

I'd like to provide a couple of real world examples of how the programs being considered for elimination have made a difference in Lawrence/Douglas County.

In the midst of covid one of our major local manufacturing operations had an opportunity to compete for a major expansion with several other of their company plants in the US. This was a competitive situation for what ended up being a \$60 million capital investment involving new manufacturing lines with enhanced technology and higher production capacity. The state programs available through KS Commerce were a significant factor in the decision to make this investment in their KS plant which has significantly increased production and resulted in an employment increase of over 200 jobs. This investment project also positions the Lawrence facility for future investment and expansion.

We've also had an opportunity to create a partnership involving a company, local, and state programs to solve a problem which threatened to undo our opportunity for a new manufacturing plant in Douglas County. An out-of-state group looked at site options in several states but had ultimately decided to build a new facility in Lawrence with offers of local and state support. The company had begun site work when a site issue was revealed that halted the project. Work was stopped while experts evaluated the problem to identify the cost of mitigation. When that number came in, it was a significant amount that threatened completion of the project. The company, city and KS Commerce worked together to come up with a way to share these costs within the capacity and rules of existing programs to make it work. That facility is now at capacity with well over 100 high wage jobs and is considering an expansion.