategic planning. The term of the proposed contract is 14 months- from November 1, 2013 to December 31, 2015, for a total cost not to exceed \$48,444. Commissioner Unruh noted the REAP Executive Committee reviewed the contract at their January 3, 2014 meeting and recommend approval.

Kathy Sexton, Derby (Mayor Gregory, Goddard) moved to authorize the necessary signatures for the agreement with Wichita State University, Hugo Wall School, pending final legal review. Motion adopted.

2. Bruno & Associates

At the October 25, 2013 Legislative Committee meeting staff were directed to negotiate a contract with Tom Bruno of Bruno & Associates for legislative and lobbying services during the 2014 legislative session. The term of the contract is from January 10, 2014 through June 30, 2014, for a total cost not to exceed \$18,000. Additionally, the contract includes a clause for reimbursement of pre-approved expenses such as mileage, long distance phone calls, general entertainment, and attendance at political functions. REAP shall provide up to \$2,000 during the duration for the contract for these expenses. Commissioner Unruh noted the REAP Executive committee reviewed the contract at their January 3, 2014 meeting and recommend approval.

Commissioner Chip Westfall, Harvey County (Bob Conger, Kechi) moved to authorize the necessary signatures for the agreement with Bruno & Associates. Motion adopted.

C. Report of the 2014 Work Plan

Commissioner Chip Westfall, Legislative Committee Chair, reviewed the 2014 Legislative and Policy Priorities included in the packet. The document was drafted by staff and members of the Legislative Committee and previewed by the Board of Directors at the November 4, 2013 meeting.



Commissioner Chip Westfall, Harvey County, (Vice Mayor Pete Meitzner, Wichita) moved to approve the 2014 Legislative and Policy Priorities as presented. Motion adopted.

Lawing briefly reviewed the remaining items in the Work Plan update and asked for additional questions from the Board. None were heard.

3. Regional Spotlight Issue: Exports and Economic Development Presentation

A. Brookings Global Cities Exchange Planning Program

The Wichita Region of South Central Kansas was selected to participate in the Brookings Global Cities Exchange (GCX) program after a competitive & extensive application process. Participation in the program will produce a data-driven Regional Export Plan with the guidance of the Brookings GCX team, JP Morgan Chase and the U.S. International Trade Administration. Seven other cities/regions were selected and form a peer group: Atlanta; Upstate South Carolina representing the Greenville-Spartanburg-Anderson CSA; Indianapolis; Jacksonville, FL; Milwaukee; Phoenix; and Sacramento, CA. The year-long planning process began in December 2013 with the convening of the newest eight cities/regions at the Brookings Institution in Washington, DC, and will culminate with the release of the Wichita Region's Export Plan and Investment Strategy in the fourth quarter of 2014. Karyn Page with Kansas Global Trade Services is facilitating the planning process.

B. Economic Development Panel Discussion: Tim Chase, GWEDC; Mickey Fornaro-Dean, Harvey County Economic Development; Bradley Eilts, McPherson Industrial Development Company presented information on their respective counties. The panel discussed the importance of exports to the regional economy, noting that exports represent about 1/3 of manufacturing jobs in South Central Kansas. Fornaro-Dean noted that exports are vital to the Harvey County economy. Eleven companies in the County export goods. Brad Eilts noted that the export market is strong right now and reshoring is prominent, growing jobs in the U.S. Eilts noted that McPherson has a Free Trade Zone (FTZ), which assists in the promotion of exports in the area.

C. Small Group Discussion/REAP Member Feedback: The REAP Board members broke into small groups to discuss the project and the importance of exports to their respective jurisdictions. Each group offered suggestions on how to promote the project to local economic developers and offered additional suggestions for information to include in the presentation. The panel requested several items from REAP members moving forward. For each of the 10 counties they request that an Economic Development leader, a committed government official, and a business champion be identified. If a known exporter lists exists in the county, or a list of companies that has the potential to export, please send them to Karyn Page for inclusion in the internet survey.

4. Unscheduled Topics

No other business was reported by the Board.



5. Adjourn

The meeting adjourned at 11:50 a.m.

Attendance

Board Members & Alternates

Commissioner Dave Unruh, Sedgwick County, Chair
Kathy Axelson, Rose Hill
Kent Brown, Clearwater
Bob Conger, Kechi
Commissioner Brad Dillon, Reno County
Vice Mayor Pete Meitzner, Wichita
Commissioner Ed Myers, Butler County
Mayor Jim Nickel, Newton
Kathy Sexton, Derby
Cody Sims, Wellington
Mayor Terry Somers, Mount Hope
Sasha Styles, Andover
John Waltner, Harvey County
Commissioner Chip Westfall, Harvey County
Mayor Kristey Williams, City of Augusta

Guests

Allen Bell, Wichita
Misty Bruckner, Hugo Wall School, WSU
Angela Buzard, Hugo Wall School, WSU
Tim Chase, GWEDC
Amanda Duncan, Workforce Alliance
Paula Downs, Hugo Wall School, WSU
Bradley Eilts, McPherson Industrial
Development Company
Mickey Fornaro- Dean, Harvey County
Economic Development
Dale Goter, Wichita
Irene Hart, Hutchinson
Brandon Mills, Hugo Wall School, WSU
Karyn Page, Kansas Global Trade Services
Rick Rekoske, Bel Aire

Staff

Keith Lawing
Kelly Bergeron