

A red speech bubble graphic with a white outline, containing the text "REAP".

**REAP**

Board of Directors  
Meeting

January 19, 2016

# Regional FDI Planning Organization

## Organization

### ○ 10-Counties

Butler, Cowley, Harper,  
Harvey, Kingman, Marion,  
McPherson, Reno,  
Sedgwick, Sumner

### ○ Funding Partners

City of Wichita, Sedgwick  
County, GWP, REAP, KGTS

### ○ Brookings Process

Data Analysis

Company Interviews

Market Assessment

Plan

Brookings  
& JP  
Morgan  
Chase  
Coaches

Wichita  
Regional  
Core  
Team

Wichita  
Regional  
FDI  
Steering  
Committee

# Key Findings

## -the Basis for Plan

- 1) **FDI** is from **Europe** and is Mergers & Acquisitions (**M&A**)
  - Beneficial but has perceived risk
- 2) **No** cohesive **plan** for attraction or retention of **FDI**
  - **Efforts** are for **Greenfield attraction, not M&A**
- 3) **No one reason** for foreign investment in region
  - Investment specific to **company, industry, and needs**
- 4) Skilled **workers attract FOEs** but **supply** increasingly **limited**
- 5) Gap between support system and companies
  - **Need robust retention system**

**Goal:** Expand the Wichita-South Central Kansas region's economy by developing and implementing a sustainable system to care for and attract global companies.

- Strategy 1: **Address needs** of foreign companies **within** the **existing retention & expansion** strategy
- Strategy 2: **Enhance** Wichita's **attraction** of FDI through more **deliberate** intra-regional **cooperation & coordination** in alignment **with state** and **federal** efforts.
- Strategy 3: **Align** BRE and attraction activities **with** regional **workforce** developers to meet FOE needs
- Strategy 4: Utilize FDI to **maximize opportunities & minimize risks** for the region's **maturing** and dominant **aviation industry, focusing on** the robust **supply chain**.