



February 28, 2024

Dear Chairman Tarwater and members of the Committee,

Thank you for the opportunity to support HB 2471 on behalf of Occidental Management. To remain competitive in our economic development efforts, Kansas must continue to strengthen our tools and incentives. HB 2471 will add to our efforts in the recruitment of manufacturing and headquarters operations.

Occidental Management is based in Wichita and has evolved into a leading real estate development and leasing company since our beginning in 1997. The portfolio of projects for the company can be seen in the Wichita and Kansas City areas. HB 2471 is important to our company and industry, especially during a time of high office vacancy rates. Doing nothing will hinder our efforts to remain competitive in the recruitment of new economic development opportunities.

Thank you for the opportunity to provide support for HB 2471 and I urge you to move this legislation forward.

Best regards,

A handwritten signature in black ink, appearing to read "CJ Stafford", is written over a light blue horizontal line.

Chad J. Stafford

President