

# TWENTY TWENTY-ONE

*Greater Wichita Partnership Annual Report*

*greaterwichtapartnership.org*  
505 E. Douglas Ave. | (316) 500.6650



# 2020 HIGHLIGHTS



*Jobs*

*2,657*

**JOBS ANNOUNCED**

*\$171.6 Million*

**CAPITAL INVESTMENT**

*\$157 Million*

**TOTAL ANNUAL PAYROLL**



*Talent*

*5,000+*

**INDIVIDUALS**

expressed interest in local jobs or training through  
“Get Trained. Get Paid” talent retention campaign

*1,600*

**SOCIAL MEDIA FOLLOWERS**

gained on Choose Wichita Instagram,  
LinkedIn, Twitter and Facebook

*3,235*

**VIEWS OF 15 BLOGS**

showcasing relentlessly original stories of the region



*Quality of Place*

*Over \$1 Billion*

**OF INVESTMENT IN DOWNTOWN**

since the adoption of Project Downtown in 2010

*10*

**DEVELOPMENT PROJECTS**

completed in downtown core

*\$300,000*

**LITERACY GRANT AWARDED**

to Wichita Literacy Coalition from  
the Kansas Health Foundation

*Accelerating*  
regional economic growth



## A letter from your Co-chairs

As business leaders we strive for balance – an equilibrium between forces. Market supply and demand, revenue and expenses, high-level vision and ensuring customer satisfaction through details. It's a familiar rhythm we find comfort and welcome challenge in.

But in 2020 the production suspension of the Boeing 737 MAX and the subsequent COVID-19 pandemic threw us off that rhythm and into a state of crisis – both for our industries and the region.

In that moment, the Greater Wichita Partnership was able to leverage the strong relationships and community trust built over the last six years. We quickly transitioned work plans and refocused to convene community partners. We implemented immediate, actionable steps to address industry and community challenges in the most strategic and impactful way possible, while also balancing a future-thinking mindset and identifying critical community strategies around economic recovery.

In lieu of decelerating, we held a position of strength, as these challenges brought many opportunities for us to pursue. We achieved major impacts in economic development in 2020. The Partnership surpassed 10,000 jobs won since its creation, aiding in the creation of over 2,600 jobs last year alone. The flexibility of our existing plans allowed us to pivot and meet the needs of the community while still holding to our vision. Additionally, we were able to launch the “Get Trained. Get Paid.” talent retention campaign to connect affected workers to resources and jobs.

As we move forward, we are focused on advancing critical strategies that are momentum changers. We must move swiftly to make intentional decisions for the retention and attraction of both talent and business – including leaning into the Riverfront Legacy Master Planning process to transform our riverfront.

While our balance was thrown off last year, our community stayed in alignment to keep the region on the right track. We wondered at the beginning if we would be weaker or stronger after going through those unforeseen obstacles. We can now say without a doubt we are stronger and more steadfast. Thank you for your continued support of the Partnership, your investment is extremely important to the future success of our community and region.

Sincerely,

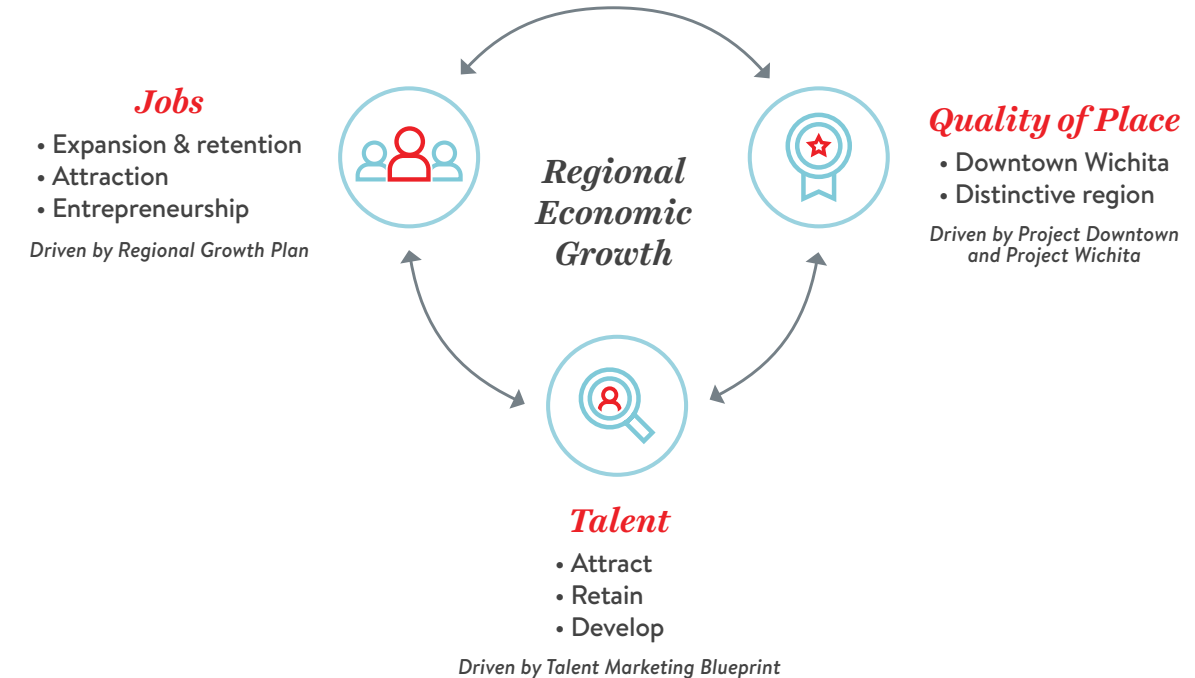
▶ CHARLIE CHANDLER  
CEO, INTRUST Bank

▶ JON ROLPH  
President & CEO, Thrive Restaurant Group

## About the Partnership

As an innovative, collaborative organization we proactively drive economic development strategies in order to position our region to grow. At the Greater Wichita Partnership, we work with others toward common goals to advance the unique qualities of our region.

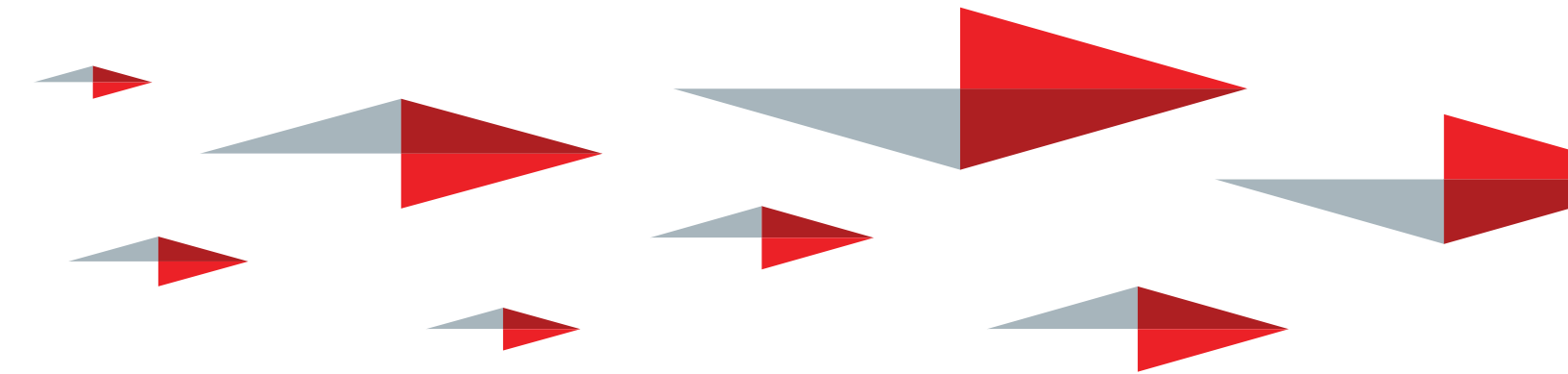
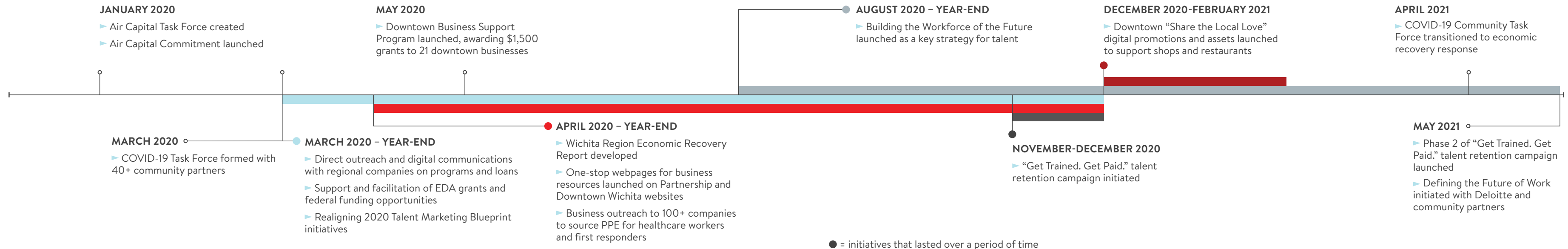
We are focused on three main priorities: Jobs, Talent and Quality of Place, all to fast-forward the region's growth. These priorities are shaped by three highly detailed, research-driven plans that were developed in 2018: the Regional Growth Plan, the Talent Marketing Blueprint and Project Wichita. These priorities are also informed by the master plan for downtown Wichita's development, Project Downtown. The efforts identified in these plans require the collaboration of many private and public sector partners to achieve success and support growth in Wichita and the region. In 2021, strategic updates are underway for all of these plans due to the impacts of COVID-19 and market conditions. These research-based updates will position our region for success in 2021 and beyond.



# COVID-19 RESPONSE

In 2020, the Partnership drove new initiatives and worked collaboratively with regional partners to address the economic challenges from the 737 MAX production suspension followed by the COVID-19 pandemic. Within the Partnership's priority areas of Jobs, Talent and Quality of Place, resources were reallocated to address new needs while foundational efforts continued.

Below is a timeline of initiatives that were accomplished to support our community through economic challenges and recovery.



# JOBS

*We support the creation of jobs through business expansion and retention, attraction and entrepreneurship*

Aggressively competing for jobs, facilitating investment in the region and collaborating to drive economic growth is at the center of what we do. In 2020, we continued to drive these efforts forward and provided leadership and facilitation to support our community and businesses impacted by the 737 MAX production suspension and the COVID-19 pandemic.

Key initiatives are based upon priorities identified in the Regional Growth Plan.

## 2021 Strategies

### SUPPORT BUSINESS RETENTION & EXPANSION (BR&E) OF EXISTING COMPANIES IN THE REGION

**Initiative 1:** Respond and guide expanding companies through the project management process to retain and create employment opportunities in the region

**Initiative 2:** Coordinate 100 interactions, either virtual or in-person with local companies to discuss their expansion potential

**Initiative 3:** Provide opportunities for companies to amplify their marketing and sales at external tradeshows and industry events (i.e. virtual and in-person)

**Initiative 4:** Evaluate potential for OEM or prime contractor supplier conference to be hosted or supported in Wichita for local supply-chain

### PROVIDE ONGOING COVID-19 COMMUNITY LEADERSHIP

**Initiative 1:** Provide ongoing facilitation and coordination support to COVID-19 Community Task Force

**Initiative 2:** Continue to identify, support and mobilize economic recovery strategies

### ACCELERATE AND STRENGTHEN ENTREPRENEURIAL ECOSYSTEM

**Initiative 1:** Finalize Accelerate Wichita Report from Chapman & Co. with input from key and diverse community stakeholders

**Initiative 2:** Maintain support for high-growth, scalable company strategies of NXTUS and other regional partners

**Initiative 3:** Amplify funding programs of NetWork Kansas and encourage growth of community development finance institutions and other entrepreneurial financing programs within the Wichita market (i.e. new market tax credits)

### ATTRACT NEW-TO-MARKET COMPANIES TO THE REGION

**Initiative 1:** Create 1,800 net new jobs, \$200M in new capital investment and \$75M in net new payroll in the region

**Initiative 2:** Globally market the region and advance target industries identified in the Regional Growth Plan to decision makers at industry events and tradeshows

**Initiative 3:** Engage and increase communications outreach to national site consultants, commercial real estate brokers and prospects on the assets of the Wichita region

**Initiative 4:** Increase prospect outreach through national lead generation firms

**Initiative 5:** Partner with Wichita State University and the Smart Factory @ Wichita by Deloitte

### LEAD IMPLEMENTATION OF REGIONAL GROWTH PLAN

**Initiative 1:** Establish competitive advantages and industry insight within identified niche markets

**Initiative 2:** Create regional economic development metrics to evaluate, understand and track the region's economy

**Initiative 3:** Update the Regional Growth Plan

**Initiative 4:** Embrace the development of target sector "centers of excellence" reflected in the Regional Growth Plan and the Kansas Framework for Growth

**Initiative 5:** Leverage the industry expertise and insight of business and innovation leaders to facilitate and accelerate the strategies identified in the Regional Growth Plan

**Initiative 6:** Actively engage in advocacy for legislative initiatives that further the Regional Growth Plan

### POSITION THE GREATER WICHITA REGION AS A PRIME LOCATION FOR BUSINESS GROWTH

**Initiative 1:** Increase awareness and sell the region to prospects through targeted national paid media campaigns

**Initiative 2:** Develop promotional materials for target industries to sell the region to prospects

**Initiative 3:** Maintain a relevant digital presence to communicate business advantages to prospects

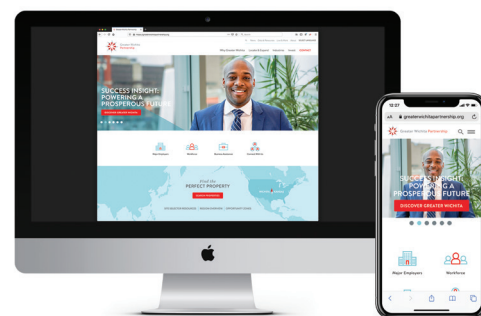
**Initiative 4:** Amplify media relations efforts to enhance perceptions locally and nationally

Detailed tactics for initiatives can be found at [bit.ly/Partnership2021Strategies](https://bit.ly/Partnership2021Strategies)

ACT breaks ground on new national headquarters and training center



New Partnership website launched with focus on business attraction



Keycentrix announces expansion of Wichita headquarters



## Key 2020 Jobs Metrics and Outcomes

### BUSINESS GROWTH



#### JOB ANNOUNCED

2020 Total  
**2,657**

2015-2020 Total  
**10,362**



#### CAPITAL INVESTMENT

2020 Total  
**\$171.6 Million**

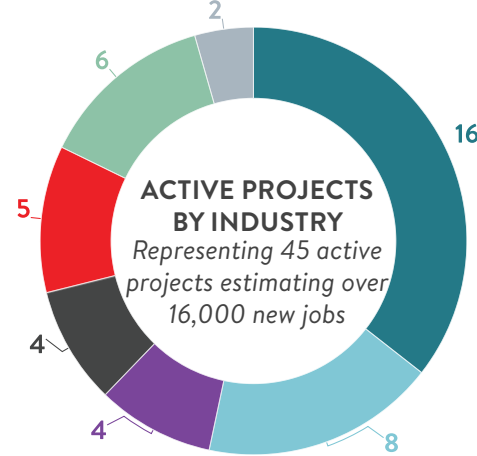
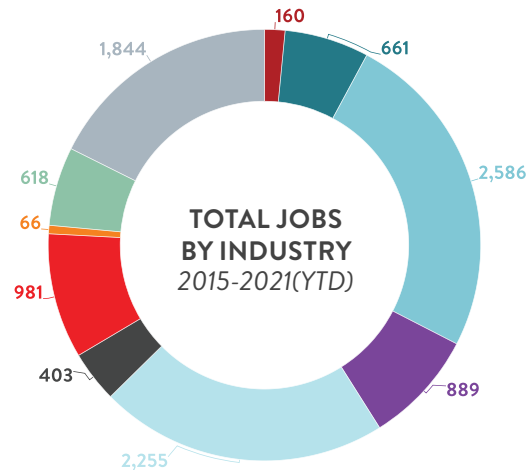
2015-2020 Total  
**\$2.47 Billion**



#### TOTAL ANNUAL PAYROLL

2020 Total  
**\$157 Million**

2015-2020 Total  
**\$514 Million**



● Advanced Materials ● Advanced Manufacturing ● Aerospace ● Agriculture ● Back-office ● Healthcare ● IT Systems & Support ● Oil & Gas/Energy ● Other ● Transportation & Logistics

### PROJECT WINS

2020 Total

**15**

Total prospect site visits

**22**

### COMMERCIAL REAL ESTATE

2020 total square footage absorbed

**70,500 SF**

2020 total square footage of new construction

**1.78M SF**

### BUSINESS EXPANSION & RETENTION

Total company visits and calls

**70**

### GLOBALLY MARKETING THE REGION

2020 website pageviews

**38,683**

2020 website users

**15,596**

2020 website sessions

**19,809**

### BUSINESS ATTRACTION & SUPPORT

▶ Aerospace Task Force formed with 14 local, state and federal partners in response to 737 MAX production suspension

- Air Capital Commitment launched
- One-stop resource website launched

▶ COVID-19 response

- COVID-19 Community Task Force formed with 40+ community partners
- Direct outreach and digital communications with regional companies on programs and loans
- One-stop website for business resources launched
- Creation of the Wichita Region Economic Recovery Report
- Support and facilitation of EDA grants and federal funding opportunities
- Business outreach to 100+ companies to source PPE for healthcare workers and first responders

▶ Recommendations for economic development incentives presented and approved by public sector

▶ Kansas Framework for Growth finalized by Kansas Department of Commerce, building upon the Regional Growth Plan

▶ Foreign direct investment (FDI) opportunities initiated through virtual and in-person engagements with Molera Alvarez, German companies and Finnish companies

▶ Hosted Cybersecurity Maturity Model Certification (CMMC) event for supply-chain defense diversification

▶ MRO virtual show and digital advertising strategy developed

▶ Globally marketing the region to prospects

- National lead generation firms engaged
- New Partnership website launched with prospect lead generation as primary goal
- National digital marketing campaign under development
- New email campaign launched for site selectors

### ENTREPRENEURSHIP

▶ Restart Kansas fund created to support Kansas small businesses

▶ New regional entrepreneurial ecosystem plan initiated with Chapman & Co. and regional partners

Details for these initiatives can be found at [bit.ly/2020JobsYear-EndUpdate](https://bit.ly/2020JobsYear-EndUpdate).

# TALENT

*We work alongside regional businesses and partners to attract and retain talent and support talent development*

Selling our region is critical to changing perceptions and increasing the pipeline of talent considering jobs in Greater Wichita. In 2020, we worked with our partners to re-evaluate community needs and evolved our initiatives to prioritize retaining our world-class talent while continuing to strengthen culture, develop the workforce of the future and attract new talent to the region.

Key marketing initiatives are based upon priorities identified in the Talent Marketing Blueprint.

## 2021 Strategies

### BUILD THE WORKFORCE OF THE FUTURE FOR IN-DEMAND JOBS

**Initiative 1:** Develop community strategies to address impact of technological advancements on jobs and required skills

**Initiative 2:** Advance middle and high school student career exploration opportunities to identify career pathways

**Initiative 3:** Strengthen work-based and applied learning programs

### CULTIVATE A TALENT-FOCUSED CULTURE TO RETAIN AND ATTRACT TALENT

**Initiative 1:** Synthesize research on talent recruitment and culture trends to increase regional competitiveness

**Initiative 2:** Deliver insights and expertise regarding talent recruitment and culture trends to help businesses elevate their talent practices and culture

**Initiative 3:** Champion an inclusive and equitable community

### POSITION GREATER WICHITA AS A TOP PLACE TO LIVE, WORK AND PLAY

**Initiative 1:** Amplify the Choose Wichita brand and website to sell the region to job seekers

**Initiative 2:** Develop original content to increase awareness of opportunities in Greater Wichita

**Initiative 3:** Generate conversations with talent on social media

**Initiative 4:** Work alongside employers to sell the community to talent

**Initiative 5:** Retain existing talent to support economic recovery

**Initiative 6:** Convert talent interest into talent action by engaging with targeted audiences

**Initiative 7:** Build strategic relationships to increase grassroots outreach

**Initiative 8:** Measure effectiveness

*Detailed tactics for initiatives can be found at [bit.ly/Partnership2021Strategies](https://bit.ly/Partnership2021Strategies)*

Choose Wichita blogs highlight our #RelentlesslyOriginal region



Photo courtesy of Pinole Blue

Get Trained. Get Paid. talent retention campaign initiated



Spanish version of Wichita bucketlist developed



## Key 2020 Talent Metrics and Outcomes

### CHOOSE WICHITA MARKETING



20,988

WEBSITE SESSIONS FROM  
49 U.S. States and 76 countries



1,600

FOLLOWERS GAINED  
on social media



5

NEW MARKETING RESOURCES  
developed for talent and talent recruitment



3,235

PAGEVIEWS OF 15 BLOGS  
showcasing relentlessly original  
stories of the region

### PROGRAMMATIC INITIATIVES

100+

HR PROFESSIONALS AND PROSPECTIVE TALENT  
engaged through presentations to sell Wichita

4

MORNING MEET-UP EVENTS  
held virtually for HR and talent professionals

900+

INTERNS ENGAGED WITH  
Summer Intern Social Media Challenge

### GET TRAINED. GET PAID. TALENT RETENTION CAMPAIGN RESULTS | [GetTrainedGetPaid.com](https://www.gettrainedgetpaid.com)

The “Get Trained. Get Paid.” campaign was developed to keep and support the Wichita region’s world-class workforce. This initiative connects local training and job opportunities to those who were affected by layoffs. The results listed below reflect outcomes from paid and grassroots tactics that ran from November to December 2020.



10M+  
AD  
IMPRESSIONS



10K+  
WEBSITE  
USERS



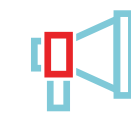
19K+  
WEBSITE  
PAGEVIEWS



\$500K  
SECURED IN  
TRAINING FUNDS



5,000+  
EXPRESSED INTEREST  
IN LOCAL JOBS OR  
TRAINING



7  
NEWS MEDIA  
MENTIONS

Community partners collaborating on this campaign include the City of Wichita, Greater Wichita Partnership, Sedgwick County and Workforce Alliance.

### PROGRAMMATIC INITIATIVES

- ▶ Annual intern event transitioned to Summer Intern Social Media Challenge
- ▶ Building the Workforce of the Future launched as a key strategy for Talent
- ▶ Morning Meet-Ups connected local HR and talent professionals to discuss talent-related challenges

### TALENT DEVELOPMENT

- ▶ Business & Education Alliance (BEA) identified new strategic plan
- ▶ BEA pivoted to support students, educators and business leaders

### STRATEGIC MARKETING AND BRANDING EFFORTS

- ▶ Realigned 2020 Talent Marketing Blueprint marketing initiatives
  - Shift in strategic messaging to focus on local stories of inspiration
- ▶ Strategic management of Choose Wichita brand, website and social media platforms
- ▶ 2 new marketing materials expand investor toolkit
  - Welcome to Wichita: Partner Edition
  - Spanish translation of Wichita bucketlist
- ▶ 15 Choose Wichita blogs produced to highlight our relentlessly original region
- ▶ Managed and updated tools and resources in Employer and Investor Toolkit
- ▶ Website translation service added to Choose Wichita website
- ▶ “Get Trained. Get Paid.” talent retention campaign initiated

Details for these initiatives can be found at [bit.ly/2020TalentYear-EndUpdate](https://bit.ly/2020TalentYear-EndUpdate)



# QUALITY OF PLACE

**DOWNTOWN WICHITA** – *We facilitate commerce and culture in the core to drive development and spur growth in the heart of our region*

From working with partners to developing downtown, initiating placemaking and programming efforts to enhance vibrancy and implementing strategic marketing efforts, we are focused on enhancing the quality of place in Wichita’s urban core. In 2020, our team worked with community partners and enhanced marketing efforts to support our downtown businesses during the pandemic.

The Downtown Wichita organization is a champion for downtown, guided by the initiatives outlined in Project Downtown (adopted in 2010) in alignment with the needs of the district.



Douglas Avenue



Riverfront Stadium completed



Charles and Alexandra in front of an installed Alley Door



## 2021 Strategies

### DEVELOP A VIBRANT DOWNTOWN

**Initiative 1:** Drive investment and development through implementation of Project Downtown

**Initiative 2:** Update downtown market forecasts due to COVID-19 impacts on local market

**Initiative 3:** Support efforts of the Mental Health & Substance Abuse Coalition

**Initiative 4:** Assist public partners with planning processes and community engagement

**Initiative 5:** Market downtown Wichita as a prime location for business growth during prospect recruitment

### INITIATE PLACEMAKING AND PROGRAMMING TO ENHANCE VIBRANCY

**Initiative 1:** Engage the community through targeted programming and placemaking initiatives

**Initiative 2:** Initiate downtown “front porch” program to engage community and activate space

**Initiative 3:** Support Downtown business through resource assistance and continued relationship building and outreach

**Initiative 4:** Implement initiatives as part of the SSMID Pilot Program

### MARKET DOWNTOWN TO ENHANCE PERCEPTIONS

**Initiative 1:** Maintain a relevant communications and brand presence for the downtown district

**Initiative 2:** Manage downtown parking marketing and outreach (parkdowntown.org)

**Initiative 3:** Develop communications and promotion strategy for identified sub-districts of downtown

**Initiative 4:** Communicate downtown development opportunities and progress on Project Downtown

**Initiative 5:** Share custom content on owned social media channels to drive website traffic

**Initiative 6:** Promote and support locally-owned small shops and restaurants

**Initiative 7:** Amplify media relations efforts to enhance perceptions locally and nationally

**Initiative 8:** Promote and facilitate events that downtown businesses can participate in

**Initiative 9:** Support placemaking and programming initiatives

**Initiative 10:** Work with employers to engage employees post-pandemic

*Detailed tactics for initiatives can be found at [bit.ly/Partnership2021Strategies](https://bit.ly/Partnership2021Strategies)*

## Key Project Downtown 10-Year Metrics

Adopted in 2010 as a 15-year blueprint for development, Project Downtown has driven over \$1 billion of investment in Wichita's urban core. The Downtown Wichita organization has served as the ongoing champion for the plan, which has resulted in key benchmarks outlined below.



### OVER **\$1 Billion** OF INVESTMENT IN THE URBAN CORE SINCE 2010

Since the adoption of Project Downtown in 2010, the annual ratio of public to private investment has been as high as 1:36.



#### RESIDENTIAL

**21** new properties

**1,228** new units

**93%** increase in units



#### OFFICE

**14.6%** increase in office space

**23%** increase in lease rates

**81%** increase in overall occupancy



#### HOSPITALITY

**3** hotels completed

**375** new rooms

**50%** increase in rooms



#### RETAIL

**100+** shops and restaurants

**445,223** square feet added

**39%** increase in lease rate

## Key 2020 Downtown Wichita Outcomes

### DEVELOPING DOWNTOWN

- ▶ 10 development projects completed
- ▶ \$113 million in private investment and \$3.1 million in public investment
- ▶ 1:36 public to private investment ratio
- ▶ \$171 million in retail sales
- ▶ 2,843 estimated residents living in downtown
- ▶ 4.6 million square feet of total Central Business District office space
- ▶ Downtown Wichita receives Pinnacle Award from International Downtown Association (IDA) for implementation of Project Downtown

### COVID-19 RESPONSE

- ▶ Created and promoted of Downtown Business Support Program
  - 21 downtown businesses awarded \$1,500 grants
- ▶ One-stop website for business resources launched
- ▶ "Share the Local Love" digital promotions and assets launched to support local
- ▶ Direct outreach and digital communications with downtown businesses on programs and loans

### MARKETING DOWNTOWN

- ▶ 2020 State of Downtown Report released
- ▶ Celebrating 10 Years of Project Downtown campaign launched
- ▶ Maintained a robust website with resources and information for key audiences
- ▶ Managed extensive strategic content across multiple social media platforms

### ENHANCING VIBRANCY THROUGH PLACEMAKING AND PROGRAMMING

- ▶ Transformation of Gallery Alley into multi-sensory art experience initiated
- ▶ Over 70 Wichita Love Notes with over 30 unique designs created and distributed
- ▶ Open Air ICT sidewalk permit announced
- ▶ Artists brought vibrancy to vacant Caldwell Murdock building
- ▶ Alley Doors project launched, first 10 doors installed
- ▶ Holiday-themed art installation created to activate vacant storefront

Details for these initiatives can be found at [bit.ly/2020QofPYear-EndUpdate](https://bit.ly/2020QofPYear-EndUpdate)

For sources related to downtown investment and market data, visit [downtownwichita.org](https://downtownwichita.org)



# QUALITY OF PLACE

**DISTINCTIVE REGION** – *We are focused on developing a distinctive quality of place that attracts talent, visitors and economic growth*

The Greater Wichita Partnership is committed to building economic development and growth with a focus on quality of place as a key competitive advantage for the region. The Partnership team continues to shepherd the initiatives identified by the community in the Project Wichita regional visioning and action plan, including the Riverfront Legacy Master Plan process, with community partners. In response to the COVID-19 pandemic, the Riverfront Legacy Master Plan process and several Project Wichita initiatives were paused, but processes are reactivating.



## *2021 Strategies*

### PROJECT WICHITA COLLECTIVE IMPACT AND SUSTAINABILITY

**Initiative 1:** Discern sustainable organizational structure for pursuit of key collective impact initiatives, including mental health, literacy and anchor institutions (graduation rates)

**Initiative 2:** Identify sustainable funding to support this structure

### LAUNCH AND FINALIZE RIVERFRONT LEGACY MASTER PLAN

**Initiative 1:** Coordinate updated market forecast(s) for commercial, residential, hospitality and convention data in light of COVID-19

**Initiative 2:** Finalize master plan design and report based upon updated market assessments

**Initiative 3:** Roll out master plan to community, City and County

*Detailed tactics for initiatives can be found at [bit.ly/Partnership2021Strategies](https://bit.ly/Partnership2021Strategies)*

## *Key 2020 Distinctive Region Outcomes*

### PROJECT WICHITA

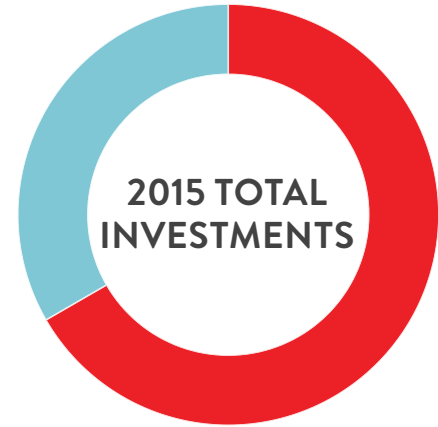
- ▶ Mental Health and Substance Abuse Plan presented to City of Wichita and Sedgwick County
- ▶ Financial support toward Project Wichita initiatives through a grant-writing firm, including \$375,000 in grants directly applied for, and support for many other community organizations' grant pursuits
- ▶ Anchor institution initiative re-engaged
- ▶ Wichita Literacy Coalition awarded three-year, \$300,000 grant from Kansas Health Foundation

### RIVERFRONT LEGACY MASTER PLAN

- ▶ Final recommendations presented to the public in January 2020 (final report postponed due to the impacts of COVID-19)
- ▶ Coalition plans to reactivate process when timing is appropriate

*Details for these initiatives can be found at [bit.ly/2020QofPYear-EndUpdate](https://bit.ly/2020QofPYear-EndUpdate)*

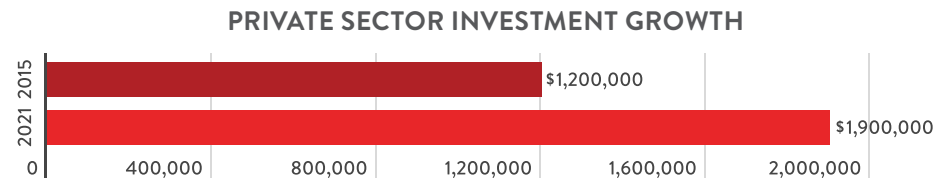
# PARTNERSHIP FUNDING



- 2015 Private Investment Total: \$1.2 Million
- 2015 Public Investment Total: \$600,000
  - \$300,000 from City of Wichita
  - \$300,000 from Sedgwick County



- 2021 Private Investment Total: \$1.9 Million
- 2021 Public Investment Total: \$700,000
  - \$300,000 from City of Wichita
  - \$400,000 from Sedgwick County



## 2021 Partnership Executive Board

### EXECUTIVE COMMITTEE

- Charlie Chandler**  
*INTRUST Bank, Executive Board Co-chair*
- Jon Rolph**  
*Thrive Restaurant Group, Executive Board Co-chair*
- Matt Michaelis**  
*Emprise Bank, Executive Board Vice Chair*
- Gary Schmitt**  
*INTRUST Bank, Executive Board Treasurer*
- Paul Allen**  
*Allen, Gibbs & Houlik, LC, Executive Board Secretary*
- Jeff Fluhr**  
*Greater Wichita Partnership, President*

### EX-OFFICIO

- Alan Banta**  
*Trans Pacific Oil, Downtown Wichita Board Chair*
- Trish Brasted**  
*NetWork Kansas, Accelerate Wichita Co-chair*
- Stephanie Harder**  
*Textron Aviation, Business & Education Alliance Co-chair*
- Ben Hutton**  
*Hutton, Wichita Regional Chamber of Commerce Board Chair*
- Pete Meitzner**  
*Sedgwick County Chair*
- Dr. Richard Muma**  
*Wichita State University President*
- Mark Torline**  
*Wichita State University, Accelerate Wichita Co-chair*
- Dr. Sheree Utash**  
*WSU Tech, Business & Education Alliance Co-chair*
- Dr. Brandon Whipple**  
*City of Wichita Mayor*

### AT-LARGE

- Matt All**  
*Blue Cross Blue Shield of Kansas*
- Aaron Bastian**  
*Fidelity Bank*
- Chuck Caisley**  
*Evergy*
- Ramin Cherifat**  
*McCownGordon Construction*
- Lathi de Silva**  
*Signal Theory*
- Ron Draper**  
*Textron Aviation*
- Tom Gentile**  
*Spirit AeroSystems*
- Chris Graham**  
*Koch Industries, Inc.*
- Derrick Nielsen**  
*High Touch Technologies*
- Gary Oborny**  
*Occidental Management*
- Shelly Prichard**  
*Wichita Community Foundation*
- Mark Quayle**  
*Cargill Protein*
- Scott Schwindaman**  
*Onyx-3*

# INVESTORS

*Through deliberate strategies for intended outcomes – together we are shaping the future of our region.*

Working together, these investors are creating a powerful force to affect and address change by aligning and driving strategies to fast-forward economic growth in South Central Kansas.

## Executive Members



## Advisers



## Leadership Council

6 Meridian  
 Air Capitol Delivery & Warehouse\*  
 Allen, Gibbs & Houlik, LC  
 Alltite, Inc.\*  
 Ambassador Hotel  
 Bank of America  
 Beran Concrete  
 Bell\*  
 Berry Companies, Inc.  
 BKD, LLP  
 Bombardier Learjet  
 Bothner and Bradley, Inc.  
 Butler Community College  
 C&S Group, Inc.  
 Capitol Federal Savings Bank  
 The Carnahan Group  
 Commerce Bank  
 Conco Construction  
 Cornejo & Sons, Inc.  
 Cox Communications  
 Cox Machine, Inc.  
 Crossland Construction  
 Delta Dental of Kansas, Inc.  
 Dondlinger Construction  
 Downtown Wichita  
 Eby Construction Co.  
 El Dorado, Inc.  
 Envision, Inc.  
 Equity Bank

Gardner Design  
 GLMV Architecture, Inc.  
 Golden Plains Credit Union  
 Grant Thornton, LLP  
 Hall's Culligan Water  
 Harlow Aerostructures, LLC  
 Harvey County Economic Development  
 Hinkle Law Firm, LLC  
 House of Schwan, Inc.  
 Howerton+White  
 Hutchinson/Reno Chamber of Commerce  
 IBEW L.U. 271 - Electrical Workers  
 IMA, Inc.  
 JE Dunn\*  
 Kansas Gas Service  
 Kansas Health Foundation  
 Kansas Health Science Center  
 Key Construction  
 LANGE  
 Law Company, Inc.  
 LK Architecture  
 Marketplace Properties, LLC  
 Martin Pringle Attorneys at Law  
 Metal-Fab, Inc.  
 Mid American Credit Union  
 Newman University  
 Novacoast, Inc.\*  
 Occidental Management, Inc.  
 Onyx-3\*

## Members

Anderson Management Company  
 Automation-Plus, Inc.  
 Docking Financial Group  
 Dudley Williams & Associates  
 Fiber Dynamics, Inc.  
 Gravity::Works Architecture  
 Great Plains Ventures, Inc.  
 Hajoca Corporation  
 Icon Structures, Inc.

InfoSync Services  
 JR Custom Metal Products, Inc.  
 Laham Development Company  
 Lee Air, Inc.  
 Legacy Bank  
 Mahaney Group  
 NAI Martens\*  
 Rand Graphics, Inc.  
 Regier Carr & Monroe, LLP

\* = new investor, \* = increased investment

Plumbers & Pipefitters Local 441  
 Professional Engineering Consultants, PA  
 Realtors of South Central Kansas  
 Security 1st Title, LLC\*  
 Signal Theory  
 Skyward Credit Union  
 Star Lumber & Supply Co., Inc.  
 TGC Development Group  
 Thrive Restaurant Group  
 TNW – Turner Nichols Williams Group  
 UCI  
 UMB Bank, NA  
 United Way of the Plains  
 Vantage Point Properties  
 Visit Wichita  
 WAM Capital Corp.  
 Wesley Medical Center  
 Wichita Business Journal  
 Wichita Community Foundation  
 Wichita Eagle  
 Wichita Public Schools  
 Wichita Regional Chamber of Commerce  
 Wichita State University  
 Wichita Wind Surge\*  
 Workforce Alliance of South Central Kansas, Inc.  
 WSU Tech  
 Yingling Aviation

Results Driven Marketing  
 Sharpline Converting, Inc.  
 Simmons Bank\*  
 SJCF Architecture  
 Street Commercial  
 TranSystems Corporation  
 Wil-Ken Enterprises, Inc.

List current as of June 2021

## Committees

The effectiveness of the Greater Wichita Partnership is in each member, each investor, each community and business leader serving this region. The individuals involved in the below committees and task forces play a critical role in fast-forwarding key priorities of the Partnership. Our strength is in our diversity and united efforts for success.

### ACCELERATE WICHITA

#### Co-chairs:

**Trish Brasted**, NetWork Kansas  
**Mark Torline**, WSU Center for Entrepreneurship

### BUSINESS & EDUCATION ALLIANCE (BEA)

#### Co-chairs:

**Stephanie Harder**, Textron Aviation  
**Dr. Sheree Utash**, WSU Tech

The full list of businesses and educational institutions represented in the BEA can be found at [greaterwichitapartnership.org/about/boards-and-committees](http://greaterwichitapartnership.org/about/boards-and-committees).

### TALENT ADVISORY COMMITTEE

**Laura Breese**, Spirit AeroSystems  
**Alejo Cabral**, W – A Community of Young Professionals  
**Nici Duncan**, High Touch Technologies  
**Laura Fischer**, Hutton  
**Kara Franks**, Allen, Gibbs & Houlik, LC  
**Melissa Knoeber**, Fidelity Bank  
**Marilou Mewborn**, Ascension Via Christi  
**Phet Namphengsone**, Textron Aviation  
**Whitney Proctor**, McCownGordon Construction  
**Rene White**, INTRUST Bank

### STRATEGIC ADVISORY TEAM

**David Alfaro**, Butler County  
**Paul Allen**, Allen, Gibbs & Houlik, LC  
**Kevin Arnel**, Foulston Siefkin  
**Ebony Clemons-Ajibolade**, Evergy  
**Jeff Fluhr**, Greater Wichita Partnership  
**Grant Glasgow**, NAI Martens  
**Ben Hutton**, Hutton, Wichita Regional Chamber of Commerce Board Chair  
**Linda Jolly**, El Dorado, Inc.  
**Mike King**, Hutton  
**Todd Knight**, McCownGordon Construction  
**Keith Lawing**, Workforce Alliance of South Central Kansas  
**Bob Layton**, City of Wichita  
**Joel Leftwich**, Kansas Farm Bureau  
**Katie Link**, Envision  
**Colin Marsh**, Murfin Inc.

**Chairman Pete Meitzner**, Sedgwick County  
**Bill Murphy**, Kansas Department of Commerce  
**Dan Reisig**, UV&S  
**Scot Rigby**, City of Wichita  
**Andrew Schlapp**, Wichita State University  
**Gary Schmitt**, INTRUST Bank  
**Scott Schwindaman**, Onyx-3, Wichita Regional Chamber of Commerce Interim President  
**Tom Stolz**, Sedgwick County  
**Beth Shelton**, Harvey County Economic Development Council  
**Brent Shelton**, Sedgwick County  
**Joe Surmeier**, PEC  
**Debra Teufel**, Hutchinson/Reno County Chamber of Commerce  
**Brice Turner**, Hornet Cutting Systems  
**Mayor Brandon Whipple**, City of Wichita

## Partnership Staff



**Jeff Fluhr**  
President



**Andrew Nave**  
Executive Vice President of Economic Development



**Jaimie Garnett**  
Executive Vice President of Strategic Communications



**Jason Gregory**  
Executive Vice President, Downtown Wichita



**Anne-Marie Coughlin**  
Executive Vice President of Talent



**Evan Rosell**  
Executive Vice President of Operations



**Tori Phillippi**  
Executive Administrative Coordinator



**Tammy Nolan Porazka**  
Vice President of Economic Development



**Heather Denker**  
Vice President of Investor Development



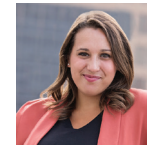
**Andy Kim**  
Director of Multimedia



**Kelsey Pracht**  
Director of Organizational Communications



**Nick Bishop**  
Director of Industry Communications



**Adrienne Korson**  
Director of Economic Development



**Brandon Findley**  
Director of Economic Development



**Meghan Carver**  
Director of Communications



**Megan Hartzell**  
Director of Communications, Downtown Wichita



**Emily Brookover**  
Director of Community Development, Downtown Wichita



**Leann Roth**  
Director of Finance