



Kansas International Profile

Kansas experienced a record high for exports in 2008, selling over \$12.5 billion worth of Kansas goods to customers located outside national borders. The top 5 export destinations: Canada, Mexico, Japan, German, and UK. The most frequently exported product categories: Transportation equipment, agricultural products, food & kindred products, machinery, except electrical and computer & electronic products. 2008 exports increased 153% over 2004, ranking Kansas #2 by % increase in the nation over that time period.

In the nation, Kansas ranked sixth for total agricultural exports during FY 2008. By commodity Kansas ranked: #1 in wheat & products, #1 in feeds and fodders, #4 in live animals and meat, #5 feed grains & products, and #10 in soybeans and products.

International businesses account for seven of the top ten Sedgwick county employers - leaving only health care providers rounding out the list. Of these seven, Wichita is home to the three largest general aviation manufacturers, as well as three corporate headquarters employing about 30,000 people.

Wichita exports accounted for 51% of the State's total or \$5.7 billion in 2007. Transportation equipment, computer & electronic products and chemicals are the top industrial sectors. Wichita metro exports grew 8% from 2006 to 2007.

Wichita is the heart of general aviation manufacturing in the United States. While there are over a dozen U.S. general aviation manufacturers, the three companies residing in Kansas accounted for 47 percent of the airplanes produced in the United States in 2008. Kansas's diverse exports reach well beyond airplanes. Agriculture, industrial machinery, computer storage devices and transportation equipment are also produced here.

One out of fifteen jobs or 6.5% of Kansas total private sector employment are supported by Kansas exports. Sedgwick County has the second-highest concentration of manufacturing jobs and skilled labor in the country. Manufacturing accounts for almost 21% of employment - roughly double the national percentage. Nearly one seventh of these manufacturing jobs depend on exports.

Companies involved in trading experience faster employment growth rates as well as higher average wage rates than 'domestic only' manufacturers. According to the US Department of Commerce, 15,000 - 20,000 jobs are dependent upon every \$1 billion in exports. Kansas' 2008 exports of over \$12.5 billion worth of manufactured and agricultural products support 187,500-250,000 jobs.

International Companies you may recognize operating in Kansas:

- Airbus North America Engineering
- BG Products
- Black & Veatch Corporation
- Boeing Integrated Defense Systems
- Bombardier Learjet
- Cargill Meat Solutions
- Cessna Aircraft Company
- Cobalt Boats
- Ethanol Products
- Excel/Hustler
- Garmin International Inc.
- Great Plains Industries
- Hawker Beechcraft Corporation
- Hill's Pet Nutrition
- Honeywell Aerospace Electronics Systems
- Kalmar Industries
- Kice Industries
- Koch Industries Inc./INVISTA
- Marcus Food Company
- Payless ShoeSource
- Pioneer Balloon Company
- Spirit AeroSystems
- The Bradbury Group
- The Coleman Company
- The Hayes Company
- Tramco Inc.
- Vornado Air Circulation Systems
- Wesco Aircraft
- YRC Worldwide
- York International



Key Industries

Aerospace

Wichita hosts the world's best known aviation cluster, and is often referred to as the "Air Capital of the World." Aircraft and aircraft components have been built with Wichita expertise and craftsmanship for nearly 90 years. Wichita offers one of the largest aerospace labor pools and supplier networks in the world. According to a Milken Institute study, Wichita has the **highest concentration of aerospace manufacturing** employment and skills in the nation. About 64% of Wichita metro area manufacturing employment is in aerospace products and parts.

Wichita is home to five major aviation companies:

- **Boeing Integrated Defense Systems**
- **Bombardier Learjet**
- **Cessna Aircraft**
- **Hawker Beechcraft**
- **Spirit AeroSystems**

In 2007, Wichita companies delivered 54% of all general aviation aircraft built in the United States and accounted for 42% of global general aviation deliveries. Located in Wichita is some of the **most specialized equipment in the world for metal and composite material fabrication**. Wichita firms either directly manufacture, or provide critical components for over half of all general, commercial and military aircraft. Decades of aircraft production has built a comprehensive network of over 200 precision machine shops, tool & die shops and other aerospace subcontract manufacturers. Those leading edge suppliers include **Spirit AeroSystems**, the world's largest independent producer of commercial aircraft structures.

Composites and Advanced Materials

South Central Kansas hosts a **rapidly developing industrial cluster of firms in the field of advanced or "engineered" materials (composites) and polymers (advanced plastics and elastomers.)** The region is a center of excellence in the field of advanced materials research, development and production. Wichita is already home to the world's leading aviation manufacturing cluster. Wichita's involvement with composite aircraft component design and fabrication goes back over 25 years to development of the all-composite **Beechcraft Starship** and **Raytheon Premier business jets**, **Boeing-Wichita's development of the composite nacelles and struts**, and **Cessna's development of proprietary composite technology**. Wichita's expertise in advanced materials also has wide application outside of the aerospace industry. Advanced materials are used in medical devices, automotive components, wind turbines, marine applications, construction materials, machinery, scientific instrumentation and consumer products.

Office Operations

Wichita metro area offers many advantages for headquarters operations, shared service centers and customer service centers. The largest private company in the U.S. is headquartered in Wichita. **Koch Industries, Inc. owns a diverse group of companies involved in refining and chemicals; process and pollution control equipment and technologies; minerals; fertilizers; fibers and polymers; commodity and financial trading services; and forest and consumer products.**

Koch companies have a presence in nearly 60 countries and employ about 80,000 people. One of Koch's subsidiary headquarters also located in Wichita is **integrated fiber and polymers manufacturer INVISTA**; the company best known for brands such as STAINMASTER® carpet and LYCRA® fiber. **Viega GmbH, a global plumbing manufacturer**, recently located its 125-employee North American Headquarters in Wichita. Wichita also hosts over a dozen customer service and processing centers.

Wichita also hosts over a dozen customer service and processing centers – including a USPS Remote Encoding Center (985 employees), InfoNXX (950), T-Mobile (900), Royal Caribbean (700), Convergys(600), Protection One (540), Bank of America (315) and Cox Communications (230.)



Wichita and South Central Kansas

Population: 357,698, city; 596,452, MSA
Manufacturing employment: 64,400
Median Age: 35.4
Average commute: 18 minutes
Median sale price, new home: \$191,770
Median sale price, existing home: \$112,700
Two-bedroom apartment, average rent: \$657

Wichita is a city that was built on innovation. The world's best known aviation cluster is located here. Wichita also prides its entrepreneurship. Aside from the well-known aviation companies residing here, Coleman Companies and Pizza Hut got their start right here in Wichita. Wichita is the regional economic hub of south-central Kansas and northern Oklahoma, with a workforce that meets the financial, medical and business needs of more than half a million people.

Wichita is located in the south central part of Kansas and is the largest city in the state with over 350,000 people. Wichita is a community that celebrates its diversity and prides itself on being a premier destination to live, work and play. A three-time All-American City award-winner, Wichita offers its residents a quality of life that is clean, safe, and prosperous.

Advantages of the Wichita Area

- **Wichita is ranked No. 2 of the 10 most affordable markets to own a home in 2007**
 - Wichita is nearly \$400 below the U.S. national average on total monthly housing payments
- **Pollina Corporate Real Estate Inc. ranked Kansas among the top 10 pro-business states**
 - Based on ability to attract new business and encourage existing business to expand
- **Site Selection magazine ranks Wichita No. 4 for cities with the most new and expanded facilities in 2007**

MSA Demographics

Wichita Metropolitan Statistical Area (MSA) encompasses Sedgwick, Butler, Harvey and Sumner counties, and is the largest metro area in Kansas with a 2007 population of 592,452 persons.

Sedgwick County Demographics

Sedgwick County (pop. 476,026) is the central county of the MSA (80% of MSA population.) In addition to Wichita, Sedgwick County contains 19 smaller cities ranging in population from Derby (pop. 21,101) to Viola (pop. 213.) Sedgwick County's population has increased by 23,157 persons (5.1%) since 2000.

Wichita Demographics

Wichita (pop. 357,698) is the largest city in Kansas. A regional center of business, healthcare and entertainment, approximately 1 million people live within 100 miles of Wichita and 714,790 reside within 50 miles. Wichita's population has increased by 13,414 persons (3.9%) since 2000.



Quality of Life

The quality of life in Wichita is one of its major advantages. Wichita offers a metropolitan atmosphere with a small-town sense of community. For both employers and their employees, dollars go further in Wichita. The **cost of living is 10 percent below average** for urban areas in the United States. Housing is a particular bargain in the Wichita market. The median selling price of **existing single-family homes in the Wichita metro area was \$112,700 (US\$)** in the first quarter of 2008 (3 bedroom, 2 bath, approx. 1300 square feet). Wichita housing is \$83,600 or 43% below the national median price of \$196,300 (US\$). Ease of getting around adds to the quality of life, with commutes averaging 18 minutes, one-third shorter than the national average.

Forbes.com ranked Wichita second in Best Cities for Jobs in 2008. Forbes uses five criteria to rank the cities: job growth, income growth, median household income, unemployment rate and cost of living. **Wichita's job growth rate was seventh highest and its income growth was fifth highest** among the 100 largest metro areas.

Wichita is a hub for **high-quality health care** in South Central Kansas and is continuously ranked high in the nation for it. The metro area is home to **17 acute care and free-standing specialty hospitals** with approximately 3,100 licensed beds. Numerous **clinics specializing in cardiovascular to spinal care** provide comprehensive patient care and outpatient surgery. The expanding healthcare system in the area includes the most recent technology available in **oncology, neonatal care and technology.**

Wichita's elevation is just over **1,300 feet above sea level.** It is located in the Central Great Plains where masses of warm moist air from the Gulf of Mexico collide with cold dry Arctic air masses to create **a wide range of weather year around.** Wichita enjoys a **four-season climate.** Summer temperatures exceed 90° F and winters are usually relatively mild with only brief periods of very cold weather. Below-zero temperatures occur on average only four days per year. January is the coldest month with average daily lows of 20° F.

Wichita boasts a **professional opera, symphony and ballet, as well as dozens of cinematic and performance theatres** that stand ready to impress with independent films, old favorites or new drama. From traditional to contemporary, our **art galleries, varied museums and breathtaking gardens** are sure to engage you with their many enticing exhibits.

Wichita also offers a wide variety of venues for any shopping taste. From antique and high-end specialty shops to shopping malls and outlet stores, the region has something for everyone. Peruse distinctive shops in **Old Town and the Delano area, both just minutes from downtown.** On the west side of town, indulge in plaza style shopping at Wichita's largest outdoor shopping center, **New Market Square,** or the enclosed mall at **Towne West Square.** On the east side, be sure to visit **Towne East Square and Bradley Fair,** where you'll find an appealing blend of shopping, dining and entertainment. The **Waterfront, one of the latest developments on the east side** offers unique shopping and dining in a beautiful setting.