



Greater Wichita  
Partnership

**South-Central Kansas Economic Development support for APEX program**  
Attracting Powerful Economic Expansion “Mega Project” proposal

January 29, 2022

House Committee on Commerce, Labor, and Economic Development  
Kansas Capital  
300 SW 10<sup>th</sup> Street  
Topeka, KS 66612

Chair Tarwater & Members of the House Committee on Commerce, Labor, and Economic Development:

On behalf of the **Greater Wichita Partnership**, please accept this letter of support for the proposed concept of Attracting Powerful Economic Expansion (APEX) economic development legislation. The Greater Wichita Partnership is the lead public-private economic development organization serving the 10-county region of Wichita, which comprises **over 130 private-sector employers** and more than **two dozen economic development organizations and professionals**.

Economic development tools offer employers a compelling call-to-action, enabling Kansas to separate itself from our competition. Our region evaluated this issue carefully in 2019. The Partnership hired Ady Advantage, a Wisconsin-based economic development and site selection consulting firm, to assess our region’s competitiveness in relation to economic development tools. Ady determined that our state and local toolbox of incentives lagged our competing locations. Accordingly, in 2020, the City of Wichita and Sedgwick County significantly enhanced its local economic development tools to become more competitive with their competing markets. Last legislative session, led by your Committee, the Legislature enhanced our existing state tools.

The increasingly competitive nature of major economic development projects warrants aggressive and new tactics for Kansas. **Refundability, as originally proposed in the APEX legislation, make this tool more competitive than transferability of the investment tax credit portion.** The Greater Wichita Region is currently competing for three “mega” projects that meet the standard of this bill and refundability of the tax credits will significantly enhance our chances to win those investments.

On behalf of the Partnership, we are fully supportive and committed to **expanding our economic competitiveness and economic incentive toolbox throughout the state, including South Central Kansas.** The APEX proposal sets our state up for greater competitiveness and significantly expanding the Kansas economy and tax base. We would welcome and appreciate your affirmative support.

Should you have any questions, or if I can provide additional perspective, please do not hesitate to contact me at (316) 500-6650 or [andrew@greaterwichtapartnership.org](mailto:andrew@greaterwichtapartnership.org).

Sincerely,

*Andrew Nave*

Andrew Nave, CEcD, Executive Vice President  
Greater Wichita Partnership