



Kansas Department of Commerce

In-State Business Development Assistance

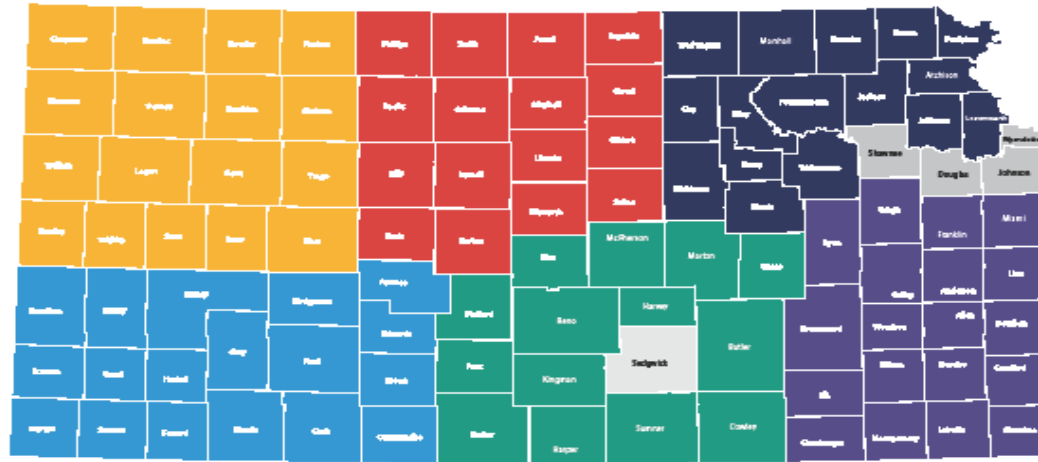


Business Development Division

Areas of focus:

- Business Retention & Expansion: In-state Business Development Project Managers
- Business Recruitment: Commerce reps. in KC Metro; Springfield, MO; Dallas, Chicago, New York & Los Angeles
- International Trade & Export Assistance: International Trade Division in Topeka and Commerce Trade Office in Mexico City

IN-STATE BUSINESS DEVELOPMENT FIELD OFFICE REGIONS



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State Incentive Programs

- High Performance Incentive Program (HPIP)
 - Promoting Employment Across Kansas (PEAK)
 - Kansas Industrial Training Program (KIT)
 - Kansas Industrial Retraining Program (KIR)
 - Machinery & Equipment Personal Property Tax Exemption
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- Export related programs: Kansas International Trade Show Assistance Program (KITSAP) and State Trade Expansion Program (STEP)

High Performance Incentive Program (HPIP)

Benefits:

- 1) State income tax credits on eligible, new capital investment
- 2) Project sales tax exemption on related expenditures
- 3) Training tax credit of up to \$50,000

Eligibility criteria:

- 1) Have an eligible NAICS (North American Industry Classification System) code -- typically manufacturing, warehouse/wholesale/distribution, back-office operation, etc.
- 2) Pay above average wages for location in the state and NAICS code
- 3) Invest in workforce training – two options: participate in KIT or KIR program **or** spend at least 2% of annual payroll on eligible training activities

Important note: Capital investment must be pre-identified on a Project Description prior to company's "commitment" to that investment.

Promoting Employment Across Kansas (PEAK)

Benefit:

- Retention, or refund, of state withholding taxes generated by the creation of net, new jobs – basically a “cash” incentive

Eligibility criteria:

- 1) Possess an eligible NAICS code
- 2) Wages for new jobs must exceed the prevailing county median wage for the county in which the business is located
- 3) Provide a health insurance plan the includes six primary features: physician care; hospital care; prescription drug coverage; pre-natal/post-natal care; substance abuse treatment; and mental health care
- 4) Employer pay at least 50% of the health insurance premiums for the employee

Important Note: Application must be submitted prior to hiring or relocating PEAK Jobs

Kansas Industrial Training (KIT)

Benefit:

- Workforce training grant funds to help companies offset costs for training net, new jobs
- Reimbursement of \$200 to \$800 per trainee

Eligibility criteria:

- 1) Possess an eligible NAICS code
- 2) Average wage for trainees must meet or exceed current county median wage
- 3) Company must offer health insurance (same features as described in PEAK section) – company does not have to meet the premium requirements

Kansas Industrial Retraining (KIR)

Benefit:

- Workforce training grant funds to help offset the costs for retraining existing employees on “new technology” (i.e. new equipment, new product line, new production process, new software, etc.)
- Reimbursement of \$200 to \$800 per trainee

Eligibility criteria:

- 1) Possess an eligible NAICS code
- 2) Average wage for trainees must meet or exceed current county median wage
- 3) Company must offer health insurance (same features as described in PEAK section) – company does not have to meet the premium requirements
- 4) Company is required to provide matching funds (\$1 of company funds to \$1 of KIR funds)

Machinery & Equipment Personal Property Tax Exemption

- Adopted by Kansas Legislature during the 2006 session and went into effect on July 1st, 2006.
- Kansas House Bill 2583
- Exempts personal property tax on eligible business machinery & equipment that is:
 - Purchased new or used on or after 7/1/2006
 - Relocated into Kansas from an out-of-state facility on or after 7/1/2006

Success in spite of COVID

- In 2020, Commerce set a record in terms of new capital investment made by new, expanding & relocating companies over \$2.5 billion.
- The In-State Team had a record number of successful projects (148) in 2020, surpassing the previous high of 134 in 2012.
- Examples of expansion projects include:
 - Doc's Homestyle Pretzels – Lenexa
 - Plastikon Healthcare – Lawrence
 - Krehbiels Specialty Meats – McPherson
 - Alltite, Inc. – Wichita
 - Nor-Am Logistics South – Dodge City
 - Peerless Products – Iola
- 2021 YTD: 51 successful projects (involving 30 counties)

Questions ????

Thanks for your time!

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