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www.kansascommerce.gov

Is Your Industrial Site Ready For Development?

Corrie Ann Campbell
Certified Sites - Program Manager

Beth Johnson
Business Recruitment Project Manager East

Kerri Falletti
Grassroots Strategy Developer
Office of Rural Prosperity

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CERTIFIED SITE
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WELCOME

- Site readiness
- Be ready for site selectors
- Is site certification right for your site?
- Getting your community ready - Office of Rural Prosperity resources



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Identifying Development Potential

Pre-Development Activities:

- Identify a viable site
- Coordinate with community partners and key stakeholders to gain public approval
- Evaluate and align your natural assets to potential industry sector developers
- Determine financial feasibility
- Promptly eliminate sites that do not meet basic development requirements



Gathering Site Information

What are the industry standards regarding the availability and development of potential commercial or industrial development sites?

- Site details
- Environmental constraints or wetlands
- Workforce
- Infrastructure
- Topography/Geology
- Utility capacity current and future
- Single ownership to support “speed to market”



Site Readiness

What do site selectors look for?

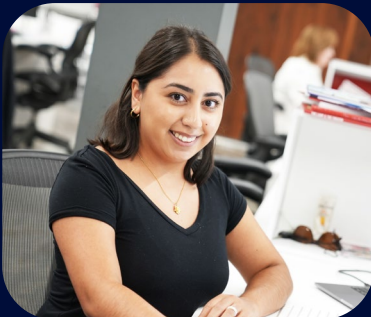
- Location, utilities, access, environmental concerns, infrastructure needs/costs, labor force
- Is the site suitable for the target industry?
- What are the risk factors of the location?
- Emphasize new or unique assets of the area



Site Readiness

Site Preparedness Process

- Identification
- Diligence
- Planning
- Marketing
- Development



Site Readiness

The Site Visit:

- **How is your community best for their investment – how does your location reduce cost?**
- **Was the community welcoming?**
- **Are the facts that you provided in your application accurate?**
- **Do you have relevant expertise contributing to the project – are the right people available to answer questions during the visit?**

Site Readiness

LOIS | LocationOne Information System

A national online location analysis tool designed for communities and economic development organizations to promote available site and building inventory.

- **Integrated GIS component – tool uses customizable layers with market information**
- **Demographics**
- **Workforce**
- **Infrastructure**
- **Housing**
- **Business and Industry**



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What is the Certified Site Program?

A program that is aimed at reducing the risk associated with development by providing detailed information. A designation is issued to properties that have successfully demonstrated that meet the program requirements.

1. Ownership
2. Property
3. Environmental and Cultural
4. Access
5. Community

Site Certification Designation

A Kansas Certified Site designation is issued to properties that have successfully demonstrated that meet the program requirements.

The established program criteria was designed to signify that a specific due diligence the property is ready for development.



Site Criteria

A Kansas Certified Site is a parcel or parcels of land which:

- **A local government or locally recognized economic development organization has submitted a compilation of required data specific to support site application.**
- **10 contiguous acres at a minimum and controlled by one entity, public or private.**
- **Primarily to be marketed for business or industrial recruitment or expansion.**
- **Land is not intended for retail or residential development.**



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Site Criteria



Containing, at a minimum:

- **Cleared of dense forestation and underbrush**
- **Listed on LOIS-LocationOne with complete and current community information or electronic application materials attached to the site page**
- **Achieved recognition and certification from the Kansas Department of Commerce**

Site Criteria

Minimum Land Requirements:

- All utilities at site or a formal plan to extend to the site:
 - 6" water main
 - Industrial capacity sanitary sewer
 - Three-phase 12 kV electric infrastructure
- Utilities not in place? Letter from the utility provider(s) may be provided describing process, estimated costs, and timeline required

Site Certification Process

Step One: Contact the Certified Sites Program Manager to determine program eligibility.

<https://www.kansascommerce.gov/program/business-incentives-and-services/certified-sites-program>



Office of Rural Prosperity (ORP)

- Grassroots Strategy Developer purpose
- Advocate for rural Kansas
- Focused efforts designed to aid rural improvements
- Connects communities to resources
- Workshops and education on community development topics

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Additional Resources - ORP

Grassroots Economic Development

- Grassroots ED 101 and 201 Virtual Sessions
- Seeking recommendations for new sessions

Housing Support

- Community discussions
- Assistance with Housing Assessment Tool (HAT)
- Make connections to resource partners & programs

Childcare Support

- Community conversations
- Connections to resource partners & programs

Grants of Interest - ORP

Rural Champions

- Applications open until July 31st

Emergency HEAL

- Open until June 1, then will reopen
- Funds available first-come first-served

HEAL

- Reopens June 3

KansasCommerce.gov/orp

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What's Next For Your Community?

- Consider site readiness
- Be prepared for site selectors
- Prepare for development with the site certification process
- Explore options with the Kansas Commerce Office of Rural Prosperity

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Corrie Ann Campbell

Certified Sites - Program Manager

corrie.ann.campbell@ks.gov

(785) 213-7312

Beth Johnson

Business Recruitment Project Manager East

Beth.Johnson@ks.gov

(913) 967-9332

Kerri Falletti

Grassroots Strategy Developer

Office of Rural Prosperity

kerri.falletti@ks.gov

(785) 297-5206

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