



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**.